

MARY KAY

applause®

Malaysia

SEPTEMBER 2013



**MULTIPLY
HYDRATION.**

Day after day.
Night after night with NEW
TimeWise® Plus+™

MARY KAY
**one woman
can**
50 YEARS

Ladder of Success Quarter 1 FINAL MONTH!

Boost your business with 45% volume discount this month.

PP15621/09/2012 (030856) English / Bahasa Malaysia / AJL 99011



from the desk of your
General Manager

Dear Beauty Consultants,

September is finally here! This is a very special month as we will get together for our grandest and most important event of the year; Seminar! This year's Seminar is extra special as we will celebrate 50 years of beauty and lives enriched. I'm sure you can't wait too!

We launch the new and amazing **TimeWise® Plus+™ Regena Firm™ Day Treatment SPF30/PA+++ and Night Treatment this 16 September.** These are perfect supplements to the astoundingly successful TimeWise® Plus+™ Regena Firm™ Intensive Serum and Eye Cream launched last year. I'm confident the complete regimen will surely bring your business to new heights.

As you plan your business for a powerful start to a new seminar year, take advantage of the **45% volume discount** this September. All you need to do is reach 800 personal production points to boost your earnings!

This month also marks the closing of **Quarter 1 Ladder of Success**, so stretch up to achieve these exclusive rewards. There are many exciting promotions to help you reach your goal.

As you share the rewarding opportunity of Mary Kay, focus on your goal to achieve the **Red Jacket Rally challenge** which ends this month. You don't want to miss the education and motivation we have in store for you.

Now, go on and get ready for Seminar as I'm looking forward to cheer you on stage!

Have a super successful September!

Para Perunding Kecantikan sekalian,

Akhirnya September telahpun tiba! Bulan ini amat istimewa kerana kami akan berkumpul bersama untuk aktiviti tahunan yang paling besar dan penting iaitu Seminar! Seminar pada tahun ini adalah sangat berbeza dengan tahun-tahun lepas kerana kami akan menyambut 50 tahun memperkaya kecantikan dan kehidupan wanita. Saya pasti anda rasa teruja juga!

Kami akan melancarkan **TimeWise® Plus+™ Regena Firm™ Day Treatment SPF30/PA+++ dan Night Treatment** yang baharu dan menakjubkan pada 16 September ini. Produk-produk ini merupakan suplemen yang sempurna bagi TimeWise® Plus+™ Regena Firm™ Intensive Serum dan Eye Cream yang dilancarkan pada tahun lepas. Saya yakin bahawa regimen yang lengkap ini dapat membantu anda mencapai kemuncak baharu dalam kerjaya anda.

Semasa anda merancang pelan perniagaan untuk permulaan tahun seminar baru, gunakanlah **diskaun volum 45%** pada September ini. Anda hanya perlu mencapai 800 mata jualan peribadi untuk meningkatkan pendapatan anda!

Bulan ini juga menandakan bulan terakhir untuk **Ladder of Success Suku 1**, jadi berusaha untuk membawa pulang ganjaran eksklusif ini. Terdapat banyak promosi yang menarik ditawarkan untuk membantu anda mencapai matlamat anda.

Semasa anda berkongsi peluang ganjaran Mary Kay dengan yang lain, fokuslah pada matlamat anda untuk mencapai **Pertandingan Red Jacket Rally** yang akan tamat pada bulan ini. Anda pastinya tidak ingin melepasi aktiviti pendidikan dan motivasi yang kami sediakan untuk anda!

Sekarang, bersedialah untuk menghadiri Seminar yang akan datang. Saya menanti-nanti untuk bertemu dengan anda di atas pentas pada hari yang meriah itu!

Semoga bulan September anda penuh dengan kejayaan!

Nasution
Warmest Regards,
Nasution Abdul Rahman
General Manager, Malaysia & Singapore



Inspirations
from **Mary Kay Ash**

“
There are three types of people in this world: those **who make things happen**, those **who watch things happen**, and those **who wonder what happened**. We all have a choice. You can decide which type of person you want to be. **I have always chosen to be in the first group.**

Terdapat tiga jenis orang di dunia ini: mereka yang **melakukan sesuatu agar ia berlaku**, mereka yang **menengok sesuatu berlaku**, dan mereka yang **tidak tahu apa yang berlaku**. Pilihan untuk menentukan jenis orang yang anda ingin menjadi terletak pada tangan diri sendiri. **Saya selalu pilih untuk jadi orang jenis pertama.**



MALAYSIA

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Recipe for **SUCCESS**

4 | **NEW!**
TIMEWISE® PLUS+™
REGENA-FIRM™
DAY & NIGHT TREATMENT



11 | **MONTHLY**
ORDERING
BONUS



12 | **SEMINAR**
2014
AWARDS



14 | **LADDER OF**
SUCCESS
Q1, 2014

Final Month!



24 | **RED JACKET**
RETREAT

Final Month!



september 2013 calendar

Date	Activity	Language	Location	Time
6-7	ESRS	Chi	MKM/KKTC/PGBC	9.00am-5.00pm
	RJU	Chi	MKM	9.00am-5.00pm
	RJU	Eng	MKS	10.00am-6.00pm
10	Go Give Award Night	Eng/Chi	Armada Hotel	6.00pm-10.30pm
11	Guest Event - ESNSD Grace Kao	Chi	VSQ Training Centre	7.00pm-10.00pm
13-14	Seminar	Eng/Chi	Berjaya Times Square Hotel	
17	Pre-DIQ Training	Chi	MKS	10.00am-4.00pm
18	ESTB	Chi	MKS	7.00pm-9.00pm
19	ESTB	Eng	MKS	7.00pm-9.00pm
18-19	Action Plan	Eng/Chi	MKM	9.00am-5.00pm
20-21	ESRS	BM	MKM/PGBC/KKTC	9.00am-5.00pm
	ESRS	Chi	JBBC	9.00am-5.00pm
	ESRS	Eng	MKS	10.00am-6.00pm
	RJU	Eng	MKM	9.00am-5.00pm
	RJU	Chi	PGBC	9.00am-5.00pm
27-28	ESRS	Eng	MKM	9.00am-5.00pm
	ESRS	Eng	PGBC	9.00am-5.00pm
	ESRS	Eng	MKS	10.00am-6.00pm

october 2013 calendar

Date	Activity	Language	Location	Time
4-5	ESRS	BM	MKM	9.00am-5.00pm
	ESRS	Chi	KKTC	9.00am-5.00pm
	RJU	Chi	MKS	10.00am-6.00pm
8	DIQ	Eng/Chi	MKM	9.00am-5.00pm
10	Fairytales & Fantasy Night		MKS	7.00pm-9.00pm
11-12	ESRS	Chi	MKM/JBBC	9.00am-5.00pm
	ESRS	BM	KKTC	9.00am-5.00pm
	ESRS	Chi	MKS	10.00am-6.00pm
	RJU	Chi	JBBC	9.00am-5.00pm
16	ESTB	Chi	MKS	7.00pm-9.00pm
17	ESTB	Eng	MKS	7.00pm-9.00pm
18-19	ESRS	Eng	MKM	9.00am-5.00pm
	ESRS	Chi	PGBC	9.00am-5.00pm
	ESRS	Eng	MKS	10.00am-6.00pm
	RJU	Eng	PGBC	9.00am-5.00pm

dates to remember

13 September
13-14 September
16 September
27 September
27 September
30 September

Mary Kay Inc Anniversary
One Woman Can™ Seminar
Malaysia Day (MKM Office Closed)
Agreement submission deadline
Order submission deadline via fax by 5pm – BC
Order submission deadline via fax by 5pm – SD

15 October

Hai Raya Haji (MKM Office Closed)

Get Luxurious Hydration...

Day After Day and Night After Night!

Help redefine the age of your skin with two new TimeWise® Plus+™ treatments – one for day and one for night. Shield skin during the day from the factors that can lead to signs of advanced skin aging, like loss of volume and lift. Support skin while you sleep to help encourage renewal and reveal the youthfulness within.

Membantu memberikan tafsiran baharu kepada usia kulit anda dengan dua rawatan TimeWise® Plus+™ baharu – satu untuk siang hari dan satu lagi untuk malam. Melindungi kulit daripada faktor-faktor yang boleh membawakan tanda-tanda penuaan lanjut kulit pada siang hari seperti hilang kegebuan dan kulit melandur. Menyokong kulit ketika anda tidur untuk menggalakkan pembaharuan dan menampilkan keremajaan dari dalam.

TimeWise® Plus+™ Regena-Firm™ Day Treatment with SPF 30/PA+++

SKIN APPEARS VISIBLY LIFTED.
HELPS PROTECT AGAINST FUTURE DAMAGE.

- Replenishes essential moisture
- Firms sagging skin
- Youthful volume is renewed
- Skin appears visibly lifted
- Skin tone appears more even
- Helps protect against skin-aging UVA/UVB damage
- Provides long-lasting moisture

KULIT TAMPAK TERANGKAT DENGAN KETARA.

MEMBANTU MELINDUNGI KULIT DARIPADA KEROSAKAN AKAN DATANG.

- Mengisi semula lembapan yang perlu
- Menegangkan kulit yang landur
- Kegebuan keremajaan dibaharui
- Kulit tampak terangkat dengan ketara
- Warna kulit tampak lebih sekata
- Membantu melindungi kulit daripada penuaan akibat kerosakan UVA/UVB
- Membekalkan lembapan berpanjangan

This indulgent cream protects skin from a leading cause of aging, sun exposure, by shielding it from both burning rays that can rob the skin of its clarity and the ageing rays that can affect skin's youthful appearance. This photostable formula can maintain its integrity and protective power even after being exposed to the sun, which makes it perfect for daytime wear. Also formulated to hydrate skin for 12 hours and to help skin feel calm and soothed.

Krim melindungi kulit daripada punca penuaan utama, iaitu dedahan kepada cahaya matahari dengan menghalang kulit daripada sinaran UVB yang boleh meragut kejermihan kulit, dan sinaran UVA yang menjejaskan keremajaan kulit. Formula fotostabil ini boleh mengekalkan integriti dan kuasa pelindungnya walaupun selepas terdedah kepada matahari, menjadikannya amat sesuai dipakai pada siang hari. Ia juga dirumuskan untuk menghidratkan kulit selama 12 jam dan membantu kulit berasa tenang dan selesa.

TimeWise® Plus+™ Regena-Firm™ Night Treatment

SKIN FIRMNESS AND RADIANCE IS RENEWED.
WRINKLES LOOK SOFTENED.

- Helps improve advanced signs of aging
- Softens the appearance of lines and wrinkles
- Helps skin feel firmer
- Improves skin's youthful cushion
- Helps reveal radiant-looking skin
- Provides long-lasting moisture

KETEGANGAN DAN SERI KULIT DIPERBAHARU.

KEDUTAN KELIHATAN KURANG KETARA.

- Membantu memperbaiki tanda penuaan lanjut
- Mengurangkan kemunculan garis dan kedutan
- Membantu kulit berasa lebih tegang
- Memperbaiki pengalasan keremajaan kulit
- Membantu menampilkan kulit yang berseri
- Membekalkan lembapan berpanjangan

Retinol, a highly effective form of Vitamin A, in this luxurious cream is encapsulated in microspheres, which act as protective "bubbles" to help preserve the retinol's stability and maximum efficacy in the jar for a gradual release of retinol.

Retinol, satu bentuk Vitamin A yang sangat berkesan, yang terdapat di dalam krim mewah ini dikapsulkan dalam mikrosfera, bertindak sebagai "buih" pelindung untuk membantu mengekalkan kestabilan retinol dan memaksimumkan keberkesannya di dalam bekas supaya retinol dibebaskan secara perlahan-lahan.

*Results reflect the percentage of women who agreed with the statements during a 4-week Independent Consumer Study.
*Keputusan menggambarkan peratusan wanita yang bersetuju dengan kenyataan di atas semasa kajian Pengguna Bebas selama 4 minggu dijalankan.

NEW

TimeWise® Plus+™ Regena-Firm™ Set

Restore what was lost. And lift away the years.

With TimeWise® Plus+™, it's never too late to rescue skin from the damage of the past and to protect its beautiful future. This premium skin care collection combines extensive research, innovative ingredients and comprehensive clinical testing to deliver visible benefits. The TimeWise® Plus+™ regimen was developed to target the signs of advanced skin aging.

- Deep lines and wrinkles, including the eye area
- Loss of firmness and sagging skin
- Loss of skin volume
- Skin crepiness
- Eye area puffiness and dark circles
- Wrinkles and crepiness in the neck area
- Age spots and uneven pigmentation
- Thinning, more fragile and sensitive skin
- Uncomfortable dryness

Dengan TimeWise® Plus+™, peluang sentiasa terbuka untuk anda menyelamatkan kulit daripada masalah-masalah masa lampau di samping melindungi penampilannya pada masa hadapan. Koleksi penjagaan kulit premium ini dicipta berteraskan penyelidikan ekstensif, bahan-bahan inovatif dan ujian klinikal yang menyeluruh untuk memberikan manfaat optimum kepada setiap pengguna. Regimen TimeWise® Plus+™ telah diciptakan untuk menangani tanda-tanda penuaan kulit yang teruk seperti:

- Garis-garis dalam dan kedutan, termasuk di sekitar mata
- Kurang keanjalan dan masalah kulit geleber
- Kurang kekenyalan kulit
- Kulit kasar dan tidak rata
- Kesembapan dan lingkaran gelap di bawah mata
- Kedutan dan kulit kasar di bahagian leher
- Bintik-titik tua dan pigmentasi tak sekata
- Kulit menipis, lebih mudah terengsa dan sensitif
- Kulit kering dan tidak selesa



Regena-Firm™ Intensive Serum, 30ml

RM420 / SGD195 Part # 10049577 Points: 127

Facial contours look restored. Lifting lasts throughout the day. Skin looks years younger, firmer and toned.

Regena-Firm™ Correcting Eye Cream, 15ml

RM220 / SGD105 Part # 10055741 Points: 67

Firm and tighten sagging skin around the eyes, and unlock the secret to a youthful, lifted look.

New! Regena-Firm™ Day Treatment With SPF 30/PA+++ , 50ml

RM350 / SGD165 Part # 10055734 Points: 104

Protect skin's youthful future with visible volume and firmness.

New! Regena-Firm™ Night Treatment, 50ml

RM380 / SGD180 Part # 10055727 Points: 113

Accelerate skin's transformation as visible firmness and volume are restored.

Great mini size samplers, perfect for sampling!

New! Mini Day Treatment with SPF 30/PA+++ , 7ml

RM25 / SGD8.50

Part# 10055735

New! Mini Night Treatment, 7ml

RM28 / SGD10

Part# 10055728

Available in Section 2

Available
16 September
2013

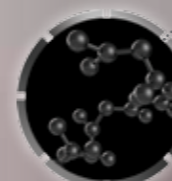
THE POWER OF THREE UNITE IN THE REGENA-FIRM™ COMPLEX



PLANT STEM CELLS INFUSE SKIN WITH LIFE

Plant Stem Cells that help protect the integrity of the skin matrix,* the source of skin firmness.*

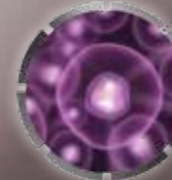
Sel Dasar Tumbuhan yang membantu melindungi integriti matriks kulit, sumber ketegangan kulit.*



A SPECIALIZED PEPTIDE HELPS SUPPORT SKIN RENEWAL*

Tripeptide 1, a Biomimetic Peptide that helps support processes critical for skin repair.*

Tripeptida 1, Peptida Biomimetik yang membantu menyokong proses kritikal bagi pemulihan kulit.*



POTENT BOTANICALS SURGE WITH POWER

Hyaluronic Acid boosters* that help provide youthful skin volume and lift.

Penggalak* Asid Hyaluronik membantu menyediakan kulit muda dan terangkat.



Dr. Beth Lange

Chief Scientific Officer at Mary Kay
Ketua Pegawai Saintifik Mary Kay

DID YOU KNOW? ADAKAH ANDA TAHU?

There are two ways that hyaluronic acid can be added to skin. One way is by adding it to a product formula and applying it topically so it can sit on skin and attract vital moisture. The second way is how the Regena-Firm™ Complex delivers it – by helping to promote the production of hyaluronic acid* so skin is not only able to attract and collect moisture, but also to hold onto it. This can help boost skin volume and create a plumping effect.

Terdapat dua cara asid hyaluronik boleh ditambahkan pada kulit. Salah satu cara ialah dengan menambahnya pada formula produk dan sapukan pada bahagian berkenaan agar ia boleh diserap oleh kulit dan menarik lembapan penting. Cara kedua ialah cara Regena-Firm™ Complex menghantarkannya – dengan membantu menggalakkan penghasilan asid hyaluronik* agar kulit bukan sahaja mampu menarik dan mengumpul lembapan, tetapi juga mengekalkan lembapan ini. Ini boleh membantu menambahkan ketumpatan kulit dan tampak lebih anjal.

*Based on in-vitro testing of key ingredients.
*Berdasarkan kajian in vitro terhadap ramuan utama.

24-Hour Hydration Multiplied



Available
16 September
– 15 October
2013

Buy 1x TimeWise® Plus+™ Regena-Firm™ Night Treatment + 1x TimeWise® Plus+™ Regena-Firm™ Day Treatment with SPF 30/PA+++ and get 1x Mini TimeWise® Plus+™ Regena-Firm™ Night Treatment, 7ml + 1x Mini TimeWise® Plus+™ Regena-Firm™ Day Treatment with SPF 30/PA+++ (7ml) + 1x Gold Tote Bag for FREE!

SET MY SEPT13 TWP DAY & NIGHT PROMO
Part # 10074297
RM730 / SGD345 Points: 217

The Ultimate Luxurious Regimen



Buy 1x TimeWise® Plus+™ Regena-Firm™ Correcting Eye Cream + 1x TimeWise® Plus+™ Regena-Firm™ Intensive Serum + 1x TimeWise® Plus+™ Regena-Firm™ Night Treatment + 1x TimeWise® Plus+™ Regena-Firm™ Day Treatment with SPF 30/PA+++ and get 1x Ion Device Massager + 1x Mini TimeWise® Plus+™ Regena-Firm™ Night Treatment, 7ml + 1x Mini TimeWise® Plus+™ Regena-Firm™ Day Treatment with SPF 30/PA+++ (7ml) for FREE!

SET MY SEPT13 TWP BONUS SET PROMO
Part # 10074298
RM1,370 / SGD645 Points: 411

*Available while supplies last. Promotional items are valid while stocks last only. The company reserves the right to replace the gift. Must refer to product part number stated. Selagi stok masih ada. Syarikat berhak menggantikan hadiah. Mesti merujuk kepada nombor produk (part number) yang dinyatakan.

HOW CAN I FIND TIMEWISE® PLUS+™ CUSTOMERS?

The primary customer for TimeWise® Plus+™ is:

Someone who is already experiencing the advanced signs of aging, typically age 45 or older. It's important to note that in addition to chronological age, other factors can contribute to advanced signs of aging, including what your skin has been exposed to and how well it's been taken care of and protected from environmental stressors.

Pelanggan utama bagi TimeWise® Plus+™ ini adalah:

Seseorang yang telah mengalami tanda-tanda penuaan awal, biasanya berumur 45 tahun atau ke atas. Ia adalah penting untuk ingat bahawa di samping jam biologi kita, faktor yang lain juga akan mengakibatkan tanda penuaan awal, termasuk apa yang kulit anda terdedah dan setakat manakah anda menjaga kulit anda dan melindunginya daripada kerosakan persekitaran.

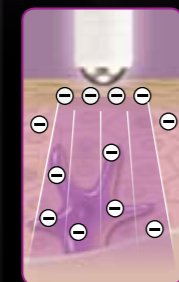
Maximize skin elasticity and firmness with ION DEVICE MASSAGER

Why use the Ion Device Massager with TimeWise® Plus+™ Intensive Serum?

- Optimum product absorption through iontophoresis & vibration massage
- Stimulation of blood circulation through titanium pin point care helps maintain overall skin's firmness and youthfulness.
- Suitable for use with all Mary Kay Serum and Essence products.

Mengapakah kita harus gunakan TimeWise® Plus+™ bersama dengan Ion Massager?

- Penyerapan produk yang optimum melalui iontoforesis dan pengurutan vibrasi
- Merangsangkan peredaran darah melalui bebola titanium untuk membantu mengekalkan ketegangan dan keanjalan kulit secara keseluruhan.
- Sesuai untuk kesemua produk Mary Kay Serum dan Essence.



What is iontophoresis?

Iontophoresis is a technique using a small electric charge to deliver a substance through the skin. Iontophoresis helps to ionize the skin care ingredients, so that it can easily penetrate into the epidermis layer of the skin.

Apa itu iontoforesis?

Iontoforesis merupakan teknik yang menggunakan cas elektrik yang sedikit untuk menghantarkan sebatian ke dalam kulit. Iontoforesis membantu mengionkan bahan-bahan dalam produk penjagaan kulit, jadi ia dapat menembusi dengan senang sekali ke dalam lapisan epidermis kulit.

Available
16 September
2013

Limited
Edition



Part # 08072036
RM380 / SGD180 Points: 113
Batteries included

Download the Product Fact Sheet from InTouch® for complete device information and operational guide. Muat turun Fakta Produk daripada InTouch® untuk maklumat peranti lengkap dan panduan operasi.

TimeWise® Plus+™ Regena-Firm™ Day & Night Treatment Selling Challenge

Challenge Period
16 September
– 15 November
2013

Give your business a LIFT and VOLUME up your sales with the New TimeWise® Plus+™. The top five (5) Independent Beauty Consultants with the highest sales of New TimeWise® Plus+™ Regena-Firm™ Day & Night Treatment will receive:

- ✓ Success story feature in Applause
- ✓ A full set of TimeWise® Plus+™ Regena-Firm™ products worth RM1370 / SGD645. (Intensive Serum, Correcting Eye Cream, Day & Night Treatment)
- ✓ Limited Edition 50th Anniversary Compact Brush Design USB Drive (2GB)
- ✓ Limited Edition Metal Skin Care Carry Case x 1
- ✓ Limited Edition Metal Cosmetic Carry Case x 1

Berikan pemiagaan anda PENGANGKATAN dan TUMPATKAN jualan anda dengan TimeWise® Plus+™ Baru. Lima Perunding Kecantikan Bebas yang mencapai jualan tertinggi bagi TimeWise® Plus+™ Regena-Firm™ Day & Night Treatment Baru akan menerima:

- Kisah kerjayaan dalam Applause
- Set penuh produk TimeWise® Plus+™ Regena-Firm™ yang bernilai RM1370 / SGD645 (Intensive Serum, Correcting Eye Cream, Day & Night Treatment)
- Pemacu USB (2GB) yang berbentuk berus kompak Ulang Tahun ke-50 Edisi Terhad
- Beg Penjagaan Kulit Edisi Terhad x 1
- Beg Kosmetik Edisi Terhad x 1



ESSD Jane Lee Ean Tin
#1 Winner of 2012 TimeWise® Plus+™ Selling Challenge

With a goal in mind, I started by contacting and following up with my existing customers who are already using TimeWise® series, I shared my testimony with them; seeing is believing; they were really impressed and bought the products! My secret to success is HUNGER! Be hungry to WIN the company's challenges and rewards! I tell myself that I want it, I really really want it, I must have it and I can!

Dengan matlamat di minda, saya mula menghubungi dan membuat susulan dengan pelanggan rangkaian TimeWise® kini, dan telah berkongsi testimoni suami dan hasil yang menakjubkan dengan mereka. Melihat adalah dipercayai; mereka amat kagum lalu telah membuat pembelian produk! Rahsia kejayaan saya ialah KEDAHAGAAAN! Anda mesti dahaga untuk MEMENANGI cabaran-cabaran dan ganjaran syarikat! Saya sering berkata kepada diri sendiri bahawa Saya mahu, Saya benar-benar mahu, Saya mesti memilikinya dan Saya boleh!

* Terms & Conditions: This challenge is open to all Independent Beauty Consultants with good standing with the company at the closing of the challenge period. Each Independent Beauty Consultant must record a minimum of 1,000 points from the sales of New TimeWise® Plus+™ Regena-Firm™ Day & Night Treatment only qualify.

*Terma dan Syarat: Pertandingan ini terbuka kepada semua Perunding Kecantikan Bebas dengan pencapaian tarungul dalam syarikat pada tempoh tutup pertandingan ini. Setiap Perunding Kecantikan Bebas mesti mencapai minimum 1,000 mata bagi jualan TimeWise® Plus+™ Regena-Firm™ Day & Night Treatment Baru hanya diambil kira sebagai layak.

Real Results Real Success

Read on and be inspired by the impressive results of the TimeWise® Plus+™ range

ESSD Nafisah Omar

After using Regena Firm™ and Correcting Eye Cream everyday for the past 8 months, my skin looks tighten and the fine lines around eye area looks less visible. My customers started to notice the changes on my face and they want it too!



Setelah menggunakan Regena Firm™ dan Correcting Eye Cream selama 8 bulan setiap hari, kulit saya lebih tegang dan garisan-garisan di sekitar mata tidak lagi kelihatan ketara. Pelanggan mula menyedari perubahan di atas muka saya dan mereka juga mahukannya.

ESSD Janice Oh Siew Peng

I love TimeWise® Plus+™ products because of the fast and effective results, especially for ageing and dull skin. The plant stem cells essence helps to firm and tighten the skin, and make it is easy to put on make-up. Since the launch last year, I have used 4 bottles personally. You will be amazed by the results and receive many compliments on your skin.



Saya suka produk TimeWise® Plus+™ kerana hasilnya cepat dan berkesan, terutamanya untuk kulit berusia dan tidak bermaya. Sel dasar tumbuhan membantu menegang serta memadatkan kulit dan memudahkan persolekan. Sejak produk ini dilancarkan, saya telahpun habis gunakan 4 botol. Anda akan teruja dengan kesannya dan bersedia menerima pujian terhadap kulit anda.

ESSD Tong Keng Eng

The result of using TimeWise® Plus+™ Intensive Serum is very obvious and fast, my guest who tried it on half of her face saw immediate results! She was so impressed and amazed that she did not want to put the mirror down, she kept saying "It feels so different!" After I used the Intensive Serum for half a month, my customers says that I have lost weight, but actually I did not, the truth is my face has a younger, slimmer V-shape!



Keberkesanan Time-Wise® Plus+™ Intensive Serum itu amat ketara dan cepat, tetamu saya berasa teruja selepas mencubanya pada sebelah muka telah nampak kesan segera dan berkata, "Memang rasa tak sama!". Saya juga mencuba Intensive Serum itu selama setengah bulan, terdapat pelanggan saya yang kata saya sudah kurus, sebenarnya tidak, saya cuma memiliki wajah yang kelihatan lebih muda, serta bentuk V yang nampak lebih kurus!

ESSD Mark Poh Lai

I have a customer who didn't see me for about six months. When she saw me, she said "You've slimmed down!" In fact, I did not! I believe it is the effect of TimeWise® Plus+™ Intensive Serum that I have used that made my face looks slimmer and more V-shape. After my sharing, she and her friend bought one each from me immediately!




"Kamu dah kurus!", kata oleh seorang pelanggan yang sudah enam bulan tidak berjumpa dengan saya. Sebenarnya tidak! Saya percaya bahawa ia merupakan kesan TimeWise® Plus+™ Intensive Serum yang membuatkan wajah saya nampak kurus dan bentuk V yang ketara. Selepas berkongsi rahsia produk ini dengannya, dia dan kawannya masing-masing membeli seorang satu daripada saya dengan segera!


Soften, Hydrate & Prep for the **SOFTTEST SKIN**

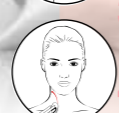
TimeWise® Moisture Renewing Softener, 147ml
Immediately infuses skin with moisture and help to minimize the appearance of pores. You will feel that your skin looks brighter and softer after each use.


Part# 10039974 RM95 / SGD47 Points: 27

APPLICATION TIPS TIP PEMAKAIAN:

- 

Apply enough TimeWise® Moisture Renewing Softener to a cotton pad. *Tuangkan sejumlah TimeWise® Moisture Renewing Softener yang secukupnya atas pad kapas.*
- 

Apply the pad over freshly washed face, starting from cheeks or forehead, in a circular motion from center outward. *Sapukan pad pada muka yang baru dicuci, bermula dari pipi atau dahi dengan gerakan memutar dari tengah ke arah luar.*
- 

Move cotton pad in upward and outward motion, from collarbone to base of the chin. *Alihkan pad kapas dengan gerakan ke atas dan ke luar, dari tulang bahu ke bawah dagu.*
- 

Repeat steps with a new cotton pad until no residue collects on the pad. *Ulang langkah-langkah ini dengan pad kapas baru sehingga tiada lagi sisa yang terlekat pada pad kapas.*

Available
16 September – 15 October 2013

Easy skin-aging solutions



Buy 1 x TimeWise® 3-In-1 Cleanser (N/D or C/O) + 1 x TimeWise® Moisture Renewing Softener and get **1x Mini TimeWise® Plus+™ Regena-Firm™ Night Treatment + 1x Mini TimeWise® Plus+™ Regena-Firm™ Day Treatment with SPF 30/PA+++ & 1x Mary Kay® NouriShine Plus™ Lip Gloss (Fancy Nancy) for FREE!**

SET MY SEPT13 TW BASIC PROMO N/D
Part # 10074302
RM203 / SGD99 Points: 60

SET MY SEPT13 TW BASIC PROMO C/O
Part # 10074303
RM203 / SGD99 Points: 60

Simply Flawless!



Buy 1x any Mineral Powder Foundation (choose any shade) + 1x Foundation Primer Sunscreen SPF 15 and get **1x Mineral Cheek Color (Citrus Bloom) for FREE!**

Buy 1x any Mineral Powder Foundation (choose any shade) + 1x Foundation Primer Sunscreen SPF 15 and get **1x Mineral Cheek Color (Citrus Bloom) for FREE!**

MINERAL POWDER FOUNDATION PROMO*
RM152 / SGD76 Points: 44

*Please refer modifiable offer (MODOF promotion in InTouch®)

Available
16 September – 15 October 2013

*Available while supplies last. Promotional items are valid while stocks last only. The company reserves the right to replace the gift. Must refer to product part number stated. Selagi stok masih ada. Syarikat berhak menggantikan hadiah. Mesti merujuk kepada nombor produk (part number) yang dinyatakan.

Tempting Lashes in Four Steps Empat Langkah Hasilkan Bulu Mata Menarik

- Step 1: Start building better lashes by applying Mary Kay® Lash & Brow Building Serum at night.
- Step 2: Add impact to any lash look by curling lashes with an eyelash curler.
- Step 3: Next, prime lashes with Mary Kay® Lash Primer.
- Step 4: Finish with your favorite Mary Kay® mascara.

Langkah 1: Mula menjaga bulu mata yang kukuh dengan menggunakan Mary Kay® Lash & Brow Building Serum.
Langkah 2: Tambahkan kesan solekan mata dengan membelit bulu mata dengan pelentik bulu mata.
Langkah 3: Seterusnya, sapukan Mary Kay® Lash Primer pada bulu mata.
Langkah 4: Lengkapkannya dengan Mary Kay® Mascara yang anda gemari.

A Wardrobe of Tempting Lashes

- 1 Mary Kay® Lash & Brow Building Serum, 4.5ml
Part# 10046188
RM120 / SGD55 Points: 36
- 2 Mary Kay® Lash Primer, 8g
Part# 10046176
RM75 / SGD35 Points: 23
- 3 Mary Kay® Ultimate Mascara™, 8g
Part# 10017657
RM75 / SGD35 Points: 23
- 4 Mary Kay® Lash Love™ Waterproof Mascara, 8g
Part# 10044465
RM75 / SGD35 Points: 23
- 5 Mary Kay® Lash Love™ Mascara, 8g
Part# 10041481
RM75 / SGD35 Points: 23

Basic Lash Spa

Available
16 September – 15 October 2013



Buy 1x Lash Love™ Mascara (I ♥ Black) + 1x Lash Primer and get **1x exclusive limited edition Pink Eye Lash Curler for FREE!**

SET MY SEPT13 LASH BASIC PROMO
Part # 10074299
RM150 / SGD70 Points: 46

Lash Spa Set

Available
16 September – 15 October 2013



Buy 1x Lash Love™ Mascara (I ♥ Black) + 1x Lash Primer + 1x Lash & Brow Building Serum™ and get **1x Oil Free Eye Makeup Remover + 1x exclusive limited edition Pink Eye Lash Curler for FREE!**

Buy 1x Lash Love™ Mascara (I ♥ Black) + 1x Lash Primer + 1x Lash & Brow Building Serum™ and get **1x Oil Free Eye Makeup Remover + 1x exclusive limited edition Pink Eye Lash Curler for FREE!**

SET MY SEPT13 LASH BONUS PROMO
Part # 10074301
RM270 / SGD125 Points: 82

*Available while supplies last. Promotional items are valid while stocks last only. The company reserves the right to replace the gift. Must refer to product part number stated. Selagi stok masih ada. Syarikat berhak menggantikan hadiah. Mesti merujuk kepada nombor produk (part number) yang dinyatakan.

Boost Your Business with

45% Volume Discount!

1 September
- 30 September
2013

Earn bigger profits when you sell more!

Tingkatkan Perniagaan Anda Dengan Diskaun Volum sebanyak 45%!

Dapatkan keuntungan yang lebih banyak apabila anda banyak menjual!

This September, dream big and think big to EARN BIG! Achieve minimum **800 points** in a single Section 1 order and enjoy **45%** volume discount! Don't miss this great opportunity to boost your business. Plan your Power 10 (333+1) now and make it BIG for you!

September ini, milikilah impian besar, capaikan yang tertinggi dan UNTUNG BANYAK! Mencapai minimum 800 mata dalam Seksyen 1 pesanan tunggal dan menikmati 45% diskaun kelantangan! Jangan melepasi peluang keemasan ini untuk mengembangkan perniagaan anda. Rancangkan pelan Power 10 (333+1) anda dan meningkatkan KEUNTUNGAN anda!



Be a consistent Star achiever!

Get minimum 800 points for consecutive 3 months to achieve Sapphire Star Consultant status! Accumulate 2,400 psp between July till September and take home this exclusive Timeless MK Watch!

For more Ladder of Success Rewards, turn to page 15.



Women are natural salespeople. Once they believe in a product, they sell it to everyone they meet. They have spent their lives selling their husbands, children, neighbours and friends on whatever they believe in. Selling a product they are sold on themselves is second nature. I am amazed by the ingenuity, creativity and ability to sell that women possess.

Wanita merupakan jurujual semula jadi. Apabila mereka percaya terhadap satu produk, mereka akan menjulkannya kepada sesiapa sahaja yang mereka berjumpa. Mereka menjual apa sahaja yang mereka percayai kepada suami, anak-anak, jiran dan kawan-kawan dalam seumur hidupnya. Menjual sesuatu produk yang mereka gunakan pada diri sendiri merupakan sifat semulajadinya. Saya berasa kagum dengan kepintaran, kreativiti dan keupayaan yang tersembunyi dalam seseorang wanita.

~ Mary Kay Ash

EXAMPLE
CONTOH
1

2 x SET MY SEPT13 TWP DAY & NIGHT PROMO + 1 x SET MY SEPT13 TWP BONUS SET PROMO = 845 pts

EXAMPLE
CONTOH
2

1 x SET MY SEPT13 TWP DAY & NIGHT PROMO + 3 x SET MY SEPT13 LASH BONUS PROMO + 2 x SET MY SEPT13 LASH BASIC PROMO + 3 x SET MY SEPT13 TW BASIC PROMO I/D + 2 x MINERAL POWDER FOUNDATION PROMO = 823 pts

EXAMPLE
CONTOH
3

3 x BE FULL SET + 3 x SET SATIN HANDS + 3 x BODY CARE FULL SET + 3 x TRUE DIMENSION LIPSTICKS + 3 x TRANSLUCENT LOOSE POWDER + 3 x MAKEUP FINISHING MIST = 825 pts

* Terms & Conditions: Only valid within 1 - 30 September 2013. For each single order of 800 points in a single Section 1 order only.
* Terma & Syarat: Hanya sah dalam tempoh 1hb-30hb September 2013. Bagi setiap 800 mata dalam pesanan tunggal di dalam Seksyen 1 sahaja.

Plan your way to Success:

All it takes are 3 fun parties a week to achieve power 10: 333+1! Here are our suggestions for amazing success this September!

<p>ADVANCED ANTI-AGING SKINCARE CLASS</p> <p>TIMEWISE® PLUS+™ PROMOTIONS page 6 217 pts</p> <p>OTHER BEST-SELLERS page 6 411 pts</p>	<p>BASIC ANTI-AGING SKINCARE CLASS</p> <p>TIMEWISE® PROMOTION page 8 60 pts</p> <p>FOR THE EYES page 6 411 pts</p> <p>OTHER BEST-SELLERS page 6 411 pts</p>	<p>GORGEOUS MAKEUP CLASS</p> <p>LASH PROMOTIONS page 9 46 pts</p> <p>MINERAL FOUNDATION PROMOTION page 9 44 pts</p> <p>OTHER BEST-SELLERS page 9 82 pts</p>
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Monthly Ordering Bonus (MOB) Purchase in a single order

Available
1 September -
30 September
2013

600 - 899 points	900 - 1199 points	1200 points & above
<p>1x TimeWise® Microdermabrasion - Step 2: Replenish</p> <p>Bonus value RM155 / SGD73</p>	<p>1x TimeWise® Microdermabrasion - Step 1: Refine</p> <p>1x TimeWise® Microdermabrasion - Step 2: Replenish</p> <p>1x Mini TimeWise® Plus+™ Regena-Firm™ Night Treatment, 7ml (worth RM28 / SGD10)</p> <p>1x Mini TimeWise® Plus+™ Regena-Firm™ Day Treatment with SPF 30/PA+++ , 7ml (worth RM25 / SGD8.50)</p> <p>Bonus value RM373 / SGD169.50</p>	<p>1x Fleece Blanket, 130cm x 160cm (worth RM60 / SGD30)</p> <p>1x TimeWise® Microdermabrasion - Step 1: Refine</p> <p>1x TimeWise® Microdermabrasion - Step 2: Replenish</p> <p>2x Mini TimeWise® Plus+™ Regena-Firm™ Night Treatment, 7ml (worth RM28 / SGD10 each)</p> <p>2x Mini TimeWise® Plus+™ Regena-Firm™ Day Treatment with SPF 30/PA+++ , 7ml (worth RM25 / SGD8.50 each)</p> <p>1x Mary Kay® Daily Planner 2013 (English)</p> <p>Bonus value RM501 / SGD225</p>
<p>1x TimeWise® Microdermabrasion Step 2 - Replenish</p>	<p>1x TimeWise® Microdermabrasion Step 1 - Refine</p> <p>1x TimeWise® Microdermabrasion Step 2 - Replenish</p> <p>1x Mini TWP Night Treatment, 7ml (worth RM28 / SGD10)</p> <p>1x Mini TWP Day Treatment with SPF 30/PA+++ , 7ml (worth RM25 / SGD8.50)</p>	<p>1x TimeWise® Microdermabrasion Step 1 - Refine</p> <p>1x TimeWise® Microdermabrasion Step 2 - Replenish</p> <p>2x Mini TWP Night Treatment, 7ml (worth RM28 / SGD10 each)</p> <p>2x Mini TWP Day Treatment with SPF 30/PA+++ , 7ml (worth RM25 / SGD8.50 each)</p> <p>1x Fleece Blanket (130cm x 60cm)</p>
<p>Suggestions to maximize your MOB gifts</p> <ul style="list-style-type: none"> Use as free gift for your loyal customers Use it as Hostess gift <p>While stocks last only. The company reserves the right to replace the gift.</p>	<p>Cadangan untuk menggunakan hadiah MOB:</p> <ul style="list-style-type: none"> Gunakan ia sebagai hadiah percuma untuk pelanggan setia anda Gunakan sebagai hadiah Hostess <p>Selagi stok masih ada. Syarikat berhak menggantikan hadiah.</p>	

Live Your Dreams of Success

2014 Seminar Awards

1 August 2013 to 31 July 2014

These special tributes are presented at Seminar to super-achievers in sales, recruiting and unit performance. On Awards Night the emcee will announce the winners and present them in a manner similar to the Miss America coronation. He asks the large audience, "Which of these lovely ladies will be crowned queen?" Then, like Miss America, each Mary Kay queen is presented with a beautiful satin sash; a tiara is placed on her head; a bouquet of flowers is placed in her arms; a queen's diamond ring is placed on her finger; and, of course, she gets a diamond bumblebee.

Penghormatan khas ini dipersembahkan di Seminar untuk pencapai terunggul dalam prestasi jualan, merekrut dan unit. Pada Malam Anugerah, pengacara majlis akan mengumumkan pemenang dan menyambut mereka dengan cara serupa dengan kemahkotaan Ratu Cantik Amerika. Dia menanya penonton di bawah pentas, "Siapakah antara wanita yang cantik ini akan dimahkotai sebagai ratu?" Kemudian, setiap ratu Mary Kay akan menerima selempang satin umpama Ratu Cantik Amerika, memakai tiara pada kepalanya, pegang sejambak bunga, dia juga akan memakaikan cincin berlian pada jarinya, dan, sudah tentu dia akan mendapat satu bumblebee berlian.



Queens of the Courts

For making a breakthrough throughout the year, the Queens of the Courts are awarded an exclusive Gold Ring within a Diamond encrusted bloom.



Court of Unit Production

The coveted Gold Diamond Ring is a reward for her commitment as a leader for enriching the lives of others.



Court of Sharing

For the lives that she has touched, a Gold Tsavorite Diamond Ring is presented to each Court of Sharing achiever.



Court of Personal Sales

This dazzling Pink and Orange Sapphire Diamond Ring is awarded to achievers who have passed on the beauty of Mary Kay products.



One Woman Can™ Achieve Her Dreams!



For most of us, a year seems like a long time indeed. But as a Mary Kay® independent business owner, your life is defined by the goals you set. So plan now for your Seminar 2014 goals and you will see yourself shining bright on Seminar 2014 stage!

Tips To Help You Achieve Your Seminar Goals

- **SET YOUR 2014 SEMINAR GOAL.** By achieving at least two of the Seminar Courts consistently can make you successful in this business.
- **BREAK THOSE GOALS** into monthly, weekly and daily targets. Remember to assess your performance every month to ensure that you are on target.

Court of Personal Sales =
20,000 psp/12 months = 1667 psp per month

Court of Sharing =
24 new qualified team members/12 months =
2 new qualified team members per month

Court of Unit Production (Sales Director) =
Unit Production Points/12 months

- Always **SHARE THE MARY KAY OPPORTUNITY** to others and you will see more lives enriched.
- Recipe for Success: **SKIN CARE CLASS → SELLING → TEAMBUILDING**
- Provide the best **GOLDEN RULE CUSTOMER SERVICE** to all of your customers.
- **CONSISTENCY** is the key. So never give up! You can DO IT!

Bagi kebanyakan orang, satu tahun seolah-olah satu masa yang panjang. Tetapi sebagai pemilik perniagaan bebas Mary Kay®, kehidupan anda diterjemahkan oleh matlamat yang anda tentukan. Jadi rancanglah sekarang untuk matlamat Seminar 2014 dan anda akan menyaksikan diri anda bersinar dengan cemerlang di atas pentas Seminar 2014!

TIP UNTUK MEMBANTU ANDA MENCAPAI MATLAMAT SEMINAR ANDA

- **Tetapkan Matlamat Seminar 2014 anda.** Dengan mencapai sekurang-kurangnya dua daripada Seminar Courts secara konsisten, anda boleh berjaya dalam perniagaan ini.
- **Bahagikan matlamat-matlamat** itu kepada sasaran bulanan, mingguan dan harian. Jangan lupa untuk menilai prestasi anda setiap bulan bagi memastikan anda tidak tersasar.

Court of Personal Sales =
20,000 psp/12 bulan = 1667 psp sebulan

Court of Sharing =
24 ahli pasukan baru yang layak /12 bulan =
2 ahli pasukan baru yang layak sebulan

Court of Unit Production (Pegarah Jualan) =
Unit Production Points/12 bulan

- Sentiasa **berkongsi peluang Mary Kay** dengan orang lain dan anda akan nampak kehidupan lain diperkayakan.
- Resipi untuk Kejayaan: **Kelas Penjagaan Kulit → Penjualan → Membina Pasukan**
- Menyediakan **Perkhidmatan Pelanggan mengikut Pedoman Penting** yang terbaik kepada semua pelanggan anda.
- **Ketekalan** ialah kuncinya. Jangan berputus asa! Anda boleh MELAKUKANNYA!



“With six billion human beings inhabiting our planet, individuals sometimes feel insignificant and doubt that one person can really make a difference in this world. Well, believe me, one person can.”

Walaupun enam bilion manusia menduduki planet ini, kadang kala kita merasakan diri sendiri tidak penting dan ragu-ragu sama ada seorang boleh membawakan perbezaan di dunia ini. Percayalah, seorang memang boleh. ~ Mary Kay Ash

Step up to **SUCCESS!**

one woman can MARY KAY
50 YEARS

Ladder of Success 2014

Quarter 1 | July – September 2013

Final Month!

Give your business the success it deserves! When you reach Star Consultant status each quarter, you're building a business foundation based on selling products to a growing customer base. And that means more income to you!

Berikan kerjaya anda kejayaan yang hebat! Apabila anda mencapai status Perunding Bintang pada setiap suku, anda sesungguhnya sedang membina asas perniagaan melalui penjualan produk untuk memperkembangkan saiz pelanggan anda. Ini bermakna pendapatan yang lebih besar untuk anda!

star consultant
Rewards Program



Ivanka Trump slim case

Share the Dream business card holder



Write your story pen

Timeless beauty watch

	sapphire 2400 _{psp}	
	ruby 3600 _{psp}	
	diamond 4800 _{psp}	
	emerald 6000 _{psp}	

July 2013 – June 2014

Year of the Consistent Star Program



You are a Star. Yesterday. Today. Tomorrow.

As a Star Consultant, you're part of something very special. The rich heritage of a program founded by Mary Kay Ash over 35 years ago. The renewed hope of today. And the endless possibilities of a promising future.

Anda bagaikan Bintang. Semalam. Kini. Esok.

Sebagai Perunding Star Consultant, anda adalah sebahagian daripada sesuatu yang sangat istimewa. Program ini adalah warisan yang diasaskan oleh Mary Kay Ash lebih 35 tahun dahulu. Harapan baru kini. Kemungkinan masa depan yang cerah.

Be a consistent Star Consultant from July 2013-June 2014, and see yourself at the TOP!
Jadilah seorang Perunding Bintang yang konsisten dari Julai 2013-Jun 2014, dan lihatlah diri anda di PUNCAK KEJAYAAN!

Open to all Independent Beauty Consultants
Terbuka kepada semua Perunding Kecantikan Bebas

Rewards

- Recognition on 2014 Seminar Stage
- Invitation to Special Luncheon at Seminar 2014
- Exclusive Star Certificate

Other Rewards:

- Star Consultant Prizes every Quarter
- Fabulous Ladder of Success Jewelry Pin

Ganjaran

- Pengiktirafan di atas pentas Seminar 2014
- Jemputan ke Special Luncheon di Seminar 2014
- Sijil Bintang Eksklusif

Ganjaran Lain:

- Hadiah Perunding Bintang pada setiap Penggal
- Pin Barang Kemas Ladder of Success yang cantik



Ladder Of Success earnings and rewards chart

STAR CONSULTANT	POINTS PER MONTH	MONTHLY RETAIL SALES	EARNINGS (NET 40% VOLUME DISCOUNT)	TOTAL EARNINGS PER QUARTER	QUARTELY LOS PRIZES (BONUS)	YEARLY PRIZES
SAPPHIRE	800	RM2,560 / SGD1,113	RM1,024 / SGD445	RM3,072 / SGD1,335	LADDER PIN*	<ul style="list-style-type: none"> ★ Star Consistency Rewards ★ On Stage Recognition ★ Certificate of Achievement ★ Special Luncheon ★ Applause Recognition <p>COURT OF PERSONAL SALES</p>
RUBY	1200	RM3,840 / SGD1,670	RM1,536 / SGD668	RM4,608 / SGD2,004	PLUG NUMBER	
DIAMOND	1600	RM5,120 / SGD2,226	RM2,048 / SGD890	RM6,144 / SGD2,671	GEM STONE	
EMERALD	2000	RM6,400 / SGD2,783	RM2,560 / SGD1,113	RM7,680 / SGD3,339	LOS PRIZES	

*First time achievers

The Essentials of Selling

Kepentingan Jualan

Mary Kay always says that nothing happens until someone sells something!

Before you set out to sell, ask yourself what is your dream? What is your goal?

- ✓ Achieve Ladder of Success?
- ✓ Be a Star Consultant?
- ✓ 2014 Court of Personal Sales?
- ✓ Achieve a Pink Career Car?

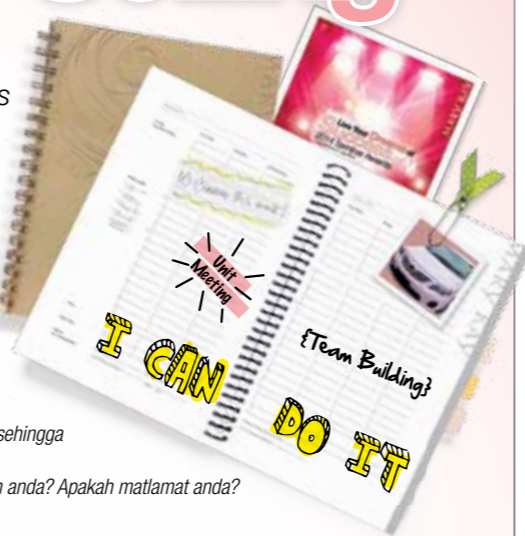
The possibilities are endless! Only you can limit your own progress. Once you have a goal, write it down and plan the steps on how you will achieve it.

Mary Kay sentiasa mengatakan "Tiada apa-apa yang akan berlaku sehingga seseorang menjual sesuatu!"

Sebelum anda bermula menjual, tanyalah diri sendiri apakah impian anda? Apakah matlamat anda?

- ✓ Mencapai Ladder of Success?
- ✓ Menjadi seorang Perunding Bintang?
- ✓ Pemenang Court of Personal Sales 2014?
- ✓ Memenangi sebuah Kereta Kejaya (Pink Career Car)?

Semua kemungkinan ini tiada penghujungnya! Hanya diri anda berupaya meneghadakan pencapaian diri sendiri. Sebaik sahaja anda mempunyai satu matlamat, catatkannya dan mula merancang langkah-langkah untuk mencapainya.



Don't quit selling until she quit buying! For instance, if she purchase TimeWise® Miracle Set, recommend the Moisture Renewing Softener and Moisture Renewing Gel Mask. Once she has purchased all you skincare items, move on to Body care, color and so on stage by stage.



Prepare **cross-selling** suggestions for everything in the line. For example, if she buys a True Dimension™ lipstick, sell a Lip Liner and Satin Lip Mask & Balm; if she buys a Mascara, recommend the Lash Primer or Lash & Brow Building Serum, take it a step further and help her select eye shadows to go with it.



Sediakanlah nasihat jualan silang (cross-selling) bagi kesemua produk dalam siri tersebut. Contohnya, jika dia membeli gincu True Dimension, jualkannya bersama Lip Liner dan Satin Lip Mask & Balm; jika dia membeli Mascara, syorkan Lash Primer atau Lash & Brow Building Serum, lakukannya langkah demi langkah dan membantu dia memilih pembayang mata yang padan dengannya.

Jangan berhenti menjual sehingga pelanggan anda berhenti membeli! Sebagai contoh, jika pelanggan anda membeli TimeWise® Miracle Set, mengesyorkan Moisture Renewing Softener dan Moisture Renewing Gel Mask. Apabila dia telah membeli kesemua barangan penjagaan kulit anda, teruskan dengan mengesyorkan item penjagaan badan, warna dan sebagainya langkah demi langkah.

Be a **product expert!** Memorize product facts and benefits. Prepare scripts and practice explaining the products in front of a mirror until you are confident.

Be a **user!** You are the best walking advertising and testimony for your customer! It is almost impossible to sell something that you don't use yourself.

Do not judge your customer; avoid thinking; "She won't buy this" or "She can't afford this". Even if she does not buy from you; she may be able to recommend a friend or sister or colleague who will!

Jadi seorang pengguna! Anda merupakan iklan mudah alih dan testimoni terbaik bagi pelanggan anda! Ia adalah sukar untuk menjual sesuatu yang anda juga tidak guna pada diri sendiri.

Jangan sekali menilai pelanggan anda, elakkan daripada berfikir "Dia tidak akan beli ini" atau "Dia tidak mampu beli ini". Walaupun dia mungkin tidak membeli apa-apa, dia mungkin akan mengesyorkannya kepada kawan-kawan atau kakak dan adiknya ataupun rakan sekerja yang mungkin berminat membelinya!

Display products in sets at your classes. Nicely packaged and decorated sets are attractive. Add on a nice small gifts for her if she buys an entire set.

Paparkan produk dalam set di kelas anda. Set yang dibungkus dan dihias dengan baik adalah menarik. Tambahkan hadiah kecil untuk pelanggan anda jika dia membeli set penuh itu.

Include **samples** in your product deliveries and follow-up with her if she liked the sample. Use your minis and trial sizes for regular customers to try something new.

Masukkanlah **sampel** dalam penghantaran produk anda, kemudian menyusul dengan pelanggan dan tanya pendapatnya tentang sampel itu. Gunakan minis dan produk percubaan bagi pelanggan biasa agar mereka berpeluang untuk cuba sesuatu yang baru.

Offer **gift** services. Keep gift boxes, gift wrap, gift cards and ribbons in your car. Wrap the gifts for your customer, she will love you for it!

Menawarkan perkhidmatan **hadiah**. Simpanlah kotak hadiah, kertas pembungkusan hadiah, kad hadiah dan reben dalam kereta anda. Bungkuslah hadiah untuk pelanggan anda, dia pastikan akan hargai usaha anda terhadapnya!

Action Plan for Success

Aksi Pelan untuk Berjaya!



It's not late for a fresh new start with TimeWise® this month! Now that you've learned about the latest addition to TimeWise® age-fighting family, you can put together an action plan to generate sales success. Here are just a few ideas to help you get started.

Masih belum terlambat untuk memulakan permulaan baru dengan TimeWise® bulan ini! Kini anda telah tahu tentang tambahan terbaru kepada barisan penentang usia TimeWise®, anda boleh melaksanakan satu pelan tindakan untuk menjana kejayaan. Di sini ada beberapa cadangan yang boleh membantu anda memulakannya.



"Beauty Resolutions" Class

Send invitations to your existing Miracle Set customers and invite them to a "Beauty Resolutions" Skin Care Class.

Kelas "Beauty Resolutions" – Hantar kad jemputan kepada pelanggan Miracle Set sedia ada anda dan jemput mereka ke Kelas Penjagaan Kulit "Beauty Resolutions".



- Encourage hostesses to introduce and bring guests who had made a new year's resolution for youthful looking skin in 2013. Take this opportunity to share Moisture Renewing Softener with your customers.
- Re-evaluate their skin care needs to ensure their daily skin care regimen continue to be the right match for their skin needs.
- Hand out TimeWise® samplers at end of skin care class for them to try it out at home.
- Share the latest TimeWise® promotions with all customers to ensure that they enjoy maximum age-fighting benefits. Get them excited to help you meet your September goals.
- Follow up few days after skin care class to see if they are interested to purchase other age-fighting products.
- Start building your skin care classes and you are on way to successful sales!

- Mengalakkan hostes memperkenalkan dan membawa tetamu yang telah membuat resolusi tahun baru demi kelihatan lebih muda pada tahun 2013. Ambillah kesempatan ini untuk berkongsi TimeWise® Moisture Renewing Softener dengan pelanggan anda.
- Menilai semula keperluan penjagaan kulit mereka untuk memastikan rejimen penjagaan kulit harian mereka terus bersesuaian dengan keperluan kulit mereka.
- Edarkan sampel TimeWise® di akhir kelas penjagaan kulit supaya mereka boleh mencubanya di rumah.
- Berkongsilah tentang promosi TimeWise® terkini dengan semua pelanggan anda untuk memastikan mereka memperoleh faedah penentang usia yang maksimum. Jadikan mereka teruja untuk membantu anda mencapai matlamat September anda.
- Buat susulan beberapa hari selepas kelas penjagaan kulit untuk mengetahui sama ada mereka berminat membeli produk penentang usia atau tidak.
- Mulalah membina kelas penjagaan kulit anda dan anda sedang menuju ke arah penjualan yang berjaya!



Make It HAPPEN!
Jayakannya!

Here are some tips that can help you provide great customer service and at the same time achieve your goals this month:

Di sini ada beberapa tip yang boleh membantu anda memberikan perkhidmatan pelanggan yang hebat di samping mencapai matlamat anda pada bulan ini:

- **Share.** Make time to share the great products and promotions at your unit meeting and skin care class.
- **Ask Questions.** When your customers tell you what they want, you can offer your best personalized service by presenting Mary Kay products or opportunity.
- **Follow-Up.** It keeps them coming back. So set time each week to make follow-up calls and be consistent.
- **Provide Golden Rule Service.** Be friendly and always respect customers and their needs.
- **Berkongsi.** Luangkan masa untuk berkongsi produk dan promosi yang hebat di perjumpaan unit dan kelas penjagaan kulit anda.
- **Bertanya.** Apabila pelanggan memberitahu apa yang mereka inginkan, anda boleh tawarkan perkhidmatan peribadi terbaik anda dengan menawarkan produk Mary Kay atau peluang Mary Kay.
- **Buat Susulan.** Ini akan memastikan pelanggan kembali kepada anda. Jadi, tetapkan masa pada setiap minggu untuk membuat panggilan susulan dan pastikan anda tekal.
- **Berikan Perkhidmatan Pedoman Penting.** Tunjukkan kemesraan dan sentiasalah menghormati pelanggan dan keperluan mereka.

July 2013 Recognition

Congratulations to the following Independent Sales Directors and Independent Beauty Consultants for their achievements in the following categories of Top Unit Production, Top Unit Recruits, Top Personal Sales and Top Personal Recruits.

Top Unit Production

MALAYSIA



1. Nor'aida Bt Abd Aziz



2. Hasni Bt Muhamad Daud



3. Nafisah Binti Omar

SINGAPORE



1. Song Qingling Joey

Unit Production Ranked #4~20

- | | | |
|---------------------|-----------------------------|----------------------|
| 4. Suhaida Bt Sarif | 10. Lim Lay Lee | 16. Tong Keng Eng |
| 5. Yap Yen Yin | 11. Christina Foo Fung Fung | 17. Lee Seah Ping |
| 6. Robiah Bt Othman | 12. Vun Sat Thau | 18. Norazita Bt Taib |
| 7. Shen Fei Fong | 13. Salinda Bt Salim | 19. Loo Lay Lay |
| 8. Rokiah Bt Arifin | 14. Joyce Lim Chengxi | 20. Mark Poh Lai |
| 9. Lim Sew Keang | 15. Ng Chiew Ing | |

Unit Production Ranked #2~10

- | | |
|---------------------------|--------------------------------|
| 2. Florinda Tay | 7. Lim Mun Theng |
| 3. Gelainza Kong Hwei San | 8. Kong Ai Choo |
| 4. Aw Siew Fong Juliana | 9. Faraliza Binte Abdul Latiff |
| 5. Tan Wee Hwee Christina | 10. Tang Li Yean |
| 6. Nancy Koh | |

Top Unit Recruits

MALAYSIA



1. Yap Yen Yin



2. Lim Lay Lee



3. Tong Keng Eng

SINGAPORE



1. Florinda Tay

Unit Recruits Ranked #4~20

- | | | |
|-----------------------------------|------------------------------|-------------------|
| 4. Robiah Bt Huri | 10. Mark Poh Lai | 16. Loh Jang Ai |
| 5. Wong Lie Lie | 11. Loo Lay Lay | 17. Sim Ai Lian |
| 6. Lim Sew Keang | 12. Apsah Bt Ahmad | 18. Tan Sew Son |
| 7. Nafisah Bt Omar | 13. Goh Sheau Tyng | 19. Ng Chiew Ing |
| 8. Christina Foo Fung Fung | 14. Jennifer Wong Chee Yieng | 20. Liew Ah Hiong |
| 9. Nurul Shakirin Bt Nordin Lewis | 15. Shen Fei Fong | |

Unit Recruits Ranked #2~10

- | | |
|---------------------------|-------------------------|
| 2. Song Qingling Joey | 7. Nancy Koh |
| 3. Gelainza Kong Hwei San | 8. Suliana Binte Hashim |
| 4. Kong Ai Choo | |
| 5. Tang Li Yean | |
| 6. Aw Siew Fong Juliana | |

Top 20 Personal Sales

MALAYSIA

- Tan Sor Choo
- Hew Mei Chern
- Chai Seu Yee
- Syuhaliza Bt Samsuddin
- Lili Mazlin Bt Ismail
- Sim Ah Choo
- Christina Foo Fung Fung
- Oh Seow Ping
- Adeline Su Lee Ling
- Eng Siew Siew
- Nurul Shakirin Bt Nordin Lewis
- Chee Sook Yee
- Thien Oi Vui
- Umami Nadia Bt Shahrom
- Ng Swee Yui
- Nor Anisha Bt Othman
- Suhaida Bt Sarif
- Ngien Ping Ping
- Joyce Lim Chengxi
- Airina Bt Aris

SINGAPORE

- Aw Siew Fong Juliana
- Song Qingling Joey
- Tan Ai Leng
- Emily Wong Oi Lin
- Shirley Chew Theng Theng
- Tien Lee Mei Cindy
- Kong Ai Choo
- Nancy Koh
- Tan Wee Hwee Christina
- Li Yan Jiao
- Chu Na
- Fong May Ee
- Tang Li Yean
- Florinda Tay
- Lim Mun Theng
- Koh Yeong Hup
- Ho Kah Chun
- Siti Suhaila Bt Yusoff Subri
- He Huiyan
- Tan Cai Yun

Top 20 Personal Recruits

MALAYSIA

- Cheong Mee Mee
- Loi Lin Ling
- Chng Mui Yock
- Nor Mizan Bt Che Embi
- Lim Lea Ming
- Goh Lui Meng
- Shen Fei Fong
- Nurul Aini Binti Husin
- Farrah Ellya Farressa
- Mak Yai Kian
- Ling Chai Hung
- Goh Sheau Tyng
- Azumi Bt Masbah
- Dr Zailah Bt Zainudin
- Issy Aryani Bt Alias @ Ismail
- Ng Shuk Yun
- Yap Foong Ping
- Teng Pei Liang
- R Nurul Hafiza Bt R Mohamed
- Norhafidzah Mohd Ali

SINGAPORE

- Vanithadevi D/O Saravanmattu
- Keong Mee Ai
- Shirley Chew Theng Theng
- Devaki D/O Singaravelu
- Tien Lee Mei Cindy
- Tang Li Yean
- Bernadette Chan Swee Kim
- Lucilyn Llorente Condecido
- Song Qingling Joey
- Priya Chandra Malar Kasimuthu
- Wong Pei Shi Jesslyn
- Noorhayati Bt Majuki
- Cindy Lam Sze Lay
- Kong Ai Choo
- Chen Hui Qi
- Gelainza Kong Hwei San
- Suhasini D/O Rajendran
- Chong Lie San Alyssa
- Saadiah Bt Zain

August 2013 New Debut Senior Independent Sales Director

MALAYSIA



Apsah Binti Ahmad
Go-Give Area

SINGAPORE



Florinda Tay
Dawn Chia Area

August 2013 New Debut Independent Sales Director

MALAYSIA



Cheong Mee Mee
Offspring Of Grace Kao



Chng Mui Yock
7th Offspring Of Tong Keng Eng



Loi Lin Ling
6th Offspring Of Lim Sew Keang



Vanithadevi D/O Saravanmattu
1st Offspring Of Florinda Tay



Mariana Bt Abdul Razak
1st Offspring Of Apsah Binti Ahmad



Farrah Ellya Farressa
8th Offspring Of Nurul Shakirin Bt Nordin Lewis



Norizan Bt Samsudin
2nd Offspring Of Robiah Bt Huri



Zabrina Bt Mohamad
4th Offspring Of Rokiah Binti Arifin



Dr Zailah Bt Zainudin
4th Offspring Of Yap Yen Yin



Siti Mariah Bt Awang Tuah
3rd Offspring Of Azalina Bt Mahmood



Nor Haslinda Hj Suaat
10th Offspring Of Nafisah Binti Omar

On The Write Track Achiever

MALAYSIA



Christina Foo Fung Fung

Fabulous 50's Achiever

MALAYSIA



Nadiatul Syahirah Bt Seman



Goh Lui Meng

Directors-In Qualification

MALAYSIA

- Nur Izwaniez Binti Azhari
- Salmah Binti Sulaiman
- Ng Lee Cheng
- Lee Nguok Ing
- Aimi Amirah Binti Adanan
- Issy Aryani Binti Alias @ Ismail
- Nazratul Ain Binti Nordin
- Ham Fui Thin
- Lee Cheow Ping
- Teh Wen Hooi
- Teo Pui Lu
- Angela Chai Na Na
- Wani Bt Zakaria
- Liong Ming Jia
- Cik Siti Aisyah Sidi
- Azumi Bt Masbah
- Yong Fee Chen

UNIT

- Apsah Binti Ahmad
- Zainab Bt Ismail
- Tan Sor Choo
- Tong Keng Eng
- Aishah Binti Khairudin
- Nor Azlinda Bt Ahmad
- Hasni Bt Muhamad Daud
- Wai Chen Foong
- Cheong Chai Yean
- Pheh Geik Kuan
- Lim Lay Lee
- Stephanie Lim Siew Lee
- Roseleza Bt Mohamed
- Joyce Lim Chengxi
- Zainon Bte Shoib
- Salinda Bte Salim
- Lee Seah Ping

SINGAPORE

- Shirley Chew Theng Theng
- Bernadette Chan Swee Kim

UNIT

- Song Qingling Joey
- Florinda Tay



The Image of a Mary Kay Beauty Facilitator

Imej Seorang Pemudah Cara Mary Kay

Have you heard of the 7-second rule?

Most people make a decision within the first 7 seconds of meeting you. And by 30 seconds, that first impression is set permanently. So we need to create the very best first impression.

It begins with your inner beauty.

- Confidence:** Start with increasing your skills and knowledge. Devote a regular part of your week to learn new skills and sharpen existing ones.
- Integrity:** Woman of your word. Be honest and sincere. Your customer will know that you truly care about her well being, and not just to make a sale.
- Passion:** Share your business, our products, with enthusiasm.
- Kindness:** Apply the Golden Rule customer service. Treat everyone with respect and kindness.

And then complemented by your outer beauty – your appearance.

- Posture:** Stand straight and tall with confidence.
- Hair style:** Neat, clean hair style will help create your professional image.
- Make up:** Your Mary Kay beauty essentials – foundation, blush, eye shadow, mascara, eye liner and lipstick.
- Clothes:** Simple, stylish clothes that fit well to your body type.

So, let's remember the **7 second rule**. Make your first impression count with the right personal and professional image. Let us carry the Mary Kay image and be Mary Kay beauty facilitators!!

Pernah anda dengar tentang peraturan 7-saat?

Kebanyakan orang membuat keputusan dalam 7 saat pertama apabila bertemu dengan anda. Dan pada saat ke-30, pandangan pertama akan ditetapkan selama-lamanya. Jadi, anda perlu memberi pandangan pertama yang terbaik.

la bermula dengan kecantikan dalaman.

- Keyakinan:** Mula dengan mengembangkan kemahiran dan pengetahuan. Tumpukan masa setiap minggu untuk mempelajari kemahiran baru dan mengasah kemahiran yang sedia ada.
- Integriti:** Berpegang kukuh kepada kata-kata anda. Jujur dan ikhlas. Pelanggan anda akan tahu yang anda mengambil berat terhadap mereka, dan bukan sahaja ingin membuat penjualan.
- Minat:** Berkongsi pemiagaan, produk dengan semangat ghairah.
- Baik Hati:** Gunakan perkhidmatan pelanggan Pedoman Penting. Memberi layanan kepada semua orang dengan penuh hormat dan kebaikan.

Kemudiannya lengkapkan dengan kecantikan luaran anda – penampilan anda

- Postur:** Berdiri tegak dan tinggi dengan keyakinan.
- Gaya rambut:** Gaya rambut yang kemas dan teratur membantu menampilkan imej professional.
- Pakaian:** Pakaian yang mudah dan bergaya serta berpadanan dengan bentuk badan anda.
- Solekan:** Asas kecantikan Mary Kay anda – bedak asas, pemerah pipi, pembayang mata, maskara, penggaris mata dan lipstick.

Jadi, sentiasa ingat dengan **peraturan 7 saat**. Jadikan pandangan pertama anda bermakna dengan imej peribadi dan professional yang sesuai. Marilah kita membawa imej Mary Kay dan menjadi pemudah cara Mary Kay!!



business: red jacket retreat

When you start **building** your team, you are **elevating** yourself to the next level of your career path and earning team building commission and bonus. Plus you are actually sharing the Mary Kay Opportunity to help **enrich** more women's **lives!** When you do, you will be invited to attend a **power-packed** 2 day 1 night Red Jacket Retreat! Here you will be empowered by the best of the best mentor and realizing your own dream...

Apabila anda mula **membina** pasukan, anda sedang **meningkatkan** diri ke tahap seterusnya dalam laluan kerjaya, di samping menikmati komisen dan bonus pembinaan pasukan. Tambahan juga, anda sedang berkongsi Peluang Mary Kay untuk **memperkayakan kehidupan** lebih ramai wanita! Apabila anda berbuat demikian, anda akan dijemput untuk menghadiri Red Jacket Retreat **penuh kekuasaan** selama 2 hari 1 malam. Di sinilah anda akan diilhamkan oleh mentor yang terbaik dan merealisasikan impian diri...

CHALLENGE PERIOD:
1 JULY - 30 SEPT 2013

Red Jacket Retreat

Final Month!

THE SAUJANA HOTEL
KUALA LUMPUR

Saujana Resort, Jalan Lapangan Terbang SAAS, 40150 Shah Alam, Selangor Darul Ehsan. T: +603 7843 1234

retreat date : 8 & 9 November 2013



<p>Level 1</p> <p>Add 4 new recruits with minimum 600 PSP</p> <p><i>Tambah 4 rekrut dengan minima 600 PSP</i></p> <p>Rewards !</p> <ul style="list-style-type: none"> Attend 2 day 1 night RJR Receive a 50th Anniversary Tote Bag (foldable) Certificate of Attendance <p>Ganjaran !</p> <ul style="list-style-type: none"> Menghadiri 2 hari 1 malam RJR Menerima Tote Bag Ulangtahun ke-50 Sijil Kehadiran 	<p>Level 2</p> <p>Add 6 new recruits with minimum 600 PSP</p> <p><i>Tambah 6 rekrut dengan minima 600 PSP</i></p> <p>Rewards !</p> <ul style="list-style-type: none"> Attend 2 day 1 night RJR Receive a 50th Anniversary Tote Bag (foldable) RM100 / SGD50 Travelling Allowance Certificate of Attendance <p>Ganjaran !</p> <ul style="list-style-type: none"> Menghadiri 2 hari 1 malam RJR Menerima Tote Bag Ulangtahun ke-50 Elau Perjalanan RM100 / SGD50 Sijil Kehadiran 	<p>Level 3</p> <p>Add 8 new recruits with minimum 600 PSP</p> <p><i>Tambah 8 rekrut dengan minima 600 PSP</i></p> <p>Rewards !</p> <ul style="list-style-type: none"> Attend 2 day 1 night RJR Receive a 50th Anniversary Tote Bag (foldable) RM200 / SGD100 Travelling Allowance Certificate of Attendance <p>Ganjaran !</p> <ul style="list-style-type: none"> Menghadiri 2 hari 1 malam RJR Menerima Tote Bag Ulangtahun ke-50 Elau Perjalanan RM200 / SGD100 Sijil Kehadiran
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Additional Rewards:

- All Achievers will be recognized in Applause®
- Term & Condition
 - RJR are open to all Beauty Consultants
 - Add min. 4, 6, 8, new active recruits* within the contest period
 - New recruits must be active in the month that she join
 - Recruiter must have cumulative min. 1800 PSP during the contest period
 - Max. 5 recruits per month will be count toward the contest
 - Sales Director must have minimum 2 RJR achievers and complete the min requirement
 - All Beauty Consultant Agreements must be received by Mary Kay office on or before 27 September 2013
 - You must be a Red Jacket Retreat achiever to attend the event
 - Travelling allowance will only award to achiever who attend the event
 - Must maintain "good standing" as a DIQ or Sales Director

Ganjaran Tambahan:

- Semua pencapai akan diiktiraf dalam majalah Applause®
- Term & Syarat
 - RJR adalah terbuka kepada semua Perunding Kecantikan
 - Tambah minima 4,6 atau 8 rekrut aktif baru dalam tempoh cabaran
 - Rekrut baru mesti aktif dalam bulan penyertaan
 - Perekrut mesti mengumpul jumlah minima 1800 PSP dalam tempoh cabaran
 - Maksima 5 rekrut setiap bulan akan diambil kira untuk cabaran
 - Pengarah Jualan mesti mempunyai sekurang-kurangnya 2 pencapai RJR dan juga memenuhi keperluan minima
 - Semua Borang Perjanjian Perunding Kecantikan mesti diterima oleh Mary Kay pada atau sebelum 27 September 2013
 - Anda mesti menjadi pencapai Red Jacket Retreat untuk menghadiri acara ini
 - Elau perjalanan akan diberikan kepada pencapai yang hadir pada acara ini
 - Mesti kekal "kedudukan yang baik" sebagai DIQ atau Pengarah Jualan



business: APP visit & beauty comes to me

Asia Pacific President Visit

In July 2013, our Asia Pacific President KK Chua along with General Manager Nasution Abdul Rahman visited Mary Kay Independent Sales Force leader at beauty centers across Malaysia for a wonderful time of sharing.



read your lips

Beauty Comes to Me

PINKS

The woman who treasures a pink lip shade possesses a beauty that never goes out of style. Classy and feminine, she's the measure of a true lady. But don't be surprised to discover a fun, flirty side winking beneath the pink.

Wild about pink, pink sateen, pink satin, pink kuster, pink passion, pink parfait, pink cherie.

Confident, spontaneous, sophisticated or trendy? What is your lip color saying about you? While some women stay true to one color, others keep a collection of shades to wear whenever the mood strikes them. Read on to find out what your favorite lip shades might reveal about you. Use these insights to help your customers choose the lip color best suited to her personality and mood.

NEUTRALS

Don't be fooled by demure lips in neutrals. When it comes to expressing her style, this woman knows how to make a bold statement. Spend an afternoon with her, and you'll learn to expect the delightfully unexpected.

Jangan tertipu oleh senyuman malu-malu kucing disebalik warna neutral itu. Jika berkaitan dengan gaya si jelita, wanita fash cara membuat kenyataan berani. Luangkan masa petang bersamanya, dan anda akan pelajari untuk menjangkakan perkara yang tidak dijangkakan.

fancy rancy, shell, first blush, natural beaute, color me coral, sheer blush, toffee.

BERRIES

You'll find shades of berry on the lips of a woman living life to the fullest. She's energetic, enthusiastic and walks into a room with confidence. It's no wonder she's drawn to a lip shade as lively as the life she's leading.

Anda akan menemui warna-warna beri pada bibir seorang wanita yang menikmati kehidupan. Dia bertenaga, bersemangat tinggi dan berjalan ke dalam sebuah bilik dengan penuh keyakinan. Tidak hairan jika dia tertarik kepada warna bibir yang semeriah cara kehidupannya.

sparkle berry, apple berry, boysenberry, rosette.

Berkeyakinan, spontan, sofistikated atau bergaya? Biarlah warna bibirmu tunjukkan sifatmu!

Sesetengah wanita menggunakan satu warna sahaja, manakala yang lain mempunyai satu koleksi warna dan guna ikut moodnya. Warna bibir kegemaran anda akan menunjukkan personaliti anda. Gunalah panduan berikut dan membantu pelanggan anda cari warna bibir yang sesuai untuknya.

REDS

She's confident and sophisticated. She's glamorous, trendy and classic all at the same time. She's true to the end, and her beauty spans a lifetime. What more can we say about the woman in red?

Si jelita berkeyakinan dan sofistikated. Dia glamor, trendi dan klasik pada saat yang sama. Dia jujur, dan kecantikan yang berkekalan sepanjang hayat. Apa lagi yang boleh dikatakan tentang wanita dalam rona merah?

red, firecracker, sizzling red.

the look New! SEPTEMBER 2013 EDITION

Available
16 September
2013



The Look Malaysia
08073183 SET MY LB 9-13-MY(ENG)-PK10
08073184 SET MY LB 9-13-MY(BM)-PK10
08073185 SET MY LB 9-13-MY(CHI)-PK10
Price: RM25

The Look Singapore
08073186 SET MY LB 9-13-SG(ENG)-PK10
08073187 SET MY LB 9-13-SG(CHI)-PK10
Price: SGD15



media buzz



WOW! NEW BEAUTY CENTER IN KUCHING, SARAWAK!

Great news for all our Sarawak Beauty Consultants! Our new center in Kuching will officially open this **24th September 2013**. For bookings and reservations of rooms, kindly email to trainingmy@mkcorp.com.

Berita baik untuk kesemua Perunding Kecantikan Bebas Sarawak kami! Pusat baru kami di Kuching akan dibuka secara rasmi pada **24hb September 2013**, untuk penempahan dan penggunaan bilik, sila hantar e-mel ke trainingmy@mkcorp.com.



Mary Kay (M) Sdn Bhd
Lots 11965 & 11966
(sublot 4 & 5) 1st Floor,
Brighton Square,
Jalan Song,
93350 Kuching

PHASE OUT ANNOUNCEMENT

Please be informed that the Crème Lipstick Sampler - Icy Peach, pk/6 (Part No.: 10054608), was globally phased out and is currently while stock last.



WOW! NEW BEAUTY CENTER IN PETALING JAYA!

We are delighted to announce our new center based in VSQ PJ City Center. Strategically located along Jalan Utara, Section 14, within the established business core of PJ, VSQ is surrounded by notable landmarks such as the Armada Hotel, PJ Hilton Hotel, Crystal Crown Hotel and Menara Axis. This commercial hub is ready with a modern facade design and a location within a web of interconnecting highways to offer convenience in a prime location. Only a 5-minute walk away to the Asia Jaya LRT train station, this is the ideal location for all your classes and activities!

Kami gembira untuk mengumumkan pusat baru kami yang berpangkalan di VSQ Pusat Bandar PJ. Lokasi strategik di Jalan Utara, Seksyen 14, dalam pusat perniagaan utama PJ, dikelilingi oleh mercu tanda yang ketara seperti Armada Hotel, PJ Hilton Hotel, Crystal Crown Hotel dan Menara Axis. Pusat komersial ini tersedia dengan reka bentuk bangunan yang moden dan lokasi dalam web lebuh raya bersambung untuk menawarkan kemudahan di lokasi utama. Hanya 5-minit berjalan kaki ke stesen keretapi Asia Jaya LRT, ini adalah lokasi yang sesuai untuk semua kelas dan aktiviti anda!

For class bookings and usage of rooms, kindly email to trainingmy@mkcorp.com or contact Customer Service at **03-7932 2711**. With effective from **22 August 2013** onwards, the training center in Jaya 33 will no longer open for booking. Untuk penempahan dan penggunaan bilik, sila hantar e-mel ke trainingmy@mkcorp.com atau hubungi Perkhidmatan Pelanggan di **03-7932 2711**. Mulai **22hb Ogos 2013** pusat latihan di Jaya33 tidak lagi akan dibuka untuk tempahan.



Mary Kay (M) Sdn Bhd
Level 8, VSQ @ PJ City
Centre, Block 6-08-1,
Jalan Utara, 46200
Petaling Jaya, Selangor



Are You a Brand New Beauty Consultant? Well done! Don't Miss Out on the New Consultant Bonus Program

Kick start your career by placing a consistent order for the first 4 months! As Mary Kay® is celebrating its 50th Anniversary in 2013, we will be offering a **5th month bonus** just for you. Get motivated and rewarded for your effort with exciting bonus products.

<p>1 MONTH</p> <p>350 points Value at RM235 / SGD114</p> <ul style="list-style-type: none"> Satin Hands Pampering Set - Peach Satin Lips - Lip Balm Satin Lips - Lip Mask 	<p>3 MONTH</p> <p>450 points Value at RM296 / SGD148</p> <ul style="list-style-type: none"> BE Cleanser F2 - Normal BE Hydrate F2 - Normal BE Mask F2 - Normal BE Freshen F2 - Normal 	<p>5 MONTH Anniversary Bonus! Valid up till Dec 2013 only.</p> <p>500 points Value at RM445 / SGD201</p> <ul style="list-style-type: none"> TW Microdermabrasion Step 1 - Refine TW Microdermabrasion Step 2 - Replenish MK Stylish Beauty Tool Case
<p>2 MONTH</p> <p>400 points Value at RM260 / SGD120</p> <ul style="list-style-type: none"> Intense Moisturizing Cream Oil Free Hydrating Gel 	<p>4 MONTH</p> <p>500 points Value at RM360 / SGD167</p> <ul style="list-style-type: none"> TW Day Solution SPF 35 TW Night Solution MK Eye Primer 	<p>Total NCB Program RM1,596 / SGD750</p>

While stocks last! The Company reserves the rights to replace the gift. Strictly valid for ONE single receipt and cannot be combined with multiple orders. Selagi stok masih ada! Syarikat berhak menggantikan hadiah. Hanya sah untuk SATU resit dan tidak boleh digabungkan dengan pelbagai pesanan.

- ✓ Earn Best-Selling products and exclusive beauty tools!
- ✓ Use these free products for your skin care classes or for resale!

- ✓ Dapatkan produk jualan terbaik dan alat-alat kecantikan eksklusif!
- ✓ Gunakan produk percuma untuk kelas penjagaan kulit anda atau untuk dijual semula!

Get ESRS Certified!

Essential Steps to Reach Success (ESRS) is a two-day program that will build the foundation for your success in your business.

ESRS ialah program dua hari yang akan menambahkan kejayaan kepada perniagaan anda.

ESRS registration is **RM50/SGD15**. After completion of ESRS, you will get: Yuran pendaftaran ESRS ialah **RM50/SGD15**. Selepas tamat kursus ESRS, anda akan dapat:

- **RM200/SGD100 Product Voucher***
- ESRS Graduate Certificate
- ESRS Graduation Pin
- MK Crème Lipstick and MK 2013 Daily Planner**



* With a minimum 350 points single order within 14 days of graduation (for Mary Kay Malaysia only) Dengan tempahan tunggal minima 350 mata dalam 14 hari kelulusan ESRS (untuk Mary Kay Malaysia sahaja)

** With their first 350 points single order regardless when you graduated. Dengan tempahan tunggal pertama 350 mata tanpa balasan masa dari tarikh kelulusan ESRS

Earn FREE PRODUCT with Online Ordering!

New Beauty Consultants who join in the month of **September 2013** and place a single online order of **200 points** in the joining month will receive **ONE (1) Art of Nature Limited-Edition Mary Kay® Dual Lip Glaze - Redwood for FREE.** (worth RM55 / SGD28).

Perunding Kecantikan baru yang menyertai pada bulan **September 2013** dan dengan pesanan talian 200 mata dalam resit tunggal dalam bulan penyertaan akan menerima **SATU (1) Art of Nature Limited-Edition Mary Kay® Dual Lip Glaze - Redwood PERCUMA** (bernilai RM55 / SGD28).

Limited to ONE (1) per Consultant. While stocks last. The Company reserves the right to replace the gift. Terhad kepada SATU (1) set setiap Perunding Kecantikan. Selagi stok masih ada. Syarikat berhak menggantikan hadiah.



50
years of beauty

Celebrating all that One Woman Can™ Be



*One Woman can really do anything
she dreams possible*

“What you can do – or dream you can –
begin it. Courage has genius, power and
magic in it. Only engage your goals and then
the mind begins to grow. Begin it and the work
will be completed.

*Seorang Wanita benar-benar boleh
melakukan apa sahaja yang beliau impikan.*

*Apa yang anda boleh lakukan – atau boleh impikan
– mulakannya. Keberanian mempunyai genius,
kuasa dan magik. Anda hanya perlu melibatkan diri
dalam matlamat dan kemudian minda akan mula
berkembang. Anda hanya perlu memulakannya dan
kerja akan selesai.* ”

~ Mary Kay



HAPPY ANNIVERSARY,
Mary Kay
Here's to 50 more!