



SANDERS SENSATIONS NEWSLETTER



Sensational Women Changing Lives

July 2013 Recognition & Results

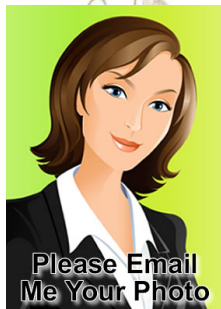
Congratulations On-Target Stars:

Here's how much you need to finish your next Star By 09/15/13

Star Achieved	Name	WS Needed for Next Star
Diamond	Teresa Nielsen	\$260.00
	Stephanie Redmond	\$981.00
	Kimberly Bleckman	\$1,040.00
	Marilyn Buice	\$1,374.00
	April Olsen	\$1,494.00
	Janice Hansen	\$1,522.00
	Kristy Atwater	\$1,550.00
	Margaret Samson	\$1,583.00
	Anna Poole	\$1,585.00
	Diane Hobbs	\$1,587.00
	Lori Winans	\$1,594.00
	Rosetta Taylor	\$1,598.00
	Aai'sha Shakir-Wright	\$1,598.00
	Bethany Hill-Anderson	\$1,599.00
	Stacey Fuller	\$1,599.00
	Barbara Donahue	\$1,613.00
	Leslie Baggett	\$1,662.00
	Cassandra Jett	\$1,676.00
	Audrey Morris	\$1,690.00
	Hope Belcher	\$1,697.00
Joline Gugliemino	\$1,702.00	
Amanda Mills-Saur	\$1,722.00	
Juanita Likens	\$1,724.00	
Rachel Redmond	\$1,747.00	
Ann Caraballo	\$1,753.00	



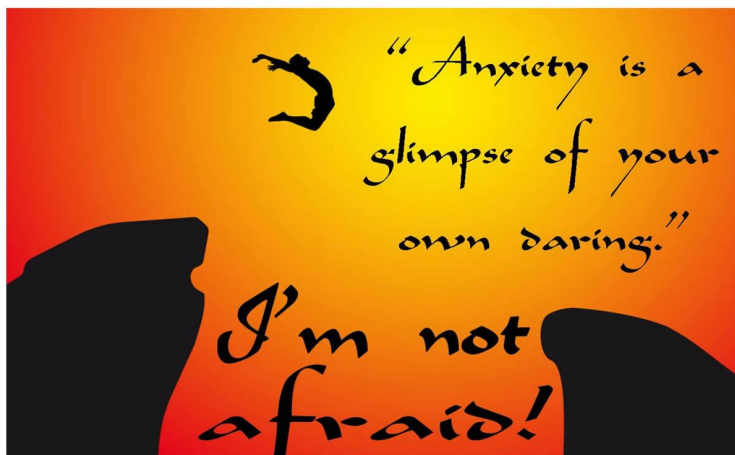
Teresa Nielsen
Queen of Wholesale



This Could Be You
Queen of Sharing



Diane Hobbs
Top Love Check



Someone once told me not to be afraid of being afraid, because, as she said, "Anxiety is a glimpse of your own daring." Isn't that great? It means that part of your agitation is just excitement about what you're getting ready to accomplish.

Don't sell yourself short by being so afraid of failure that you don't dare to make any mistakes. Make your mistakes and learn from them. And remember: No matter how many mistakes you make, your mother always loves you!

~Maria Shriver Award-Winning Journalist, Bestselling Author, and Former First Lady of California



Celebrating 50 years: Mary Kay Ash taught us how— go live your dream! One Woman Can!

Dear Sensations,

We're off to an amazing start for our official 50th Anniversary Year as a company. Seminar was just amazing! We learned so much, and this year truly topped them all in inspiration and motivation. I'm sure this coming year will be no different! Have you considered where you'd like to end up at Seminar 2014? What are your dreams? For a minute, don't think of the goals you've set and missed or the positions/ milestones you've desired in the past. Pull out some company literature and pretend you're a new consultant. What would your dream position in Mary Kay be? How much would you like to sell a year? A month? A week? What can those target goals bring you? It's time to set some new goals and break down your path to achieve them. Dare to ask yourself the question- If you knew you could not fail, what would you pursue?

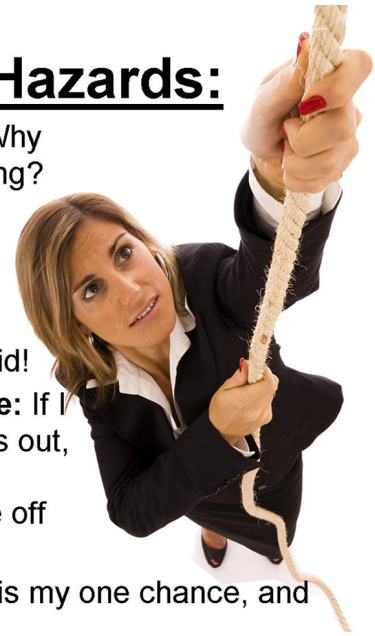
Maybe it's time for a fresh start! Think of how great it feels to CLEAN out a closet, re-hang clothes, or reorganize and give things away! How about that wonderful feeling when you clean out your refrigerator or pantry! WHAT A FEELING: nice, neat shelves and everything in its place - it's freeing! Imagine with me: What would you find in your Mary Kay closet if you cleaned it today? Would you find prospects that you forgot to follow up with? When you reorganize your stock shelves, what are you missing to be at profit level inventory? Are you holding on to limited edition or discontinued sale items that would make perfect hostess gifts? Would you find customers that can get you EXCITED about your business again???? Women are getting organized everywhere. It's time for the kids to go back to school, and that means lots of changes. It's a great month to call your customers and see what they need. Mary Kay said, "Selling results from a truly personal one-on-one relationship- a friendship." The better you know your customers, the better you can meet their skin care and color cosmetic needs- and the more they'll look forward to your calls!

What COULD your Mary Kay business provide for you right now that your current routine is not supplying to you or your household? Remember: If you always do what you've always done, you'll always have what you have right now! I would ask that you really ponder that list and give serious consideration to the vehicle Mary Kay can be for you. You can begin anew, starting today. It is my hope you will find the realization of your dreams financially as well as in new friendships and opportunities.

Love and Belief, Debbie

Attitude Hazards:

- **Frustration:** Why isn't this working? What am I doing wrong?
- **Anger:** Leave me alone! You're so stupid!
- **Fear of Failure:** If I don't figure this out, I'm in trouble. They'll kick me off the team.
- **Anxiety:** This is my one chance, and I'm blowing it.
- **Self-doubt:** I don't know if I can really do this. It's more complicated than I thought.
- **Victimization:** Why me? Nobody cares what happens to me. Why am I singled out?
- **Blame:** It's all your fault.



What's your DREAM for 2014?

Mary Kay Ash always taught you can achieve any dream if you want it badly enough and are willing to pay the price. What's your dream for the new year? Set your sights high today, and then map out your plan to achieve it!



MARY KAY
one woman canSM
 50 YEARS

Our Top 5 Wholesale Orders For July



Teresa Nielsen

Margaret Samson

Diane Hobbs

Stephanie Redmond

April Olsen

Year To Date Court of Personal Sales

1	Teresa Nielsen	\$1,523.50
2	Margaret Samson	\$434.00
3	Diane Hobbs	\$426.50
4	Stephanie Redmond	\$422.00
5	April Olsen	\$407.50
6	Rosetta Taylor	\$403.50
7	B. Hill-Anderson	\$401.50
8	Cassandra Jett	\$247.00
9	Audrey Morris	\$219.00
10	Lori Winans	\$209.00
11	Hope Belcher	\$205.00
12	Juanita Likens	\$151.50
13	Barbara Donahue	\$90.50
14	Kristy Atwater	\$87.00
15	Heather Powery	\$82.00
16	Lisa Malcolm	\$55.00
17	Amanda Mills-Saur	\$41.00
18	Alice Redmond	\$30.00
19	Tasha Duckett	\$15.00



Thank You Consultants Who Invested in Their Business in July

Teresa Nielsen
 Margaret Samson
 Diane Hobbs
 Stephanie Redmond
 April Olsen
 Rosetta Taylor
 B. Hill-Anderson
 Cassandra Jett
 Audrey Morris
 Lori Winans
 Hope Belcher
 Juanita Likens
 Barbara Donahue
 Kristy Atwater
 Heather Powery
 Lisa Malcolm
 Amanda Mills-Saur
 Alice Redmond
 Tasha Duckett

PCP Participants:

- Stephanie Redmond
- Teresa Nielsen
- Amanda Mills-Saur
- Juanita Likens
- Donna Bumpus
- Hope Belcher
- Deborah Sanders



I think Ms. Roosevelt summed it up best when she expressed the importance of believing in yourself: "You gain strength, courage, and confidence by every experience in which you really stop to look fear in the face ... you must do the thing you think you cannot do."



Recruiters and Their Teams

Future Directors

Stephanie Redmond

- Alana Sides
- Alice Redmond
- Anna Poole
- Janice Hansen
- Katrina Horne
- Kelsi Redmond
- Leslie Baggett
- Lisa Malcolm
- Marilyn Buice
- S. Reid-Schroeder
- * Beth Cannon
- * Christina Agee
- * Cindy Floyd
- * Joanna Stephens
- * Karina Hill
- * Rachel Redmond
- * Rebecca Early
- * Sandra Cain
- * Susan Redmond

Senior Consultants

Alana Sides

- A. Shakir-Wright

Cheri White

- April Olsen
- Dalia Corpus
- * Rachel Komeshak

Dee Ann Schnautz

- Chelsea Schnautz

Diane Hobbs

- Stephanie Redmond

Hope Belcher

- Barbara Donahue
- * Billie Worker
- * Julie DeConcini
- * Karen File

Juanita Likens

- Pattie Siemer
- * Brenda Berning

Lisa Malcolm

- Amanda Mills-Saur
- Mamie Asins

Lori Winans

- Dorothy Turner
- * Stacey Hawkins
- * Tascha Mowen



Make plans now to be in the Queen's Court of Sharing! Just 24 qualified new team members for the year!

Earn Your Own Small Bee Fabulous Diamond Pin
14-karat yellow gold Diamond body, .75 carats



Love Checks: Sharing the Opportunity

9% Recruiter Commission

Stephanie Redmond

4% Recruiter Commission

Diane Hobbs
Hope Belcher
Lisa Malcolm

<u>September Birthdays</u>	
Kristy Atwater	1
Alice Redmond	2
Rebecca Early	7
Mamie Asins	12
Joyce Davis	18
Donna Bumpus	20
Katrina Horne	22
Amber Meadows	23
Beth Cannon	23
Barbara Donahue	30
<u>September Anniversaries</u>	
Christina Agee	1

No one can make you feel inferior without your consent.

~ ELEANOR ROOSEVELT



**NEW! Limited-Edition
Fairytales & Fantasy Collection**

Smoke & Shimmer Eye Wand, \$14 each
Defines your eyes. Applies easily & smoothly.
Colors Include: Amethyst Smoke, Golden Illusion, Enchanted Mauve

Glossy Lip Stain, \$16 each
Glides on for an ultraglossy look.
Enchanted Mauve & Mulberry Forest

Kohl Eyeliner, \$16 each
Provides creamy, smearproof color.
Mulberry Forest & Golden Illusion



**NEW! Clear Proof™
Acne System** \$45 for the four-product set
You'll see clearer skin in just 7 days! This easy-to-use regimen feels soothing to irritated skin as it helps clear up blemishes and allows skin to heal.

In an independent consumer study†, people used the Clarifying Cleansing Gel‡ twice a day as part of the Clear Proof Acne System for three weeks. Eight out of 10 people said the system clears pimples fast! Here's what else they said about the Clear Proof™ Acne System†:

- My complexion looks clearer – 84%
- Helps clear up pimples better than what I've been using – 77%
- Reduces the severity of acne blemishes – 82%
- Fades the look of lingering acne spots – 80%
- Minimizes the appearance of pores – 85%

†Results reflect the percentage of panelists who agreed with the statements during a three-week independent consumer study.
‡Over-the-counter drug product

Limited-Edition†
**Colored Mary Kay®
Lash Love® Mascara**

\$15 Your customers can get the great *Lash Love* Mascara benefits in 2 new fun and trendy shades.
I ♥ plum I ♥ green



**Special-Edition
Thinking Of You Set, \$55**

A gift that can capture the emotions and feelings that connect women. Set includes: Thinking of You Eau de Parfum, Perfume Pendant and Moisture Rich Shower Crème.



Fall Gift With Purchase

FREE with the purchase of \$40+ suggested retail (excluding tax).

**Mini TimeWise
Microdermabrasion
Set and a mini
TimeWise
Replenishing
Serum+C**



PARTY TIME

Get all you need to know about *Mary Kay At Play™*.



This lightweight, shimmery formula glides on easily & is crease-resistant. Vibrant shades are already expertly coordinated. You can wear just one shade, all three, or mix and match! Super-smooth, buildable color easily lets them change up the intensity.

Mary Kay At Play Baked Eye Trio, \$10
Tuxedo, On the Horizon, Earth Bound, Ocean View

MK@Play Baked Eye Crayon, \$10

Green Tea, In the Navy, Purple Smoke and Gold Mine



Strike the perfect chord of color and fun. This lightweight, smear-proof formula is incredibly easy to use and provides vibrant, lasting color. So versatile, buildable and blendable, your customers will never run out of ways to play!

Lip synch to full-on glossy goodness. With brilliant, intense shine and a sheer wash of color, this formula glides on smoothly and leaves lips feeling soft, smooth and quenched with moisture.

MK@Play Jelly Lip Gloss \$10.00

Teddy Bare, Hot Tamale, Crushed Plum and Berry Me.



MK@Play Lip Crayon, \$10

Toasted, Perfect Pink, Violet Love & Candied Apple



Your customers will be pumped when they ditch the dull and give their lips some signature color. With a soft, lightweight and creamy texture that glides on smoothly without drying lips, Lip Crayons deliver high-impact, lasting color with a shimmery finish. Perfect alone or paired with Mary Kay At Play Jelly Lip Gloss.

Products That Rock
marykayatplay™
Get the details.

LIVE SHARE LOVE

Play

NEW marykayatplay™ COLOR!



DARE TO DREAM!



Class of 2014



Your Independent Senior Sales Director will not only be proud, she'll be styling!



Choose your prize and map your plan today!

me watch grow!
July 1- Dec. 31, 2013



Mary Kay Dates to Remember:

- **September 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd.
- **September 2:** Labor Day. Postal Holiday. All Company and branch offices closed.
- **September 8:** Grandparent's Day
- **September 13:** Mary Kay Inc.'s Official 50th Anniversary
- **September 14:** Yom Kippur
- **September 15:** Quarterly 1 Star Consultant Contest Ends. PCP Fall 2013 Month 2 brochure mails.
- **September 16:** Stepfamily Day. Quarter 2 Star Contest Begins. PCP Holiday 2013 online enrollment begins for The Look.
- **September 21:** International Day of Peace
- **September 22:** Fall Begins
- **September 27:** Native American Day. Last day of the month for consultants to place telephone orders (until 10 pm CST).
- **September 29:** Gold Star Mother's Day
- **September 30:** Last business day of the month. Last day of the month for consultants to place online orders (until 9pm CST). Orders and agreements submitted by mail or dropped off at branches must be received by 7pm local time to count towards this month's production. Online agreements accepted until midnight CST.



I can tell you the secret of living a great life.

And that ... is a feather boa and long gloves. It's all you need. Why, you ask? Because no one can ever be pompous, tragic, desperate or take themselves seriously if they're wearing a pink feather boa. You have to loosen up and laugh at yourself and the total absurdity of life. So throw your shoulders back, sisters. Wrap that boa around your neck, trying not to trail the end in your drink or thwap it in someone's eyes. Attitude, my children, is everything.

—ANNE STUART





DEBBIE SANDERS
 INDEPENDENT SALES DIRECTOR OF
 THE SANDERS SENSATIONS UNIT

3053 Wye Oak Drive
 Belleville, IL 62221
 Phone: 618558173
 dreamembracers@yahoo.com

Return Service Requested



**Words of Wisdom
 From Mary Kay Ash**

Remember that happiness and success in Mary Kay are contingent upon helping others. Your career will blossom in proportion to the measure of care and love you send into the lives of others. This adage says it well: "The love in your heart wasn't put there to stay; love isn't love 'til you give it away." I challenge you to plant those love seeds today with your Director, your sister Consultants, your recruits and your customers -- and you will be blessed, just as I am blessed by YOU.

You can earn double credit towards the Seminar 2014 Queen's Court of Sharing! In August, you can earn double credit for up to 6 qualified* new personal team members for a maximum credit of 12 in the month of August 2013 towards the Seminar 2014 Queen's Court of Sharing.

Normally you can earn one credit for every qualified personal team member, but during the dates listed below you can earn two credits for each qualified new personal team member who signs her agreement between Aug. 1-31, 2013 and places at least \$600 or more in wholesale Section 1 products from Aug. 1 – Sept. 30, 2013. *See Intouch for more details!*

* For contest purposes a qualified new team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products and it is received and accepted by the Company in the same or following calendar month that her Agreement is received and accepted by the Company.



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 Class of 2014

Help us grow our unit this year and achieve Mary Kay's **Watch Me Grow** goal.

me watch grow!