



SANDERS SENSATIONS NEWSLETTER

Sensational Women Changing Lives



August 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
Pearl	Teresa Nielsen	*****
Ruby	Stephanie Redmond	\$33.00
	Kimberly Bleckman	\$575.00
	Kristy Atwater	\$1,183.00
	Crystal Pennington	\$1,186.00
	Rachel Komeshak	\$1,200.00
	Janice Hansen	\$1,264.00
	Amanda Mills-Saur	\$1,320.00
	Barbara Donahue	\$1,330.00
	Marilyn Buice	\$1,374.00
	Jerelesa Brown	\$1,386.00
	Lori Winans	\$1,393.00
	April Olsen	\$1,395.00
	Leslie Baggett	\$1,408.00
	Audrey Morris	\$1,479.00
	Anna Poole	\$1,492.00
	Lisa Malcolm	\$1,493.00
	Hope Belcher	\$1,497.00
	Joline Gugliemino	\$1,500.00
	Juanita Likens	\$1,501.00
	Dalia Corpus	\$1,534.00
	Judith Matarazzo	\$1,534.00
	Rachel Redmond	\$1,544.00
	Alice Redmond	\$1,544.00
	Margaret Samson	\$1,583.00



Stephanie Redmond
Queen of Wholesale



Stephanie Redmond
Queen of Sharing



Stephanie Redmond
Top Love Check

Welcome New Consultants

Name:

Crystal Pennington

Jerelesa Brown

Jessica Mills

Sponsored By:

S. Redmond

S. Redmond

Amanda Mills-Saur

Conditional Free Shipping on Your MK Web Site!

Awesome news: Your Mary Kay Personal Web Site now gives you some great new options for offering free shipping to your customers!

You now can select a free shipping offer based on how much your customer is purchasing! You'll have the choice to offer free shipping with a \$25, \$50 or \$75 purchase. You can make changes at any time to these selections in PWS Manager/Options. Your changes will be updated and displayed on your site immediately.



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

Dear Sensations!

WOW! I am blown away by YOU! What incredible momentum we have been building and our goals and dreams are beginning to come to fruition. I'm so proud of this unit - you guys have class; you work your businesses with integrity and take it serious. I LOVE that about you. Thank you for making my job, as your leader, so easy. I can honestly say that I enjoy speaking with EACH AND EVERY ONE of you when you call me, text me, message me. I get more excited helping you reach up to your goals than I do mine so NEVER feel like you cannot contact me - if I'm not available at the moment I will call or message you back!

Let's make this year the year of the STARS! We are quickly approaching the end of our first quarter of this 50th anniversary year! I don't know for sure what Mary Kay has planned at the end of the year, but I can tell you when you are a STAR all 4 quarters you will be getting some special attention at Seminar. Don't miss out! With the holidays around the corner this is the perfect time to invest in your business! On the conference call this week I shared how several selling ideas to help you finish your Star or to rotate that inventory on your shelf. If you weren't able to be on the call PLEASE contact me and we'll go over some ideas. Besides the company's plans to spoil you for being a 4 quarter star I also have some pretty fun things in the works! DON'T MISS OUT! We'll be kicking it off with a mystery date at the end of this first quarter and it only gets better from there!

It's hard to imagine that we are already entering the Holiday buying season (where did the time go?), I encourage you to take a moment and consider what you envision for your business. Will you hold an open house, Holiday Coffees, Product Previews, or something as simple as a holiday facial with a mother and daughter. Talk to the dads you know who will trust you to provide the perfect gift for his wife and daughters. AND, all those parties... So many women wanting to feel a little more glamorous this time of year, and the new Color Confident tool is the perfect solution to help you feel confident to hold all those parties and facials! SO, if you have not gone to your inTouch site and became a Color Confident Consultant - take the 30 minutes to do so and get the color wheel beside your name!

The kids are back to school and schedules are getting back to normal. Women have more time now, make those calls - get added to her schedule. You can start with a basic facial or party (we have great new skin care products for them to try and that @ Play - everyone is LOVING it), and book your follow-up facials for that special holiday look! Watch your appointments roll in and your sales skyrocket! All it takes is consistency to make it happen. The more appointments you book now, the easier it will be to book holiday follow-up classes and open houses in the coming months. You want to be on the forefront of your customers' minds. Have your holiday wish lists with you at each class so you can contact those husbands and family members with ideas. AND, don't overlook those women who are needing some extra cash for the holidays - so many women will be starting to hit the malls to apply for part time jobs making minimum wage and being gone from their families for about 30 hours a week to bring a couple hundred dollars a week. You could help them make that in a few hours! Offer this amazing opportunity to everyone; you never know her circumstances. Maybe she doesn't need the money but maybe she needs the flexibility or is wanting a new car and willing to work for it... it's not up to you if she should decide to take advantage of it, it's just up to you to offer.

I want to see you at meetings and hear about the great things you are out doing. If you are not attending meetings at this time I highly encourage you to make the effort - it's worth your time for a couple hours each week! You are an important part of our unit. And I want you to feel like you have the best education to make the most of your business. If you are not connected please let me know and I'll hook you up with an adopted Director in your area. Can't wait to see where you guys take your business this month. Thanks for being so SENSATIONAL!

Love and Belief, Debbie

Anatomy of a LEADER

By: Carl Mays

There are many roads that lead to success. It may not always be easy to know which one to travel, but with the right skills, planning, ambition, and energy, you can produce a direct route to the goal of your choosing. All it takes is:

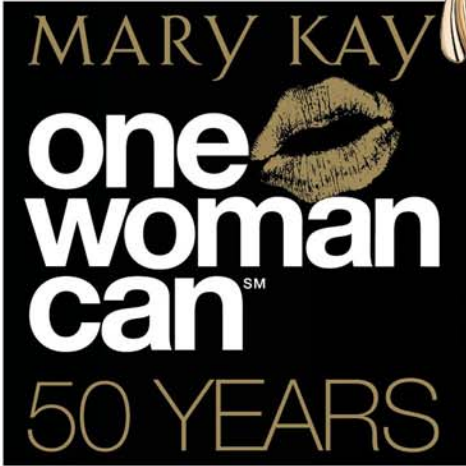
- A **Heart** that enables you to recognize your own qualities.
- A **Backbone** that is strong and supportive, yet flexible.
- **Muscles** that provide energy, perseverance, and health.
- **Hands** to help others and to write out your goals.
- **Shoulders** that carry the burden of responsibility.
- A **Mind** that possesses limitless creativity and potential
- **Eyes** that can visualize goals and possibilities.
- **Ears** that listen to your conscience and to new ideas.
- A **Mouth** that vocalizes thoughts and gives compliments.
- **Feet** that carry you on the road to success.



This is a great time to go back to school yourself. Go onto Intouch and study Mary Kay's basic booking, coaching, selling and sharing scripts. They've been tested and are proven winners. Keep it simple, and your business will go far! Just focus on the basics each day and get out the door!

*"Hard work is its own reward, but it also rewards the people we work for."
~Victoria Ricchiuti*

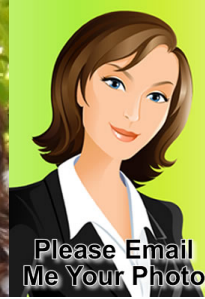
Our Top 5 Wholesale Orders For August



Stephanie Redmond



Teresa Nielsen



Crystal D Pennington



Rachel Komeshak



Kimberly Bleckman

Year To Date Court of Personal Sales

1	Teresa Nielsen	\$3,975.00
2	Stephanie Redmond	\$3,661.00
3	Crystal D Pennington	\$1,492.00
4	Rachel Komeshak	\$1,250.50
5	Kimberly Bleckman	\$949.00
6	Amanda Mills-Saur	\$897.00
7	Kristy Atwater	\$840.00
8	Jerelesa Brown	\$828.00
9	Lisa Malcolm	\$667.00
10	Barbara Donahue	\$657.00
11	Audrey Morris	\$642.00
12	Lori Winans	\$611.00
13	April Olsen	\$605.50
14	Hope Belcher	\$605.50
15	Juanita Likens	\$597.50
16	Dalia Corpus	\$532.50
17	Judith Matarazzo	\$531.00
18	Janice Hansen	\$515.00
19	Alice Redmond	\$512.00
20	Leslie Baggett	\$508.00



Top 20 Consultants Who Invested in Their Business in August

- Stephanie Redmond
- Teresa Nielsen
- Crystal D Pennington
- Rachel Komeshak
- Kimberly Bleckman
- Jerelesa Brown
- Amanda Mills-Saur
- Kristy Atwater
- Barbara Donahue
- Lisa Malcolm
- Dalia Corpus
- Judith Matarazzo
- Janice Hansen
- Leslie Baggett
- Alice Redmond
- Juanita Likens
- Darlene Cooley
- Audrey Morris
- Dee Ann Schnautz
- Karina Hill

PCP Participants:

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



Welcome Back Consultants

- Sharon Fales
- Karina Hill
- Rachel Komeshak
- Judith Matarazzo



Recruiters and Their Teams



Qualified Year to Date Sharing Court

DIQS

S. Redmond

- Alana Sides
- Alice Redmond
- Anna Poole
- Beth Cannon
- Cindy Floyd
- Crystal Pennington
- Janice Hansen
- Jerelesa Brown
- Joanna Stephens
- Karina Hill
- Katrina Horne
- Kelsi Redmond
- Leslie Baggett
- Lisa Malcolm
- Marilyn Buice
- Rachel Redmond
- Rebecca Early
- Sarah Reid-Schroeder

Star Team Builders

Cheri White

- April Olsen
- Dalia Corpus
- Rachel Komeshak

Senior Consultants

Alana Sides

- A. Shakir-Wright

Diane Hobbs

- Stephanie Redmond

Donna Bumpus

- Sharon Fales

Hope Belcher

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

Juanita Likens

- Pattie Siemer
- * Brenda Berning

Lisa Malcolm

- Amanda Mills-Saur
- * Mamie Asins

Lori Winans

- Dorothy Turner
- Stacey Hawkins
- * Tascha Mowen

Stephanie Redmond

1 Qualified



Make plans now to be in the 2014 Court of Sharing! Just 24 qualified new team members for the year!



Love Checks: Sharing the Opportunity

13% Recruiter Commission

Stephanie Redmond

4% Recruiter Commission

Diane Hobbs

Cheri White

Hope Belcher

Lisa Malcolm

Lori Winans

Donna Bumpus

October Birthdays

Lynn Rodway	1
Pattie Siemer	3
Stacey Hawkins	4
April Olsen	6
Brandy Kirchner	24
Juanita Likens	25
Tascha Mowen	26

October Anniversaries

Juanita Likens	11
Lynn Rodway	4
Stacey Fuller	4
Eryn Eline	2
Rachel Redmond	2
Heather Powery	1
Sandra Cain	1

Are you *Ready* to have confidence in your colors this season?

Global research shows the two main struggles women have with color are **selecting shades and applying them**. Great news! I can now offer you a simple solution to both! Mary Kay recently launched in-depth color training that I can't wait to pass along to you!

With makeup, a woman can change from an understated beauty to a smart professional to a glamour girl in a matter of minutes. Because of its power to transform, makeup can sometimes seem a little intimidating. The good news? None of it's permanent. Plus, it's the playing and experimenting that makes makeup fun, especially when you share that time with your girlfriends! If you need a little boost of confidence when it comes to makeup, you've come to the right place. Once you learn the basics, you can make up your own rules. Because color rules!

Book your special holiday makeover today! Share it with a few friends and you'll earn some great rewards!

We'll have you feeling
Color Confident
in no time!

MARY KAY

BE REASONS TO Be A STAR

There are tons of great reasons to be a star, but I think the best one is that it shows you're serious about your Mary Kay business by working it consistently.



1. **THE FAME!** You will be recognized in your unit newsletter and events! Your name will be seen by Consultants, Directors and Top Executives at Mary Kay!! You'll receive tons of recognition at your weekly unit meetings and Special Area Events.

2. **THE AWARDS.** You'll be awarded the prestigious Star Consultant pin with a genuine gemstone to wear proudly.

3. **THE PRIZES.** Pick a prize from the quarterly contest brochure. There are so many great options for you to choose from: things for the kids, jewelry, electronics, . . . The options are limitless!

4. **THE INVENTORY.** You'll have enough product to service all of your clients and always have product on hand to take care of your Preferred Customer orders. Plus, you will be on a Profit Level.

5. **BE A TEAM PLAYER.** Help your unit become the best ever by having more qualified Star Consultants than ever before.

6. **THE FUN.** Imagine playing with your inventory, arranging it on your shelves, and watching it fly off those shelves.

7. **THE REFERRALS.** Mary Kay sends new customers to consistent Star Consultants first. They know you are out working your business and can count on you to keep new customers serviced.

8. **STARS EARN CARS.** When you are selling enough product to consistently place a Star Consultant order each quarter,

you are meeting enough women to build a team. Building a team can mean earning the use of a car and helping change another person's life for the better.

9. **THE PRIDE OF ACCOMPLISHMENT** Being a Star Consultant means you are one of the top Consultants in your Unit!

10. **THE 50th ANNIVERSARY SURPRISE.** By being a star every quarter this year, you'll earn a very special surprise gift in addition to your normal prizes this year at Seminar!



LIVE ShARE LoVE
Play marykayatplay
NEW 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:

- **October 1:** Online DIQ Commitment form available beginning 12:01am CST until midnight on the 3rd.
- **October 14:** Columbus Day observed. Postal Holiday.
- **October 15:** PCP last day to enroll online for the Holiday 2013 mailing of The Look.
- **October 16:** Boss's Day
- **October 30:** Last day of the month for consultants to place telephone orders (until 10pm CST)
- **October 31:** Happy Halloween! Last business day of the month for consultants to place online orders (until 9pm CST). Online agreements accepted until midnight CST. Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count towards this month's production.



Three Ways to Keep Time on Your Side

You can put off your urge to procrastinate if you simply:

- Post action-urging reminders. In areas where you're often tempted to let chores pile up, place notes such as "Do it now" or "Put these away." Need more encouragement? Add to your little sign the positive consequence for your quick action or an empowering Scripture verse.
- Commit for a week. Choose one area of weakness, like making the bed, emptying the dishwasher, or swooping the toothpaste tube back to its proper place. Then vow to do it quickly for a week. After that trial period, consider whether to continue the commitment until a productive habit is cemented.
- Set deadlines for yourself. You'll urge yourself to action if you follow through on unpleasant consequences, such as: "If I don't plant this plant this week, I am going to give it away" or "If I don't pay this bill today, I will burn a dollar bill."



By: Sandra Felton, The Organizer Lady



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.



14
 Class of 2014

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

me watch grow!