

This is our year to SHINE!

September Results

October 2013

Welcome New Consultants!



Lisa Olinger
Recruited by
Susan Best



Tonya Caudle
Recruited by
Susan Best



YOUR next
Team Member
here!



YOUR next
Team Member
here!



YOUR next
Team Member
here!



YOUR next
Team Member
here!



YOUR next
Team Member
here!



YOUR next
Team Member
here!

Wholesale Production

Name	Amount
Charlotte B. Mercer	\$790.00
Christy L. Demory	\$636.50
Lisa A. Olinger	\$600.50
Lisa M. Johnstone	\$408.50
Gloria D. Flowers	\$400.00
Missie Boahn	\$380.50
Monica Rohena	\$340.50
Cynthia Strader	\$333.50
Linda F. Hornage	\$318.50
Suzanne S. Sawyer	\$294.75
Anastasia Fernandez	\$289.50
Angela Matthews	\$280.50
Amy W. Dean	\$235.50
Nancy Zerr	\$223.00
Kimberly A. Koch	\$214.50
Brenda S. Stanley	\$211.50
Brooke Overton	\$210.50
Jenna M. Onusko	\$209.50
Martha Wannamaker	\$207.50
C. Burton Terry	\$206.00
Sandra L. Norrid	\$202.50
Janet L. Gisonde	\$202.00
Lynn S. Harris	\$202.00
Melodee M. Jensen	\$200.50
April N. Thornton	\$175.00
Susan Spengler	\$156.00
Kylie H. Smith	\$148.00
Heather B. Honeycutt	\$104.50
Elizabeth L. Redd	\$95.00
Sheila L. Whitmeyer	\$71.00
Jennifer C Chavarria	\$56.50
Susan L. Best	\$1,959.50

Congratulations to the following consultants who turned in Weekly Accomplishment Sheets in September: **Kim Hampton, Heather Honeycutt, Kelly Lackey, Lisa Olinger & Sheila Whitmeyer!!**
We are always happy to track your success!!

October PowerStart Challenge!



1. Complete a Power Start,
(30 Faces in 30 Days)
2. Submit your tracking sheet
3. WIN the gorgeous new
Mary Kay blue watch!

Positions available for winners!
Will you be our next winner??

Important Notes

** Please make sure we have your current e-mail address on file **

We are thrilled to announce that our unit website **www.SusanBest.com** (password shineon) is back on line!! Please be sure to visit frequently as we update monthly consultant promotions and pertinent training. Don't forget to sign the guestbook :)

Prizes are earned when challenges are completed and **tracking sheets are turned in. You can either e-mail your sheet: SusanBestAssistant@gmail.com or via the website (go to **I earned a Prize!**).

Dear Bold Believers,

Are you excited about your goals and the Christmas selling season? Please watch the videos we posted on [www. SusanBest.com](http://www.SusanBest.com) (password: shineon) for a simple and effective plan for your season. A new consultant, using Andrea's plan, could expect to sell \$2000 and have a \$1000 profit! Isn't that exciting?? Those who have an established customer base-**Dream BIG!** This is the best plan I have seen. And it's so simple!!

Remember to set yourself apart by completing your Advanced Color Consultant Certification! This is an excellent program-no matter how long you have been a consultant! You can find this on Mary Kay In Touch.

Please let me know how to support you! My goal is to help 10 consultants earn free cars this year! Wouldn't you like one???

Believing in you!
Love, Sue

30 Day Power Start Tracking Sheet

Complete and send to Sue to receive your Power Start pin & prize

Name: _____

30 Faces In 30 days

Include: Name, Date of Makeover, Amount of Purchase

- | | |
|-----------|-----------|
| 1. _____ | 16. _____ |
| 2. _____ | 17. _____ |
| 3. _____ | 18. _____ |
| 4. _____ | 19. _____ |
| 5. _____ | 20. _____ |
| 6. _____ | 21. _____ |
| 7. _____ | 22. _____ |
| 8. _____ | 23. _____ |
| 9. _____ | 24. _____ |
| 10. _____ | 25. _____ |
| 11. _____ | 26. _____ |
| 12. _____ | 27. _____ |
| 13. _____ | 28. _____ |
| 14. _____ | 29. _____ |
| 15. _____ | 30. _____ |

October Birthdays

Nancy Zerr	October 1
Virginia Atkinson	October 5
Tonya Deann Caudle	October 5
Ashley Sutton Pate	October 5
Sherlyn Elizabeth McMillan	October 8
Sharon Jeanne Mahony	October 11
Bobbie Caison	October 15
Kimberly Liebscher Marpoe	October 15
Cathy Lynnelle Daigle	October 19
Kellie G Davis	October 19
Fran Morton	October 24
Carolyn Marie Burton Terry	October 28
Teresa Ann Stevens-Marth	October 28



October MK Anniversaries

Virginia Atkinson	October 1	1st
Linda Jones	October 2	6th
Cynthia Strader	October 6	3rd
Suzanne S. Sawyer	October 8	2nd
Laura Rachel Barwick	October 13	2nd
Amy Lyn Strickland-Rouse	October 14	2nd
Melodee Miranda Jensen	October 19	13th
Angie Lynn Willman	October 21	2nd
Angela Matthews	October 25	2nd
Irene Girard Hathaway	October 26	6th
Sarah D Frederick	October 28	3rd
Amanda Simmons	October 30	2nd
Melody Matheson Long	October 31	4th
Heather Alphin Ingram	October 31	4th
Sarah Diane Deese	October 31	1st

October

Squares Contest

October 1 - 31, 2013

COMPLETE THE ACTIVITY ~ COLOR IN THE SQUARE ~ WIN PRIZES!!!

NAME _____



































7 squares = 1 prize
 14 squares = 2 prizes
 21 squares = 3 prizes
 28 squares = 4 prizes

SQUARES COMPLETED _____

OCTOBER WHOLESALE ORDER \$ _____

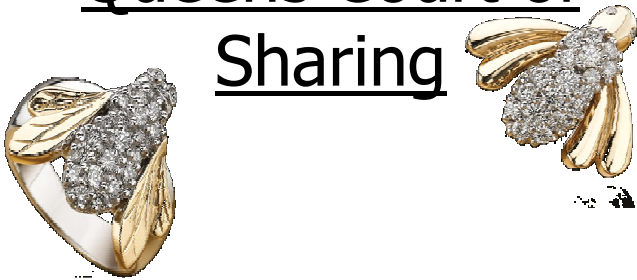
*Return results to your director by November 2nd
 E-mail sheet or go to SusanBest.com and submit a prize voucher.

For squares "Sell 3-5 items" & "6+ items" you get credit for only 1 of the two, not both in a week.

						
SELL 3 - 5 items Oct 1-7	SELL 6 + items Oct 1-7	Have a Party	Post this on your fridge	Do 15 faces	Sell lash serum & lash primer	Attend all Success meetings
						
SELL 3 - 5 items Oct 8-14	SELL 6 + items Oct 8-14	Have a \$300 day	Have 5 call and listen to Fast Fun Facts	Order \$250 wholesale	Hold 5 Interviews	Find Lisa Madison check in the Applause Mag
						
SELL 3 - 5 items Oct 15-21	SELL 6 + items Oct 15-21	Add 1 qualified team member	Share goals with Sue!	Do (3) 3-way interviews with Director	Sell TimeWise Repair	Wear your MK pin for a full week
						
SELL 3 - 5 items Oct 22-30	SELL 6 + items Oct 22-30	Report all \$100 days	Hold a Party	Hold a Double Facial	Hold a Party	Move up the Career Path
						
Place a \$600 order	Attend Go Give Fall Workshop	Post great news on FB 5 + times	Sell a Clear Proof Set	Hold a Party	Have a \$200 day	Sell Satin Hands Set

Do you have your Eye on the Prize?

Queens Court of Sharing



24 Qualified* Recruits

The Queens Court of sharing is based on your number of qualified recruits.

If you break it down, each month you'll need to recruit at least 2 brand new **qualified** recruits.

To recruits 2 new team members the average amount of interviews is only 10!

*qualified orders \$600 or more throughout the year

Build your team



Need recruiting help? Call me for interviews or have your prospects call the Shine Resource Line:
641-715-3800 79087# [Line 1]

Queens Court of Personal Sales!!



Achieving the Queens Court of Personal Sales is selling \$36,000 retail throughout the Seminar Year!

2-3 great parties a week and your reordering customers will keep you on track to win
**BEAUTIFUL
DIAMONDS!**



Shining Red Jacket Club

Team Leaders

Recruiter: Cynthia C. Hunt



Susan M. DeGroot
Anastasia Fernandez
Melody M. Long
Sharon J. Mahony
Angela Matthews
Sherlyn E. McMillan
* Cynthia L. Golonka
* Irene G. Hathaway
* Linda Jones
Mandi M. Mitchell
Keecha L. Anderson
Amanda Simmons

Star Recruiters

Recruiter: Jennifer C. Chavarria



C. Burton Terry
Janet L. Gisonde
Lisa M. Johnstone
T. Stevens-Marth
* Brenda L. Shelton
Shandela Brewington
Cathy L. Daigle
Amy E. Smith-Carter

Recruiter: Lisa M. Johnstone



Jenna M. Onusko
Suzanne S. Sawyer
Angie L. Willman
Nancy Zerr
Johanna Fisher
Kelly M. Lewis

Recruiter: Dana V Southerland



Laura R. Barwick
Brooke Overton
Ashley S. Pate
Susan Spengler
* Heather A. Ingram
* Jennifer A. Jones
Sarah B. Barwick
A. Strickland-Rouse



* = Inactive (N, I1, I2, I3) at this time
= terminated at this time

Senior Consultants



Recruiter: Donna A. Batts

Missie Boahn
* Andrea M. Musilunas
Suzanne B. Moss

Recruiter: Christy L. Demory

Katie Worrell
* Angela W. Cottle
* Kelli C. Greco
Heather Healy
Kristi K. Sullivan

Recruiter: Anastasia V. Fernand

Cynthia Strader
Martha Wannamaker
* Samantha G. Hollen
Chantay N. Allen
Kathryn Danielson

Recruiter: Kim M. Hampton

Monica Rohena

Recruiter: Heather B. Honeycutt

Gloria D. Flowers
Sarah D. Deese

Recruiter: Melodee M. Jensen

Theresa A. Beaty
Sandra L. Norrid
* Ann M. Hepler
* Wendy M. Watson
M. Muetherthies

Recruiter: Kelly F. Lackey

Sarah D. Frederick
Elizabeth L. Redd

Recruiter: Ashley S. Pate

Heather B. Honeycutt
Kylie H. Smith
* Meghan N. Slaughter
Kellie Witherington

Recruiter: Elizabeth L. Redd

Stephanie Santos
* Brianna J. Lee

Best Unit Queens

SEPTEMBER TOP 5



Charlotte Mercer



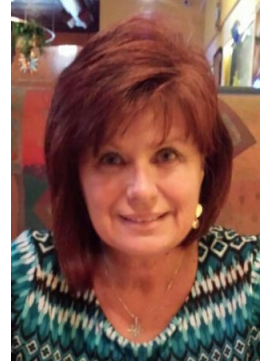
Christy Demory



Lisa Olinger



Lisa Johnstone



Gloria Flowers

YTD COURT OF SALES



Gloria Flowers



Heather Honeycutt



Christy Demory



Charlotte Mercer

YTD COURT OF SHARING



Heather Honeycutt



YOU!



YOU!



YOU!



YOU!

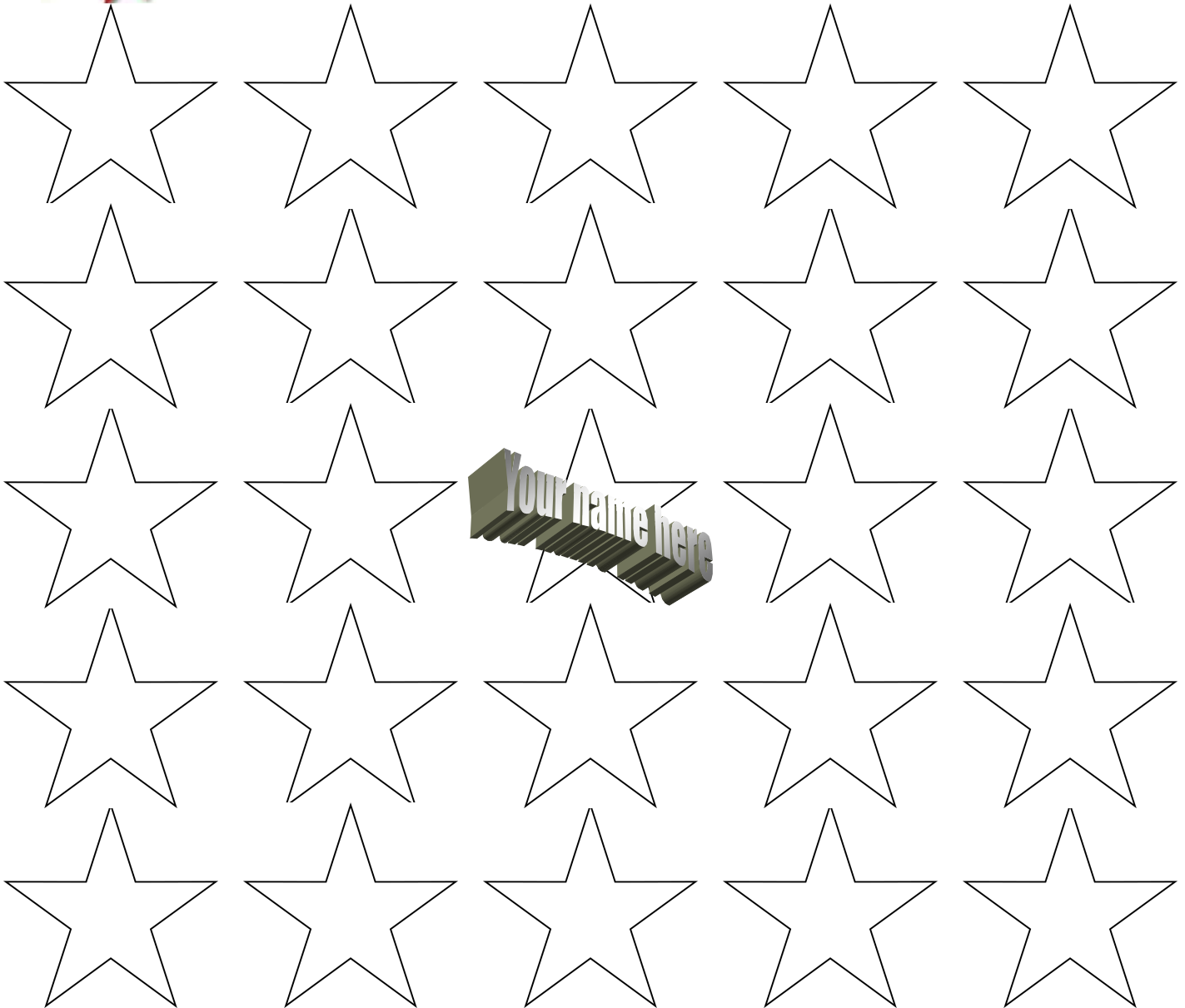
See you on STAGE!

Prizes, Profits and Stars!

Be the **STAR** that you are!



The new Star Quarter began September 16 and runs through December 15. We are looking to end this new quarter with **25 stars** and will update this page as unit members finish their stars!

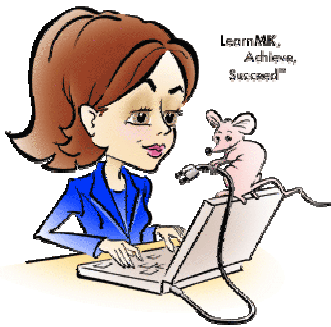




Susan Best
Independent Sales Director
603 Chowning Place
Wilmington, NC 28409

October 2013

To the Fantastic
BEST BOLD BELIEVER



Stay Connected!
Join our weekly
Girls Night Out!

Every Monday
7:00pm EST

NEW LOCATION:
Landfall Executive Suites
1213 Culbreth Drive
Wilmington, NC 28405

Your guests will be treated to
Miracle Makeovers & Simple Glamour.



Check inside for
details on our
current unit
promotions!!

Have a
SPOOK-TACULAR
Halloween!