

# This is our year to SHINE!

August Results

September 2013

## Welcome New Consultants!



Gloria Flowers  
Recruited by  
Heather  
Honeycutt



Alyssa Turnage  
Recruited by  
Gloria  
Flowers



Ann Lackey  
Recruited by  
Susan  
Best



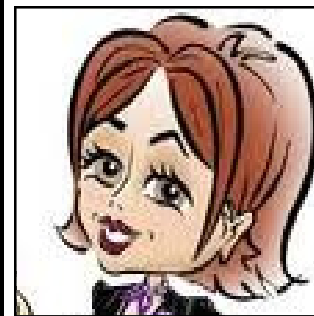
Monia Rohena  
Recruited by  
Kim  
Hampton



Wendy Smith  
Recruited by  
Susan  
Best



YOUR next  
Team Member  
here!



YOUR next  
Team Member  
here!



YOUR next  
Team Member  
here!

See Clearer Skin in Just 7 Days

\*Based on a 12-week independent clinical study



# ClearProof

**In a independent consumer study, 8 out of 10 people said that the Clear Proof Acne System clears up pimples fast!**

The Clear Proof™ Acne System uses a combination of salicylic acid and benzoyl peroxide to attack the multiple factors that can contribute to acne breakouts. Salicylic acid acts like an exfoliant to promote the easy removal of dead skin cells. As such, it helps keep pores unclogged and reduce the build-up of *P. acnes* bacteria. Benzoyl peroxide (BPO), on the other hand, is an oxygen-releasing ingredient that kills bacteria. *P. acnes* bacteria flourish when there's a lack of oxygen, like in a clogged pore. By creating an oxygen-rich environment, BPO can help reduce the number of *P. acnes* bacteria that can cause lesions to form. It also can help in dissolving the buildup of dead skin cells.

## August PowerStart Challenge Winners!!



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

\*\* If you have moved please send us your new address & phone# \*\*

**Girls Night Out** is held Monday at 7pm in the Landfall Executive Suites:  
1213 Culbreth Drive  
Your guests will experience a Miracle Makeover & Simple Color!  
**Success Night** is the 2nd Monday at the Executive Development Center:  
1241 Military Cutoff Road

Please join me in welcoming my new Assistant, Ariella Giusani!  
You can reach her at:  
SusanBestAssistant@gmail.com

Dear Bold Believers,

Are you ready to *shine*? We are ready for a record breaking year and we want you to be a part of it! Mary Kay Corporate has challenged us to have 10 new car drivers this year! Will you be driving a new car this year??

In our newsletter you will find some great resources for your business. Color At Play is a great addition to our line! The foundation conversion chart goes with me to every appointment. Coming soon we will be unveiling our new unit website and having been busy making changes to better support you as you build your business! Be sure to turn in all your contest tracking sheets at the end of the month.

Thank you for welcoming Ariella Giusani, my new office assistant. Ariella will be available by phone at: 910-794-9449 or by e-mail at: susanbestassistant@gmail.com. Please keep in touch and feel free to submit any suggestions you may have.

Hope you are having an amazing September! We look forward to celebrating YOU!

Blessings & Love,  
Susan Best

## 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. _____ |

## SEPTEMBER POWER POINT CONTEST

IPA's	Point Value	Total pts
Look Book & business cards passed out	(1pt/book)	_____
Sell product!	(2pts/\$100 sold)	_____
Book a party AND get the guest list	(3pts/party)	_____
Submit Weekly Accomplishment Sheet to Director	(5pts/sheet)	_____
Listen to motivational CD	(5pts/CD)	_____
Do a practice interview with director	(5pts)	_____
Hold a facial	(5pts/face)	_____
Warm chatter 5 new contacts	(5pts)	_____
Discuss this week's goals with Director	(10 pts)	_____
Hold a party	(20 pts/party)	_____
Get a new recruit	(20 pts)	_____
Book a <b>Perfect Start</b> (8 parties in 2 weeks)	(30pts)	_____

### BONUS POINTS

Attend ALL Sales Training for the month	(100pts)	_____
Finish your STAR!	(200pts)	_____
New recruit places <b>qualified</b> order	(200pts)	_____
<b>Total Points</b>		_____

### AWESOME PRIZES

Submit this tracking sheet & a place \$300 wholesale order	~ Win a pair of earrings
Submit this tracking sheet & a place \$700 wholesale order	~ Win a bracelet
Submit this tracking sheet & a place \$1000 wholesale order	~ Win a necklace
Submit this tracking sheet & a place \$1500 wholesale order	~ Win the whole set!

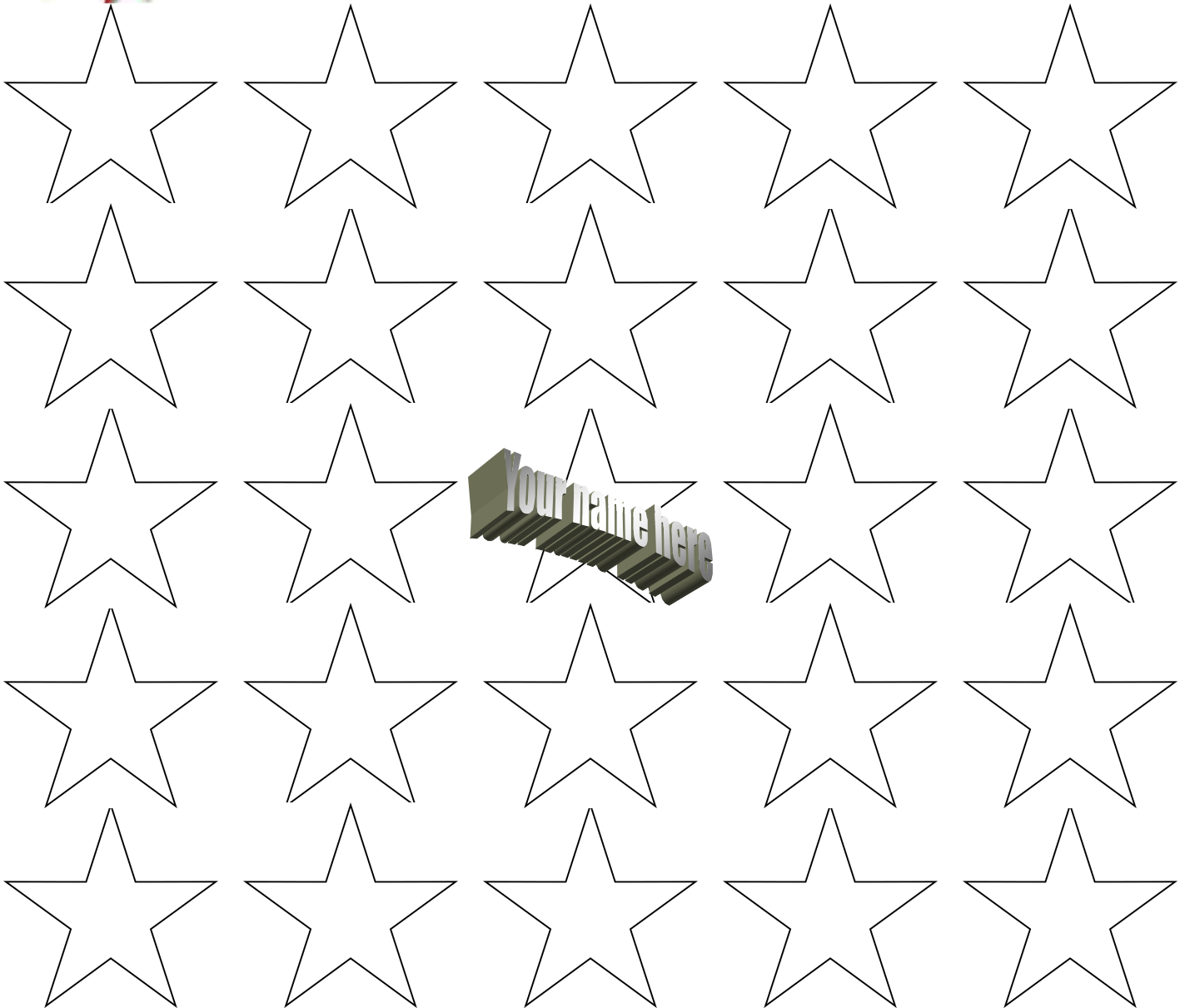


# Prizes, Profits and Stars!

Be the STAR that you are!

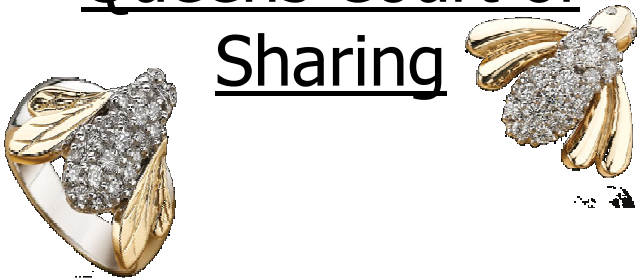


The new Star Quarter began September 16 and runs through December 15. We are looking to end this new quarter with **25 stars** and will update this page as unit members finish their stars!



# 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!**



## TOTAL CONVERSION CHART

TIMEWISE LIQUID FOUNDATION	MEDIUM-COVERAGE	LOOSE MINERAL POWDER FOUNDATION	TINTED MOISTURIZER	LOOSE POWDER	SHEER PRESSED MINERAL POWDER	CRÈME TO POWDER	DAY RADIANCE CREAM FOUNDATION
Ivory 1	<i>new shade</i>	Ivory .5	Ivory 1	Ivory 1	Ivory 1		
Ivory 2	<i>new shade</i>	Ivory .5	Ivory 1	Ivory 1	Ivory 1	Ivory .5	
Ivory 3	Ivory 105	Ivory .5/ Ivory 1	Ivory 1	Ivory 1	Ivory 1	Ivory .5	
Ivory 4	Ivory 100	Ivory .5/ Ivory 1	Ivory 1	Ivory 1	Ivory 1	Ivory 1	Antique Ivory
Ivory 5	Ivory 200	Ivory 1	Ivory 2	Ivory 1	Ivory 2		Buffed Ivory
Ivory 6	Ivory 104	Ivory .5/ Ivory 1	Ivory 1	Ivory 1	Ivory 1	Ivory .5	Soft Ivory
Ivory 7	Ivory 204	Ivory 1	Ivory 2	Ivory 1	Ivory 1	Ivory 2	Blush Ivory
Beige 1	Beige 300	Ivory 2/ Beige 1	Beige 1	Ivory 2	Beige 1	Beige 1	Fawn Beige
Beige 2	Beige 400	Beige 1/ Beige 2	Beige 2	Beige 1/ Beige 2	Beige 2	Beige 3	Almond Beige
Beige 3	Beige 304	Ivory 2/ Beige .5	Beige 1	Ivory 2	Ivory 2	Beige 2	Delicate Beige
Beige 4	Beige 404	Beige .5/Beige 1.5	Beige 2	Beige 1	Beige 1	Beige 2	
	Beige 305	Ivory 2	Beige 1	Ivory 2	Ivory 1	Beige 2	Bisque Ivory
Beige 5	Ivory 202	Ivory 2	Ivory 2	Ivory 2	Ivory 2		
Beige 6	Beige 302	Beige 1	Beige 1	Beige 1	Beige 1	Beige 1	True Beige
Beige 7	Beige 402	Beige 2	Beige 2	Beige 2	Beige 2	Beige 4	Toasted Beige
Beige 8	<i>new shade</i>	Beige 1.5/ Beige 2	Beige 2	Beige 2	Beige 2	Beige 3	
Bronze 1	Bronze 500	Bronze 1	Bronze 1	Bronze 1	Bronze 1	Bronze .5	Mocha Bronze
Bronze 2	Bronze 504	Bronze 1	Bronze 1	Bronze 1	Bronze 1	Bronze 1	
Bronze 3	Bronze 507	Bronze 2	Bronze 1	Bronze 1	Bronze 1		
Bronze 4	<i>new shade</i>	Bronze 2/ Bronze 3	Bronze 1	Bronze 1	Bronze 1	Bronze 1	
Bronze 5	Bronze 607	Bronze 4	Bronze 1	Bronze 1	Bronze 1	Bronze 2	Rich Bronze
Bronze 6	Bronze 600	Bronze 3	Bronze 1	Bronze 1	Bronze 1	Bronze 2	Walnut Bronze
Bronze 7	Bronze 708	Bronze 5	Bronze 2	Bronze 2	Bronze 2		Deep Bronze
Bronze 8	Bronze 808	Bronze 5	Bronze 2	Bronze 2	Bronze 2		Mahogany

LIVE SHARE LOVE  
**Play**

NEW  
marykayatplay™  
COLOR!



We all play in our own way. You decide your color mood – keep it simple, go bold or reinvent – it's your call.



**MK @ Play**  
**Lip Crayon \$10**

Delivers high-impact, lasting color with a shimmery finish. Buttery texture glides on smoothly without drying lips.



**MK @ Play**  
**Jelly Lip Gloss \$10**

Brilliant, intense shine with a sheer wash of color. Leaves lips feeling soft, smooth and quenched with moisture.



**MK @ Play**  
**Baked Eye Trio \$10**

Vibrant shades already expertly coordinated for you. Super-smooth, buildable color lets you change up the intensity.



**MK @ Play**  
**Eye Crayon \$10**

Ultra-creamy texture glides on smoothly without pulling or tugging. Intense, true color payoff that doesn't fade.

**PaRTY TiME**

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





# Introducing the new Consistency Sample Club!!

Name	July	August
Gloria Flowers		x
Ann Lackey		x
Heather Honeycutt	x	x
Cynthia Hunt	x	x
Lisa Johnstone	x	x
Christy Demory	x	x
Patsy Weston		x
Donna Batts		x
Melody Long		x
Wendy Smith		x
Elizabeth Redd		x
Teresa Stevens-Martin		x
Sarah Frederick		x
April Thornton		x
Sheila Whitmeyer	x	x
Charlotte Mercer		x
Jennifer Boone		x
Susan Spengler		x
Sharon Mahony		x
Dana Southerland		x
Velvadeane Wisecarver		x
Jennifer Chavarria		x
Kim Hampton		x
Stephanie Santos		x
Kelly Lackey		x
Katherine Burnette		x
Sandra Norrid		x
Bobbie Caison		x
Stacie Fernandez		x
Laura Barwick		x
Theresa Beaty		x
Kellie Davis		x
Susan DeGroote		x
Pamela Doyle		x
Tina Malphrus		x
Kimberly Marpoe		x
Sherlyn McMillan		x
Leigh Robertson		x
Angie Willman		x
Katie Worrell		x
Kylie Smith		x
Ashley Pate		x

Make sure you are ordering a minimum of \$250/month to receive a fabulous selection of the hottest samples from Sue!



Congratulations  
Gloria Flowers

Emerald Star!

# New Limited Edition!

## New Mary Kay Fairy Tales and Fantasy Collection!

### Limited-Edition† Mary Kay® Smoke & Shimmer Eye Wand,

*\$14 each* Defines your eyes. Applies easily and smoothly.



- Amethyst Smoke
- Golden Illusion
- Enchanted Mauve

Available to order now!!

### Limited-Edition† Mary Kay® Glossy Lip Stain,

*\$16 each* Glides on for an ultra glossy look.

- Enchanted Mauve
- Mulberry Forest



### Limited Edition† Mary Kay® Kohl Eyeliner,

*\$16 each* Provides creamy, smear proof color.

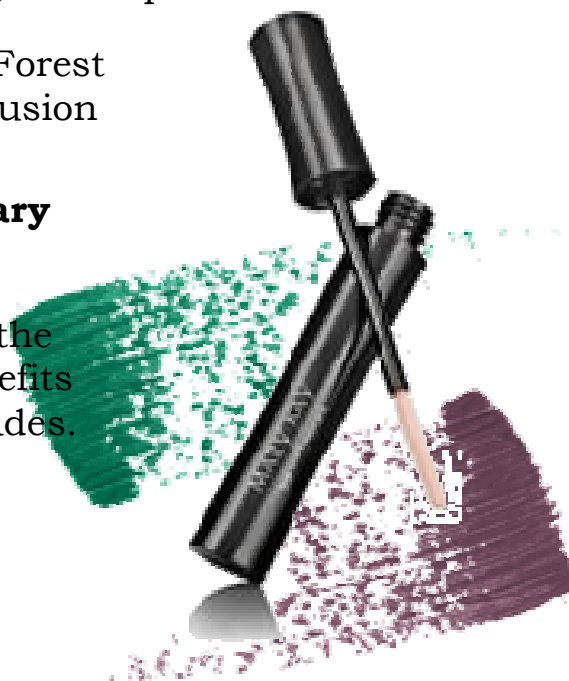
- Mulberry Forest
- Golden Illusion



### Limited-Edition Colored Mary Kay Lash Love Mascara

*\$15* Your customers can get the great *Lash Love*® Mascara benefits in two new fun and trendy shades.

- I ♥ plum
- I ♥ green





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

September 2013

To the Amazing  
**BEST BOLD BELIEVER**

Check inside for details on our  
Newest Products!!



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.