



DIANNE'S DREAM BELIEVERS NEWSLETTER



August 2013 Recognition & Results



Top Love Check
**Ashley
Torres**



Sharing Queen
**Ashley
Torres**



YTD Sharing Queen
**Amy
Tackett**

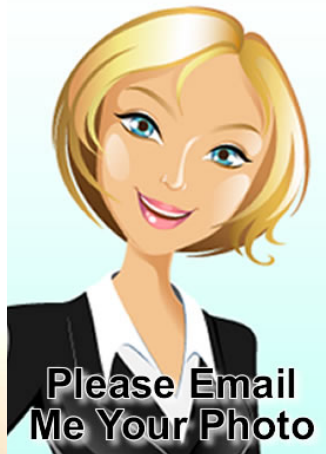


YTD Retail Queen
**Ashley
Torres**

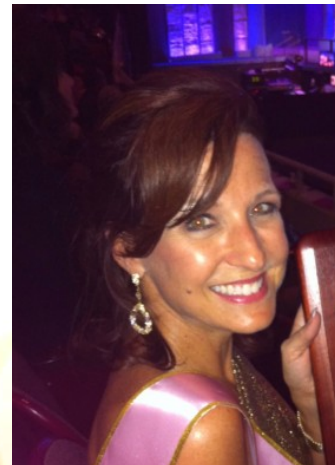
Look Who Shared in August



Ashley Torres
1



Evelyn Foster
1



Dianne Baxter
1

Dear Dream Believers,

As we begin this 50th Anniversary Holiday season, I encourage you to take a moment and consider what you envision for your business. When I think back on my favorite Mary Kay holiday seasons, I think about the men and women whom I've helped. Sometimes it's as simple as a holiday class with a mother and daughter, where the mother suddenly knows the perfect gift she can treat her daughter to this year. Sometimes it's an excited father who trusts you to provide the perfect gift for his wife and daughters. Often I've been able to offer the career opportunity to an unsuspecting woman who suddenly can see a way to afford wonderful gifts for her friends and family. Holidays bring warmth and joy and fun times with friends. Many of us want to look a little more glamorous this time of year, and Mary Kay's new Color Confident is the perfect tool to help! I am looking forward to this holiday more than ever before. I love being a beauty **consultant**, someone who my customers *consult* for the perfect holiday gifts!

The kids are back to school and schedules are getting back to normal. Women have more time now, so make sure you are one of the things they are putting in their schedule. Start with a basic class (after all, we have great new skin care products for them to try), 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.

Be on the lookout for each opportunity that comes your way. We want to see you at meetings and hear about the great things you are out doing. You are an important part of our unit. Don't you just love being part of a company that is so go-give? Where else do you get to hear great ideas that are working out in the field each day? Who wouldn't want to be a part of this great company? I'm so glad you joined us. By preparing for the holidays now, you will be on track for this holiday season! You will make it work for you rather than working hard to catch up later. I know you can do it!

Love and Belief, Dianne

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*

Happy 50th Anniversary Mary Kay!

Our Top 5 Stars and Future Stars This Quarter



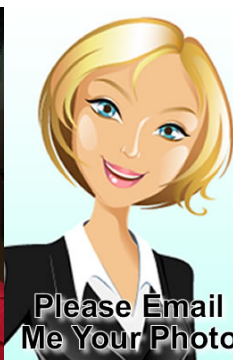
Ashley
Torres
Diamond



Yolanda
Daves
Ruby

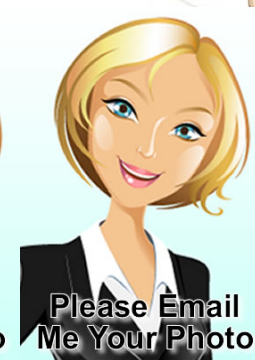


Amy
Tackett
Ruby



Please Email
Me Your Photo

Melody
Ferreira
Sapphire



Please Email
Me Your Photo

Sharon
Hess
On-Target

Top 20 Consultants Who Invested in Their Business in August

Melody Ferreira	\$1,886.00
Evelyn Foster	\$1,018.00
Yolanda Daves	\$788.00
Amy Tackett	\$706.25
Sharon Hess	\$484.00
Debra Brummett	\$448.75
Rhonda Thomas	\$418.75
Ashley Torres	\$408.50
Krystal Childers	\$308.50
Kasey Green	\$247.00
Sue Merrill	\$227.25
Janet Chambers	\$216.50
Diana Berry	\$206.50
Erica Ochsner	\$205.50
Dayna Corona	\$204.50
Carolyn Arkison	\$202.00
Stacey Howard	\$202.00
Wendy Kinser	\$201.50
Ashley Evans	\$201.00
Crystal LaGrone	\$201.00

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	Ashley Torres	\$437.00
Ruby	Yolanda Daves	\$437.00
Ruby	Amy Tackett	\$471.00
Sapphire	Melody Ferreira	\$514.00
	Sharon Hess	\$491.00
	Evelyn Foster	\$782.00
	Janet Chambers	\$953.00
	Debbie Selsor	\$1,088.00
	Ashton McBrayer	\$1,124.00
	Ashley Evans	\$1,221.00
	Charity Brown	\$1,306.00
	Debra Brummett	\$1,351.00
	Rhonda Thomas	\$1,352.00
	Mindy Hale	\$1,357.00
	Crystal LaGrone	\$1,392.00
	Julie Payne	\$1,402.00
	Robin Young	\$1,445.00
	Sally Wright	\$1,454.00
	Krystal Childers	\$1,473.00
	Amanda Henry	\$1,497.00
	Tracy Bixby	\$1,517.00
	Donna Flesner	\$1,550.00
	Kasey Green	\$1,553.00
	Corinna Corley	\$1,560.00
	Sue Merrill	\$1,573.00



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



Recruiters and Their Teams

Senior Consultants

Amy Tackett

Ashley Torres

Ashley Torres

Melody Ferreira

Corinna Corley

Robin Young

Stacey Howard

* Michelle Mijares

* Stacie Eaton

Crystal LaGrone

Gina Ophus

Janell Sinclair

Diana Berry

* G. Elaine Guest

* Teresa McNutt

Janet Chambers

Annette Hillison

* Heather Mathias

Kerri Coltrain

Charity Chappell

Mari LeBleu

Donna Flesner

Janet Chambers

Rhonda Thomas

Yolanda Daves

* Lydia Campbell

Stacie Boyd

Ashley Evans

Yolanda Daves

Amy Tackett

* Amelia Daves

* Cassie Walker

* D. Carman-McClammy

* Madison Sawyer

Are you using your past as an excuse?

- o Failed in business in 1831
- o Defeated for Legislature in 1832
- o Second failure in business in 1833
- o Suffered nervous breakdown in 1836
- o Defeated for Speaker in 1838
- o Defeated for Elector in 1840
- o Defeated for Congress in 1843
- o Defeated for Congress in 1848
- o Defeated for Senate in 1855
- o Defeated for Vice-President in 1856
- o Defeated for Senate in 1858
- o Elected President of the United States in 1860- Abraham Lincoln

Mary Kay has always said that anything is possible if you believe it enough and are willing to pay the price! How do you want to start this holiday season? Take a day this month to reevaluate where you are and choose a stretch goal that is attainable. Then, get out there each day and do your very best to make it happen. Use the momentum to land among the stars!!



Top Love Checks



Ashley Torres
\$75.44

Rhonda Thomas
\$31.52

Yolanda Daves
\$28.25

4% Recruiter Commission

Ashley Torres	\$75.44
Rhonda Thomas	\$31.52
Yolanda Daves	\$28.25
Amy Tackett	\$16.34
Corinna Corley	\$13.34
Mari LeBleu	\$8.66
Janell Sinclair	\$8.26
Crystal LaGrone	\$0.85



Welcome New Consultants

Name:

Mrs. Hope J. Abbott

Evelyn Foster

Melody Ferreira

Sponsored By:

Evelyn Foster

Dianne Baxter

Ashley Torres



Welcome Back Consultants

Diana Berry
 Krystal Childers
 Dayna Corona
 Kasey Green
 Wendy Kinser

Map your plan to be in the Queen's Courts



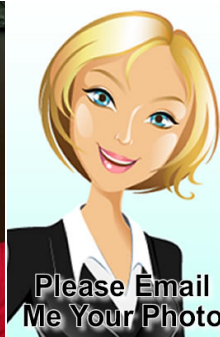
Queen's Court of Sales:
Order \$375 Wholesale Each Week

Queen's Court of Recruiting:
2 Qualified Recruits Each Month

Our Top 5 YTD Personal Retail Court According to MK Orders



Ashley Torres



Please Email Me Your Photo

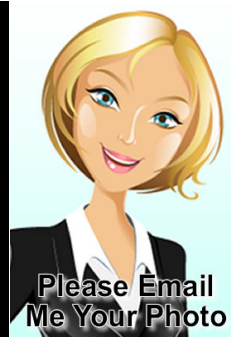
Melody Ferreira



Amy Tackett



Yolanda Daves



Please Email Me Your Photo

Evelyn Foster

Year to Date Retail Court

1 Ashley Torres	\$5,009.50
2 Melody Ferreira	\$4,322.00
3 Amy Tackett	\$4,011.00
4 Yolanda Daves	\$3,188.50
5 Evelyn Foster	\$2,321.00
6 Sharon Hess	\$2,164.00
7 Ashton McBrayer	\$1,631.00
8 Debra Brummett	\$917.50
9 Rhonda Thomas	\$890.50
10 Janet Chambers	\$857.50
11 Robin Young	\$709.00
12 Sally Wright	\$691.50
13 Ashley Evans	\$641.00
14 Krystal Childers	\$617.00
15 Donna Flesner	\$499.00
16 Kasey Green	\$494.00
17 Mindy Hale	\$486.00
18 Sue Merrill	\$454.50
19 Sherri Stull	\$442.00
20 Amanda Delecki	\$423.00

Year to Date Sharing Court



Amy Tackett
1 Qualified
\$88.39



Ashley Torres
1 Qualified
\$75.44

Make plans to be On Stage at Seminar 2014!!

Make our 50th Anniversary your best year ever! Each time you share our fabulous career opportunity, you reach past your own comfort zone to help someone else. If our career isn't for them, nothing has changed. However, you may be offering them the opportunity of a lifetime— exactly what they need to SHINE! Dream big this seminar year, and you'll be walking down the red carpet in style for Awards Night!

Happy 50th Anniversary Mary Kay! One Woman Can!



PCP Participants:

Amy Tackett
 Sherri Stull
 Ashton McBrayer
 Mari LeBleu
 Sharon Hess
 Anne Dellegar
 Yolanda Daves
 Janet Chambers
 Dianne Baxter



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.

Conduct Your Own Fall Into Beauty College Classes!

Mary Kay will once again conduct an exciting college tour, visiting approximately 10 campuses across America in



September & October. Consider promoting your own college tour with our fabulous @Play products. You can also promote the upcoming season of Project Runway All-Stars on Lifetime to your Gen-Y customers as a way to help boost your Mary Kay business!
See Intouch for details.



October Birthdays

Sharon Champlin	2
Sharon Hess	20
Yolanda Daves	27
D. Carman-McClammy	29
Krystal Childers	29

October Anniversaries

Karen Speer	15
Paula Jackson	13
Kerri Coltrain	2
Kim Dorey	2
Erica Ochsner	1
Jamie Harris	1
Jennifer Godwin	1

A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.

~WINSTON CHURCHILL

MARY KAY
 one woman canSM
 50 YEARS



Build a reputation for valuing others' time by calling them on the telephone only when you have something important to discuss.

If you're making a business call, get down to business quickly. Most businesspeople appreciate your getting right to the point. To get in the habit of keeping your conversation brief, keep a timer next to your phone.





Raising The Bar With Bee!

Contest Dates June 16, 2013- June 15th, 2014

Be a Star & earn the bar pin & Bee
the 1st quarter & bee each quarter after!



This is a 4 quarter promotion.
This beautiful Austrian Crystal Bar Pin will dazzle &
motivate everyone!



**Raising The Bar
with Bee Power in our Baxter Area!!**



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 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:

- **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.



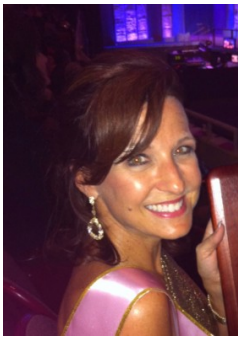
Three Ways to Keep Time on Your Side

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



DIANNE BAXTER
 INDEPENDENT SR. SALES DIRECTOR OF
 DIANNE'S DREAM BELIEVERS

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**Words of Wisdom
 From Mary Kay Ash**

I have always maintained that in a confrontation between two people, or between one person and a group of people, a sale is going to be made. You either sell them -- or they sell you! Maybe it's a product, or an intangible, or an idea, but something is going to be sold. And the sale will be made by the person who is determined, persistent, committed and confident about what he or she is trying to sell.

Celebrate 50 years with the commemorative

One Woman Can™ globe!

Sept. 1 – 30, 2013



The Mary Kay World is Yours!

This exclusive keepsake box for our 50th Anniversary year can be yours when you place a single \$400+ Sec. 1 w/s order during the month of September 2013!

This month has SO much to offer! A free gift, amazing new products, and a great kickoff to the 2013 Holiday Season. Now is the time to start holding holiday classes! Book skin care classes this month, and book that follow up facial for great holiday glamour tips you've learned on the Color Confident section of Intouch.

We're officially celebrating the 50th Anniversary of the start of Mary Kay Cosmetics, Inc on September 13th. How will you choose to celebrate this month?

