



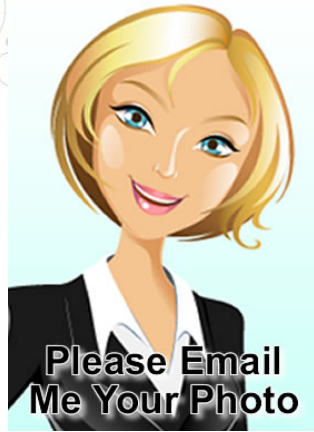
# DIANNE'S DREAM BELIEVERS NEWSLETTER



November 2013 Recognition & Results



Top Love Check  
**Yolanda  
Daves**



Sharing Queen  
**This Could  
Be You**



YTD Sharing Queen  
**Amy  
Tackett**



YTD Retail Queen  
**Amy  
Tackett**

## Adrift

In 1982 Steven Callahan was crossing the Atlantic alone in his sailboat when it struck something and sank. He was out of the shipping lanes and floating in a life raft, alone. His supplies were few. His chances were small. Yet when three fishermen found him seventy-six days later (the longest anyone has survived a shipwreck on a life raft alone), he was alive -- much skinnier than he was when he started, but alive.

His account of how he survived is fascinating. His ingenuity -- how he managed to catch fish, how he fixed his solar still (evaporates sea water to make fresh) -- is very interesting.

But the thing that caught my eye was how he managed to keep himself going when all hope seemed lost, when there seemed no point in continuing the struggle, when he was suffering greatly, when his life raft was punctured and after more than a week struggling with his weak body to fix it, it was still leaking air and wearing him out to keep pumping it up. He was starved. He was desperately dehydrated. He was thoroughly exhausted. Giving up would have seemed the only sane option.

When people survive these kinds of circumstances, they do something with their minds that gives them the courage to keep going. Many people in similarly desperate circumstances give in or go mad. Something the survivors do with their thoughts helps them find the guts to carry on in spite of overwhelming odds.

"I tell myself I can handle it," wrote Callahan in his narrative. "Compared to what others have been through, I'm fortunate. I tell myself these things over and over, building up fortitude...."

I wrote that down after I read it. It struck me as something important. And I've told myself the same thing when my own goals seemed far off or when my problems seemed too overwhelming. And every time I've said it, I have always come back to my senses.

The truth is, our circumstances are only bad compared to something better. But others have been through much worse. I've read enough history to know you and I are lucky to be where we are, when we are, no matter how bad it seems to us compared to our fantasies. It's a sane thought and worth thinking.

So here, coming to us from the extreme edge of survival, are words that can give us strength. Whatever you're going through, tell yourself you can handle it. Compared to what others have been through, you're fortunate. Tell this to yourself over and over and it will help you get through the rough spots with a little more fortitude. Taken from Self Help Stuff That Works by Adam Khan

Happy Holidays Dream Believers,

I am so grateful for my Mary Kay business this time of year. With all the talk of brown Thursday, black Friday fiascos, and so many people out there working so hard this season, I always take a moment to stop and think- that could be me. I'm grateful our business is based on the Golden Rule, where we try to treat everyone the way we'd want to be treated. That kind of focus extends well past my personal business into my life every day. Giving a free sample with a smile to the frustrated clerk who just got yelled at by the customer in front of me isn't just about building my business. It's about making her day a little brighter and maybe even offering a better career opportunity after she's held a class and seen how much fun it can be. I know how much fun I have holding classes, calling my customers who've become my friends, and working with amazing unit members like you! This is truly my dream job- and I hope it is yours too!

I can't believe we've already reached the last month of the year! Where has it gone? If you're like me- you wish you had a little more time and that you had worked a little harder in 2013. Most people set their New Year's Resolutions to begin January 1st. Most experts say it takes 21 days to form a habit. Why not start working now towards what you want to begin in January? It will give you a great jump start to the new year, and if you're anything like me, it will keep you from feeling bad about the work you haven't done that you "should" have been doing before. Each day is a new chance to begin again. We can't do anything about the past- but we can change our future by starting small today. Learn to ask yourself, "What's the next step to get what I want?" All you have to do is figure that little part out- now how to arrive, but what the next thing would be. If you want to be a director- start by booking interviews. If you want Queen's Court of Sales, start by calling \_\_\_# of customers every day and asking to book appointments. Take the overwhelming elephant size away from the goal by focusing on the small part you can do right now. It's amazing how much progress you can make by just beginning.

With all this talk of work, I don't want you to think I'm encouraging you not to spend time with your family and friends this month. Of course not. Our company is based on God first, Family second, and your Career third. But sometimes I lose sight of the fact that holidays actually last a few days, and I can make the time around them count for my family by working my business too. A few hours of phone calls to mail orders won't be missed by my kids while they're watching a movie, but they could help me pay for the perfect gift I've been looking at. I've also learned to combine the two- check out Christmas lights on the way to dropping off an order, going out to dinner, or asking my friends if they need any last-minute gifts on the way to the party we're attending together. I know you're a smart and capable business woman that can make this month count if you choose. If you want to wait and begin again in January, that's okay too. However you choose to work your business, I'm here to help and support you in any way I can. We'll make this a great month and start the new year off right!

Love and Belief, Dianne

## HOW TO THINK Like a Retailer in December



- **MEN!** Now is the time to close men for the holidays! Be willing to work the week before Christmas and you will double your sales! Take gifts with you wherever you go! Approach men at the garage while getting your oil changed, at the grocery store, wherever you go! Wear your pin! If you have gifts there with you, you WILL SELL THEM! The key is having product gifts made up and on hand!
- Take stocking stuffers and last-minute gifts with you everywhere. Take a list of "Who have you forgotten?" with you to classes and appointments. Have gifts available that fill those needs!

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## Holiday Recruiting in Dec:

- Why not play in makeup while spending time with family? Each hostess is looking for another great idea to entertain her family while they are in town. MK facials are a great solution! Not only do facials offer a great time, but they give her a chance to have each family member try our great new products in person! It's a great chance to take orders and get a jump-start on her career!
- There is still time to purchase gifts at cost! She might want to start her new career as a Christmas gift to herself and her family. Think of all the doors it opens!
- There are also great end-of-the-year tax benefits! Also remind her that she will be starting the new year off right!



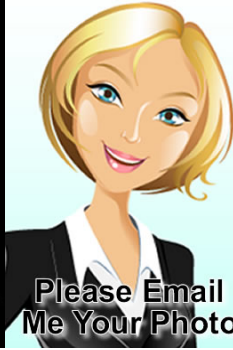


# Happy 50th Anniversary Mary Kay: Our Top 5 Stars and Future Stars This Quarter



Amy Tackett  
Sapphire

Yolanda Daves  
On-Target



Please Email Me Your Photo

Julie O'Connor  
On-Target



Please Email Me Your Photo

Debbie Selsor  
On-Target



Please Email Me Your Photo

Sherri Stull  
On-Target

## Top 20 Consultants Who Invested in Their Business in November

Amy Tackett	\$874.00
Yolanda Daves	\$764.50
Ashley Torres	\$551.50
Sherri Stull	\$471.75
Sharon Hess	\$417.50
Julie O'Connor	\$417.00
Amber Waldeier	\$309.00
Ashley Evans	\$277.50
Janell Sinclair	\$241.00
Shelby Duckworth	\$229.00
Melody Ferreira	\$225.00
Crystal LaGrone	\$216.00
Corinna Corley	\$208.00
Amanda South	\$205.00
Patty Willingham	\$202.00
Teresa McNutt	\$201.50
Anne Dellegar	\$137.00
Michelle Mijares	\$122.00
Janet Chambers	\$116.00
Kris Pare	\$93.00

## Congratulations On-Target Stars:

Here's how much you need to finish your next star by 12/15/13

Star Achieved	Name	WS Needed for Next Star
Sapphire	Amy Tackett	\$333.00
	Yolanda Daves	\$267.00
	Julie O'Connor	\$514.00
	Debbie Selsor	\$689.00
	Sherri Stull	\$925.00
	Ashley Torres	\$1,125.00
	Sharon Hess	\$1,219.00
	Janet Chambers	\$1,292.00
	Carrol Peery	\$1,293.00
	Melody Ferreira	\$1,299.00
	Robin Young	\$1,312.00
	Ashley Evans	\$1,314.00
	Cheri Stephens	\$1,330.00
	Rhonda Thomas	\$1,339.00
	Karen Speer	\$1,364.00
	Elizabeth Thomas	\$1,391.00
	Patty Willingham	\$1,397.00
	Michelle Mijares	\$1,419.00
	Lynita Brownlee	\$1,459.00
	Anne Dellegar	\$1,462.00
	Kris Pare	\$1,467.00
	Corinna Corley	\$1,482.00
	Amber Waldeier	\$1,491.00
	Kayla Clark	\$1,504.00
	Donna Flesner	\$1,531.00

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



# Recruiters and Their Teams

## Senior Consultants

**Amy Tackett**  
Ashley Torres

**Ashley Evans**  
Laurie May

**Ashley Torres**  
Melody Ferreira

**Charity Chappell**  
Kayla Clark

**Corinna Corley**  
Michelle Mijares  
Robin Young  
\* Stacey Howard  
\* Stacie Eaton

**Evelyn Foster**  
Mrs. Hope J. Abbott  
\* Ara Johnson

**Janell Sinclair**  
Teresa McNutt  
\* Diana Berry

**Mari LeBleu**  
Donna Flesner  
Janet Chambers

**Melody Ferreira**  
Julie O'Connor

**Rhonda Thomas**  
Yolanda Daves  
\* Lydia Campbell

**Stacie Boyd**  
Ashley Evans

**Yolanda Daves**  
Amy Tackett  
\* Amelia Daves  
\* Cassie Walker  
\* Madison Sawyer



Time management is even more important as the holiday season quickly approaches. Begin each day with your Six Most Important Things list. Mary Kay taught us to push a little harder and do six quality things each day rather than stopping at five. She also taught us to tackle the hardest thing first each day, and the rest of the day would follow and feel so rewarding! I encourage you to make sure to schedule sharing, bookings, classes and PCP follow up as part of your Six Most Important Things list this month! You'll achieve holiday success and a great jump start for the New Year— including many personal/ financial rewards!



# Top Love Checks



**Yolanda Daves**  
\$34.96

**Rhonda Thomas**  
\$30.58

**Amy Tackett**  
\$22.06

## 4% Recruiter Commission

Yolanda Daves	\$34.96
Rhonda Thomas	\$30.58
Amy Tackett	\$22.06
Melody Ferreira	\$16.68
Stacie Boyd	\$11.10
Ashley Torres	\$9.00
Janell Sinclair	\$8.06
Corinna Corley	\$7.24
Mari LeBleu	\$4.64
Ashley Evans	\$0.78

Almost everyone wants to spend more time with their family this Christmas. And who doesn't want to be able to purchase the perfect gift when they find it? Unfortunately, not all women will have that opportunity. By offering the Mary Kay opportunity NOW, you may be able to open that door! Everyone could use a little extra holiday cash! You can hold holiday classes, as well as provide gifts for your friends and buy at a discount!



# Welcome Back Consultants

Teresa McNutt



# 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



Amy Tackett



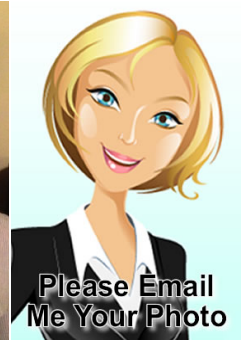
Yolanda Daves



Ashley Torres



Melody Ferreira



Please Email Me Your Photo

Sharon Hess

## Year to Date Retail Court

1	Amy Tackett	\$9,185.00
2	Yolanda Daves	\$7,614.50
3	Ashley Torres	\$7,486.50
4	Melody Ferreira	\$5,580.00
5	Sharon Hess	\$3,627.00
6	Julie O'Connor	\$3,284.00
7	Janet Chambers	\$2,851.50
8	Sherri Stull	\$2,604.00
9	Ashley Evans	\$2,397.00
10	Evelyn Foster	\$2,321.00
11	Rhonda Thomas	\$1,804.50
12	Robin Young	\$1,795.00
13	Mrs.Hope J. Abbott	\$1,760.00
14	Ashton McBrayer	\$1,631.00
15	Corinna Corley	\$1,488.50
16	Debbie Selsor	\$1,453.50
17	Donna Flesner	\$1,441.00
18	Carrol Peery	\$1,436.00
19	Patty Willingham	\$1,388.50
20	Amber Waldeier	\$1,359.50

## Year to Date Sharing Court



Amy Tackett  
1 Qualified  
\$126.63

Ashley Torres  
1 Qualified  
\$95.46

Melody Ferreira  
1 Qualified  
\$51.42

Amy Tackett	1 Qualified	\$126.63
Ashley Torres	1 Qualified	\$95.46
Melody Ferreira	1 Qualified	\$51.42
Evelyn Foster	1 Qualified	\$31.86

## PCP Participants:

- Ashley Torres
- Rhonda Thomas
- Amy Tackett
- Sherri Stull
- Carrol Peery
- Mari LeBleu
- Melody Ferreira
- Ashley Evans
- Yolanda Daves
- Janet Chambers
- Dianne Baxter



### January Birthdays

Debra Brummett	5
Stacey Howard	15
Ara Johnson	16
Bonnie Burgwin	22
C. Charboneau	24
Madison Sawyer	25
Janell Sinclair	29
Anne Dellegar	30
Lydia Campbell	30

### January Anniversaries

Sally Wright	10
Mari LeBleu	3
Robin Young	3
Melissa Lieberman	2
Amanda South	1
Kelsey Rooney	1

## LEADERSHIP 2014 New Orleans

Work hard this month  
and become a DIQ!

Great rewards are in store for those who want to become a director! When you become a DIQ January 1st- attend Leadership Conference 2014 and then debut as a new Director between February 1- July 1, you will earn a free\* director suit!!! (valued at \$300)!



MARY KAY  
**one woman can**<sup>SM</sup>  
50 YEARS



Building  
**WALL to WALL**  
Leaders



There's more - not only will you get to see the new suit up close and personal at Leadership, you will also be invited to try on all three new 2014 jacket styles! Get your cameras ready, and we will see you in New Orleans!

\* A \$300 check will be mailed to the new Director during the month in which she debuts to use toward the purchase of a Director jacket, skirt and blouse.

As the tide goes clear out, so it comes clear in. There is not defeat save from within, no really insurmountable barrier except our own inherent weakness of purpose. From the beginning of time people have been looking for the magic formula for success. Actually it's really just a question of making the most of what you have of your own God-given talent and ability. I believe anyone can be a success if they will simply use the three important steps toward becoming successful. 1. Planning. 2. Persistence. 3. Work.







# 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!!**





**ON TARGET STARS FOR QTR ENDING DEC 15TH!**



**OUR SON WILL....PROPOSING!**



**Amy Tackett...#2 in Sales at Power of Pink!**



**Ashley Evans customer(her cousin) won Coach Purse drawing!!**



**TOP 4 IN SALES AT POWER OF PINK!  
AMY TACKETT, YOLANDA DAVES,  
JESSICA WOOD, BECKY MCFADYEN!**



# The New Year Can Bring A Whole New You!



## DARE TO BELIEVE IN YOU!

December is the perfect time to begin your Mary Kay Career! Not only can you purchase all your last minute Christmas gifts at an amazing discount, you can practice holding classes, learn scripts or set up your new office over the holiday season. You'll touch base with friends and family this time of year and can share your wonderful new career as a Beauty Consultant.

They say it takes 21 days to form a new habit. By practicing in December, you're on your way to an incredible start for the New Year. The New Year is wide open and full of possibilities. What kind of year will you choose to make it?



As a Brand New Mary Kay Independent Beauty Consultant (signed in Nov or Dec 2013), this exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year could be yours when you place a single \$400+ wholesale order during the month of December!

For 50 years, Mary Kay Consultants around the globe have been enriching women's lives in countless ways. This globe honors the difference *one woman can* make and celebrates Mary Kay's phenomenal success and heritage.



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

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Return Service Requested



### **Words of Wisdom From Mary Kay Ash**

In business we're taught that time is money. But when it comes to being with our families, we can't place a dollar amount on an hour. Just as you make a daily list of your work priorities, make another list of the most important things you want to do with your family. Include things you want to do during the time you spend with them each night and each weekend.

### **Maybe She Needs Me**

*Arlene Lenarz, NSD*

It had been a long day! I was finishing a task; And as I hurried past her,

A little voice said, "Ask!"

"Oh, not today!" I told myself;

I'm tired and it shows.

Besides, I might look foolish...

And she'd likely just say, "No!"

While drifting off to sleep that night, I saw her face again. I wondered what her life was like... her needs,

her dreams, her pain.

What if she'd been wishing for a friendly word and smile, A chance to know somebody, who would go the "extra mile?"

What if she'd been waiting for a break, an open door? Was this the opportunity that she'd been praying for?

I saw the cars she might not drive, the rings she might not wear, because I would not risk myself to stop... to ask...to care.

So what if what I offer her is not her cup of tea? That's a choice for her to make... how selfish can I be?

When all my dreams are realized I don't want to regret the lives I wouldn't touch and change... the "no's" I didn't get.

Oh, let me live a true "go-give", and let my mission be not to think, "Do I need her?" But maybe she needs me!

*Who might  
 you be  
 standing  
 beside?*



### **Take Advantage of the Holiday Lines!**

During this holiday season it's easy to get swept away by all the hustle and bustle and hurry that's going on. Rather than stress out- take advantage of it! Plan to leave 10-20 minutes earlier, and go to each shopping situation prepared to go "people shopping" yourself. Maybe you'll end up getting in the longest line to talk to a really sharp woman in front of you. Maybe you'll take a moment to offer the woman behind the counter a free hand cream sample, etc. as a thanks for making your holiday experience even better. The options for reaching out are endless this time of year. There are lines everywhere... and it's easy to talk with total strangers since so many people are looking for second opinions on gifts this time of year. Start the conversation and see where it leads. If you never end up mentioning your business because it doesn't feel right, you had an enjoyable conversation with another person and probably made her day. You never know what kind of an impact taking the extra time to talk with someone this time of year might have. She might be the person who steps on up to leadership and helps you finish directorship in 2014. She may be a great cheerleader. Or, maybe she needs you!

