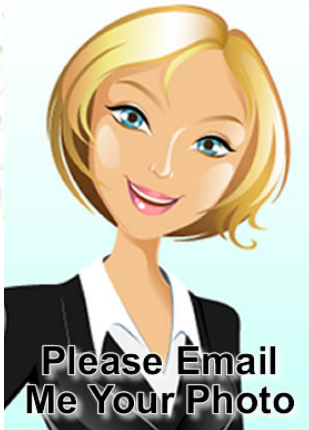




DIANNE'S DREAM BELIEVERS NEWSLETTER

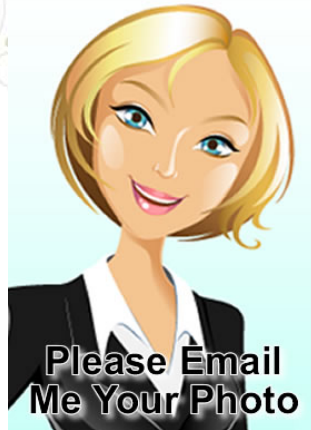


October 2013 Recognition & Results



Please Email
Me Your Photo

Top Love Check
Mari
LeBleu



Please Email
Me Your Photo

Sharing Queen
This Could
Be You



YTD Sharing Queen
Amy
Tackett



YTD Retail Queen
Amy
Tackett

IN YOUR MARY KAY CAREER, IT IS A FACT

- No one can stop you from earning \$500 or \$1,000 per week.....except you
- No one can stop you from sharing your job with friends and family.....except you
- No one can stop you from telling people how much you love your job.....except you
- No one can stop you from warm chatter or cold booking.....except you
- No one can stop you from using the telephone to fill your datebook.....except you
- No one can stop you from holding skin care classes and facials.....except you
- No one can stop you from booking from those classes and facials.....except you
- No one can stop you from recruiting 3 people & wearing a Red Jacket.....except you
- No one can stop you from earning a 13% recruiting commission.....except you
- No one can stop you from recruiting 5 people and becoming a Team Leader.....except you
- No one can stop you from winning your free Mary Kay car.....except you
- No one can stop you from being in the Queen's Court of Sales or Recruiting.....except you
- No one can stop you from becoming a Director or National Sales Director.....except you

I wonder if you really know how very powerful you are? Just look at all the things that NO ONE BUT YOU HAS CONTROL OVER! You are powerful enough to do anything you want to do. However, you are also powerful enough to deprive yourself of those very same things! How have you chosen to use your power- to your deprivation or your benefit? God has given you the power! Our fantastic company has given you the vehicle! Both have given you the choice! What will you choose? I believe in you!

Dear Dream Believers,

I hope you are looking forward to a wonderful Thanksgiving with your family! Approaching this great holiday, I am reminded of the many reasons I am so thankful for my Mary Kay career. I am so thankful that I have the opportunity to spend as much time with my family as I desire for the holidays. I am thankful that I determine my work schedule, that I determine how much extra holiday cash I have to spend, and that I can determine the position I desire in Mary Kay and make it happen! So can you!

It's the most wonderful time of the year! Just think of the many blessings we have to celebrate each day! We can bring joy to our customers by helping them look their best, find the perfect gifts, and even earn free Christmas presents (hostess gifts) for having some fun with friends at a party! We can bring joy to our team members by being involved in our fabulous Mary Kay environment! Where else can you find so much love, support and encouragement?

I feel so blessed to be a part of Mary Kay! I hope you feel the same way. Your excitement will show to your prospects, customers, and their husbands when following up on wish lists! They'll feel good about purchasing products you're excited about. It's so easy to sell this time of year- just **be prepared!** Bring extra gift-wrapped stocking stuffers and fragrances (especially our new Belara Midnight) with you to appointments and drop-offs. Ask if you can drop her order off at work! We have the perfect, 100% satisfaction guaranteed gifts! That should make you feel good about offering the perfect gift- chosen by you- her Mary Kay Beauty Consultant.

It's important to pass the Christmas spirit along to your customers. Don't forget when you call your customers to thank them for their business and for being a special part of your life. Call or email our fellow unit members and share how special they are to you. Offer encouragement to strangers and make those at your classes feel like a million bucks- even if they just buy a lipstick. We're lucky enough to be in a really positive Mary Kay work environment- pass it on! Give a little extra. Be joyful and encouraging everywhere you go. It can make all the difference in someone's day! I want to thank you for being a very special part of my life. I am so grateful for you! You make each day a joy for me, and I am so happy to get to be a part of your life. Thanks!

Love and Belief, Dianne



A Time for Thanks Giving By Mary Kay Ash

Thanksgiving should be a day of reflection for all of us. A chance to think back on the past year and the many things for which we are thankful, to reflect on the holidays and what they mean, and to look ahead to the new year and the opportunities it holds.

I am so thankful for what God has done for our Company. When I look at the success of Mary Kay Inc., I know that man alone could not have built such a special organization without God's blessings. He has drawn to us so many caring and capable Independent Beauty Consultants whose desire, like mine, is to serve Him and acknowledge the work He is doing in our lives and in our Company.

Richard C. Cabot wrote these beautiful words: "When you say to me 'thank you,' remember I could not have done for you what I did had it not been for what hundreds of other people have done for me. Neither could they have done for me what they did had it not been for what thousands of other people had done for them. And so the thing goes on in infinite time and space. Therefore, when you say, 'thank you,' you really meant to say 'thank you, God.'"

Thank you, God, for our wonderful Company, our fine sales force, our capable staff, and the many personal blessings you give to each one of us daily.

HOLIDAY WISH LISTS!



Normally we use the holiday wish lists to follow up with husbands or significant others. Why not add something new this year? Encourage your customers to not only fill out a wish list of their own, but also ask

each person they take outside orders from to jot down what their wish product (or two) would be. This will provide your hostess with some great gift ideas, and she can even earn them as hostess credit at the class!

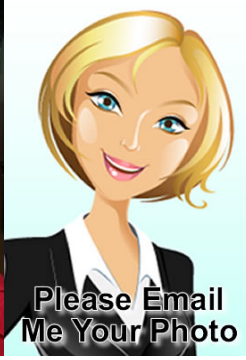
The Extra Mile: *Wouldn't you love to know that you could earn a gift for a friend that she really wanted for FREE? Encourage each person at your class to list several people to offer her wish list to. This way you can contact her friend or family member and offer her the chance to take outside orders or hostess her own class and earn that special gift for free. It's a win/win and also shows this prospective customer that you are a Beauty Consultant who offers not only to meet her cosmetic needs, but you also go the extra service mile!*

Happy 50th Anniversary Mary Kay!

Our Top 5 Stars and Future Stars This Quarter



Amy Tackett
On-Target

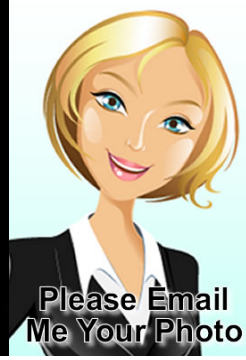


Please Email Me Your Photo

Julie O'Connor
On-Target



Yolanda Daves
On-Target



Please Email Me Your Photo

Carrol Peery
On-Target



Ashley Torres
On-Target

Top 20 Consultants Who Invested in Their Business in October

Amy Tackett	\$503.00
Cheri Stephens	\$469.50
Yolanda Daves	\$293.00
Donna Flesner	\$269.00
Julie O'Connor	\$267.50
Janet Chambers	\$265.00
Paula Jackson	\$255.00
Sue Duckworth	\$236.00
Melody Ferreira	\$226.00
Karen Speer	\$220.50
Kerri Coltrain	\$217.00
Dana Bea	\$211.50
Laurrie May	\$211.00
Kim Dorey	\$204.50
Ashley Evans	\$203.50
Stacie Boyd	\$203.50
Rhonda Thomas	\$201.00
Amanda Henry	\$182.00
Mrs.Hope J. Abbott	\$179.00
Sharon Hess	\$163.00

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
	Amy Tackett	\$607.00
	Julie O'Connor	\$731.00
	Yolanda Daves	\$1,031.00
	Carrol Peery	\$1,293.00
	Ashley Torres	\$1,304.00
	Cheri Stephens	\$1,330.00
	Karen Speer	\$1,364.00
	Robin Young	\$1,371.00
	Sherri Stull	\$1,397.00
	Janet Chambers	\$1,408.00
	Lynita Brownlee	\$1,459.00
	Elizabeth Thomas	\$1,479.00
	Rhonda Thomas	\$1,480.00
	Kayla Clark	\$1,504.00
	Melody Ferreira	\$1,524.00
	Donna Flesner	\$1,531.00
	Michelle Mijares	\$1,541.00
	Paula Jackson	\$1,545.00
	Kris Pare	\$1,560.00
	Sue Duckworth	\$1,564.00
	Kerri Coltrain	\$1,583.00
	Dana Bea	\$1,588.00
	Amber Waldeier	\$1,589.00
	Laurrie May	\$1,589.00
	Ashley Evans	\$1,591.00



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



Recruiters and Their Teams

Star Team Builders

Corinna Corley

- Michelle Mijares
- Robin Young
- Stacey Howard
- * Stacie Eaton

Senior Consultants

Amy Tackett

- Ashley Torres

Ashley Evans

- Laurrie May

Ashley Torres

- Melody Ferreira

Charity Chappell

- Kayla Clark

Evelyn Foster

- Mrs. Hope J. Abbott
- * Ara Johnson

Janell Sinclair

- Diana Berry
- * G. Elaine Guest
- * Teresa McNutt

Mari LeBleu

- Donna Flesner
- Janet Chambers

Melody Ferreira

Julie O'Connor

Rhonda Thomas

- Yolanda Daves
- * Lydia Campbell

Stacie Boyd

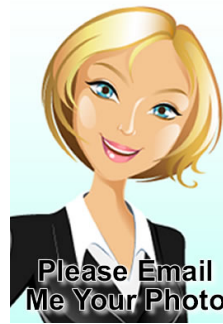
Ashley Evans

Yolanda Daves

- Amy Tackett
- * Amelia Daves
- * Cassie Walker
- * Madison Sawyer



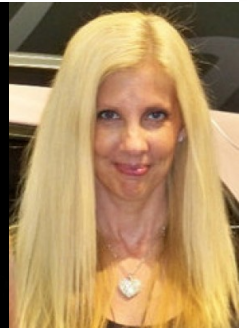
Top Love Checks



Mari
LeBleu
\$21.36



Yolanda
Daves
\$20.12



Rhonda
Thomas
\$11.72

4% Recruiter Commission

Mari LeBleu	\$21.36
Yolanda Daves	\$20.12
Rhonda Thomas	\$11.72
Melody Ferreira	\$10.70
Corinna Corley	\$10.06
Ashley Torres	\$9.04
Ashley Evans	\$8.44
Stacie Boyd	\$8.14
Evelyn Foster	\$7.16
Amy Tackett	\$2.04



Beaut-e-News. It's free and fabulous and will be sent to those customers who are signed up to receive it on Pink Friday and Cyber Monday following Thanksgiving. The beautiful images entice your customers, and it conveniently links to your *Mary Kay* Personal Web Site.



Welcome Back Consultants

Kim Dorey
Cheri Stephens

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



Ashley Torres



Yolanda Daves



Melody Ferreira



Janet Chambers

Year to Date Retail Court

1 Amy Tackett	\$6,663.00
2 Ashley Torres	\$5,818.50
3 Yolanda Daves	\$5,010.50
4 Melody Ferreira	\$4,873.00
5 Janet Chambers	\$2,509.50
6 Sharon Hess	\$2,490.00
7 Evelyn Foster	\$2,321.00
8 Julie O'Connor	\$2,062.00
9 Mrs.Hope J. Abbott	\$1,760.00
10 Rhonda Thomas	\$1,714.50
11 Ashton McBrayer	\$1,631.00
12 Robin Young	\$1,587.00
13 Debbie Selsor	\$1,453.50
14 Donna Flesner	\$1,441.00
15 Carrol Peery	\$1,436.00
16 Ashley Evans	\$1,359.00
17 Sherri Stull	\$1,268.50
18 Sally Wright	\$1,089.00
19 Charity Brown	\$1,055.00
20 Cheri Stephens	\$959.00

Year to Date Sharing Court



Amy Tackett
1 Qualified
\$104.57

Ashley Torres
1 Qualified
\$86.46

Melody Ferreira
1 Qualified
\$34.74

Amy Tackett	1 Qualified	\$104.57
Ashley Torres	1 Qualified	\$86.46
Melody Ferreira	1 Qualified	\$34.74
Evelyn Foster	1 Qualified	\$31.86

Happy 50th Anniversary Mary Kay! One Woman Can!



PCP Participants:

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



December Birthdays

Amy Tackett	2
Laurrie May	17
Charity Brown	19
Shelby Duckworth	20
Beverly Wesley	27
Robin Young	27

December Anniversaries

Janell Sinclair	22
Carolyn Arkison	11
Charity Chappell	2

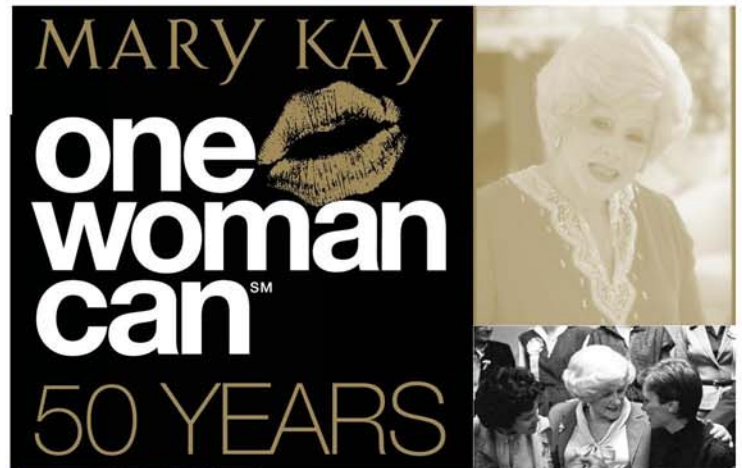
Don't waste your life in doubts and fears: spend yourself on the work before you, well assured that the right performance of this hour's duties will be the best preparation for the hours or ages that follow it.

~Ralph Waldo Emerson

WHY YOU WANT TO BE A STAR CONSULTANT!

Thank you Candace Johnson for sharing!

- **Success...** Success attracts success. Star Consultants are recognized for their efforts, which will inspire you to "keep on keepin' on." You will become assured and confident in your career and earn respect and loyalty from your customers!
- **Inventory...** You open the doors to success for your business by having all the products to ensure the greatest service to your customers, and this investment will encourage you to treat your business as a business!
- **Added Confidence...** You are a professional businesswoman by having products for your customers to take home. This is an added selling edge that gives you confidence!
- **Rewards and Recognition...** A Star Consultant is a celebrity in Mary Kay and in your Unit! Your Star Pin with your Sapphire, Ruby, Diamond, or Emerald stars is your report card in Mary Kay...wear it, and your sister consultants and customers know that you are special and a REAL STAR!!!!

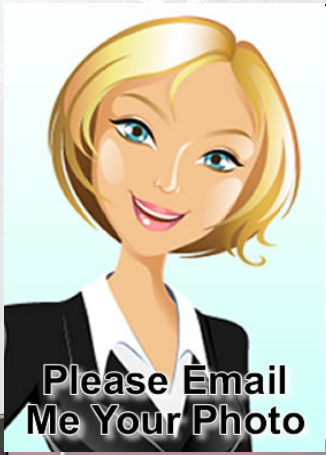


Be a dreamer. Have a sense of greatness! Have a sense of feeling wonderful, that you can do anything, and you can. It's been said that if you can dream it, you can do it. And all of you can dream it. Just start dreaming about what you want. But remember that before your dream can become a reality, you have to see it in your own mind. You've got to see its fulfillment, whatever that might be. Maybe you want to walk across that stage next year at Seminar Awards Night. Whatever it is that is your dream, go for it!

Taking the Road



to Success



Please Email Me Your Photo

Corinna Corley
Star Team Builder



- Amy Tackett
- Ashley Evans
- Ashley Torres
- Charity Chappell
- Evelyn Foster
- Janell Sinclair
- Mari LeBleu
- Melody Ferreira
- Rhonda Thomas
- Stacie Boyd
- Yolanda Daves

Are You Ready to take your business to the next level?



"Building the Wall"

NOTHING happens until something is SOLD!



Sell 50 items and order \$450 wholesale and receive a Mardi Gras inspired "BRICK" ring!



Sell 25 items and order \$250 wholesale and receive a Magic Scarf!



Sell 75 items and order \$650 wholesale and receive a Mardi Gras inspired earrings !



Sell 100 items and order \$850 wholesale and receive a Mardi Gras inspired "BRICK" bracelet

Sell 150 items and order \$1500 wholesale and receive a "Mardi Gras" Necklace set, a scarf, ring and bracelet!



Sell 200 items and order \$2000 wholesale and receive the whole page! (with 1 scarf choice)

Sell 125 items and order \$1050 wholesale and receive a "Mardi Gras" necklace set!

Promotions are based on items that are currently available from suppliers, however, markets change, back orders can occur or a supplier can discontinue items without our knowledge. If this occurs we will work diligently to find acceptable substitution. There might be a slight variation of style and color due to dye-lot issues and availability.



GO GIVE FALL ADVANCE!



CONGRATS TO YOLANDA, MELODY, ASHLEY AND AMY FOR ATTENDING GO GIVE ADVANCE!



"Pink Studio" STAR CONSULTANTS LAST QTR! WHO WILL BE A "STAR CONSULTANT" THIS QTR AND JOIN US FOR PROGRESSIVE HOLIDAY DINNER?!!!



CELEBRATING 50 YEAR ANNIV IN DALLAS IN PINK CADDY CARAVAN! SALES DIRECTOR STACY EMERSON EARNED THE RIDE W/ME!



It's "RED SWAG"

Successful Women Achieving Greatness

Earn your SASSY RED SHOES....



When you have 2 NEW Active Team Members: Double Senior

Select your Red Shoes from 3 heel heights & 2 styles!!

You will also be awarded your Gold & Black Zebra Scarf!!

When you have 3 NEW Active Team Members:

You will arrive in Red Sassy Shoes at your Red Jacket Celebration!!



Mary Kay Skinvigorate Cleansing Brush, \$50

Get your true clean. Removes makeup 85% better than cleansing by hand. Provides deep cleansing, gentle exfoliation and massaging in one easy step. Includes: One Cleansing Brush & Two Replacement Brush Heads
Additional Replacement Brush Heads, 2/ \$15

Here's what women of all ages — from 13 to 70 — said about the Skinvigorate Cleansing Brush in an independent consumer study*:

- Maximizes my skin care benefits: 97%
- Transforms dull skin into a radiant complexion: 94%
- Provides a more even-looking skin tone: 96%
- Reveals youthful-looking skin: 93%
- Skin feels softer, smoother and healthier: 95%

*Results reflect the percentage of women who agreed with the statements in a three-week independent consumer study.



marykayatplay™

Holiday Sets

Turn up the volume on color with these upbeat stocking stuffers.

**Limited-Edition
Mary Kay at Play
Just for Eyes
Eye Shadow, \$10
Just for Lips
Lip Gloss, \$10**



Mary Kay Mineral Eye Color in Four Sparkle Shades \$7 each

Add drama and sparkle to your eye look with Sparkling White, Shimmering Lilac, Glistening Gold and Brilliant Black.



Belara Midnight Eau de Parfum, \$38

Let the Moment Unfold. The Belara Midnight woman embodies a harmonious blend of mystery and anticipation.

Also available:
**Limited-Edition
Belara Midnight
Simply Alluring
Body Crème (\$18) &
Shower Crème
(\$18)**



TimeWise Even Complexion Dark Spot Reducer, \$40

Diminishes the look of dark spots! That's what eight out of ten women said after using it in an independent consumer study*. Here's what else they said:

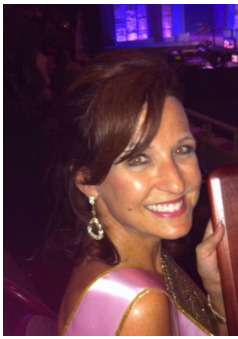
- Softens the visible intensity of dark spots — 89%
- Helps fade the look of lingering acne spots — 84%
- Corrects the look of skin imperfections — 81%
- Visibly reduces the appearance of age spots — 79%

*Results reflect the percentage of panelists who agreed with the statements during a six-week independent consumer study.



Give the gift of a soft touch with this wonderful-for-winter set.

**Limited-Edition†
Vanilla Sugar
Satin Hands Set
(\$34)/ Hand
Cream (\$10)**



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

1201 E. 18th St
 Tulsa, OK 74120
 Phone: 918812358
 dbaxtermk@gmail.com

Return Service Requested



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

Each new day presents an opportunity to start all over again, to cleanse our minds and our hearts anew, and to clarify our vision and not clutter up today with the leavings of other spent days.



WORK YOUR BUSINESS FOR THE HOLIDAYS TODAY!

Many of us make our New Year's Resolutions only to have them dwindle from our dreams. Do you want a better future? More Money? More Time? More Fun? Set a New Year's Resolution for yourself now...to make more money in less time next year! How??? Retailers do 50% of their total year's business during the Holiday Selling Season. We are Retail. Our new Belara Midnight fragrance is the perfect blend of mystery and anticipation. Our Skinvigorate Cleansing Brush removes makeup 85% better than cleansing by hand. Seize this fabulous holiday opportunity! Make it your goal to work this wonderful business with vigor. The best part of all...our customers are for life!!!

PLUS! Now through November 30, when you purchase any skin care product, you'll receive double credit towards the Queen's Court of Personal Sales! See intouch for details.

