



# DIANNE'S DREAM BELIEVERS NEWSLETTER



April 2014 Recognition & Results



Top Love Check  
Theresa  
McKee



Sharing Queen  
Hattie  
Kurin



YTD Sharing Queen  
Ashley  
Torres

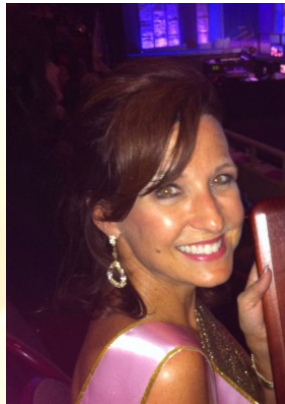


YTD Retail Queen  
Yolanda  
Daves

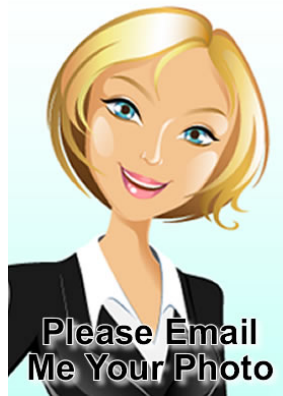
## Look Who Shared in April



Hattie Kurin  
2

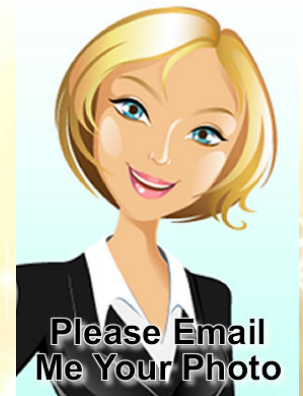


Dianne Baxter  
2



Please Email  
Me Your Photo

Monica Williams  
1



Please Email  
Me Your Photo

Tammy L Wattenbarger  
1



**Kat Thompsons Launch Party!**



**RACHEL AND ERIC!! AND HER SISTER AND TEAM MEMBER LINDSAY CAMPBELL!!**



**CONGRATS TO OUR NEWEST 'STAR TEAM BUILDER', RACHEL CARLIS!! AND (not pictured) CORINNA CORLEY! YOU GIRLS ROCK!!**



**GREAT TIME WITH MILLION \$ DIRECTOR AND #1 DIRECTOR IN PEARL SEMINAR- CINDY MACHADO-FLIPPEN IN OUR HOME! GREAT WISDOM FROM HER!**

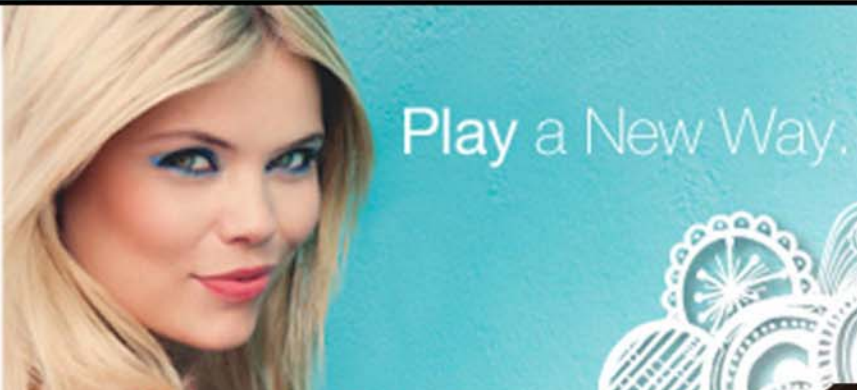


**NSD TAMMY CRAYK, NATHAN, AND MILLION \$ DIRECTOR CINDY MACHADO-FLIPPEN AT OUR HOME!**



From May 16- August 15, \$2.50 will be donated from each sale. Mary Kay is committed to bringing an end to domestic violence. Your purchase supports The Mary Kay Foundation grant program for women's shelters, helping survivors of abuse begin a journey of recovery.

Spritz on the *limited-edition* Beauty that Counts! Journey of Dreams Eau de Toilette, and feel good about doing good! It's crisp floral scent expresses a spirit of caring. **Dreams:** They provide the power to overcome obstacles, achieve the impossible and transform today into a beautiful new future. **That's the inspiration behind this year's inspiring fragrance.** \$25



**Mary Kay At Play, NEW Products**

**Create statement eyes and lavish lips.**

Bold Fluid Eyeliner, \$10

Triple Layer Tinted Balm, \$10  
Atomic Red, In the Plum, Orange You Lovely, Pink Again



Blue My Mind, Gold Metal, Hello Violet & The Real Teal



**NEW Mineral Eye Color Shades, \$7 Driftwood, Ballerina Pink, Rosegold, Stone and French Roast.**

This long-lasting, fade-resistant, mineral-based formula delivers weightless, high-impact color in one swipe with a natural, luminous finish that looks gorgeous on any skin tone.

**New True Dimensions Lipstick Shades!**

Intensely moisturizing. Exquisitely smoothing. It's like a color-infused fountain of youth for your lips.



Glide on 10 new shades with confidence: Tangerine Pop, Citrus Flirt, Coral Bliss, Exotic Mango, Sassy Fuchsia, Lava Berry, Berry a la Mode, First Blush, Tuscan Rose and Chocolate. \$18, each

**Limited-Edition Honeydew Satin Hands Pampering Set, \$35 Delight in sweet summer scents.**



PCP Gift With Purchase You can get a FREE Mini Microdermabrasion Set & Indulge Soothing Eye Gel in a black mesh bag when you purchase \$40+ in MK products.

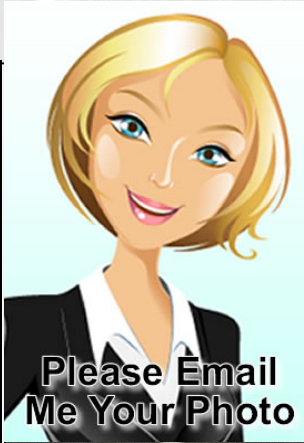
# Taking the Road



to Success

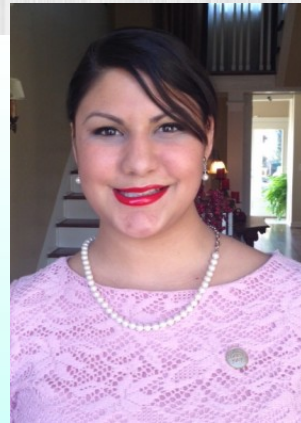


Theresa McKee  
Future Director



Please Email  
Me Your Photo

Corinna Corley  
Star Team Builder



Rachel Williams  
Star Team Builder



Yolanda Daves  
Star Team Builder



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

**Our Senior Consultants**

- Amy Tackett
- Angel Caffee
- Ashley Torres
- Crystal LaGrone
- Hattie Kurin
- Heather Hudson
- Janell Sinclair
- Janet Chambers
- Kelly Mendenhall
- Mari LeBleu
- Melody Ferreira
- Michele Brown
- Monica Williams
- Rhonda Thomas
- Robin Young
- Tammy Wattenbarger
- Tiffany Cannon



# Dream Believers - Consistency Club Promotion

April 2014 - June 2014

As we work towards the end of our Seminar year June 30th, our goals as a unit are BIG! It's my desire to reward you as you work your Mary Kay business consistently in April, May and June.

It's very simple:

When you order \$300 to \$599 section 1 wholesale each month in April, May and June, you will receive your choice of the following:



Magnetic Business Card Assortment



Digital Tablet Case - great for you ipad



100 product design postcards and 30 presentation folders

When you order \$600 to \$899 section 1 wholesale each month in April, May and June, you will receive your choice of the following:



Black Beauty Coat



Rolling Tote Set-2 pieces

and



Both choices come with a foundation organizer

When you order \$900 or more section 1 wholesale each month in April, May and June, you will receive your choice of the following:

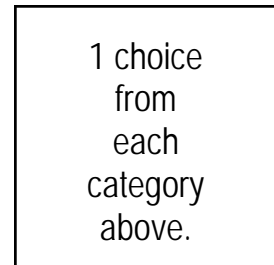


16" wheeled insulated case



All meals paid at Seminar 2014 - \$120 value

or



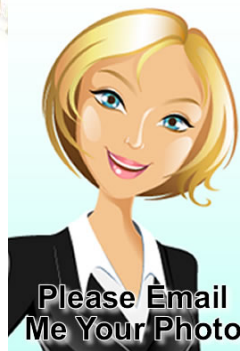
On July 1st, circle your choices and return this flier to Dianne. You can mail to Dianne at 1201 E 18th Street, Tulsa, OK, 74120, or email to dbaxtermk@gmail.com. Deadline for Dianne to receive your flier is Tuesday, July 8th. All prizes will be ordered on Wednesday, July 9th.

Each order placed is important and will help us in finishing our Cadillac qualifications.

Thank you for being a vital part of our Unit!

# Happy 50th Anniversary Mary Kay!

## Our Top 5 Stars and Future Stars This Quarter



Please Email  
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Suzanne  
Cox  
Sapphire



Yolanda  
Daves  
On-Target



Please Email  
Me Your Photo

Kat  
Thompson  
On-Target



Hattie  
Kurin  
On-Target



Amy  
Tackett  
On-Target

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

Suzanne Cox	\$2,214.75
Yolanda Daves	\$923.75
Kat Thompson	\$910.50
Hattie Kurin	\$697.75
Amy Tackett	\$550.00
Sharon Hess	\$363.00
Kelly Mendenhall	\$345.75
Monica Williams	\$330.00
Rachel Williams	\$323.00
Cheri Stephens	\$294.00
Robin Young	\$283.25
Heather Hudson	\$276.50
Corinna Corley	\$274.50
Stacey Howard	\$269.50
Amber Waldeier	\$250.50
Lindsay Campbell	\$246.50
Beth Garrett	\$246.00
Gina Ophus	\$244.75
Crystal LaGrone	\$235.50
Ashton Grant	\$233.50

### Congratulations On-Target Stars:

Here's how much you need to finish your next star by 6/15/14

Star Achieved	Name	WS Needed for Next Star
Sapphire	Suzanne Cox	\$185.00
	Yolanda Daves	\$856.00
	Kat Thompson	\$889.00
	Hattie Kurin	\$1,102.00
	Amy Tackett	\$1,250.00
	Janet Chambers	\$1,310.00
	Lynita Brownlee	\$1,333.00
	Lindsey Young	\$1,385.00
	Sally Hibdon	\$1,397.00
	Corinna Corley	\$1,418.00
	Karen Speer	\$1,419.00
	Carrol Peery	\$1,430.00
	Sharon Hess	\$1,437.00
	Kelly Mendenhall	\$1,454.00
	Heather Hudson	\$1,467.00
	Monica Williams	\$1,470.00
	Rachel Williams	\$1,477.00
	Ibolya Geren	\$1,478.00
	Cheri Stephens	\$1,506.00
	Theresa McKee	\$1,516.00
	Robin Young	\$1,517.00
	Lydia Campbell	\$1,520.00
	Stacey Howard	\$1,530.00
	Mari LeBleu	\$1,535.00
	Amber Waldeier	\$1,549.00



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



# Recruiters and Their Teams

## Future Directors

### **Theresa McKee**

- Alison Beach
- Beth Garrett
- Deborah Wood
- Debra Smith
- Diana Barnes
- Heather Hudson
- Janell Crowl
- Kelly Mendenhall
- Michele Brown
- Tammy L Wattenbarger
- \* Ashley Carden
- \* Bethany Lance
- \* Betty McDaniel
- \* Carol Baker
- \* Jodi Tyler
- \* Lanette Duncan
- \* Rebecca Stair
- \* Shawn Cox

## Star Team Builders

### **Corinna Corley**

- Michelle Mijares
- Robin Young
- Stacey Howard

### **Rachel Williams**

- April Carlson
- Jasmine Reagor
- Lindsay Campbell

### **Yolanda Daves**

- Amelia Daves
- Amy Tackett
- Sandra Taylor
- Tenae Gill
- \* Madison Sawyer

## Senior Consultants

### **Amy Tackett**

- Ashley Torres
- Monica Williams
- \* Karen Vaultz

### **Angel Caffee**

- Ibolya Geren
- \* Christian Tyler
- \* Jolene Sells

### **Ashley Torres**

- Melody Ferreira

### **Crystal LaGrone**

- Gina Ophus

### **Hattie Kurin**

- Ashton Grant
- \* Brittany Holman
- \* Catherine Nichols
- \* Ciara McKean

### **Heather Hudson**

- Amy Hudson
- Helen Melonas

### **Janell Sinclair**

- Teresa McNutt
- \* Diana Berry

### **Janet Chambers**

- Annette Hillison
- Heather Mathias

### **Kelly Mendenhall**

- Tiffany Cannon

### **Mari LeBleu**

- Janet Chambers
- \* Donna Flesner

### **Melody Ferreira**

- Julie O'Connor

### **Michele Brown**

- Cherry Marshall
- \* Stephanie Tunnell

### **Monica Williams**

- Suzanne Cox

### **Rhonda Thomas**

- Lydia Campbell
- Yolanda Daves

### **Robin Young**

- Lindsey Young

### **Tammy Wattenbarger**

- Angel Caffee
- Patti Nelson
- \* Regina Grishin

### **Tiffany Cannon**

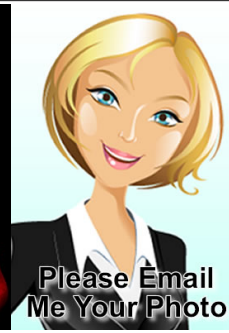
- Sally Hibdon



## Top Love Checks



Theresa  
McKee  
\$101.45



Monica  
Williams  
\$88.59



Yolanda  
Daves  
\$45.58

Please Email  
Me Your Photo

<u>9% Recruiter Commission</u>			
Theresa McKee	\$101.45	Crystal LaGrone	\$9.79
		Hattie Kurin	\$9.34
		Mari LeBleu	\$9.26
<u>4% Recruiter Commission</u>			
Monica Williams	\$88.59	Robin Young	\$7.50
Yolanda Daves	\$45.58	Michele Brown	\$6.52
Rhonda Thomas	\$41.45	Angel Caffee	\$2.64
Corinna Corley	\$22.11	Melody Ferreira	\$0.28
Rachel Williams	\$20.44		
Tammy L Wattenbarger	\$18.05		
Janet Chambers	\$14.82		
Amy Tackett	\$13.20		



## Welcome New Consultants

Name:

Regina Grishin

Suzanne Cox

Catherine Nichols

Ciara McKean

Kat Thompson

Courtney Dailey

Sponsored By:

Tammy Wattenbarger

Monica Williams

Hattie Kurin

Hattie Kurin

Dianne Baxter

Dianne Baxter



## Welcome Back Consultants

- Beth Garrett
- Stacey Howard
- Heather Mathias
- 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



Yolanda Daves



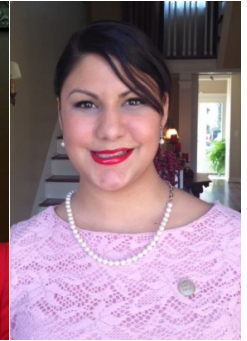
Amy Tackett



Theresa McKee



Ashley Torres



Rachel Williams

## Year to Date Retail Court

1	Yolanda Daves	\$14,605.50
2	Amy Tackett	\$12,489.00
3	Theresa McKee	\$10,733.50
4	Ashley Torres	\$8,576.50
5	Rachel Williams	\$7,547.00
6	Sharon Hess	\$7,226.00
7	Hattie Kurin	\$7,138.00
8	Melody Ferreira	\$6,665.50
9	Sally Hibdon	\$6,343.00
10	Debbie Selsor	\$5,763.50
11	Janet Chambers	\$5,525.50
12	Cherry Marshall	\$5,367.50
13	Lindsay Campbell	\$5,076.00
14	Suzanne Cox	\$4,983.50
15	Amy Hudson	\$4,629.00
16	Heather Hudson	\$4,254.00
17	Julie O'Connor	\$4,235.00
18	Tiffany Cannon	\$4,172.00
19	Sherri Stull	\$3,875.00
20	Corinna Corley	\$3,840.50

## Year to Date Sharing Court



Ashley Torres

2 Qualified  
\$117.17



Evelyn Foster

2 Qualified  
\$31.86



Amy Tackett

1 Qualified  
\$148.43

Ashley Torres	2 Qualified	\$117.17
Evelyn Foster	2 Qualified	\$31.86
Amy Tackett	1 Qualified	\$148.43
Tiffany Cannon	1 Qualified	\$112.82
Rachel Williams	1 Qualified	\$89.80
Monica Williams	1 Qualified	\$88.59
Kelly Mendenhall	1 Qualified	\$72.14
Melody Ferreira	1 Qualified	\$69.64
Robin Young	1 Qualified	\$44.86
Yolanda Daves	1 Qualified	\$42.49

**Happy 50th Anniversary Mary Kay! One Woman Can!**





## PCP Participants:

Rachel Williams  
 Tammy L Wattenbarger  
 Stephanie Tunnell  
 Amy Tackett  
 Sherri Stull  
 Carrol Peery  
 Julie O'Connor  
 Kelly Mendenhall  
 Mari LeBleu  
 Hattie Kurin  
 Melody Ferreira  
 Yolanda Daves  
 Kerri Coltrain  
 Janet Chambers  
 Dianne Baxter



### June Birthdays

Mari LeBleu	2
Bethany Lance	4
Stacie Boyd	4
Jodi Tyler	7
Kasey Green	11
Kris Pare	11
Erica Ochsner	14
Heather Mathias	16
Rhonda Thomas	17
Diana Barnes	18
Melody Ferreira	19
Donna Flesner	20
Sherri Stull	20
Sue Duckworth	22
Amelia Daves	25
Janet Chambers	29

### June Anniversaries

Kris Pare	15
Kelly Mendenhall	5
Amanda Henry	3
Shelby Duckworth	3
Amy Tackett	1
Ashton McBrayer	1
Bethany Lance	1
Julie Payne	1
Kori Crown	1

## Getting Your Motivation



To find your motivation, you have to study your lines and their meaning just like an actor does. But in your case, your "lines" are the internal dialogue that plays out in your mind constantly. Study the lines below and see if perhaps some of yours need to be rewritten. Do you see how just changing the conversations you have with yourself can motivate you and fire you up to be a star? You've got to get control of your inner motivation and take responsibility for your own success!

### Self-Defeating Inner Dialogue:

Other people hold me back.  
 I've screwed up my life.  
 There's so much work to do.  
 I'll never be a star of any kind.  
 Getting started is so hard.  
 I'm a disaster!  
 I want to be an overnight star!  
 My friends think I've changed.

### Star-Quality Inner Dialogue:

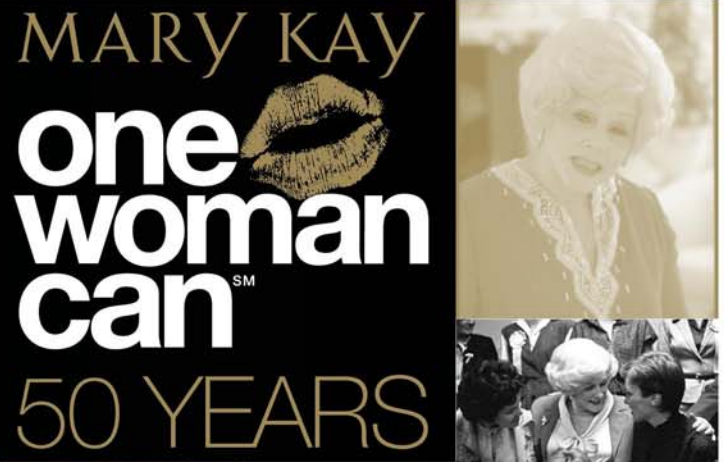
I take responsibility for my stardom.  
 It's taken me until now to believe in myself.  
 This is my dream and it's worth it.  
 If I keep the rage burning, I'll make it.  
 This is the most exciting thing!  
 I'm going to show the world!  
 Step by step, I'm going to make it!  
 If they are my friends, they'll believe in my dreams and me!

## IMPORTANT ?s

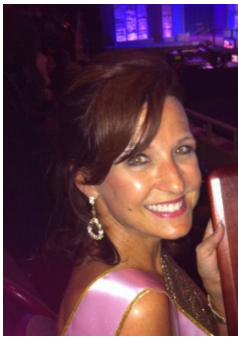
Here are some questions to help you hone in on exactly what it'll take to make you a star & finish this year strong. If you can't answer these questions, your level of commitment isn't what it needs to be. These are questions that should wake you up at night, keep you standing in the shower too long, and run through your head every mile you drive, walk or run:

- ◆ What will your job title be when you achieve it?
- ◆ What will your income level be?
- ◆ Where will you live?
- ◆ How will your professional peers regard you?
- ◆ What will your workplace look like?
- ◆ What sorts of awards & recognition will you earn?
- ◆ How will you bless/ help others?

*Adapted from **Shine** by Larry Thompson*



If you're dealing with a career crash, make a list of criteria for your ideal job. This will help you point yourself in the right direction. Once you know your criteria, you can begin to evaluate which new career path will best suit your needs. And while some compromise may be in order, don't stop searching too soon. It may take some searching to find the position you're after, but the effort is worth it.



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

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

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**Words of Wisdom  
 From Mary Kay Ash**

Becoming a mother changes your life forever. Your responsibility to provide, love, and care for your child is a lifetime commitment. No matter how big and strong your child grows, you never stop being a mother. And, yes, especially when your child is small, you will make numerous personal sacrifices. But most mothers agree that such sacrifices enrich their lives.

Building  
**WALL**  
 toWALL  
 Leaders

There's so much to be involved in this month! Choose your passion to pursue!

Join the Movement.  
 Build Wall to Wall Leaders.



Explore what's NEW on  
 myCustomers!

Great new  
 services &  
 products,  
 so check  
 out  
 Intouch!

Limited-Edition Beauty That  
 Counts Journey of Dreams  
 Eau de Toilette, \$25

**JOURNEY OF  
 DREAMS™**

Celebrating the legacy  
 of Mary Kay Ash...

Happy Birthday to Mary Kay!  
 Enriching Women's Lives

Celebrate Mom  
 With Pampering Gifts.

Book your mother' daughter  
 makeovers today!

The Look  
 Mails  
 May 16

