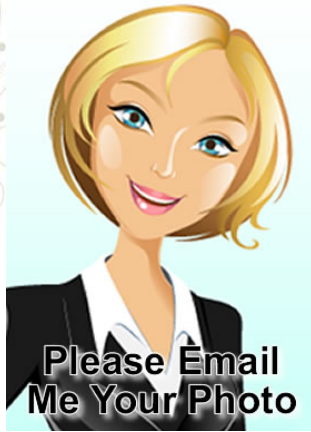




DIANNE'S DREAM BELIEVERS NEWSLETTER

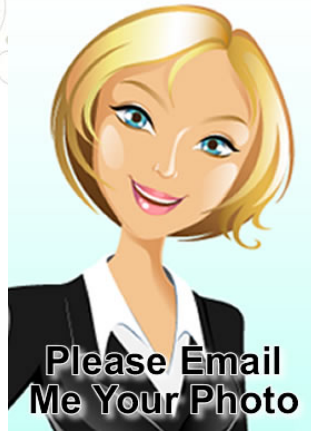


January 2014 Recognition & Results



Please Email
Me Your Photo

Top Love Check
Robin
Young



Please Email
Me Your Photo

Sharing Queen
Rachel
Williams

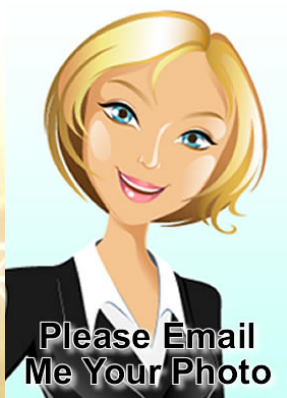


YTD Sharing Queen
Ashley
Torres



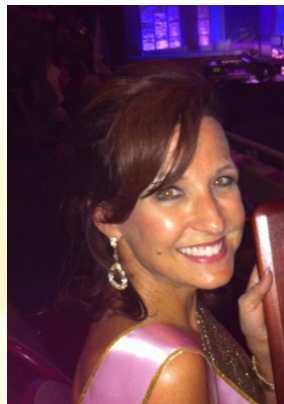
YTD Retail Queen
Amy
Tackett

Look Who Shared in January



Please Email
Me Your Photo

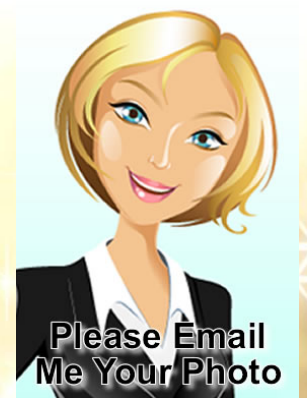
Rachel Williams
2



Dianne Baxter
2



Yolanda Daves
1



Please Email
Me Your Photo

Robin Young
1

Dear Dream Believers,

I'm so excited about this month. It's time to register for Career Conference, get excited about our new products, and share our incredible opportunity with those around us. We're lucky enough to have a company that holds conferences all around the nation to make it easy for us to attend. I hope you'll join us! This is such an exciting time to be a part of such an amazing company. It's hard to believe it's been 50 years since Mary Kay began Mary Kay, Inc., and I'm so grateful to her for her insight into women. I love that this company encourages us to share ideas, dare to dream big, and to encourage each other along the way. It's easy to understand why our conferences are so amazing and an energizing part of my career each year.

We all know February is centered around sharing love. While the focus is sharing love for our spouse and children, that feeling permeates our lives this month. It's one we share with our friends, family and everyone around us. It makes the cold days warmer and happier. I've begun to feel the same way about warm chattering. At first it can be a little challenging talking to a stranger, but then I began to realize- we do it all the time. We help someone pick up something she's dropped or compliment her outfit or tell her how adorably cute her child is. Warm chattering is just taking the next step to offer her an opportunity as well. I encourage you to reach out and talk with the woman next to you in line, at the store, or wherever. Even if you don't take the next step to offer her your card, take a moment to encourage her and make her feel special today. That gesture will never be a bad thing, and it will make you feel great too.

I am so ready for spring to be here. I know you are too! Our new products are the perfect way to jump start this season. It's time to say goodbye winter blues and "Hello, Sunshine Collection!" I cannot even tell you how excited I am about our Complexion Corrector Cream Sunscreens, not to mention the eyeliner, pedicure set, and new @ Play products. It's time to spring into action now and have something to be excited about at Career Conference.

There are a lot of great sayings out there. Dream Big. Trust Yourself. Keep Trying. No Regrets. Enjoy Life. We see them and we are inspired, but how often do we truly make a plan to apply them to our lives? We all know they're true. We know that we should live in the moment, quit beating ourselves up, and dream of a life bigger than the one we have now. Will you join me in making those dreams a reality this year? Will you take an action step each day towards that dream? Just one small step per day can be the difference between regret and success. I encourage you to stop and think, "What's the next action I can take towards my goal?" It may be cleaning up your office so you can get on the phone tomorrow. Hopefully it will be dusting off your profiles and calling customers to check in and book classes, interviews, and more. Whatever your next step is, email or text me so I can encourage you along the way. We can make our dreams come true- one day at a time!

Love and Belief, Dianne

Use the winter weather to your advantage! When it's this cold, you just want to stay inside, and so do your customers. This is the perfect time to follow up with prospects, make PCP calls, and reach out. It's also the perfect time to share info on our great new products and schedule appointments! Make this winter weather count, and you'll be ready to

Spring Into
ACTION!



Love Letters to Live By:

Valentines are love letters with simple statements of affection. I would like to give you a valentine to explain as fundamentally as possible what love really is. One basic definition of love, as a verb, is "to value." Love should be a verb, not a noun or adverb. Love is an active emotion. It is not static. Love is one of the few experiences in life that we can best keep by giving it away. Love is the act of demonstrating value for and looking for the good in another person.

- **L- is for Listen.** To love someone is to listen unconditionally to his values and needs without prejudice.
- **O-is for Overlook.** To love someone is to overlook the flaws and the faults in favor of looking for the good.
- **V-is for Voice.** To love someone is to voice your approval of him on a regular basis. There is no substitute for honest encouragement, positive "strokes," and praise.
- **E-is for Effort.** To love someone is to make a constant effort to spend the time, to make the sacrifice, to go the extra mile to show your interest.

Taken from: Seeds of Greatness by Denis Waitley

Happy 50th Anniversary Mary Kay!

Our Top 5 Stars and Future Stars This Quarter



Please Email
Me Your Photo

Rachel
Williams
Ruby



Please Email
Me Your Photo

Hattie
Kurin
Sapphire



Please Email
Me Your Photo

Tracy
Bixby
On-Target



Yolanda
Daves
On-Target

Janet
Chambers
On-Target

Top 20 Consultants Who Invested in Their Business in January

Rachel Williams	\$2,401.00
Lindsey Young	\$603.00
Yolanda Daves	\$558.50
Janet Chambers	\$551.50
Ashton McBrayer	\$277.00
Amber Waldeier	\$263.50
Ashley Torres	\$245.00
Melody Ferreira	\$231.75
Erica Ochsner	\$230.50
Dana Bea	\$216.00
Carolyn Arkison	\$206.00
Dayna Corona	\$205.50
Evelyn Foster	\$204.50
Diana Berry	\$201.50
Patty Willingham	\$201.25
Ashley Evans	\$201.00
Krystal Childers	\$200.00
Corinna Corley	\$154.00
Kerri Coltrain	\$134.00
Sharon Hess	\$119.00

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 3/15/14

Star Achieved	Name	WS Needed for Next Star
Ruby	Rachel Williams	\$599.00
Sapphire	Hattie Kurin	\$586.00
	Tracy Bixby	\$796.00
	Yolanda Daves	\$916.00
	Janet Chambers	\$1,170.00
	Lindsey Young	\$1,197.00
	Amy Tackett	\$1,311.00
	Sharon Hess	\$1,325.00
	Michelle Mijares	\$1,345.00
	Kerri Coltrain	\$1,387.00
	Corinna Corley	\$1,453.00
	Lydia Campbell	\$1,478.00
	Donna Flesner	\$1,487.00
	Ashley Evans	\$1,491.00
	Ashton McBrayer	\$1,523.00
	Melody Ferreira	\$1,529.00
	Amber Waldeier	\$1,536.00
	Kris Pare	\$1,544.00
	Ashley Torres	\$1,555.00
	Erica Ochsner	\$1,569.00
	Gina Ophus	\$1,576.00
	Dana Bea	\$1,584.00
	Mindy Hale	\$1,593.00
	Carolyn Arkison	\$1,594.00
	Dayna Corona	\$1,594.00



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

* Michelle Mijares

* Stacey Howard

Crystal LaGrone

Gina Ophus

Janell Sinclair

Diana Berry

Teresa McNutt

Janet Chambers

Annette Hillison

* Heather Mathias

Mari LeBleu

Donna Flesner

Janet Chambers

Melody Ferreira

Julie O'Connor

Rhonda Thomas

Lydia Campbell

Yolanda Daves

Robin Young

Lindsey Young

Stacie Boyd

Ashley Evans

Yolanda Daves

Amy Tackett

* Amelia Daves

* Cassie Walker

* Madison Sawyer

* Sandra Taylor



It's time to Share Your Love of our Opportunity and Move On Up for Career Conference!

When you add **two** qualified new personal team members from December 1 to February 28, you'll be invited to a special **Career Conference Luncheon** held in your honor!!

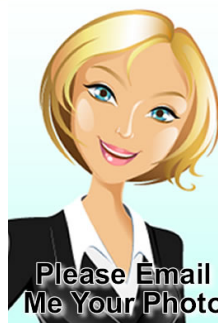
Qualified **new** Consultants who add **one** new qualified team member from Dec. 1-Feb. 28 will also be invited to attend the luncheon.

When you achieve and maintain a new step on the career path of **Team Leader, Future Director, or DIQ** by Feb 28, you'll receive a name **badge ribbon and onstage recognition!!**

See Intouch For Details & More Info.



Top Love Checks



Please Email Me Your Photo

Robin Young
\$24.12



Please Email Me Your Photo

Mari LeBleu
\$22.06



Amy Tackett
\$9.80

4% Recruiter Commission

Robin Young	\$24.12
Mari LeBleu	\$22.06
Amy Tackett	\$9.80
Ashley Torres	\$9.27
Janell Sinclair	\$8.06
Yolanda Daves	\$0.88
Melody Ferreira	\$0.40



Welcome New Consultants

Name:

Sandra Taylor

Lindsey Young

April Carlson

Lindsay Campbell

Rachel Williams

Malika James

Sponsored By:

Yolanda Daves

Robin Young

Rachel Williams

Rachel Williams

Dianne Baxter

Dianne Baxter



Welcome Back Consultants

Ashton McBrayer

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



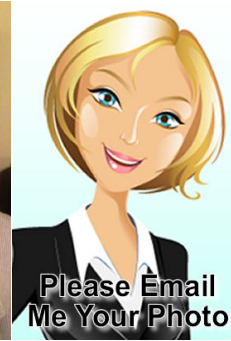
Yolanda Daves



Ashley Torres



Melody Ferreira



Please Email Me Your Photo

Rachel Williams

Year to Date Retail Court

1	Amy Tackett	\$9,980.00
2	Yolanda Daves	\$9,735.50
3	Ashley Torres	\$8,121.50
4	Melody Ferreira	\$6,152.50
5	Rachel Williams	\$5,503.00
6	Sharon Hess	\$5,055.00
7	Janet Chambers	\$4,405.50
8	Debbie Selsor	\$3,724.50
9	Julie O'Connor	\$3,712.00
10	Ashley Evans	\$3,034.00
11	Sherri Stull	\$3,012.00
12	Evelyn Foster	\$2,730.00
13	Robin Young	\$2,473.50
14	Tracy Bixby	\$2,463.00
15	Charity Brown	\$2,435.00
16	Corinna Corley	\$2,392.50
17	Carrol Peery	\$2,246.00
18	Ashton McBrayer	\$2,185.00
19	Donna Flesner	\$2,066.00
20	Rhonda Thomas	\$2,016.50

Year to Date Sharing Court



Ashley Torres
2 Qualified
\$106.91



Evelyn Foster
2 Qualified
\$31.86



Amy Tackett
1 Qualified
\$139.33

Ashley Torres	2 Qualified	\$106.91
Evelyn Foster	2 Qualified	\$31.86
Amy Tackett	1 Qualified	\$139.33
Melody Ferreira	1 Qualified	\$59.98
Robin Young	1 Qualified	\$24.12



PCP Participants:

Rhonda Thomas
 Amy Tackett
 Carrol Peery
 Mari LeBleu
 Melody Ferreira
 Ashley Evans
 Anne Dellegar
 Yolanda Daves
 Janet Chambers
 Dianne Baxter



Are you in the Red Zone?



Now is the perfect time to recruit!

Women are always looking for some extra cash, and they want a career that's meaningful! By focusing on providing opportunities for others, you'll see doors open for you! You can move on up this month by sharing the opportunity and getting in the RED ZONE! Stay focused, accept the challenge, and Career Conference will hold a red jacket and lots of green cash, too!

Have you made a commitment to move your business forward? You'll look so great in your new red jacket or director's suit! Will you choose to climb the career path for Career Conference?

Decide on the goal. Put a date on it.
 Decide how many personal classes and interviews it will take to reach your goal.
 Book selling & sharing appointments for the next 2 weeks. Get support systems organized and ask your family for help!
 Make a goal poster and post it in your office. Practice your positive affirmations.

I know you can do it!



March Birthdays

Dana Bea	5
Amber Waldeier	12
Ashley Torres	15
Deborah Walker	15
Rachel Williams	15
April Carlson	18
Ashley Evans	20

March Anniversaries

Lynita Brownlee	19
Janet Chambers	2
Meredith Brewer	1

"The knowledge that we consider knowledge proves itself in action. What we now mean by knowledge is information in action, information focused on results."

—Peter F. Drucker

MARY KAY
one woman canSM
 50 YEARS



Self-confidence is all-important...believe that you can do whatever you set out to do. Any idea that you firmly fix in your subconscious mind by repeated affirmation automatically becomes a plan or a blueprint which an unseen power uses in directing your efforts toward the attainment of the objects named in your plan. Daily you must have a formula which you will use that will help you to acquire this self-confidence you need to attain success. First, know that you have the ability to achieve the object of your definite purpose -- your goal. And demand persistent and aggressive and continuous action toward its attainment. Second, realize that the dominating thoughts of your mind eventually reproduce themselves in outward bodily action and gradually transform themselves into physical reality. Therefore, you must concentrate for a certain number of minutes each day on the task of thinking of the person you intend to be; creating a mental picture of this person and transforming that person into reality through practical service. And third, remember that any desire that you persistently hold in your mind will eventually seek expression through some means of realizing it. Therefore devote a few minutes daily to development of the following factors...a habit of saving-initiative and leadership-imagination-self-control-the habit of doing more than you are paid for-and of developing a pleasing personality.

Join Us! Do it for you!



Coming to a City Near You
Mar. 28 – 29, Dallas, TX

Dates to Remember

- **February 4:** Registration for the first week of Career Conference (March 21-22 & 23-24) begins at midnight CST.
- **February 7:** Registration for the 2nd week (March 28-29 & 30-31) begins at 12am CST.
- **February 28:** Registration deadline

**You can Register on InTouch:
Click Events/Special Events
2014/ Career Conference 2014**

Registration Fee:
\$90 and you'll receive a
product giveaway.



50
YEARS | **one woman can**
MARY KAY

LIMITED EDITION
HELLO,
SUNSHINE!
COLLECTION

Purchase-With-Purchase Offer:
You can get the Sunshine Wristlet
for only \$5 with the purchase of at
least \$40 of any Hello, Sunshine
Collection items. These include:

Lip Gel, \$16, Cherry Twist
Springy Eye Duo, \$16 each,
Summer Sunset and Stonewashed
Creamy Lip Color, \$16 each, Retro Rose & Carefree Coral
Nail Lacquer, \$9.50 each, Carefree Coral & Lemon Parfait



Delivers eight benefits
in one step

**COMPLEXION
CORRECTION CREAM
SUNSCREEN BROAD
SPECTRUM SPF 15:**

Available in Very Light, Light-to-Medium,
Medium-to-Deep, Deep. \$20, each

BRONZING POWDER:

Sweep on a sun-kissed glow!
Available in Light-Medium
and Medium-Dark, \$18



MARY KAY @ PLAY NEW SHADES:

Eye Crayon, \$10 Teal Me More, Over the Taupe
Baked Eye Trio, \$10 Electric Spring, Sunset Beach
Lip Crayon, \$10 Purple Punch, Coral Me Crazy
Jelly Lip Gloss, \$10 Violet Vixen, Poppy Love



GEL EYELINER

WITH EXPANDABLE
BRUSH APPLICATOR:

Jet Black, \$18

Pencil precise. Liquid
intense. Gel smooth.

**LIMITED EDITION LEMON PARFAIT
PEDICURE COLLECTION:**

Includes: Lemon Parfait Foot Gel, Pumice
Stone, Emery Board, Toe Separators and
Lemon Parfait Foot Fizzies in a Gift Bag, \$28





You're Invited!

To Mary Kay's Makeover Day

Help us Honor Women Everywhere.
March 8 is International Women's Day.
A day to celebrate YOU!

Last year's Makeover Day was SO much fun, we have to do it again! Circle this date on your calendar and join us in celebrating women everywhere!

March 8, 2014 (Saturday)
I know we can beat the record for conducting the most makeovers in one day!
44,250 set in 2013

Bring a friend and receive a wonderful hostess gift for helping us reach our goal!

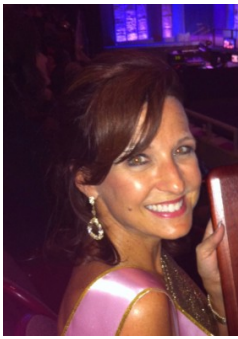
Go to www.marykay.com/makeoverday, where you can learn more and help me celebrate 2014 Makeover Day and International Women's Day!



Earn a free gift with a \$40+ order.

discover what you
LOVE

Try our great new looks by Mary Kay
Celebrity Makeup Artists:
Delicate Details by Virginia Linzee or
Pretty Pastels by: Mariela Bagnato



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**

In the 1980's, it was common to hear a woman proclaim, "I want to have it all." By this, she meant she wanted a successful career while being a wonderful wife and mother. Wanting it all is an admirable goal, but some women run into trouble when they try to translate that dream into reality. It's no easy matter for both a husband and wife to work full-time and manage a family. Compromises are unavoidable.

Place Your Orders Today! Don't forget:
 Mary Kay will raise the minimum active status order amount from **\$200 to \$225** in Section 1 orders effective **March 1**, so stock up on your favorites this month at a great rate!



Spring is almost here along with new trends and fashions for the season! Pretty pastels rock the spring runway, so give your customers a fashion preview. Then reveal the newest *Mary Kay* makeup trends that complement the looks. The *MK Trend Report & Look* are your go-to resources for showing your customers how to pair MK makeup with spring fashions.

It's where you'll find everything you need to spring into action and help re-energize your Mary Kay business. The trend this quarter is all about taking off or just kicking back. It's time to play, explore and discover. So beauty is carefree and effortless. And the products offered this quarter are right on the money! Think easy-out-the-door makeup, retro-inspired looks and spring break essentials.



Effective Feb. 16, 2014, shipping and handling charges will increase as follows:

- **Customer Delivery Service orders shipping and handling charges will increase to \$5.75.**
- **Mainland U.S. product orders & Starter Kits will increase to \$9.35.**