

# GLAM Girl!

Growing Leaders with Audacious Mindsets

Ind. Sales Director Rachel Ellis



October 2013 Newsletter

September 2013 Results

Discover a Winter Wonderland of Gifts.

## Take the Fashion Week Challenge

*project RUNWAY ALL STARS*

Oct. 1 - Dec. 31, 2013

In celebration of Mary Kay being the Official Beauty Sponsor of *Project Runway All Stars Season 3*, we are giving you the opportunity to win a once-in-a-lifetime New York City Fashion Week Experience!

### Get Ready to Strike a Pose!

The March 2014 New York City Fashion Week Experience includes:

- Round-trip airfare to New York City.
- Hotel accommodations.
- Tickets to attend a show at Fashion Week.
- Tickets to attend a Broadway play.
- Meals.
- Transportation to and from the fashion show.

This is sure to be the experience of a lifetime, so do whatever it takes to be runway ready!

## On Target Star Consultants



Consultant Name

Current Wholesale Production      —Wholesale Production Needed—  
for Star

	Sapphire	Ruby	Diamond	Emerald	Pearl
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MENDY MCDONALD	\$789.00	\$1,011.00	\$1,611.00	\$2,211.00	\$2,811.00	\$4,011.00
MEGAN PEEKS	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
LENAE SPEER	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
NICOLE WESLEY	\$550.00	\$1,250.00	\$1,850.00	\$2,450.00	\$3,050.00	\$4,250.00



MARY KAY one woman can 50 YEARS

### Go for the Gold!

Celebrating 50 Years of Rich Rewards  
Star Consultant Program Sept. 16 - Dec. 15, 2013

Sapphire      Ruby      Emerald      Pearl

Diamond

GROUPON

## Congratulations

on investing in your business last month!

Nicole K. Wesley	\$3,064.25
Kirsty M. Ray	\$1,344.50
Mendy M. Mcdonald	\$789.00
Shante N. Hill	\$610.50
Megan O. Peeks	\$600.50
Lenae L. Speer	\$600.00
Christy D. Poe	\$311.75
Ashley R. Wilhite	\$295.00
Joni L. Hall	\$251.00
Kim N. Sirkis	\$246.50
Ginger L. Birkenfeld	\$230.50
Julie M. Mobley	\$208.00
Courtney M. Christie	\$171.50
Harmony Dunning	\$126.00
Crystal F. Lovvorn	\$125.00
Karna N. Reed	\$122.00
Kelsey D. Baker	\$113.75
Destiny Carter	\$66.50
Nicole Young	\$34.50
Lisa J. Smith	\$33.00
Adrienne Luster	\$13.00



## Preferred Customer Program

### Holiday 2013

**Oct. 15:** Last day to enroll online for the Holiday 2013 PCP mailing of *The Look*.

**Nov. 10:** Early ordering privilege of the new Holiday 2013 promotional items begins for Consultants who enrolled in *The Look* for Holiday 2013 through the Preferred Customer Program.

**Nov. 15:** Last day of online enrollment for the Preferred Customer Program Month 2 mailer.

**Nov. 20:** Holiday issue of *The Look* mails.\*

**Jan. 15:** Holiday issue of Month 2 brochure mails.\*

\*Allow 7-10 days delivery



### Preferred Customer Program Tips

By Sales Director Gina Shetzer

*When you run out of the PCP gift offer or instead of...offer her a **previous formula** lip liner, eye liner IF you have any left in your current inventory if she spends \$60 or more. When she spends \$80 or more, offer her a choice of a free Velocity facial cleanser or moisturizer. Offering these options as her free gift for a \$60 – \$80 order allows for the cost difference between the PCP gift and the product wholesale cost. Offering the regular line previous formula & discontinued items will also help you make room for the new.*

**NEVER call any of our items**

**OLD, CLASSIC, DISCONTINUED, PREVIOUS LINE, etc...**

**Instead ALWAYS call them**

**FEATURED, LIMITED, HOT SELLERS...**

**something enticing, motivating and positive!**

## Welcome to our Team!

### New Consultant

Jennifer M. Frey  
Miranda D. Frey  
Mendy M. Mcdonald  
Megan O. Peeks  
Brittany N. Warren

### From

WAGONER, OK  
WAGONER, OK  
CATOOSA, OK  
KELLYVILLE, OK  
TULSA, OK

### Sponsored by

M. Frey  
R. Ellis  
R. Ellis  
N. Young  
A. Luster



 **First Steps**  
to your business success

# Mary Kay Queen's Court of Sales

Achieve at least \$36,000 in Retail production during the contest year 7/01/13-6/30/14 & earn your Diamonds

Seminar Scoreboards

	Name	YTD Retail	YTD PC Prem	YTD Total
1	Nicole K. Wesley	\$6,288.50	\$0.00	\$6,288.50
2	Nicole Young	\$5,911.00	\$0.00	\$5,911.00
3	Courtney M. Christie	\$5,149.00	\$0.00	\$5,149.00
4	Kirsty M. Ray	\$3,900.00	\$185.00	\$4,085.00
5	Shante N. Hill	\$3,041.50	\$185.00	\$3,226.50
6	Ginger L. Birkenfeld	\$1,874.00	\$20.00	\$1,894.00
7	Mendy M. Mcdonald	\$1,843.00	\$0.00	\$1,843.00
8	Jill M. Castro	\$1,386.00	\$205.00	\$1,591.00
9	Adrienne Luster	\$1,570.00	\$0.00	\$1,570.00
10	Cassandra W. Ware	\$1,500.00	\$0.00	\$1,500.00
11	Megan O. Peeks	\$1,348.00	\$0.00	\$1,348.00
12	Lenae L. Speer	\$1,347.00	\$0.00	\$1,347.00
13	Julie M. Mobley	\$1,100.00	\$185.00	\$1,285.00
14	Destiny Carter	\$1,006.00	\$0.00	\$1,006.00
15	Ashley R. Wilhite	\$643.00	\$185.00	\$828.00
16	Kelsey D. Baker	\$698.50	\$0.00	\$698.50
17	Kim N. Sirkis	\$635.00	\$0.00	\$635.00
18	Debra H. Hudgins	\$448.00	\$185.00	\$633.00
19	Christy D. Poe	\$623.50	\$0.00	\$623.50
20	Joni L. Hall	\$540.00	\$20.00	\$560.00



# Mary Kay Queen's Court of Sharing

Qualify for your Diamond Bumble Bee from Mary Kay Inc. by reaching 24 Qualified New Recruits 7/01/2013-6/30/2014

	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Shante N. Hill	1	\$92.28
2	Ashley R. Wilhite	1	\$24.92
3	Nicole Young	1	\$24.02



See you at the TOP



# Spotlight On Team Building

## Senior Consultants

Recruiter :Ginger L. Birkenfeld  
 Yolanda J. Haney  
 Julie M. Mobley  
 # Lisa J. Smith

Recruiter :Jill M. Castro  
 Ashley C. Pickens  
 \* Amber D. Davis  
 # Kaimia McLemore  
 # Janessa D. Rosenow  
 # Krystal D. Willis

Recruiter :Shante N. Hill  
 Courtney M. Christie  
 \* Judy K. Anderson  
 \* Lexee R. Cruz  
 \* Rachael P. Johnson  
 Yamile D. Legarreta  
 \* Ciara N. O'Roark  
 \* Jennifer L. Panter  
 \* Lorren White  
 # Carolyn J. Boland  
 # Bree S. Browning  
 # Shawna K. Graves  
 # Roxanne C. Guthrie  
 # Jennifer L. Harte  
 # Kailey N. Hastings  
 # Shaunda S. Petree  
 # Jordan N. Rackleff  
 # Raechell L. Snake  
 # Bridgette N. Wilson

Recruiter :Merrilee L. Purnell  
 Destiny Carter

Recruiter :Kirsty M. Ray  
 Catrina L. Berner  
 \* Sprite L. Always  
 \* Macy R. Cartwright  
 \* Kiara L. Moss

Recruiter :Ashley R. Wilhite  
 Cassandra W. Ware  
 # Michelle Landsbury  
 # Mary B. Mahoney  
 # Samantha Richardson  
 # Ashley D. Woodcock  
 # Patsy J. Woodcock

Recruiter :Nicole Young  
 Megan O. Peeks

\* Denotes Inactive Status

## Team Building Tip of the Month

### Team Building Appointments: From LearnMK on InTouch

To lead a team-building conversation with your new team member on how to conduct one-on-one team-building appointments:

- Encourage her to add the personal touch.
- Encourage her to keep the appointment focused on identifying any needs the woman has in her life and sharing how a Mary Kay business can fulfill those needs.

The following outline might be helpful:

1. First, welcome the prospective team member and explain what you'll be covering.
2. Ask the prospective team member about herself.
3. Tell the prospective team member about yourself and passionately share your I-story.
4. Tell the prospective team member about the Company.
5. Tell the prospective team member about the Mary Kay business opportunity and how it has enriched your life.

## Growing Your Team

Name	Recruits
Miranda D. Frey	1
Nicole Young	1
Adrienne Luster	1

## Mary Kay Love Check

### 4% Recruiter Commission Level

Nicole Young	\$24.02
Ginger L. Birkenfeld	\$9.64
Shante N. Hill	\$6.86



## Lessons for Life

**Independent Senior National Sales Director Debi Moore** offers these lessons for getting what you want out of life, including your Mary Kay career.

1. Hang with the winners and big thinkers. Listen to the people who are in the positions you want to be in. Hitch your wagon to a star! Learn how to think big from those who do. Feed off their knowledge, inspiration and experience. Don't fall prey to negative thinkers.
2. Have a dream. Make sure that dream is one that wakes you up in the middle of the night and rocks you out of bed in the morning. Having a dream will help you stay focused and visualize your success. What you visualize, you believe and can begin to achieve.
3. Set a daily goal. Map out a plan of attack. You need to have at least one career goal that you work toward every day. You must give this business some time if you want to experience the rewards at the end of the rainbow.
4. Share your goal with someone who can support you in achieving it. Hook into a power source - your Independent Sales Director or Independent Senior Sales Director. She wants your success and can teach you how to achieve it. Attend events that support you in your pursuit, especially unit meetings. You'll find all the keys you need to succeed at these meetings.
5. Don't compare yourself to anybody else. Be a first-class you, not a second-class someone else. You have the ability to achieve greatness. This career can help you develop that potential. Learn to work at your own pace and with your own style.
6. Feed your mind every day. Read, watch or listen to something positive. Develop a library of materials from women in Mary Kay who are making it happen. There is no one better to learn from than the person doing it right now. Surround yourself daily with messages that rekindle your excitement about this career opportunity. Practice accepting the keys to your new career car, waving to the crowd as you descend the stairs at Seminar, or debuting as an Independent National Sales Director.
7. Realize that if it is to happen, it's up to you! You are the captain of your ship. Take control of it. It's your future. Don't depend on others to do the work for you. Make it happen now! Your actions will inspire others to follow your lead. Make sure they are the right ones.
8. Enjoy the journey this career will provide. Most people live their lives working for retirement - and then aren't alive or healthy enough to enjoy it. We can only count on today. Make the most of it! We have the perfect career opportunity. Don't let anyone or anything hold you back from having it all! What you do today will decide your tomorrow.





Love my Glam Girls!



# Pink Xtreme Team

## Xtreme

**15 Faces**  
**5 Career Chats**  
**\$650 Wholesale**

*\*this consistent activity will ensure STAR Consultant status!*

## Xtreme Elite

**30 Faces**  
**10 Career Chats**  
**\$1,000 Wholesale**  
**1 + New Team Member**

*\*this consistent activity will = STAR & Move Up in RED!*

## Xtreme Super Achiever

**45 Faces**  
**20 Career Chats**  
**\$2,000 Wholesale**  
**2 + New Team Member**

*\*this consistent activity will = STAR + CAR + DIRECTORSHIP!*

**Complete any Xtreme level & you earn:**

- 1. Special girls night out with your Director!*
- 2. Recognition on monthly area Conference Call*

*\*\*Career Chat calls completed: post your guest name & phone number on [cozi.com](http://cozi.com), "to do," At the top you see a director's name, hit the down arrow to find your director—post for director follow up call*

*\*\*Text your weekly face count to your director at the end of each week.*

1. Name Phone #	2. Name Phone #	3. Name Phone #	4. Name Phone #	5. Name Phone #
6. Name Phone #	7. Name Phone #	8. Name Phone #	9. Name Phone #	10. Name Phone #
11. Name Phone #	12. Name Phone #	13. Name Phone #	14. Name Phone #	15. Name Phone #
16. Name Phone #	17. Name Phone #	18. Name Phone #	19. Name Phone #	20. Name Phone #
21. Name Phone #	22. Name Phone #	23. Name Phone #	24. Name Phone #	25. Name Phone #
26. Name Phone #	27. Name Phone #	28. Name Phone #	29. Name Phone #	30. Name Phone #
31. Name Phone #	32. Name Phone #	33. Name Phone #	34. Name Phone #	35. Name Phone #
36. Name Phone #	37. Name Phone #	38. Name Phone #	39. Name Phone #	40. Name Phone #
41. Name Phone #	42. Name Phone #	43. Name Phone #	44. Name Phone #	45. Name Phone #
46. Name Phone #	47. Name Phone #	48. Name Phone #	49. Name Phone #	50. Name Phone #

# Join the Future Bernard Area Rachel Karen Laura In New Orleans Leadership Conference 2014



## The Great "8" Race

# October 1st - November 30, 2013

**Be one of the first 3 Consultants to get "8" NEW Active Team Members and get your photo on our banner and \$50, \$75, or \$100 in Flight Credits!!**

## Track Your New Team Members

***Get finished in October and fly with your Director!***

### New Team Members 1-4

- 1.
- 2.
- 3.
- 4.



### New Team Members 5-8

- 5.
- 6.
- 7.
- 8.

# Let the Beauty Begin! Promotion

*Transform your life and  
earning power in October!*

*Oct. 1 – 31, 2013*

## beautiful start

Start a Mary Kay business in October and earn up to \$150 credit!\* This exciting offer is **ONLY** available during the month of October. The beautiful *Mary Kay*® Starter Kit that costs \$100\*\* is packed with products to demonstrate at parties. Plus, it has samplers to share with potential customers and sales tools to help jumpstart your earning power ASAP.



## beautiful sale

When you begin selling the beauty of Mary Kay in October, you can earn up to \$150 credit!\* Place your first product order by Nov. 30 and receive:

**\$150 credit\*** on an  
1,800 wholesale order

**\$75 credit\*** on a  
600 wholesale order

**\$50 credit\*** on a  
400 wholesale order

**Ask me, about  
getting started  
TODAY!**



# MARY KAY®

\*Restrictions apply: You qualify for the "credit" off your first product order if your Independent Beauty Consultant Agreement is received and accepted by the Company from Oct. 1 – 31, 2013. You will qualify to receive a \$50 credit on your initial Section 1 order between \$400 and \$599.99 wholesale; a \$75 credit on your initial Section 1 order between \$600 and \$1,799.99 wholesale; or a \$150 credit on your initial Section 1 order of \$1,800 wholesale or more. All qualifying initial Section 1 order amounts are exclusive of shipping, handling and tax, and must be received by the Company by Nov. 30, 2013. Sales tax is required on the suggested retail value of all Section 1 products. Purchasing inventory is an individual decision, and it is certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity. The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this document in connection with their Mary Kay businesses. This page should not be altered from its original form.

\*\*Plus shipping, handling and tax.





# Makeup Tip of the Month

## Foundation Myth Buster

Courtesy of Lori Hogg, makeup artist

Hello from Lori Hogg, Here's a twist on our Monthly Tip....

**MYTH:** When applying Foundation, use strokes starting at the top of the forehead to the jaw line. Applying this way doesn't disturb facial hair, doesn't clog pores and gives most natural appearance to skin.

-- NEVER go below the jaw line. If you need to, you're in the wrong shade. The Foundation should automatically match the neckline! So no need to blend down! Plus it adds aging.

HaHaHaHa... WRONG AGAIN!!

Applying in only downwards motions does some DaMaGe!!

Such as: Gives the appearance of the Foundation sitting ON TOP of the skin, adds more coverage than most women want and more importantly, gives the appearance of the face being PULLED DOWN when your older than a 12yr old... HELLO, that matters!!!

**TIP:**When applying Foundation, use up and down, back and forth mixed with circular motions! This gives the appearance of the Foundation being the skin instead of painted skin!!!

**NEWS FLASH-** everything clogs pores! No matter if you stroke up or down or rub your nose. Think about putting lotion on... Would you wipe it down and leave it? Or would you rub it in to thin it out and spread it around??? Makes sense huh?

Blending down the jaw line and down the neck DOES NOT mean you're in the wrong Foundation! Most women don't get sun directly under our chins!

Therefore, our chin is lighter than the rest of us! We also want to make sure there are NO visible lines between our neck and our Foundation tone!

Makeup needs to look like a part of our skin, not like it's been painted or glued on.

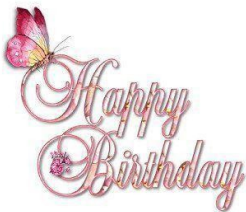
For More Tips & Myth Busters follow us on Facebook.

[www.facebook.com/loriahogg](http://www.facebook.com/loriahogg)



## It's a Special Celebration

Birthdays	Day	Anniversaries	Years
Kirsty M. Ray	1	Lindsey B. King	2
Raechell L. Snake	1	Felicia E. Baker	2
Lorren White	2	Teresa R. Vick	2
Leanne M. Ellison	4	Kim N. Sirkis	1
Christina R. Walden	7	Yolanda J. Haney	1
Jessica L. Blackburn	12	Angie Brock	1
Misty D. Hyle	12	Shawna K. Graves	1
Melissa G. Bendabout	16		
Crystal M. Wantland	20		
Shaunda S. Petree	21		



# November

## Words of Wisdom

“Hope is wishing for something to come true. Believe that for every problem God gives you, He will also provide you with a solution.”



Mary Kay WISDOM

Independent Mary Kay Sales Director



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## Holiday Action Plan

### OCTOBER

1. Set your goal for holiday sales & team building. Dream BIG!
2. Make a list of 15-25 businesses & people you do business with; contact them about your gift-buying services!
3. Talk to ALL your customers about helping them with their gift-buying needs. Let them see how you can help them! Show them how shopping **NOW** will offer them the best choices and prevent some of the hassles of their holiday time!
4. Book 6-8 Holiday Coffees. (These are fabulous, fun & profitable!)
5. Have **every customer** fill out a Holiday Wish List so you can follow up with their "Santa" in Nov. & Dec.
6. Offer a variety of classes – skin care, glamour, body care, coffees, etc. Begin to talk to **everyone** about preparing for the holidays!
7. **RECRUIT!** Build your team in October so they can take benefit from holiday sales & tax benefits!

### NOVEMBER

1. **Follow-up** with all business contacts & leads. Be sharp and get out of your comfort zone.
2. Continue to book (& hold) shopping coffees, skin care, glamour & body care classes.
3. Continue having each customer fill out a Holiday Wish List.
4. Begin talking to the men you have contact with-work, church, friends, etc.
5. Begin following up with Holiday Wish Lists. (They may not be ready to buy – but you are at least making your service known!)
6. Service all of your reorder customers for their personal & holiday needs. Offer pre-party glamour clinics.
7. **RECRUIT!** What a great time to begin a business – your own shopping at COST, provide service for those you know & prepare for an exciting new year of opportunity!

### DECEMBER

1. Follow up on all husbands & men! They are beginning to think!!! Carry a "12 Days" in your trunk so you can show it to men you meet while you're out! (They have moms & assistants, too!)
2. Follow up on all Holiday Wish Lists. Think of the service you're providing, instead of how it benefits you – and it becomes easier!
3. Book 4-6 shopping coffees.
4. Book skin care & glamour appointments. (Help them prepare for parties & family gatherings.)
5. Talk to men, moms and kids about **12 Days of Christmas** gifts! They all love it, and you can put together a set for anyone!
6. Have gifts wrapped with you at all times - in your car - in a basket that you carry - at all appointments & reorders.
7. Help people remember stocking stuffers & last-minute gifts!
8. **RECRUIT!!** Still time to get gifts at cost, take advantage of the tax benefits & prepare for an exciting new year of opportunity! (And if you're selling & making \$...why wouldn't they want to?)
9. Challenge yourself to GO AHEAD and book 20-30 faces for January!