

GLAM Girl!

Growing Leaders with Audacious Mindsets

Ind. Sales Director Rachel Ellis



June 2014 Newsletter

May 2014 Results



Discover success and earn the Follow Your Heart necklace!

June 1-30, 2014

The Follow Your Heart pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400 or more Section 1 wholesale order in June 2014!

WE LOVE

Women who follow their hearts.

Follow yours and ...

discover what you

LOVE



On Target Star Consultants



Consultant Name

Current Wholesale Production —Wholesale Production Needed—
Sapphire Ruby Diamond Emerald Pearl

KELSEY LEAMING	\$3,000.50	*****	*****	STAR	\$599.50	\$1,799.50
ASHLEY WILHITE	\$2,533.50	*****	STAR	\$466.50	\$1,066.50	\$2,266.50
SHELBY HILL	\$2,201.25	STAR	\$198.75	\$798.75	\$1,398.75	\$2,598.75
LESLIE WENZEL	\$2,067.50	STAR	\$332.50	\$932.50	\$1,532.50	\$2,732.50
MELISSA RAAB	\$1,447.00	\$353.00	\$953.00	\$1,553.00	\$2,153.00	\$3,353.00
SHANTE HILL	\$1,307.00	\$493.00	\$1,093.00	\$1,693.00	\$2,293.00	\$3,493.00
DANIELLE WHITEHORN	\$1,217.50	\$582.50	\$1,182.50	\$1,782.50	\$2,382.50	\$3,582.50
RENEE SWEEDEN	\$1,204.25	\$595.75	\$1,195.75	\$1,795.75	\$2,395.75	\$3,595.75
NANCY CARTER	\$1,110.50	\$689.50	\$1,289.50	\$1,889.50	\$2,489.50	\$3,689.50
GINGER BIRKENFELD	\$835.50	\$964.50	\$1,564.50	\$2,164.50	\$2,764.50	\$3,964.50
TERESA PORTER	\$657.00	\$1,143.00	\$1,743.00	\$2,343.00	\$2,943.00	\$4,143.00
SHEENA OAKES	\$605.50	\$1,194.50	\$1,794.50	\$2,394.50	\$2,994.50	\$4,194.50
CATHY PARKS	\$603.25	\$1,196.75	\$1,796.75	\$2,396.75	\$2,996.75	\$4,196.75
AMBER BOGGS	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
KARA WALTON	\$563.75	\$1,236.25	\$1,836.25	\$2,436.25	\$3,036.25	\$4,236.25
KYLEE SUMMERS	\$557.50	\$1,242.50	\$1,842.50	\$2,442.50	\$3,042.50	\$4,242.50
CRYSTAL LOVVORN	\$543.50	\$1,256.50	\$1,856.50	\$2,456.50	\$3,056.50	\$4,256.50
BRANDY PICKETT	\$515.75	\$1,284.25	\$1,884.25	\$2,484.25	\$3,084.25	\$4,284.25
JULIE MOBLEY	\$509.50	\$1,290.50	\$1,890.50	\$2,490.50	\$3,090.50	\$4,290.50
ASHLEY CHERAI	\$432.00	\$1,368.00	\$1,968.00	\$2,568.00	\$3,168.00	\$4,368.00
SARAH CASILLAS	\$430.50	\$1,369.50	\$1,969.50	\$2,569.50	\$3,169.50	\$4,369.50



Congratulations

on investing in your business last month!

Melissa Raab	\$1,447.00
Renee Sweeden	\$1,204.25
Ashley R. Wilhite	\$718.00
Sheena V. Oakes	\$605.50
Shante N. Hill	\$493.00
Crystal F. Lovvorn	\$479.00
Ginger L. Birkenfeld	\$412.00
Julie M. Mobley	\$333.50
Lenae L. Speer	\$233.50
Julie D. Novak	\$230.50
Sarah Casillas	\$227.00
Maggie M. Wonders	\$226.50
Brandy M. Pickett	\$226.00
Kylee A. Summers	\$161.00
Ashley Cherai	\$129.50
Alex M. Mashburn	\$82.00
Mary N. Cornelius	\$75.00
Stephanie R. Ratliff	\$57.00
Brenda Mondragon	\$53.00
Teresa M. Porter	\$52.00
Nancy Carter	\$25.50
Kara L. Walton	\$17.00
Danielle B Whitehorn	\$13.00
Nicole Young	\$9.00



Welcome to our Team!

New Consultant	From	Sponsored by
Candace Babb	SPERRY, OK	R. Ellis
Ashley Beal	EUCHA, OK	A. Wilhite
Kayla B. Curtsinger	PRYOR, OK	S. Hill
Marchelle A. Daniels	TULSA, OK	A. Cherai
Brianna A. Fondren	VAN BUREN, AR	K. Summers
Heather N. Moreland	PAWHUSKA, OK	R. Ellis
Julie D. Novak	BIXBY, OK	R. Ellis
Sheena V. Oakes	SAND SPRINGS, OK	R. Ellis
Shannon D. Palumbo	OKLAHOMA CITY, OK	S. Hill

Start Something Beautiful



Keep Sales Sizzling!

It's summertime, and the living is easy, but beware of summer distractions when it comes to working your Mary Kay business. Vanessa says she stays organized and follows up with her customers during summer. She offers these tips to jump start your sales and team building:

1. Offer makeovers to your customers with summer birthdays. Vanessa provides a perk if they invite a friend. She also calls their significant others to offer gift ideas.
2. Promote new products and limited-edition items. You can bundle and take advance orders.
3. Do a \$1,000 day or week and offer a perk to your customers. Set the date, tell your customers in advance and ask them for referrals.
4. Host a *Fun in the Sun* party complete with sun essentials and products of your choice. If available and weather permits, have it outside near a beach or pool.
5. Contact your preferred customers to set up personal appointments.
6. Remind your customers about any seasonal needs: summer foundation shades, sun and skin care, travel essentials, body care and skin supplement needs.
7. Suggest gift ideas for brides and grooms, graduation, Father's Day and baby showers.



Independent Sales Director
Vanessa Johnson
Fayetteville, Ga.

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	Shante N. Hill	\$13,437.00	\$574.00	\$14,011.00
2	Nancy Carter	\$10,507.00	\$2,565.00	\$13,072.00
3	Lenae L. Speer	\$8,118.00	\$464.00	\$8,582.00
4	Nicole Young	\$8,071.00	\$261.00	\$8,332.00
5	Ashley R. Wilhite	\$7,446.00	\$225.00	\$7,671.00
6	Kristin N. Craft	\$7,448.00	\$221.00	\$7,669.00
7	Leslie A. Wenzel	\$6,859.50	\$330.00	\$7,189.50
8	Megan O'Brien	\$4,855.50	\$2,042.00	\$6,897.50
9	Kelsey M. Leaming	\$6,820.50	\$0.00	\$6,820.50
10	Brandy M. Pickett	\$6,685.50	\$90.00	\$6,775.50
11	Ginger L. Birkenfeld	\$6,339.00	\$247.00	\$6,586.00
12	Jeri L. Reum	\$5,733.00	\$90.00	\$5,823.00
13	Heather J. Buck	\$5,576.00	\$60.00	\$5,636.00
14	Kirsty M. Ray	\$5,086.00	\$493.00	\$5,579.00
15	Kara L. Walton	\$5,514.00	\$20.00	\$5,534.00
16	Shelby R. Hill	\$4,956.50	\$0.00	\$4,956.50
17	Ashley Cherai	\$4,630.00	\$90.00	\$4,720.00
18	Renee Sweeden	\$4,597.50	\$0.00	\$4,597.50
19	Julie M. Mobley	\$3,737.00	\$485.00	\$4,222.00
20	Melissa Raab	\$3,293.00	\$0.00	\$3,293.00



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	7	\$493.55
2	Kirsty M. Ray	3	\$267.83
3	Kristin N. Craft	1	\$189.80
4	Leslie A. Wenzel	2	\$143.29
5	Lenae L. Speer	2	\$134.17
6	Nancy Carter	1	\$100.84
7	Nicole Young	2	\$73.08
8	Kelsey M. Leaming	1	\$48.17



See you at the TOP

Spotlight On Team Building

Team Leaders

Recruiter :Shante N. Hill
 Shelby R. Hill
 Jennifer L. Panter
 Cathy L. Parks
 Kylee A. Summers
 Danielle B Whitehorn
 * Kayla B. Curtsinger
 * Courtney D. Gay
 * Jenny L. McDaniel
 * Brionne N. Owens
 * Shannon D. Palumbo
 # Judy K. Anderson
 # Rachael P. Johnson
 # Yamile D. Legarreta

Senior Consultants

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

Recruiter :Destiny Carter
 Dalia H. Lira
 # Amber Tumleson

Recruiter :Nancy Carter
 Jeri L. Reum
 * Ginger N. Beach

Recruiter :Sarah Casillas
 Tommi E. Kelley

Recruiter :Jill M. Castro
 Ashley Cherai

Recruiter :Kristin N. Craft
 Nancy Carter

Recruiter :Kelsey M. Leaming
 Renee Sweeden
 * Taylor N. Airola

Recruiter :Kirsty M. Ray
 Kristin N. Craft
 Catrina L. Johnson
 * Brittany A. Jarman
 # Sprite L. Always
 # Talitha J. Moser
 # Kiara L. Moss

Recruiter :Lenae L. Speer
 Melissa Raab
 * Crystal M Weiesnbach
 # Pamela D. Carter

Recruiter :Leslie A. Wenzel
 Kara L. Walton
 Maggie M. Wonders
 # Kristen M. Hausmann

Team Building Tip of the Month

Be a Gold Medal Winner!

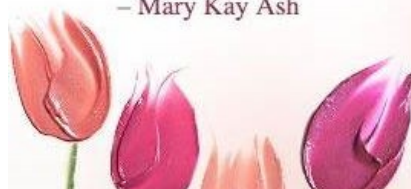
By NSD Mollye Morrow
 Share your opportunity with five people in one calendar month to win the Gold Medal!

1. Decide that you can be a Gold Medal Winner!
 2. Skin care classes are the best way to find recruits. Book 7 per week so you'll have 5 classes.
 3. Do the 4-Point Recruiting Plan at every skin care class.
 4. Do at least 5 interviews each week.
 5. Follow up and follow up on the follow up. Take your prospects to Skin Care Classes with you. Call her and overcome her objection, see her husband and answer his questions, etc.
- Opportunity is knocking at your door!



women can do anything
 in this world that they
 want to do. ”

— Mary Kay Ash



Growing Your Team

Name	Recruits
Shante N. Hill	2
Ashley Cherai	1
Kylee A. Summers	1
Ashley R. Wilhite	1

Mary Kay Love Check

9% Recruiter Commission Level

Shante N. Hill \$15.66

4% Recruiter Commission Level

Lenae L. Speer \$57.88

Kelsey M. Leaming \$48.17

Ginger L. Birkenfeld \$13.34

Leslie A. Wenzel \$9.74

Kristin N. Craft \$1.02

Alternative to Warm Chatter



If warm chattering is not something you look forward to, then perhaps this alternative will help. It's an idea that comes from Tracie Carley's unit, an Independent Senior Sales Director from Lakeland, Florida. According to Tracie, it's an easy, inexpensive way for Independent Beauty Consultants to find new leads.

The idea is to give your best customers three of your business cards and ask them to hand those cards out to three of their friends or colleagues. Tracie recommends giving the customers an incentive for each customer who calls.

Tracie believes that it works best to enlist the help of your good customers because they already know you and are willing to sing your praises to new prospects. She also recommends that you give them only three cards instead of more because if a customer believes she only has three chances to find potential customers and earn her incentive, she will go out of her way to make those three count.



JUNE PROMOTION PRIZE PAGE!!!

Your **SIZZLIN** when you finish 4-6 boxes and place a \$600 accumulative wholesale order or more in JUNE!

You will get an invitation to Rachel's prize boutique party, Dinner and one fabulous prize of your choice!

Your **HOTT** when you finish 6-8 boxes and place an \$800 accumulative wholesale order or more in JUNE!

You will get an invitation to Rachel's prize boutique party, Dinner and 2 fabulous prizes of your choice!

Your **SMOKIN HOTT** when you finish 8-10 boxes and place a \$1,000 accumulative wholesale order or more in JUNE!

You will get an invitation to Rachel's prize boutique party, Dinner and 3 fabulous prizes of your choice **plus 15 minutes early entry to shop first!**

Your **ON FIRE** when you finish 8-10 boxes and place an \$1,500 accumulative wholesale order or more in JUNE!

You will get an invitation to Rachel's prize boutique party, Dinner and 4 fabulous prizes of your choice **PLUS VIP 30 MINUTES EARLY ENTRY TO PARTY TO SHOP FIRST!!**

BONUS PRIZES:

GET AUTOMATIC ENTRY AND ONE PRIZE OF YOUR CHOICE WHEN YOU BECOME A **RED JACKET** IN JUNE!

GET A **BONUS PRIZE** FOR EACH QUALIFIED TEAM MEMBER YOU GET IN JUNE

NEW STAR CONSULTANTS IN JUNE GET **AUTOMATIC ENTRY** TO PARTY AND 1 PRIZE CHOICE!!

PARTY IS JULY 15TH 6:30-8:30 TO SHOP TIL YOU DROP BEFORE SEMINAR!!
I have TONS OF PRIZES!! CAN'T WAIT TO SEE WHAT YOU WILL PICK!

**THIS GIRL IS "ON FIRE!"
WHOSE THAT GIRL? "IT'S YOU!"**



Sell 10 Items

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

**Hold 10 Appts.
Parties or Facials!**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

10 Booking Calls

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

10 Guests at TNL

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

****Call "10 Customers**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

**Sell \$1200
place \$600 wholesale**

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

**Call MDM 10 Times
641-715-3900 44336#**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

**10 Fast Fun Facts
(new girls 18 & older)**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

**Book 10 Appts.
Parties or Facials!**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

**10 New Names
warm chats or referrals**

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

"Rachel's Prize Boutique Party"

**Earn prizes & a dinner party invitation
when you get "FIRED UP" in June
with your Perfect 10 Monthly Challenge!**

**Check out your prize page for
what you can earn!**

Consultant Name _____

(must be turned in to director by July 3rd to redeem your prize)

****Calls not texts. You can start with texts – followed up with a call**

4 Point Recruiting Plan!

Skin Care classes and Collection Previews offer the best place to find prospective team members. Mary Kay herself developed the Four Point Recruiting Plan when she first began holding Skin Care classes. This is a proven, successful plan. Memorize these words and use them at every Skin Care class and you will leave with personal recruits and referrals!

WHO



Before anyone arrives ask the hostess, "Who's coming today who would be good at doing what I do? Judy, I'm building my own unit in this area, and I am looking for a few quality people to do what I do - teach skin care. Is Mary Kay something you've ever thought about or would ever consider for yourself?" She might say she's thought about it but...and then will give you an objection. Your reply: "Judy, if I could teach you to do what I do, could you learn?" When she says yes, offer to meet her for coffee, etc. "Are you free tomorrow at 9:00 am? After hearing the information, if you feel it is not for you, then it will have been an excellent networking appointment for me!"

I-STORY



At the beginning of the Skin Care class give a heartfelt, enthusiastic personal success story. "I would like to share with you what I do. I am building my own unit in this area and I am looking for a few key people to do what I do: teach skin care. I work part-time for full-time pay. I am my own boss and I schedule my own hours. If you are intrigued after our time together today, I would love to send you home with some reading material."

PICK



Select one person to talk with privately and say: "Jane, do you remember my saying that I am building my own unit in this area and am looking for a few key people to do what I do: teach skin care? I couldn't help but notice how well you wear our product, how knowledgeable you are about cosmetics and how you were a natural leader of that whole group. Tell me, is a Mary Kay career something you've ever thought about?" She will probably offer an objection just like the hostess. Your reply: "We provide complete and free training. If I could teach you to do what I do, could you learn? I'd love to get together with you over coffee. I am available ___ which works better for you?"

GIFT



Offer the hostess a merchandise gift (about \$40 suggested retail value) for any person suggested by her who becomes a Consultant. Tell her: "If you recommend someone you feel would be good at doing what I do and they become a Consultant, I will give you free Mary Kay products." If you use this at every Skin Care class you will soon find yourself with personal recruits, first one at a time and then several a month...by simply taking the time to ask! Memorize this technique and use it WEEKLY! Repetition will help you perfect your recruiting skills. Remember: Skin Care classes and Facials are your income today...recruits are your future!

30 Days to DIQ

Can you afford to go 30 more days without this?



- Spend 4 hours on the phone in a Booking Blitz - schedule 30 classes.
- Focus on 3 goals for each class - sell sets, get bookings, set interviews.
- Enjoy the stability that comes from consistently working your business!



Sales

Hold 20 actual classes
x \$300 average sales =
\$6,000 retail product sales

Using 60/40 - your profit is \$2,400!

Customers

Average 3 customers at each class.
3 x 20 classes =

60 New Customers!

Interviews

Share with everyone at the class:

1. Interview*
2. CD*
3. Listen for a Lip Gloss*

You will hold 20-40 Interviews!

*within 24-48 hours of the class

Bookings

1 to 2 Bookings
from each class =

20-40 More Bookings!

New Recruits

Let's split the difference and
say you held 30 Interviews.

1 in 3 will sign =

10 New Recruits!

Car Production

Out of the 10, only 8 place their orders
that month, at an average of \$1,000 per
order or

\$8,000 in wholesale production!

\$8,000 x 13% =

\$1,040 team commission

Makeup Tip of the Month

Courtesy of Lori Hogg, Makeup Artist



Today's tip is all about Foundations and color transferring onto clothes.... Boooo!
Well, lets be realistic. It's very hard to keep Foundation and Powder from marking ALL shirts.

What's with the CC Creams?? Again, lets be smarter than the PRODUCT!

CC Cream means-- Complexion Corrector Meaning--- Color Corrector Meaning--- there's a good amount of pigment in this product in order to balance out unwanted pigment! Instead of thinking.... I need a new Foundation or a New Makeup line! Use other Products to help out the situation!

Best recommendation!

Use CC Cream as your Primer under makeup! Use normal Foundation over top (whether it's powder, liquid or cream)

Now take a small, tiny amount of Translucent Powder and blend over the WHOLE FACE!

Now spray a light mist of Finishing Spray all over the face minus the eye area!

Last but not least... Once the face feels dry.... Use a MK Beauty Blotter and blot the face and neck! Repeat with Translucent Powder and Finishing Spray if needed!



This is used on EVERYONE put in front of a TV Camera!
This way the Actor, Anchor, Talent can move around, huh, touch without leaving traces of their makeup!



LOVE THIS TRICK!!!!

It's a Special Celebration

Birthdays

	Day
Briana D. Morrison	1
Kayla B. Curtsinger	2
Yolanda J. Haney	5
Brianna A. Fondren	11
Tommi E. Kelley	11
Courtney D. Gay	19
Teresa M. Porter	28



J
u
l
y

Anniversaries

	Years
Darla K. Osburn	1
Kelsey D. Baker	1
Nicole Young	1
Christy D. Poe	1



Independent Mary Kay Sales Director



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Discover success and
earn the Follow Your
Heart necklace!

June 1-30, 2014

The **Follow Your Heart** pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a **single \$400 or more Section 1 wholesale order in June 2014!**



Special Delivery for

Book Away Summer Booking Idea

By: Dwauna Maura

Hand this Pampering Pack out to moms at soccer practice. You could pass them out in your neighborhood. The possibilities are endless. In a cute hot pink bag, put a Look Book, business card, Microdermabrasion samples (or skin care samples of your choice), 2 Neutral Lipstick samples, and a disposable lip brush. Then print this on pink paper:

Summertime Mom's Pampering Pack!

This is just for you! My name is _____ with Mary Kay Cosmetics! I have enclosed a sample of one of our best-selling products, a revolutionary 2-step skin care set, which is guaranteed to give you softer, more youthful skin. Also pamper yourself with a new lip color! Enjoy! Call me to schedule your complimentary facial or if you would like to place an order. Office #: _____ or Email: _____.

Dwauna said that she almost got mobbed at the game. Everyone wanted to talk with her. Modify your note to fit your needs. Change it to "Fall Frolic" or "Halloween Treat," etc., as the seasons change. Try this and let me know how it works for you.

Words of Wisdom

"The dream I have for you
soars on silver wings.
Seminar is the place where
your dreams are given the
power to move forward.
You'll have more knowledge,
information and inspiration to
soar higher than you have
ever before."



Mary Kay
WISDOM