

GLAM Girl!

Growing Leaders with Audacious Mindsets

Ind. Sales Director Rachel Ellis




April 2014 Newsletter

March 2014 Results

Share the Love!

April Team-Building Promotion
~~\$100~~ \$75 Mary Kay® Starter Kit

*See MK InTouch for details.




Discover why there's so much to LOVE!

LEARN MORE AND REGISTER ON INTOUCH!



On Target Star Consultants



Consultant Name

Current Wholesale Production

—Wholesale Production Needed—
for Star

Sapphire

Ruby

Diamond

Emerald

Pearl

LESLIE WENZEL	\$1,467.00	\$333.00	\$933.00	\$1,533.00	\$2,133.00	\$3,333.00
NANCY CARTER	\$456.50	\$1,343.50	\$1,943.50	\$2,543.50	\$3,143.50	\$4,343.50



MARY KAY one woman can 50 YEARS

Go for the Gold! Celebrating 50 Years of Rich Rewards
 Star Consultant Program March 16 – June 15, 2014

Sapphire

Ruby

Diamond

Emerald

Pearl







Congratulations

on investing in your business last month!

Leslie A. Wenzel	\$1,792.50
Ashley Cherai	\$1,502.00
Shante N. Hill	\$876.50
Lenae L. Speer	\$745.50
Ashley R. Wilhite	\$460.00
Nancy Carter	\$456.50
Julie M. Mobley	\$279.00
Jennifer L. Panter	\$267.00
Eva Franklin	\$248.75
Brandy M. Pickett	\$248.00
Maggie M. Wonders	\$236.50
Joni L. Hall	\$235.75
Kylee A. Summers	\$235.50
Stephanie R. Ratliff	\$235.00
Megan O'Brien	\$231.50
Christy D. Poe	\$226.25
Catrina L. Johnson	\$226.00
Kristin N. Craft	\$226.00
Yolanda J. Haney	\$225.25
Amy M. Gahman	\$214.00
Ginger L. Birkenfeld	\$196.50
Sarah Casillas	\$167.50
Kara L. Walton	\$152.50
Courtney D. Gay	\$104.00
Crystal F. Lovvorn	\$64.50
Alex M. Mashburn	\$59.00
Nicole Young	\$27.00
RayLynne Bryant	\$7.00



Mary Kay Adds Google+

There's a new way for your current customers and potential new customers to "discover what they love" about Mary Kay, and that's with Google Plus!

With more than 300 million monthly active users, it is the second most used social network - including 28% of millennials ages 15-34! Mary Kay's presence here showcasing products like the Mary Kay At Play™ line and the new Limited-Edition Hello, Sunshine Collection is sure to create a buzz this spring!

If you use Google Plus, make sure to follow Mary Kay. We're not asking you to use it in your business, or even to join Google Plus. We just want you to know that we're keeping the Mary Kay® brand center stage in the market, so that when you DO connect with your customers, they'll be really eager to hear from you!



Welcome to our Team!

New Consultant

Amber M. Boggs
Mallory C. Goodin
Jenny L. McDaniel
Alex C. Weston

From

SAND SPRINGS, OK
SAND SPRINGS, OK
MCLOUD, OK
TULSA, OK

Sponsored by

R. Ellis
R. Ellis
S. Hill
A. Cherai



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

	Name	YTD Retail	YTD PC Prem	YTD Total
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1	Nancy Carter	\$8,928.00	\$2,475.00	\$11,403.00
2	Shante N. Hill	\$10,906.00	\$484.00	\$11,390.00
3	Lenae L. Speer	\$7,473.00	\$374.00	\$7,847.00
4	Nicole Young	\$7,507.00	\$171.00	\$7,678.00
5	Kristin N. Craft	\$7,448.00	\$221.00	\$7,669.00
6	Nicole K. Wesley	\$7,237.00	\$0.00	\$7,237.00
7	Megan O'Brien	\$4,560.50	\$2,042.00	\$6,602.50
8	Pamela D. Carter	\$4,368.50	\$1,763.00	\$6,131.50
9	Leslie A. Wenzel	\$5,658.50	\$330.00	\$5,988.50
10	Brandy M. Pickett	\$5,805.50	\$0.00	\$5,805.50
11	Ginger L. Birkenfeld	\$5,061.00	\$227.00	\$5,288.00
12	Heather J. Buck	\$5,073.00	\$60.00	\$5,133.00
13	Kirsty M. Ray	\$4,614.00	\$403.00	\$5,017.00
14	Mikayla J. Beck	\$4,916.50	\$0.00	\$4,916.50
15	Jeri L. Reum	\$4,827.00	\$0.00	\$4,827.00
16	Kara L. Walton	\$4,661.00	\$0.00	\$4,661.00
17	Ashley Cherai	\$4,087.00	\$0.00	\$4,087.00
18	Julie M. Mobley	\$2,813.00	\$485.00	\$3,298.00
19	Ashley R. Wilhite	\$2,964.00	\$205.00	\$3,169.00
20	Crystal F. Lovvorn	\$2,303.50	\$382.00	\$2,685.50



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
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1	Kirsty M. Ray	3	\$264.71
2	Kristin N. Craft	1	\$163.64
3	Leslie A. Wenzel	2	\$116.08
4	Nicole K. Wesley	2	\$115.47
5	Shante N. Hill	4	\$90.27
6	Nancy Carter	1	\$87.82
7	Lenae L. Speer	1	\$76.29
8	Nicole Young	2	\$73.08
9	Ashley R. Wilhite	1	\$24.92



★
 Seminar Scoreboards

See you at the TOP

Spotlight On Team Building

Star Team Builders

Recruiter :Shante N. Hill
 Courtney D. Gay
 Jennifer L. Panter
 Kylee A. Summers
 * Jenny L. McDaniel
 * Brionne N. Owens
 # Judy K. Anderson
 # Carolyn J. Boland
 # Bree S. Browning
 # Lexee R. Cruz
 # Roxanne C. Guthrie
 # Jennifer L. Harte
 # Rachael P. Johnson
 # Yamile D. Legarreta
 # Ciara N. O'Roark
 # Shaunda S. Petree
 # Jordan N. Rackleff
 # Raechell L. Snake
 # Lorren White

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

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 :Jill M. Castro
 Ashley Cherai
 # Amber D. Davis
 # Kaimia McLemore

Recruiter :Kristin N. Craft
 Nancy Carter

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

Recruiter :Nicole K. Wesley
 Alex M. Mashburn
 Megan O'Brien

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

* Denotes Inactive Status

Growing Your Team

Name	Recruits
Ashley Cherai	1
Shante N. Hill	1

Mary Kay Love Check

4% Recruiter Commission Level

Shante N. Hill	\$24.26
Ginger L. Birkenfeld	\$20.17
Kristin N. Craft	\$18.26
Leslie A. Wenzel	\$15.56



Believe
in yourself

discover what you
LOVETM

Administrative Professionals' Week

April 20 - 26, 2014

Here are some great ideas to recognize Administrative Professionals and boost your sales at the same time.

- At local offices offer to come in and give the gals a pampering session. Spa treatment, Satin Hands, Mini Makeover, etc. Of course you can suggest that the boss purchase a gift certificate for them to spend during the pampering session.
- Offer to wrap and deliver anything they may want to give. Add balloons and make it beautiful.
- Call the wives of the men who have assistants. We all know that they do the shopping anyway.
- Don't forget your husband's office. Send different things for the holidays.
- Offer gift certificates that could be given out at their luncheon and used for anything they like.
- Visit local offices with single stem flowers and attach certificates for a makeover and \$5-10 in free product at the time of the makeover. (Make sure this is ok with management first.)
- Don't forget to offer something for the men too. There are lots of men in these positions as well.



CRUZE INTO YOUR PERFECT 10

CHEVY-RON STYLE

Sell 10 Items

- 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 MDM 10 Times
641-715-3900 44336#

- 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.

Hold 10 Appts.
Parties or Facials!

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

****Call 10 Customers**

- 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.

10 New Names
warm chats or referrals

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

10 Booking Calls

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

Sell \$1200
place \$600 wholesale

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

4 Boxes

Black
White
Hot Pink

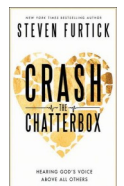
Cross
Body
Bag



8 Boxes

**Crash the
Chatterbox**

Chevron Tote



10 Boxes

**Chevron
Watch**

OR

Chevron Duffel



**ATTEND
Girl's Night Out**

Complete 10 Boxes

Or

**Place A
\$600 Wholesale Order**

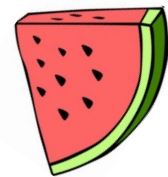
Consultant Name _____

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

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



Star Consultant
Family Picnic
Sunday, June 22nd
1:00 PM



All 4th Quarter Star Consultants and their families are invited to join your Directors for a fabulous picnic to celebrate you!

Hot Dogs!
Hamburgers!
Watermelon!



Fun Games!

RECOGNITION!!



Minshall Park
Southwest corner of E 71st St S
and S Sheridan Rd.
Take E 75th St S West from S
Sheridan Rd to S Kingston Ave.

\$5—Consultant Only
\$10—Consultant + Family



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Tips to Move up the Ladder Fast!



Here are some HOT success tips to help you move up the ladder fast:

1. People who show up, go up!

Consultants who never miss their Success Meeting and take guests will go up! It's inevitable. Do this consistently, and I guarantee you will move up! Wow!

What a guarantee!

2. Success is inconvenient. It will not happen by accident. You must be willing to make the difference happen and make your datebook fill up. Yes, you must coach your hostesses, thoroughly, follow up, etc.

3. People tell Successful people that they are lucky! I want you to know, the harder one works, the luckier one gets. However, giving MK makeovers and having fun with this business is not work! It's my passion! It can become your passion also. Get your mind off of yourself and on to helping others and you will go up.

4. Do not take 'NO' personally. When someone tells me no, it means not right now. Or...she does not get it. It does not mean she does not like me. Remember, this is a numbers game. Are you asking 5 new people a day?

5. When someone loves this product, I remember that she has friends, relatives, co-workers and acquaintances that I do not know. It is up to me to excite her with a little gift for 5-10 of those names and phone numbers. Those are called referrals. All successful people in business understand the importance of referrals.

6. You become like the 5 people you hang out with most. That is why your weekly meetings are important to your attitude and your movement in an upward direction. Make sure you select mentors who are where you want to be. They will be your cheerleaders. I would never ask someone how to make \$100,000+ a year, if they did not make that amount. Go to people in your business who can show you how.

7. Activity cures negativity. When you are in front of a customer, a prospect, a recruit potential or a new recruit, you will be energized, paid a profit, and excited about your business. Inactivity produces the opposite effect.

8. When you do not do your business on any given day, you have fired yourself for that day. You are unemployed. It's up to you. Employed or unemployed. You own a business. Open the doors daily.

A 10 SHOW WEEK? - HOW TO GET IT DONE!

By NSD Sabrina Goodwin Monday

1. Identify the dates for your week and do not change.

You must wrap your mind around the idea, and break it down into bite size pieces! I had to EMBRACE the 10 Show Week and start to see it before I accepted it, then I was able to go to my next planning stage. Make it happen within that time frame you select. Prepare your mind for postponements and how you will quickly replace the show. **If something falls out you must fill in, be very flexible.**

2. Identify your hostesses (they should be strong).

Think of one good hostess that would immediately have 2 friends to invite (a show is a minimum of 3 people) and build from there. I believe you should already have a relationship with them for example, customers, PTA moms, church members, work out buddies, etc. Women who you believe they will hold when they say they will hold. Make sure you choose **quality women** who will bring you **quality guests** for your show.

3. Get on the phone and start to book them right away!

Be creative, (if there are 6 people at your show, you can count it as 2 shows, or combine a facial with a double facial to create a show) be exciting, drop the buzz phrase "new CC Creams".

Booking Script:

"Hi Linda, this is Sabrina with Mary Kay. I'm SO excited! We have so many brand NEW state of the art products and I'd love to get your honest opinion. I've got a HUGE challenge going on right NOW! **I need to get the 'honest opinions' of 30 faces in the next 7 days and I knew I could count on you.** Is Tuesday or Wednesday better for you?" (I solidify the appointment with her FIRST, then go for the 2 extra people). "Linda it's so much fun to have you PLUS TWO! Then you will receive a great hostess gift!" (romance whatever you are giving away). Solidify the date and time, and then confirm. "I've gotta see you on Tuesday, the challenge period is short." (If you are booking your 10 show week two weeks out then you can send invitations, pre-profile, coach fully. If you are booking within the next 7 days, ask them right away what two girlfriends they will invite. Follow up immediately and make sure she has contacted her guests). Give a warm "thank you" for helping you with your challenge!

4. Have an incredible Hostess gift.

Sweeten the pot. 'Give to Get' the booking! (company hostess gift, MK product, hostess discount, MK gift card) - BUT **keep it simple!** (Ask your Director for ideas if you need to)

5. Care enough to prepare.

Get organized, pack lightly and professionally, (if you walk in with 5 bags, nobody will want your job!) have adequate inventory, get your samples. Get your personal look sharp, spend extra time on your glamour, extra time on your outfit. Look like a million dollars so they will buy what you are selling! **YOU ARE A PROFESSIONAL.** Let your family know about your challenge. It will not be business as usual. You will be gone a lot. Plan your meals, book the sitter, etc. ahead of time. They will thank you later at the end of the week! Do whatever's necessary to be ready for business!

6. Have an attitude of Expectancy!

No negative self talk, turn the no's into next, keep the main thing, the main thing - **the 10 Show Week.**

7. Work with the end in mind.

You don't have to do this forever - just right now - short term sacrifice for long term gain.

8. Polish your persuasion skills.

Decide to be irresistible during your 10 show week. Work on your people skills. Smile more, laugh more, make a deeper connection with your clients. They fall in love with you first, before they fall in love with your product. This is an opportunity to book future appointments, and plant seeds for the business opportunity. You should walk away with a minimum of 10-13 new bookings and at least 5-6 hot prospects.

9. Partner Up!

Find a Power Partner that will hold you accountable to the 10 show week! A POWER Partner NOT a pitiful partner.

10. HAVE FUN!

AND LEARN TO ENJOY THE JOURNEY...

Your **INCREASED CONFIDENCE**, the **CA\$H FLOW** and the **MOMENTUM** you will build from this! You will see a minimum of 30 faces in 7 days and should see a minimum of \$2,000—\$3,000 in retail sales.





Makeup Tip of the Month

Courtesy of Lori Hogg, makeup artist

Guess who gets to CONTOUR & BRONZE at the SAME TIME??? Mary Kay has DONE IT!! We have produced the PERFECT Bronzing Powder that can CONTOUR at the same time with a Beautiful, Sun Kissed, Sculpted Finish!! The tones of these Bronzing Powders are a more Natural Skin toned Color rather than the average Orange toned Bronzer's. This is HUGE! The Bronzer's will blend into the skin tone adjusting the color softly. Which gives you control on how Light or Heavy you want to apply it! ***Average Bronzer's tend to turn orange or very yellow on the skin. Sometimes taking it overboard for a Sun Kissed look. Once Bronzer on the skin meets around the neck area, it is VERY VISIBLE that you are using a Bronzer! Fear NO MORE!!

Application: (I suggest Contour first) Contour-Top of the forehead, Under the cheekbones, Under the jaw line and chin!-Use MK Cheek Brush!

BRONZE - Dap your brush in the color. Tap off any extra Powder and apply: Forehead, Apples of the cheeks, Bridge of nose, Chin (When you have a small sunburn on your face or you're pink from being outside... Where are you pink???)

Apply Bronzer there!) Bronzer imitates Sun Kisses!!



It's a Special Celebration

Birthdays	Day	Anniversaries	Years
Charise D. Sullivan	4	Crystal F. Lovvorn	2
Whitney I. Davis	5	Brooke L. Taylor	1
Merrilee L. Purnell	7	Aubrey P. Putnam	1
Alex M. Mashburn	10	Nicole K. Wesley	1
Kim D. Moses	11	Melissa G. Bendabout	1
Yamile D. Legarreta	17	Danielle K. Carnes	1
Kylee A. Summers	27	Whitney I. Davis	1
Kara L. Walton	29	Jennifer L. Wood	1
Jeri L. Reum	30	Briana D. Morrison	1
Meagan Williams	30		



May

Words of Wisdom

"I'm frequently asked the question, "What is your goal for the future?" And my invariable answer is "If just one more woman today discovers how great she really is, how much God-given talent she has – it will be a great day!" "



Mary Kay
WISDOM

Independent Mary Kay Sales Director



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discover what you
LOVE. Seminar2014

Join us for Seminar 2014!

Seminar is just around the corner and promises absolutely the best in recognition, motivation, information and fun! From high-profile recognition to classes sure to inspire, this is the event you won't want to miss! Your registration form is available online on the InTouch website. Don't delay - register today!



Special Delivery for



Seminar Dates	
Ruby:	July 16 – 19
Sapphire:	July 20 – 23
Emerald:	July 23 – 26
Pearl:	July 27 – 30
Diamond:	July 30 – Aug. 2

Independent Beauty Consultants can be VIP ready for Seminar 2014 with Priority Seminar Registration. Choose your path with one of four great ways:



	Start Date	End Date
1 Achieve Sapphire Star Consultant status with at least \$1,800 or more in personal wholesale Section 1 orders.	Dec. 16, 2013	March 15, 2014
2 Be on-target for the Queen's Court of Personal Sales with \$24,000 in estimated personal retail production	July 1, 2013	Feb. 28, 2014
3 Be on-target for the Queen's Court of Sharing with 16 total new personal team members.	July 1, 2013	Feb. 28, 2014
4 Be an ISD (including March 1, 2014, debuts). ISDs who debut in April, May, June or July 2014 are qualified to attend Seminar on a first-come, first-served basis.		April 30, 2014