

GLAM Girl!

Growing Leaders with Audacious Mindsets

Ind. Sales Director Rachel Ellis



May 2014 Newsletter

April 2014 Results

WIN A GRAND!

Join the *Have a GRAND Week* sales challenge and enter to win \$1,000!*

CHECK OUT INTOUCH FOR DETAILS.

*Some restrictions apply.



Share the Love!

Team-Building Promotion: May 1 – 31, 2014

Independent Beauty Consultants who started a Mary Kay business in April AND Independent Beauty Consultants who added a new team member in the month of April can offer these same great incentives to potential new team members in May.

Start
Start a Mary Kay business for only ~~\$180~~ \$75.

When a new Independent Beauty Consultant starts her Mary Kay business in May, she can get the Starter Kit for only \$75!



On Target Star Consultants

Consultant Name	Current Wholesale Production	—Wholesale Production Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
KELSEY LEAMING	\$3,000.50	*****	*****	STAR	\$599.50	\$1,799.50
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
ASHLEY WILHITE	\$1,815.50	STAR	\$584.50	\$1,184.50	\$1,784.50	\$2,984.50
DANIELLE WHITEHORN	\$1,204.50	\$595.50	\$1,195.50	\$1,795.50	\$2,395.50	\$3,595.50
NANCY CARTER	\$1,085.00	\$715.00	\$1,315.00	\$1,915.00	\$2,515.00	\$3,715.00
SHANTE HILL	\$814.00	\$986.00	\$1,586.00	\$2,186.00	\$2,786.00	\$3,986.00
TERESA PORTER	\$605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
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	\$546.75	\$1,253.25	\$1,853.25	\$2,453.25	\$3,053.25	\$4,253.25
GINGER BIRKENFELD	\$423.50	\$1,376.50	\$1,976.50	\$2,576.50	\$3,176.50	\$4,376.50

Congratulations

on investing in your business last month!

Kelsey M. Leaming	\$3,000.50
Shelby R. Hill	\$2,201.25
Ashley R. Wilhite	\$1,461.00
Danielle B Whitehorn	\$1,204.50
Renee Sweeden	\$809.50
Shante N. Hill	\$763.50
Nancy Carter	\$628.50
Teresa M. Porter	\$605.00
Cathy L. Parks	\$603.25
Amber M. Boggs	\$601.00
Leslie A. Wenzel	\$600.50
Kara L. Walton	\$394.25
Jeri L. Reum	\$325.50
Kylee A. Summers	\$281.00
Nicole Young	\$260.00
Mary N. Cornelius	\$256.25
Destiny Carter	\$255.75
Heather J. Buck	\$251.50
Leanne M. Ellison	\$229.50
Dalia H. Lira	\$229.00
Brenda Mondragon	\$229.00
Ginger L. Birkenfeld	\$227.00
Kirsty M. Ray	\$227.00
Tommi E. Kelley	\$226.50
Brandy M. Pickett	\$188.75
Megan O'Brien	\$147.50
Ashley Cherai	\$142.00
Julie M. Mobley	\$128.50
Lenae L. Speer	\$89.00
Catrina L. Johnson	\$78.00
Jennifer L. Panter	\$59.50
Joni L. Hall	\$46.00
Maggie M. Wonders	\$42.50
Sarah Casillas	\$36.00
Alex M. Mashburn	\$32.00
Eva Franklin	\$21.00
Courtney D. Gay	\$17.00

Welcome to our Team!

New Consultant	From	Sponsored by
Tori B. Aaenson	BROKEN ARROW, OK	N. Young
Taylor N. Airola	STILLWATER, OK	K. Leaming
Monte R. Beard	TULSA, OK	A. Cherai
Shelby R. Hill	TULSA, OK	S. Hill
Kelsey M. Leaming	MANNFORD, OK	R. Ellis
Lauren A. Mansour	BROKEN ARROW, OK	K. Walton
Brenda Mondragon	TULSA, OK	R. Ellis
Kristin N. Moody	MANNFORD, OK	A. Wilhite
Cathy L. Parks	SAND SPRINGS, OK	S. Hill
Teresa M. Porter	EUFAULA, OK	R. Ellis
Melissa Raab	TULSA, OK	L. Speer
Renee Sweeden	TULSA, OK	K. Leaming
Danielle Whitehorn	TAHLEQUAH, OK	S. Hill

BELIEVE YOU
CAN



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	\$12,451.00	\$574.00	\$13,025.00
2	Nancy Carter	\$10,456.00	\$2,565.00	\$13,021.00
3	Nicole Young	\$8,053.00	\$261.00	\$8,314.00
4	Lenae L. Speer	\$7,651.00	\$464.00	\$8,115.00
5	Kristin N. Craft	\$7,448.00	\$221.00	\$7,669.00
6	Leslie A. Wenzel	\$6,859.50	\$330.00	\$7,189.50
7	Megan O'Brien	\$4,855.50	\$2,042.00	\$6,897.50
8	Kelsey M. Learning	\$6,820.50	\$0.00	\$6,820.50
9	Brandy M. Pickett	\$6,215.50	\$90.00	\$6,305.50
10	Ashley R. Wilhite	\$5,990.00	\$225.00	\$6,215.00
11	Pamela D. Carter	\$4,368.50	\$1,763.00	\$6,131.50
12	Jeri L. Reum	\$5,733.00	\$90.00	\$5,823.00
13	Ginger L. Birkenfeld	\$5,515.00	\$227.00	\$5,742.00
14	Heather J. Buck	\$5,576.00	\$60.00	\$5,636.00
15	Kirsty M. Ray	\$5,086.00	\$493.00	\$5,579.00
16	Kara L. Walton	\$5,480.00	\$20.00	\$5,500.00
17	Shelby R. Hill	\$4,956.50	\$0.00	\$4,956.50
18	Mikayla J. Beck	\$4,916.50	\$0.00	\$4,916.50
19	Ashley Cherai	\$4,371.00	\$90.00	\$4,461.00
20	Julie M. Mobley	\$3,070.00	\$485.00	\$3,555.00



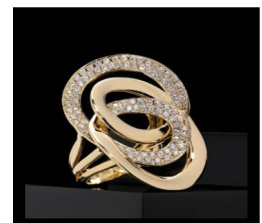
Mary Kay Queen's Court of Sharing

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	\$477.89
2	Kirsty M. Ray	3	\$267.83
3	Kristin N. Craft	1	\$188.78
4	Leslie A. Wenzel	2	\$133.55
5	Nancy Carter	1	\$100.84
6	Lenae L. Speer	1	\$76.29
7	Nicole Young	2	\$73.08



See you at the TOP



Spotlight On Team Building

On Target Team Managers

Recruiter :Shante N. Hill
 Courtney D. Gay
 Shelby R. Hill
 Jennifer L. Panter
 Cathy L. Parks
 Kylee A. Summers
 Danielle B Whitehorn
 * Jenny L. McDaniel
 * Brionne N. Owens
 # Judy K. Anderson
 # Lexee R. Cruz
 # Jennifer L. Harte
 # Rachael P. Johnson
 # Yamile D. Legarreta
 # Ciara N. O'Roark
 # Jordan N. Rackleff
 # Lorren White

Team Leaders

Courtney D. Gay
 Shelby R. Hill
 Jennifer L. Panter
 Cathy L. Parks
 Kylee A. Summers
 Danielle B Whitehorn
 * Jenny L. McDaniel
 * Brionne N. Owens
 # Judy K. Anderson
 # Lexee R. Cruz
 # Jennifer L. Harte
 # Rachael P. Johnson
 # Yamile D. Legarreta
 # Ciara N. O'Roark
 # Jordan N. Rackleff
 # Lorren White

Star Team Builders

Recruiter :Kirsty M. Ray
 Mikayla J. Beck
 Kristin N. Craft
 Catrina L. Johnson
 * Brittany A. Jarman
 # Sprite L. Always
 # Talitha J. Moser
 # 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 :Sarah Casillas
 Tommi E. Kelley
 Recruiter :Jill M. Castro
 Ashley Cherai
 # Amber D. Davis
 Recruiter :Kristin N. Craft
 Nancy Carter
 Recruiter :Kelsey M. Leaming
 * Taylor N. Airola
 * Renee Sweeden
 Recruiter :Leslie A. Wenzel
 Kara L. Walton
 Maggie M. Wonders
 # Kristen M. Hausmann
 Recruiter :Ashley R. Wilhite
 Patsy J. Woodcock
 * Kristin N. Moody
 # Mary B. Mahoney

Growing Your Team

Name	Recruits
Shante N. Hill	3
Kelsey M. Leaming	2
Ashley Cherai	1

Mary Kay Love Check

9% Recruiter Commission Level	
Shante N. Hill	\$392.99
4% Recruiter Commission Level	
Kelsey M. Leaming	\$32.38
Kristin N. Craft	\$25.14
Leslie A. Wenzel	\$17.47
Nancy Carter	\$13.02
Destiny Carter	\$9.16
Sarah Casillas	\$9.06
Ginger L. Birkenfeld	\$5.14
Kirsty M. Ray	\$3.12

Moving Up The Career Path

Future Sales Director



Requirements:

- ♥ 8 + team members
 - ♥ Must be active
- #### Compensation:
- ♥ 9% or 13% personal team comm.
 - ♥ \$50 team building bonus

Career Car Driver



Requirements:

- ♥ 14 + active personal team members
 - ♥ \$5,000 mo team production
- #### Compensation:
- ♥ 9% or 13% personal team comm.
 - ♥ \$50 team building bonus
 - ♥ Career Car or \$375 per month

*Must be active to achieve and maintain all career path statuses.

Team Leader



Requirement:

- ♥ 5-7 Active personal team members
- #### Compensation:
- ♥ 9% or 13% personal team commission
 - ♥ \$50 team building bonus

Star Team Builder



Requirement:

- ♥ 3-4 active personal team members
- #### Compensation:
- ♥ 4% personal team commission
 - ♥ Eligible to begin earning \$50 team building bonus

Senior Consultant



Requirement:

- ♥ 1-2 active personal team members
- #### Compensation:
- ♥ 4% personal team commission

"MAY" YOUR MONTH BE A PERFECT 10...

...AS YOU EARN YOUR MARY KAY SEMINAR SOUVENIRS!

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
"Keep Your Cool"
MK Water Bottle




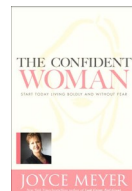
OR

"Write On"
Set



8 Boxes **OR** **The Confident Woman**

Kiss N Tell Journal

10 Boxes

Wild About You Hobo Bag



OR

Wild About You Wristlet



ATTEND
Girl's Night Out

Complete **10 Boxes**
Or
Place A
\$600 Wholesale Order

Consultant Name _____

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

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

May Events

**Pink
Studio**

Southpark Center

11043 S. Memorial * Tulsa, OK

(110th & Memorial behind Wireless World)

CC Cream Test Panel

**Thursday, May 1st
6:30-8:30 pm**

Lash Bash Night

**Thursday, May 8th
6:30-8:30 pm**

Dash out the Door

**Thursday, May 15th
6:30-8:30 pm**

Summer Glow

**Thursday, May 22nd
6:30-8:30 pm**

Girl's Night Out

**Monday, May 12th
6:00-9:00 pm**

Baby Shower

**Rachel's New Home
Thurs May 29th 6:30-8:30pm**

MARY KAY MARY KAY SEMINAR SEMINAR 2014 2014

Seminar Dates

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

Register: May 1 - July 1
(first-come, first-served) Open
to all Independent Beauty
Consultants.

**Location: Kay Bailey Hutchison
Convention Center (formerly
called Dallas Convention Center)**

There's so much to **LOVE** this
year. You'll want to
experience all Seminar offers.

PRIZES. Loads of fabulous gifts, such as jewelry,
designer handbags and more.

RECOGNITION. Get the kudos you deserve.

EDUCATION. Great on-site learning about what
you need to be successful, as well as continued
online education once you're back home.

See and sample the latest products, learn new ways
to work your business online, watch demos and
more.

NETWORK. Learn from the best. Make friends to
last a lifetime.

SEMINAR STAGE. All the glitz and glamour of
the Academy Awards!

SPECIAL FUNCTIONS. Distinctive receptions
and luncheons await.

MARY KAY
SEMINAR
2014

There's so much to love
this year. Pack your bags,
grab your girlfriends and
head to Dallas for the best
four days of your life!

You'll find **prizes, recognition, education,
lasting friendships, dazzling shows, glitz
and glamour**, and so much more!



discover what you
LOVE.

Kick off summer sales!

SEE WHAT'S NEW

Effective May 16, 2014



Mineral Eye Color

Five New Neutral Shades



True Dimensions Lipsticks

Ten New Shades



Journey of Dreams Eau de Toilette

- Dreams. They provide the power to overcome obstacles. Achieve the impossible. And transform today into a beautiful new future. Now you and your customers can be part of making dreams come true for women and children around the world. In the United States, from May 16, 2014 through Aug. 15, 2014, \$2.50 will be donated by the Company from each sale.



Honeydew Satin Hands Pampering Set

- A light, fruity scent that's perfect for summer, this limited-edition set is the perfect gift for graduations, weddings or an indulgent spa day, and has the same benefits as the regular-line Satin Hands Pampering Sets you and your customers have come to love!



Four New At Play Bold

Fluid Eyeliners



Four New At Play Triple

Layer Tinted Lip Balm



If you participated in the Preferred Customer Program and enrolled your customers no later than April 15, you will be eligible to purchase any of these new Regular line products as of May 10th.

If you or your customers want any of the products to the right that will be discontinued on May 16, I suggest you order them NOW before they sell out.

MINERAL EYE COLORS PHASING OUT

Silky Caramel
Black Pearl
White Lily
Sienna
Cinnabar
Almond
Golden Vanilla

BROW PENCILS and BROW TOOLS PHASING OUT

Soft Black
Soft Auburn

CRÈME LIPSTICKS PHASING OUT

Sunny Citrus
Blaze
Sunlit Sand
Hot Mocha
Nutmeg
Amber Glow
Boysenberry
Midnight Red
Fuschia
Icy Peach
Whisper
Copper Star
Bronzed
Merlot

Makeup Tip of the Month

BROWS are SISTERS....Not Twins!

This is Brow month!! Brows have been everywhere... All over the magazines, runways, everywhere! When applying your makeup, do your brows first! The brows set the tone for the rest of the makeup and help keep the color balanced. Doing brows after makeup usually ends up with a very strong brow and adding more makeup to help calm them down! Make it easy.... Do your brows first!

There are a few options to filling in your brows. Right now, the trend is nicely manicured, full brows. Keep your brow color close to your hair color.

****If you have highlights, go with the color that is seen the most on the hair. For blondes, try to match the darkest blonde tone in the hair, to the brows.*****

When drawing in your brows, refrain from a strong hard line then filling in. First sharpen your pencil. Now find the natural way the hair grows and do flicks to imitate the hairs. Follow the growth pattern of the hair throughout the brow. Once you're done, take a Brow Comb and comb through to soften any hard lines.

****You can use this same technique with an Eye Shadow.****

Hair color	Eye Shadow	Pencil
Blondes	Hazelnut	Blonde or Classic Blonde
Brunettes	Espresso	Brunette
Red Hair	Sienna	Soft Auburn
Dark/Black	Espresso or Coal	Soft Black

NOW--- apply all makeup! Once all face powders and shadows are done being applied. Apply a thin layer of Brow Gel to keep them structured, clean them off and set them for the day!



Courtesy of Lori Hogg, makeup artist

[Attached is a ****NEW** Trick! Temporarily Tint Your Own EYEBROWS!!**](#)

*****KEY TO THIS TRICK*****

When applying Brow Gel and Color, **DO NOT RUB!** Only comb the hairs. You should **NOT** feel the wand on your skin. Doing this, adds color to the background and is how you look like Eddie Munster! Be gentle, only brush the brow hairs!

- Blondes-- Hazelnut Eye Shadow
- Brunettes-- Espresso
- Red Hair-- Sienna
- Dark to Black-- Espresso or Coal
- Silver & White-- Granite

Always remember.... **NEVER DOUBLE DIP!** When demoing this out, use a **CLEAN** Mascara wand for each client!

The You Tube link is <http://youtu.be/6kLiGNgaUjo>

It's a Special Celebration

Birthdays

Brittany A. Jarman
Destiny Carter
Mallory C. Goodin
Kim N. Sirkis
Crystal M Weiesnbach
Mendy M. McDonald
Brooke L. Taylor
Kiara L. Moss

Day
4
11
12
16
18
20
25
26



J u n e

Anniversaries

RayLynne Bryant
Misty D. Hyle
Julie M. Mobley
Kiara L. Moss
Judy K. Anderson
Rachael P. Johnson

Years

3
2
2
1
1
1



Introduce yourself as a Mary Kay
Independent Sales Director -
It has a nice ring to it!



Step up to success ... and
we'll put a ring on it!



Independent Mary Kay Sales Director



Rachel Ellis

10530 N 121st E Ave
Owasso, OK 74055
rachelellis@marykay.com
unitnet.com/karenbernard
(918) 814-0172

PRESORTED
FIRST CLASS MAIL
U.S. POSTAGE PAID
EVART, MI
PERMIT NO. 9



Special Delivery for

Book Away

Tips to Successful Bookings

Jennifer Haley, Senior Sales Director, shares this tip on how to book at parties.

1. Place envelopes in the center of the table. Each envelope has a note from me saying, "Thanks for booking a party with me. Today you've won a Mary Kay Mineral Eye Color of your choice." One envelope can have a gift that's usually something under \$20 or a past limited-edition product.
2. If a guest chooses to book a party, she gets an envelope, but she can't look inside until there is a party on my books. I honor her prize and say, "I'm so excited that you've booked a party. I am a woman of my word and will not cancel. I just ask that you do the same."
3. I give her a hostess packet immediately and ask for her guest list. Typically, she will give me phone numbers of five to eight girlfriends right there!

Words of Wisdom

"Enthusiasm is the motivating power to success. The person who is enthusiastic exercises a magnetic influence over those with whom he or she comes in contact. To become enthusiastic, act enthusiastic. It could easily revolutionize your life."



Mary Kay
WISDOM