

# GLAM Girl!

Growing Leaders with Audacious Mindsets

Ind. Sales Director Rachel Ellis



November 2013 Newsletter

October 2013 Results

Mary Kay ROCKS the RUNWAY!  
Mary Kay is the Official Beauty Sponsor of *Project Runway All Stars* Season 3 airing October through January.

project  
**RUNWAY**  
ALL STARS  
SHARE THE LOOKS

## All Skin Seminar 2014 Double Credit Promotion

Now through Nov. 30, when you purchase any Mary Kay® skin care product, you'll receive double credit toward:

**Queen's Court of Personal Sales:** Independent Sales Directors and Beauty Consultants may earn \$1 in Seminar bonus credit\* for each \$1 in estimated personal retail production on all Section 1 product orders for all skin care lines\*\* received Nov. 1-30, 2013.

And to get you ready for more skin care selling, visit [Product Central](#) for in-depth product workshops, fact sheets and educational videos.

*\*See InTouch for more details*

## On Target Star Consultants



Consultant Name

Current Wholesale Production

—Wholesale Production Needed—  
for Star

Sapphire

Ruby

Diamond

Emerald

Pearl

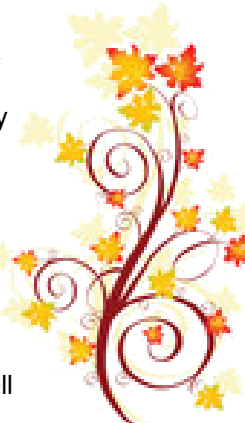
KRISTIN CRAFT	\$2,463.50	*****	STAR	\$536.50	\$1,136.50	\$2,336.50
LENAE SPEER	\$1,034.50	\$765.50	\$1,365.50	\$1,965.50	\$2,565.50	\$3,765.50
NICOLE WESLEY	\$915.50	\$884.50	\$1,484.50	\$2,084.50	\$2,684.50	\$3,884.50
MENDY MCDONALD	\$802.50	\$997.50	\$1,597.50	\$2,197.50	\$2,797.50	\$3,997.50
MEGAN PEEKS	\$682.00	\$1,118.00	\$1,718.00	\$2,318.00	\$2,918.00	\$4,118.00
STEPHANIE RATLIFF	\$510.00	\$1,290.00	\$1,890.00	\$2,490.00	\$3,090.00	\$4,290.00
CHRISTY POE	\$425.25	\$1,374.75	\$1,974.75	\$2,574.75	\$3,174.75	\$4,374.75



## Congratulations

on investing in your business last month!

Kristin N. Craft	\$2,463.50
Stephanie R. Ratliff	\$510.00
Lenae L. Speer	\$434.50
Nicole K. Wesley	\$365.50
Shante N. Hill	\$301.00
Ashley R. Wilhite	\$286.50
Ginger L. Birkenfeld	\$276.00
Kelsey D. Baker	\$257.50
Adrienne Luster	\$241.00
Nicole Young	\$214.00
Catrina L. Berner	\$213.50
Yolanda J. Haney	\$201.00
Christy D. Poe	\$113.50
Megan O. Peeks	\$81.50
Julie M. Mobley	\$55.00
Kirsty M. Ray	\$41.00
Merrilee L. Purnell	\$30.00
Mendy M. Mcdonald	\$13.50
Courtney M. Christie	\$7.00
Eva Franklin	\$6.00



## Booking & Customer Service

By Senior NSD Kathy Helou

Booking is the lifeline of your business...when you're out of bookings, you're out of business...so become a master booker. Here's a plan I know will help all of you obtain bookings and secure future bookings.

1. Decide how many new customers you'd like to have this year (Example: 100).
2. Break down that 100 into 12 months and your monthly goal is 8.
3. Break down that monthly goal down to a weekly goal of 2 new customers.

Sounds easy, doesn't it? Well in my years of experience, I've determined that there are 2 basic ways to obtain customers:

1. passing out your business cards
2. making telephone calls

Decide how many phone calls PER DAY you'll make and how many cards you'll pass out PER DAY (5 days a week). Then mail one Beauty Book per day to someone in your same telephone exchange or on the same street. If you try this for 4 weeks the effort you put forth will bring results!



## Welcome to our Team!

### New Consultant

Kristin N. Craft	SAND SPRINGS, OK
Ashley D. Friend	KELLYVILLE, OK
Alex M. Mashburn	BROKEN ARROW, OK
Megan O'Brien	BROKEN ARROW, OK
Jillian L. Purnell	OWASSO, OK
Heather S. Taylor	KELLYVILLE, OK

### From

SAND SPRINGS, OK
KELLYVILLE, OK
BROKEN ARROW, OK
BROKEN ARROW, OK
OWASSO, OK
KELLYVILLE, OK

### Sponsored by

K. Ray
N. Young
N. Wesley
N. Wesley
R. Ellis
N. Young



# 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	\$7,019.50	\$0.00	\$7,019.50
2	Nicole Young	\$6,339.00	\$0.00	\$6,339.00
3	Kristin N. Craft	\$5,623.00	\$0.00	\$5,623.00
4	Courtney M. Christie	\$5,163.00	\$0.00	\$5,163.00
5	Kirsty M. Ray	\$3,982.00	\$185.00	\$4,167.00
6	Shante N. Hill	\$3,643.50	\$185.00	\$3,828.50
7	Ginger L. Birkenfeld	\$2,426.00	\$20.00	\$2,446.00
8	Lenae L. Speer	\$2,216.00	\$0.00	\$2,216.00
9	Adrienne Luster	\$2,052.00	\$0.00	\$2,052.00
10	Mendy M. Mcdonald	\$1,870.00	\$0.00	\$1,870.00
11	Jill M. Castro	\$1,386.00	\$205.00	\$1,591.00
12	Megan O. Peeks	\$1,511.00	\$0.00	\$1,511.00
13	Cassandra W. Ware	\$1,500.00	\$0.00	\$1,500.00
14	Julie M. Mobley	\$1,210.00	\$205.00	\$1,415.00
15	Ashley R. Wilhite	\$1,216.00	\$185.00	\$1,401.00
16	Kelsey D. Baker	\$1,213.50	\$0.00	\$1,213.50
17	Stephanie R. Ratliff	\$1,020.00	\$0.00	\$1,020.00
18	Destiny Carter	\$1,006.00	\$0.00	\$1,006.00
19	Christy D. Poe	\$850.50	\$0.00	\$850.50
20	Yolanda J. Haney	\$847.50	\$0.00	\$847.50



# 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
1	Kirsty M. Ray	1	\$98.54
2	Shante N. Hill	1	\$92.56
3	Nicole Young	1	\$27.28
4	Ashley R. Wilhite	1	\$24.92



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 :Shante N. Hill

Courtney M. Christie

\* Judy K. Anderson

\* Rachael P. Johnson

Yamile D. Legarreta

# Carolyn J. Boland

# Bree S. Browning

# Lexee R. Cruz

# Shawna K. Graves

# Roxanne C. Guthrie

# Jennifer L. Harte

# Kailey N. Hastings

# Ciara N. O'Roark

# Jennifer L. Panter

# Shaunda S. Petree

# Jordan N. Rackleff

# Raechell L. Snake

# Lorren White

# Bridgette N. Wilson

Recruiter :Kirsty M. Ray

Catrina L. Berner

Kristin N. Craft

\* 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

Ashley D. Friend

\* Denotes Inactive Status

## Team Building

Tip of the Month!

### Questions to ask -

#### Did you know...

- More than 200 Independent National Sales Directors in the United States have earned more than \$1 million in commissions?
- More than 120,000 independent sales force members have qualified or re-qualified for the use of a Career Car or elected the Cash Compensation option?
- Case studies on Mary Kay's business model have been shared at the collegiate level at several prestigious universities?
- Mary Kay Inc. was noted as one of the top companies in the world in online sales according to *Interactive Week* magazine, and *Women's Wear Daily* magazine listed Mary Kay as one of the Top 10 Most Visited Beauty Web Sites?

## Growing Your Team

Name	Recruits
Nicole Young	2
Nicole K. Wesley	2
Kirsty M. Ray	1

## Mary Kay Love Check

### 4% Recruiter Commission Level

Kirsty M. Ray	\$107.08
Ginger L. Birkenfeld	\$10.24
Nicole Young	\$3.26
Shante N. Hill	\$0.28



## 3 Ways to Establish Your Life's Vision

### Start dreaming and get going.

Create a snapshot of your ideal life with a bulleted list. A life plan will give you a clear direction and help you develop a strategy for getting there.

### What are you good at?

List your skills and abilities you can build upon to attain your ideal life and then prioritize the development of those skills.

### Keep your why in front of your eye.

Revisit your plan frequently and keep in plain view. Your life plan will remind you of what you want, what's important and what to do next.



The bumblebee is the ultimate symbol of determination in Mary Kay. Although the principals of aerodynamics suggest the bumblebee can't fly, the wings too weak and the body too heavy, the bumblebee (not knowing this) flies anyway. You can do anything you set your mind to. If anytime someone suggests it cannot be done, remember the bumblebee and do it anyway!



# It's "RED SWAG"

## Successful Women Achieving Greatness

### Earn your **SASSY RED SHOES**....

**When you have 2 NEW Active Team Members:**

Select your Red Shoes from 3 heel heights & 2 styles

But hurry and get #3 so your shoes will still be available!!

**When you have 3 NEW Active Team Members:**

You will arrive in RED at your Red Jacket Celebration!!



# 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.

# 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 #

Dine Around With Your Pink Studio Directors....  
And Be Celebrated Like A STAR!!!

Monday, December 16th

6:00pm-9:00pm STARS ONLY! (no spouses)

Progressive Dinner -Food-Fun & Fellowship!



Diane Murphree's Home  
9300 E. 113th St. S, Bixby, OK

Lynn Dewey's Home  
10712 S. 83rd E. Ave., Tulsa, OK

Brittany Young's Home  
7701 S. Irvington Ave, Tulsa, OK



Dianne Baxter

Rachel Ellis

Karen Bernard

Laura Weathers

Theresa McKee

Stacy Emerson

With Extra Christmas Surprises!!





# Makeup Tip of the Month

**GET YOUR CHARTS!! GET YOUR CHARTS!!**

Courtesy of Lori Hogg, makeup artist

MARY KAY®



Do you ever sweat when it comes time to match TimeWise Foundations or liquid foundations period??? Well SWEAT NO MORE! These charts are 100% CORRECT-Stress Free-Sweat Free!! As long as you are in the CORRECT undertone, you will find the PERFECT Foundation!



## Undertones

- ~Pink is someone who goes into the sun, burns and does not ever get any darker than her normal skin tone. (Extra note, just because someone is PINK, does NOT mean that they are pale or fair skinned, just means they don't get any darker)
- ~Yellow Skin tone is someone who goes into the sun, burns a little but can build her tan up! Every time she goes into the sun, she gets a little darker.
- ~Olive Skin tone people are the freakishly tan girls seen in the summer time. Olive women barely burn and can get extremely tan when exposed to the sun!
- ~Golden Orange skin tone instead of orange think of warm yellows. This skin tone will be from a Bronze 1-5.
- ~Warm Brown skin tone is a dark, rich intense skin tone. It will not be a Bronze 1, but more from Bronze 6-8 in TimeWise foundations!

\*\*\* TIP\*\*\* when matching light skinned women, COVER THE CENTER OF THE FACE! Most women have Pink in their face... Nose, cheeks and possibly the chin. This DOES NOT MEAN THEY ARE A PINK FOUNDATION! Check the color of the skin AROUND the face!



To help these charts make more sense: Have you ever matched someone and been SO close to the perfect shade BUT, it's too pink, or too yellow or too orange? But you KNOW you're right... If you could remove the hyper pink, yellow and orange tones. Example: I'm matching a woman and Beige 3 is PERFECT!!! Except, it's showing up kind of orangey on her. Put down your normal tones and use the tones in the "Gray Lines"! She will be beige 4!! Ivory 4 & 6, Beige 4 & 6 are muted tones. SO, when you find yourself in the position that, she is matched and it's almost perfect but, it keeps showing up with Bright undertones (pink, yellow, orange).... Put down the other tones and use the tones in the "Gray List"!!

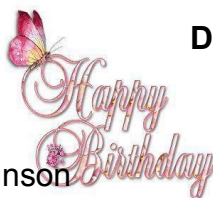


Download the charts at [www.lorihogg.com](http://www.lorihogg.com) under Stockroom.

## It's a Special Celebration

### Birthdays

	Day
Karna N. Reed	3
Joni L. Hall	5
Rachael P. Johnson	7
Michelle Landsbury	10
Lexee R. Cruz	14
Kailey N. Hastings	18
Dalia H. Lira	24
Patty J. Woodcock	24
Jordan N. Rackleff	26
Ashley D. Woodcock	27



December

### Anniversaries

	Years
Merrilee L. Purnell	2
Bree S. Browning	1



## Words of Wisdom

“Make every day count, make every hour count, make every minute count. And don't stop until you have exercised your full potential, realized your impossible dream and fulfilled your total destiny to become the person that you and only you are capable of being. Achieving success is a daily process.”



Mary Kay  
WISDOM

Independent Mary Kay Sales Director



**Rachel Ellis**

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*Happy  
Thanksgiving*



*Special Delivery for*

## Be Your Customer's One-Stop Shop!

### **An Open House Party can make for Jolly Holiday Sales!**

The holiday season can be one of the busiest times of year for you and your customers. Shops are packed, lines are long, and time and money are at a premium. But with a little planning, the holiday season also can be one of the most productive and lucrative times of the year for your Mary Kay business. A holiday open house party held in a cheerful yet relaxing environment can be your customers' best, stress-free shopping experience as they choose the perfect gifts - from regular-line favorites to limited-edition must-haves - for family and friends.

Prepare for a successful holiday season and give your customers the personalized service that will keep them coming back to you again and again!

### **Open House Invite Tips!**

- ◆ Send invites about a month out.
- ◆ Encourage your customers to RSVP.
- ◆ Perhaps offer an incentive to those who bring a guest.
- ◆ If your customer list is small, consider teaming with a sister Independent Beauty Consultant.
- ◆ Email or call your customers before the event as a reminder.
- ◆ Relax and have fun!

**Find more tips and ideas at [MaryKayIntouch.com](http://MaryKayIntouch.com) - Products > Product Central > 2013 Holiday Hub**

