

Captivate & Shine

Stephanie Arbaugh | Independent Senior Sales Director



Newsletter for March 2014

January Results

how to get 100 LEADS in a week!



love
your skin for life
with Mary Kay® skin care.

Easy, expert skin care
for your every unique need



SKIN CARE SURVEY

Name _____

Address _____

City, State, Zip _____

Phone _____

Email _____

I am currently using a skin care line

YES NO

Have you ever tried Mary Kay before?

YES NO

If so, when? _____

Do you have a Mary Kay consultant who currently services you?

YES NO

If I were to offer you a free facial, would you be willing to try our products and give me your opinion?

YES NO

Which is better?

AM AFTERNOON PM

Would you prefer to have your facial...

ALONE WITH A FEW FRIENDS

Would you be interested in hearing about what Mary Kay has to offer today's women in part-time or full-time career opportunities?

YES NO

Thank you for completing this survey. I appreciate your help.

Is your business traveling at top speed? How would you like a list of **100 potential customers** to add to your travels? It's as easy as 1-2-3 and can be done in a week! Here's how:

1 Gather the gear. You will need to make ten goodie bags. Each bag should contain a current Look Book, ten Skin Care Surveys, a Pen and several Mary Kay business cards.

2 Call the cavalry. Make a list of the top ten "socialites" in your circle. These are women who know a lot of women or work in a bustling office and like to talk, talk, talk! Pick up the phone and let them know that you have a new challenge and could use their help!

Example script: "Hi _____, I need your help! I've been challenged to get 100 skin care surveys filled out this week but I don't know 100 women. However, I do know ten women who know ten women! Would you take ten of these surveys to (work/book club/school) and ask nine other women to fill one out? For helping me out, you can select any item you want from my catalog at half price (or offer a gift of your choosing)!"

When they say "Yes!" deliver the goodie bags asap and set a specific time to pick them back up (within 48 to 72 hours).

3 Collect your winnings. Pick up your prize list of leads and follow up with those who would like to be facialed.

Example script: "Hi _____! My name is _____ and last week you filled out a skin care survey for _____ at work/school/book club. I was calling to thank you for filling it out [pause for comments/questions]. I see that you'd like to have a makeover and so I was calling to schedule the appointment. Which is better for you, this week or next?"

If she marked that would like to add friends you can continue with, "I also see that you marked that you'd like to have a few friends join you. Let me tell you about my hostess credit" [explain the hostess program and book a party].

It's that easy! Take a look at your calendar and choose which week you would like to bring your business up to full speed!

CAREER CONFERENCE 2014

50 YEARS



Register before it sells out!



Spring 2014 Promotion
New Limited Edition & Regular Line Products!
February 16, 2014



< **Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15 \$20 (regular line)**
"Complexion Corrector," acts like makeup to instantly correct complexion imperfections while formulated like skin care to help nurture skin's beauty tomorrow.



Mary Kay® Bronzing Powder \$18 (regular line)>
Sweep on a sun-kissed glow! Available in Light-Medium and Medium-Dark.



< **Mary Kay® Gel Eyeliner with Expandable Brush Applicator, Jet Black \$18 (regular line)**
Pencil precise.
Liquid intense.
Gel smooth.



Lemon Parfait Pedicure Collection \$28 (limited edition) >
Includes Lemon Parfait Foot Gel, Foot Fizzies, Toe Separators, Pumice Stone, and Emery Board and a gift bag.



< **Mary Kay At Play™ NEW Shades**
We all play in our own way.™ You decide your color mood – keep it simple, go bold or reinvent – it's your call.

Eye Crayon, \$10
Teal Me More, Over the Taupe
Baked Eye Trio, \$10
Electric Spring, Sunset Beach
Lip Crayon, \$10
Purple Punch, Coral Me Crazy
Jelly Lip Gloss, \$10
Violet Vixen, Poppy Love

Hello, Sunshine Collection (limited edition)>

It's time to play. Explore. Discover.
Springy Eye Duo, \$16 each, 2 shades
Creamy Lip Color, \$16 each, 2 shades
Lip Gel, \$16, 1 shade
Nail Lacquer, \$9.50 each, 2 shades



Purchase-With-Purchase Offer

Your customers can get the Mary Kay® Hello, Sunshine Wristlet for only \$5 with the purchase of at least \$40 suggested retail of any Mary Kay® Hello, Sunshine Collection items.

Get ready to bring out your **inner star!** Get ready to **shine!** From the recognition you deserve to the education you need to share products, grow profits and build your team successfully – **Career Conference 2014 is the place to be!**

For details about registration, airline and hotel reservations, click on events at www.marykayintouch.com You will also find information about the schedule of events and conference locations.

This is a must do for the success of your business! Start planning to attend today!

March 21-22

Des Moines, IA
Galveston, TX †
Louisville, KY
Madison, WI
Mobile, AL
Novi, MI
Ontario, CA I*
Orlando, FL
Pittsburgh, PA
Richmond, VA
Riverside, CA
Schaumburg, IL †
St. Charles, MO
Tacoma, WA †

March 23-24

Ontario, CA II

*Spoken only in Spanish
†Spanish interpretation

March 28-29

Atlantic City, NJ I
Boise, ID
Charlotte, NC I
Dallas, TX †
Denver, CO †
Duluth, GA
Glendale, AZ †
Indianapolis, IN
Lancaster, PA
Miami, FL I
Minneapolis, MN
Oakland, CA †
Palm Springs, CA
Providence, RI †
Rochester, NY
San Antonio, TX †

March 30-31

Atlantic City, NJ II*
Charlotte, NC II †
Miami, FL II*

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Recipe of the Month!

CHICKEN NOODLE CASSEROLE

Ingredients:

- 3 Tbsp butter
- 1 cup celery, diced
- 1 small onion, diced
- ½ pound mushrooms, sliced
- 1 package (10-12 ounces) frozen peas
- 1 cup chicken broth
- 1 can condensed cream of chicken soup
- 4 half chicken breasts, cooked & cut into bite size pieces
- 8 ounces noodles, cooked el dente and drained

Topping:

- 2 cups bread crumbs
- 1 cup toasted sliced almonds
- 2 Tbsp butter

Directions:

1. Sauté the onion and celery in the butter
2. Add mushrooms and cook until tender
3. Add soup and broth, mix well
4. Remove from heat
5. Combine chicken, peas, noodles and sautéed vegetables, stir gently
6. Place into a greased 3 quart casserole dish
7. Combine topping ingredients and sprinkle over casserole
8. Bake at 350 degrees for 40-50 minutes or until bubbly all over

Serves 4-6

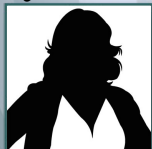
Note: Two cans of white tuna can be substituted for the chicken



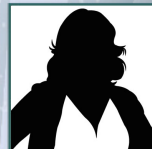
Queen of Wholesale
Kaila Nelson
runners up



Queen of Retail Sales
Kaila Nelson
you could be here too!



Queen of Sharing
Kaila Nelson
runners up



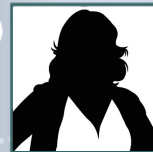
Court of Sales!



\$36,000 Personal Estimated Retail Production

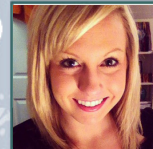
Year to date results as of 2/7/2014

1



Erin Hendrix
 \$14,887

2



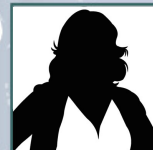
Kaila Nelson
 \$10,453

3



Marinda Skeesick
 \$6,097

4



Brittany Carter
 \$5,554

5



Joni Ray
 \$5,392

- 6 Kylie Ruiz \$4,949
- 7 Jaclyn Duncan \$4,741
- 8 Kristen Taylor \$3,359
- 9 Madelyn Hansen \$3,190
- 10 Courtney Weltch \$3,184

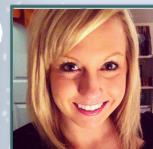
Court of Sharing!



24 New Qualified Personal Team Members

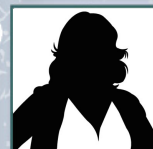
Year to date results as of 2/7/2014

1



Kaila Nelson
 2

2



Autumn Bolin
 1

2014 Red Jacket!

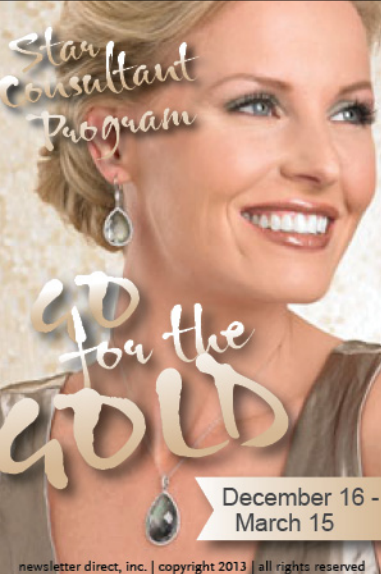
Are you ready to rock the runway this year? Well, you are closer than you think!

If you average a new team member with every five faces you see...you could be wearing red after your next 5 parties! Or maybe even sooner!

Need help with team building? Call me or check out the team building section on MK InTouch!

You are meant to wear this jacket! Red is your color girl!





December 16 -
March 15

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Get your star on!

contest ends: 3/15/2014 results date: 2/21/2014

1800 2400 3000 3600 4800

Consultant Name	Credits	Current Star Level	Credits to Next Level
Kaila Nelson	\$1,708		\$92
Joni Ray	\$668		\$1,132
Brandi Church	\$600		\$1,200
Cristina Zanski	\$486		\$1,314
Brittany Carter	\$459		\$1,341
Madelyn Hansen	\$406		\$1,394
Erica Virgen	\$402		\$1,398
Susan Martin-Fore	\$330		\$1,470
Savanna Hassler	\$323		\$1,477
Tamara Davis	\$321		\$1,479
Maricela Andrews	\$302		\$1,498
Erin Bradley-Weatherford	\$286		\$1,514
Brandy Duncan	\$283		\$1,517
Stephanie Mitchell	\$260		\$1,540
Amanda Guizar	\$254		\$1,546
Julia Posmoga	\$240		\$1,560
Katherine Link	\$239		\$1,561
Vanessa Ramirez	\$228		\$1,572
Christine Tipton	\$226		\$1,574
Patricia Lipford	\$221		\$1,579
Diana Sanchez	\$220		\$1,580



5 WAYS TO FINISH your star

The end of the Star Quarter will be here before you know it! Here are five quick ways to shoot for the stars!

- ★ Demo the Even Complexion Dark Spot Reducer on 10 customers
- ★ Follow up with 10 customers
- ★ Book 8 to Hold 5 Kiss Me Quick Appointments
- ★ Sell \$24 to 24 customers in 24 hrs
- ★ Call Husbands to fill their Valentine's Wish Lists

January Weekly Accomplishment Sheets!

Name	Sales	Hours	Wage
Kaila Nelson			
12/29-1/4	\$42		
1/5-1/11	\$176	4	\$18
1/12-1/18	\$342	4	\$34
1/19-1/25	\$219	4	\$22

Weekly Summaries

enter them online

I want to celebrate your success!
Click to www.marykayintouch.com >
Business Tools > Weekly Accomplishments > Enter Weekly Accomplishments



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Team Builders!

Career and Status Levels as of 02/01/2014

*You must place a minimum \$200 wholesale order to become active.

Career Path

SENIOR CONSULTANTS

Autumn Bolin
Savanna Hassler

Kalysta Cruz
Amanda Guizar
Maria Gonzalez*

Brandy Duncan
Mandi Crawford
Tammie Crawford
Renee Carr*

Jaclyn Duncan
Autumn Bolin*
Adrian Jones*
Patricia Howard*
Charlotte Newcomer*
Cara Vaughan*

Maria Gonzalez
Angelique Penland

Madelyn Hansen
Julia Posmoga
Diana Sanchez
Michelle Starr
Erica Virgen
Stephanie Crosswell*
Hedy Griego*
Julie Krier*
Paige Strode*
Ria Grassia*
Jennifer Gray*
Betty Hansen*
Nicole Landini*
Sierra Pettit*
Tracy Richards*
Mojave Rose*
Kerri Rubio*
Hillary Scheblein*

Kristin Hardwick
Chelsea Spivey

Tracy Hoilman
Jaclyn Duncan*
Lacey Huskins*
Wendy Parker*
Lynae Peters*

Stephanie Mitchell
Laura Salyer
Cara Slemp
Melinda Acevedo*
Stephanie Berry*
Christina Covington*
Albertina Cyr*
Susan Depew*
Kristina Elsea*
Katherine Hicks*
Samantha Keys*
Lisa Mitchell*
Adrianna Sloan*
Debbie Smith*

Kaila Nelson
Kara Kirkendall
Christine Tipton
Amber Bishop*
Bianca Smith*
Cynthia Roberts*

Brandy Seymore
Brandy Duncan
Katherine Link
Kristin Hardwick*

Cara Slemp
Marcia Terry*
Caitlin Roberts*

Erica Virgen
Hailey DiPiero
Stephanie Gomez
Nicole Jimenez*

SENIOR CONSULTANT

Requirements

- 1 - 2 active personal team members.
- You must be active.

Compensation

- 4% personal team commission.

STAR TEAM BUILDER

Requirements

- 3 - 4 active personal team members.
- You must be active.

Compensation

- 4% personal team commission.
- Eligible to begin earning \$50 team-building bonus.



TEAM LEADER

Requirements

- 5 - 7 active personal team members.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.



Welcome New Business Owners!

Amy Birchfield
Jonesborough, TN
rec... Stephanie Arbaugh

Cynthia Roberts
Greeneville, TN
rec... Kaila Nelson

Paige Strode
Addison, TX
rec... Madelyn Hansen

Samantha Thompson
Bristol, TN
rec... Stephanie Arbaugh

class of **2014**
Aug. 1, 2013 - July 1, 2014

the suit.
the purse.
the ring.

it's going to look
good on you!

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CAREER CAR

Requirements

- 14+ active personal team members.
- \$5,000 monthly personal team production.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.
- Career Car or \$375 per month.



FUTURE DIRECTOR

Requirements

- 8+ active personal team members.
- You must be active.

Compensation

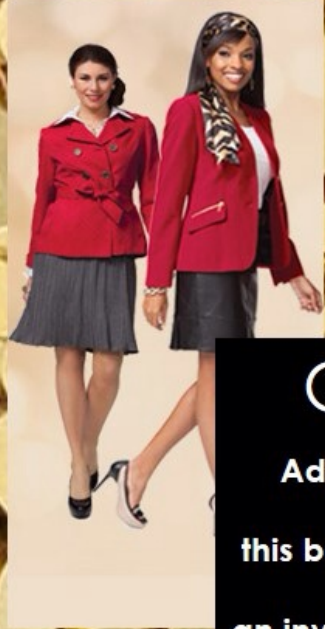
- 9% or 13% personal team commission.
- \$50 team-building bonus.

March Birthdays

Name	Day	Name	Day
Bianca Smith	3	Lisa Mitchell	21
Angela Street	8	Kaila Nelson	22
Lindsey France	11	Melissa Stansberry	22
Patricia Howard	11	Autumn Bolin	23
Katherine Link	12	Hannah Butler	27
Christina Covington	15	Brandy Seymore	30
Cara Slemp	15	Heather Cosby	31
Maria Gonzalez	18		

March Anniversaries

Name	Years
Maria Gonzalez	4
Jennifer Gray	3
Angelique Penland	2
Brenda Atwell	1
Heather Bailey	1
Heather Cosby	1
Alisa Dawson	1
Allison Dickenson	1
Jaclyn Duncan	1
Moe Malone	1
Wendy Parker	1



IT'S RAINING

RED

GLOW GIRL

Add a new team member
and receive
this beautiful **CHARM BRACELET**
and
an invitation to be on a call with
top sales directors



RED STILETTO CLUB

Add 3 new team members this month
and receive
your **RED STILETTOS**
and
an invitation to be on a call with top
sales directors

TABLET MAGIC

Add a **QUALIFIED** team member
and receive
one entry into the drawing
for a
FREE TABLET*

*when we reach our magic growth number and have 5 qualifieds as a unit



Seminar Awards
2014



QUEEN'S COURT OF PERSONAL SALES
\$36,000 Personal Estimated Retail Production



QUEEN'S COURT OF SHARING
24 Qualified New Team Members

product
corner



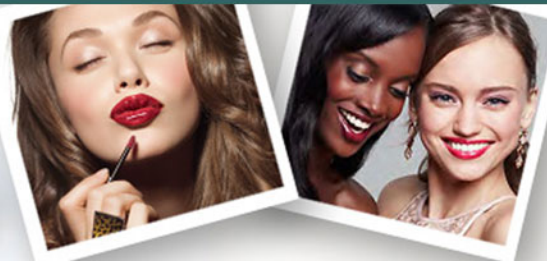
"CC" Cream Sunscreen Broad Spectrum SPF 15

"Complexion Corrector," acts like makeup to instantly correct complexion imperfections while formulated like skin care to help nurture skin's beauty tomorrow.

Benefits & Claims

- **Protects:** with SPF15*.
- **Brightens:** Instantly amplifies skin and brightens the complexion.
- **Corrects:** Mineral-based pigments help correct the look of imperfections
- **Minimizes Redness:** Provides visible relief and minimizes the appearance of skin redness.
- **Conceals:** Instantly conceals the appearance of blemishes and dark circles/shadows. Calms troubled skin.
- **Hydrates:** For 10 hours.
- **Reduces Visible Signs of Aging:** Fine lines and pores appear less noticeable.
- **Defends:** Against free radicals.

MARY KAY®
MAKEOVER DAY
March 8, 2014



Get ready and join the fun!



March 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
23	24	25 Recognition & Prizes @ 5:30pm; Customer Appreciation Guest Event @ 6pm	26	27 Last Day to Place Telephone Orders	28 Last Day to Place Online Orders Career Conference Registration Ends	1
2	3	4 Recognition & Prizes @ 5:30pm; Mardi Gras Guest Event @ 6pm	5 Ash Wednesday	6	7 Inner Circle Coffee 10:30 am	8 Mary Kay Makeover Day @ 1030am, 1230pm & 230pm!
9 Daylight Savings Time Begins	10	11 Recognition & Prizes @ 5:30pm; Skin Care Class & Booking Blitz @ 6pm	12	13	14	15 End of Quarter - Bee a Star!
16 Quarter 4 Star Consultant Quarterly Contest Begins	17 St. Patrick's Day	18 Recognition & Prizes @ 5:30pm; Lucky Girl Guest Event @ 6pm	19	20 First Day of Spring	21	22
23	24	25 Recognition & Prizes @ 5:30pm; Skin Care Class & Booking Blitz @ 6pm	26	27	28 Career Conference in Charlotte!! Last Day to Place Telephone Orders	29
30	31 Last Day to Place Online Orders					



Look who invested in their business during January!

Name	Amount	Name	Amount
1 Kaila Nelson	\$496	14 Brandy Seymore	\$151
2 Brittany Carter	\$404	15 Autumn Hughes	\$138
3 Erica Virgen	\$403	16 Marcia Terry	\$113
4 Joni Ray	\$346	17 Tamara Davis	\$111
5 Maricela Andrews	\$303	18 Cristina Zanski	\$105
6 Erin Bradley-Weatherford	\$286	19 Kara Kirkendall	\$93
7 Brandy Duncan	\$283	20 Stephanie Mitchell	\$57
8 Katherine Link	\$239	21 Adrienne Crawford	\$53
9 Savanna Hassler	\$215	22 Kylie Ruiz	\$40
10 Amanda Guizar	\$214	23 Michelle Starr	\$39
11 Kristen Taylor	\$213	24 Jaclyn Duncan	\$32
12 Tina Padgett	\$213	25 Brittany Childress	\$28
13 Angelique Penland	\$201	26 Autumn Bolin	\$6

PREMIER PLUS Rewards

Accelerate Your Success

January through **December 2014**





Captivate & Shine



IT'S TIME TO be a star



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web www.StephanieArbaugh.com

to the beautiful

Unit Goals!

We are building our
Executive Half
Million Dollar Area!!
Join the movement!!

Annual Goals!

We are building
the Shine National
Area in 2013!

Career Conference

Local · Social · Motivational

Dallas is coming
to a city near you:

- March 21-22
- March 23-24
- March 28-29
- March 30-31

Don't Delay...

The Deadline for
Registration is
February 28th!



**50
YEARS**

Be your own hostess!

product preview!

Spring 2014



Be your own hostess! Call your customers to invite them to your exclusive **"Hello Sunshine"** product preview party! It's the perfect way to follow up on **The Look** and make new sales! Let each customer know that if she brings a guest you will have a gift for her. You can also use this time to book a personal appointment with your customer! The options for sales are endless! Start planning your **"Hello Sunshine"** event today!

