



Karen & Co.



October 2013 Newsletter/September 2013 Results

"Taking Women to a place where they've never gone before"

Countdown to Cadillac by Christmas

Who will be first?



Red Jackets



Who will be first?

Your Name Here



Who will be first?

Your Name Here



Who will be first?

Your Name Here



Who will be first?

Your Name Here



\$96,000
\$90,000
\$86,000
\$80,000
\$76,000
\$70,000
\$66,000
\$60,000
\$56,000
\$50,000
\$46,000
\$40,000
\$36,000
\$30,000
\$26,000
\$20,000
WE ARE HERE: \$18,204.50
\$10,000
\$6,000



DIQS



Who will be first?

Your Name Here



Who will be first?

Your Name Here



Who will be first?

Your Name Here



Who will be first?

Your Name Here

Welcome New Business Owner in September!

New Consultant Name	From	Proud Recruiter
Sarah Black	Bartlesville, OK	Desirae Rudolph

Why Women May Want To Become A Mary Kay Consultant:

- Supplement my income
- Personal development
- Spend more time with my family
- Get out of debt
- Prepare for retirement
- Replace my current income
- Save for my children's education
- Interested in a career change
- Be my own boss
- I love fashion



Who do you know?

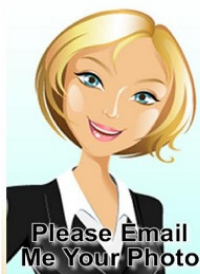
Don't be afraid to share this amazing opportunity!!

step up to red!

**WHY SHOULD YOU GO RED?
CHECK IT OUT!**

- You're now part of the top 6% of the Company!
- You will receive 4% commission on your personal team!
- You are eligible for team-building bonuses!
- You are eligible to wear the hot, new Red Jacket, and you'll receive a \$50 rebate on your purchase!
- You'll receive the Star Team Builder pin enhancer!
- Receive special recognition at MK events!

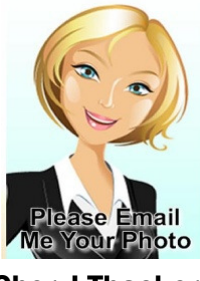
Sr. Consultants 1-2 ACTIVE Team Members



Loren Smoke
Lacey Herriven



Amy Stewart-Mitchell
Michelle Furr
Lindsey Westfall



Cheryl Thacker
Pamela Geffre
Jessie King*
Tandice Thacker

Star Team Builder 3-4 ACTIVE Team Members



Jessica Buchanan
Teresa Flat*
Keshia Ford
Angie Simon
Michelle Smith*
Amy Stewart-Mitchell

WHO'S NEXT?



Beautiful Wins!

When you add a new team member in October, and the new team member places a \$400 Section 1 wholesale order or more by Nov. 30, you will be entered into a weekly drawing throughout that time frame to possibly

WIN AN IPAD!!!!

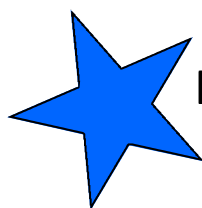
The drawing entries are initiated by the new team member's qualified \$400 Section 1 wholesale order or more.



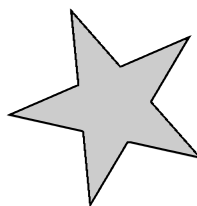
Week	Date Order Placed	Date of Drawing
1	Between Oct. 1 - 4, 2013	Oct. 8, 2013
2	Between Oct. 5 - 11, 2013	Oct. 15, 2013
3	Between Oct. 12 - 18, 2013	Oct. 22, 2013
4	Between Oct. 19 - 25, 2013	Oct. 29, 2013
5	Between Oct. 26 - Nov. 1, 2013	Nov. 5, 2013
6	Between Nov. 2 - 8, 2013	Nov. 12, 2013
7	Between Nov. 9 - 15, 2013	Nov. 19, 2013
8	Between Nov. 16 - 22, 2013	Nov. 26, 2013
9	Between Nov. 23 - 30, 2013	Dec. 6, 2013

Quarter 1 STARS!

APPLAUSE ... You are on your way to having an ALL STAR Year!



LARA BASKS
SAPPHIRE Star!



KAREN BERNARD
DIAMOND Star!

On Target Quarter 2 Star Consultants

Figures reflect orders \$200+ as of October 9, 2013

Consultant Name	Wholesale Total for Quarter	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Furr, Michelle	\$417.00	417	1383	1983	2583	3183	4383
Buchanan, Jessica	\$240.25	240	1560	2160	2760	3360	4560
Herriven, Lacey	\$223.50	224	1576	2176	2776	3376	4576
Rudolph, Desirae	\$214.50	215	1585	2185	2785	3385	4585
Westfall, Lindsey	\$201.00	201	1599	2199	2799	3399	4599
Bernard, Karen	\$661.00	661	1139	1739	2339	2939	4139

Take the Fashion Week Challenge

Oct. 1 – Dec. 31, 2013



To celebrate Mary Kay's official beauty sponsorship of *Project Runway All Stars Season 3*, starting TODAY, we're giving you the opportunity to win a once-in-a-lifetime New York City Fashion Week Experience!

Also, be sure to tune in to *Project Runway All Stars* airing from Oct. 24, 2013, through Jan. 9, 2014, at 9 p.m. EST/8 p.m. CT on Lifetime®. If you're a fan of the show, then you know that each week, the show mentor reminds the designers to send their models to have their makeup done. Guess what? Six makeup artists will apply Mary Kay® products to the models – every single week! Check out what's happening on the [road to the runway!](#)

And there's much more. We'd love to know how you'll make this great beauty sponsorship work for you and your Mary Kay business. Maybe you'll host a weekly watching party or post ideas and comments during the show? Share your ideas with us on [Let's Talk!](#)

One Woman Can Globe

Congratulations for earning your "One Woman Can" Globe in September for placing a minimum \$400 W/S Order.

Lacey Herriven
Michelle Furr
Amy Stewart-Mitchell
Karen Bernard



WOMEN OUT WORKING!

Thank You For Your September Orders!

Lacey Herriven
Michelle Furr
Amy Stewart-Mitchell
Keshia Ford
Barbara Winnebeck
Loren Smoke
Pamela Geffre
Desirae Rudolph

Jasmine Godwin
Dana Wigington
Cindy Webb
Jessica Buchanan
Kristie Hefflin
Cheryl Blum
Haley Low
Lara Basks

OCTOBER IS "RED HOT"

Charm your way to the top!

Check each box after you complete the task!
Snail Mail, Text or Email Sheet In by November 5th

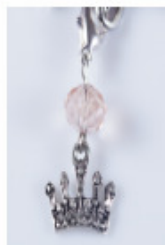
Sell **25** Items
Place a \$250
Wholesale Order
(accumulative)
EARN A Silver
MK Charm
Bracelet!



Sell **50** Items
Place a \$450
Wholesale Order
(accumulative)
EARN the
Breast Cancer
Charm!



Sell **75** Items
Place a \$650
Wholesale Order
(accumulative)
EARN the
Rhinestone
Crown Charm!



Sell **100** Items
Place a \$1000
Wholesale Order
(accumulative)
EARN the
Rhinestone Car
Charm!



Finish Your
Quarter 2
Star Early
Earn the STAR
Achiever Charm



Add **3** Team Members
EARN A Bronze Medal Charm



Add **4** Team Members
EARN A Silver Medal Charm



Add **5** Team Members
EARN A Gold Medal Charm



1. _____
2. _____
3. _____
4. _____
5. _____

Complete A Perfect Start

15 Faces in 15 Days
EARN A Perfect Start Charm

*Number of Faces: _____

*Total Sold: _____



Complete A Power Start

30 Faces in 30 Days
EARN A Perfect Start Charm

*Number of Faces: _____

*Total Sold: _____



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

WATCH ME GROW! TAKE YOUR BUSINESS TO THE NEXT LEVEL!

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 & earn:

1. *Special girls night out with The Xtreme Team & Me! Out of town, Xtreme Gift!*
2. *Recognition in Newsletter, Unit Web Site, meetings*

****Career Chat calls completed:**
post your prospects name & phone number on cozi.com, "to do," At the top you see a director's name, hit the down arrow to find Me, post her info and I will do the follow up call with you or for you
****Text your weekly face count 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 #

OCTOBER EVENTS

PINK STUDIO ADDRESS: 11041 S. Memorial, Tulsa, OK 74133
NCT "NEW CONSULTANT TRAINING" TNL "THURSDAY NIGHT LIVE"

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				10 TNL thursday night Live! Pink Studio 6:30pm-8:30pm Make-Overs	11	12 9am-5pm GO-GIVE WORKSHOP Tulsa, OK
13 12pm/2pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio	14 Submit W.A.S. by noon. 6:30pm-8:30pm NCT @ Panera Bread Owasso Columbus Day Postal holiday	15 Deadline to enroll your customers to receive the Holiday PCP.	16	17 TNL thursday night Live! Pink Studio 6:30pm-8:30pm Make-Overs & NCT Session 3 "Steps to Success"	18	19 10am/1pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio
20 12pm/2pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio	21 Submit W.A.S. by noon. 6:30pm-8:30pm NCT @ Panera Bread Tulsa Hills	22	23	24 TNL thursday night Live! Pink Studio 6:30pm-8:30pm Make-Overs & NCT Session 5 "Get in the Zone"	25	26 10am/1pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio
27 12pm/2pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio	28 Submit W.A.S. by noon. 6:30pm-8:30pm NCT @ Karen's Home	29 TNL tuesday night Live! Pink Studio 6:30pm-8:30pm Spook-tacular Make-Overs!	30	31 Happy Halloween Meeting moved to Tuesday! Last day to place online orders.	1 NOVEMBER	2 10am/1pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio

OCTOBER CELEBRATIONS!

Consultant Name	Anniversary	Year
Diana Pate	24-Oct	17th
Dana Wigington	19-Oct	6th
Sara Means	19-Oct	1st
Tamilla Johnson	24-Oct	1st
Amie McGinnis-Garcia	27-Oct	1st
Brandi Adcock	28-Oct	1st
Pamela Johnson	31-Oct	1st

Consultant Name	Birthday
Elizabeth Stebbins	10-Oct
Nina McNeil	18-Oct
Jacky Byers	19-Oct
Barbara Winnebeck	19-Oct
Tawnya Hayward	27-Oct
Tina Rainwater	30-Oct





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 Bixby, OK 74008
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 Phone: 918-378-2228
 Website: www.unitnet.com/karenbernard

RETURN SERVICE REQUESTED

To the Boo-tiful:

Enroll your customers by Oct. 15th
 for The Holiday Look Book!



Visit our Unit Website @ www.unitnet.com/karenbernard

Let the Beauty Begin! Promotion

*Transform your life and
 earning power in October!*

Oct. 1 – 31, 2013

beautiful start

Start a Mary Kay business in October and earn up to \$150 credit!* This exciting offer is **ONLY** available during the month of October. The beautiful *Mary Kay® Starter Kit* that costs \$100** is packed with products to demonstrate at parties. Plus, it has samplers to share with potential customers and sales tools to help jumpstart your earning power ASAP.



**Ask me, about
 getting started
 TODAY!**

beautiful sale

When you begin selling the beauty of Mary Kay in October, you can earn up to \$150 credit!* Place your first product order by Nov. 30 and receive:

\$150 credit* on an
 1,800 wholesale order

\$75 credit* on a
 600 wholesale order

\$50 credit* on a
 400 wholesale order

