

# Karen & Company



*Karen Bernard Senior Sales Director*

## GO FOR THE GOLD

Star Consultant Quarter 2

September 16-December 15, 2013



*Brittany Smith*  
*Sapphire Star*

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### STARS EARN:

LADDER OF



SUCCESS PIN

WEBSITE  
REFERRALS

STAR PRIZES  
FROM THE  
COMPANY

*Reach  
for the*  
**STARS**

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!



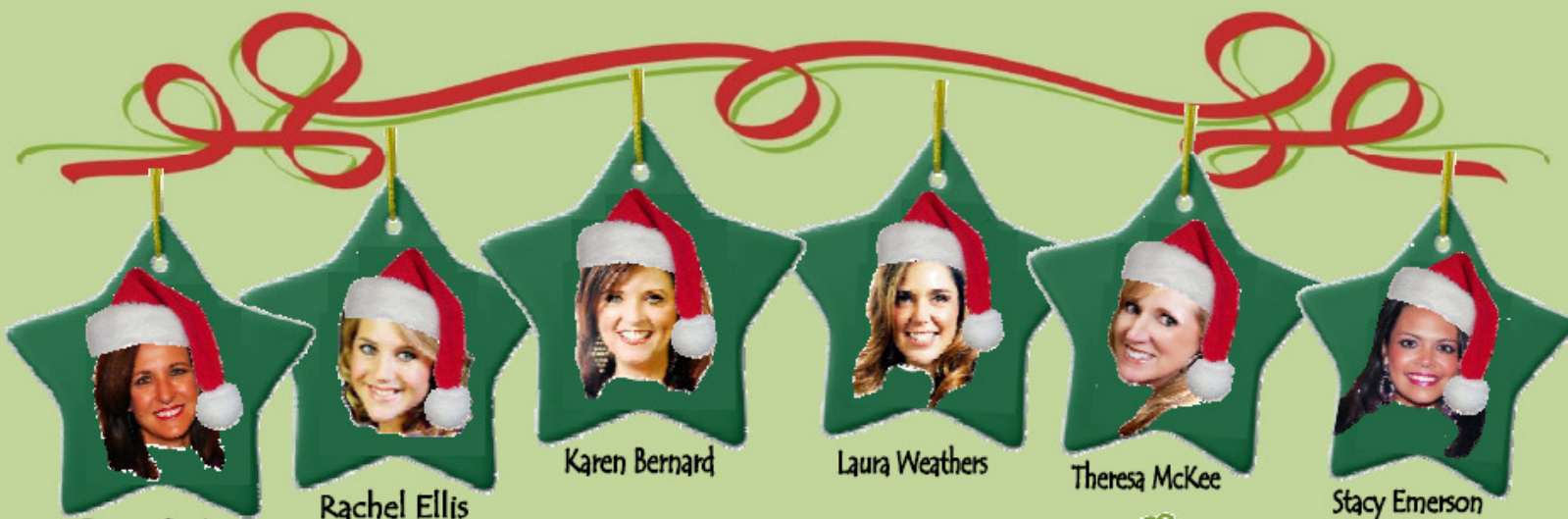
Diane Murphree's Home  
9300 E. 113th St. S, Bixby, OK



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

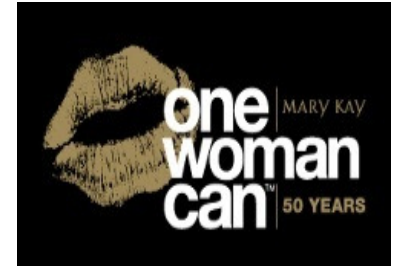
Theresa McKee

Stacy Emerson

With Extra Christmas Surprises!!

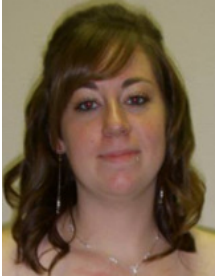


# Looking for 5 New Red Jacketz



## Sr. Consultants 1-2 ACTIVE Team Members

## Star Team Builder 3-4 ACTIVE Team Members



**Loren Smoke**  
Lacey Herriven



**Amy Stewart-Mitchell**  
Michelle Furr  
Lindsey Westfall



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



**Cheryl Thacker**  
Pamela Geffre  
Jessie King  
Tandice Thacker\*

## WOMEN OUT WORKING!

Look who invested in their business in October.

- Brittany Smith \*
- Jessie King \*
- Debbie Gibson
- Desirae Rudolph
- Tina Ellis
- Diana Pate
- Michelle Smith
- Jodi Morris
- Lindsey Westfall



- Pamela Geffre
- Amy Stewart-Mitchell
- Keshia Ford
- Tandice Thacker
- Michelle Furr
- Jessica Buchanan
- Lacey Herriven

\*\$600+ Wholesale Recognition

## Welcome New Business Owner!

New Consultant Name	From	Proud Recruiter
Brittany Smith	Owasso, OK	Karen Bernard

### NOVEMBER TO-DO-LIST:

1. Enroll your customers for the Month 2 Mailer by Nov. 15th!
2. Holiday 2013 Promotion begins on Nov. 16 for everyone!
3. How about hosting Project Runway All Stars Watch Parties?
4. Do you have a Pink (Black) Friday special planned?
5. Holiday Sales are upon us...Holiday Coffees, Gift Shows, Makeovers!
6. Start follow-up with Holiday Wish Lists.
7. Be brilliantly thankful!



It's "RED SWAG"

**Successful Women Achieving Greatness**

Earn your SASSY RED SHOES...



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

Select your Red Shoes from 3 heel heights & 2 styles!!

You will also be awarded your Gold & Black Zebra Scarf!!

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

You will arrive in Red Sassy Shoes at your Red Jacket Celebration!!



# OCTOBER

# ROYALTY

## Queen of Wholesale



*Brittany  
Smith*

## Queen of Retail Sales



*Amy  
Stewart  
Mitchell*

## Queen of Sharing



*Karen  
Bernard*

\* Information taken from Weekly Accomplishment Sheets submitted on time.

# SEMINAR SCOREBOARD YTD

July 1, 2013-June 30, 2013

## Queens Court of Retail Sales -TOP 5

Company Court: 36,000 Personal Retail Sales and you can choose from one of these Fabulous Prizes!!



## Queens Court of Sharing- TOP 3

Company Court: 24 Qualified Personal Team Members and you can choose from one of these Fabulous Prizes or a \$500 Voucher!!



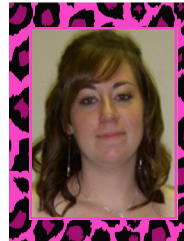
#1 Lara Basks  
\$4,191



#2 Brittany Smith  
\$4,154



#3 Kristie Hefflin  
\$3,152



#1 Loren Smoke  
2 Qualified



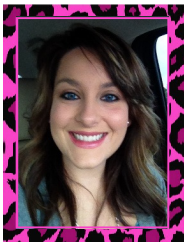
*your  
photo  
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#2



*your  
photo  
here*

#3



#4 Lacey Herriven  
\$2,675



#5 Amy Stewart-Mitchell  
\$2,459



You've got it.  
That **spark.**  
That **shimmer.**  
That **shine.**

# New MARY KAY Winter Line

## Mary Kay Skinivate Cleansing Brush

Get your true clean. Removes makeup 85% better than cleansing by hand. Set includes:

- \* One Cleansing Brush
- \* Two Replacement Brush Heads
- \* AA Batteries, pk./2

Sold separately: Mary Kay® Skinivate™ Cleansing Brush Replacement Brush Heads, pk./2, \$15



## TimeWise Even Complexion Dark Spot Reducer

Get on-the-spot action!  
It fades the look of dark spots on all skin tones.

\$40



## Holiday Sets

Turn up the volume on color with these upbeat stocking stuffers.

\* Limited-Edition Mary Kay at Play™ Just for Eyes Eye Shadow

\$10

\* Limited-Edition Mary Kay at Play™ Just for Lips Lip Gloss

## Vanilla Sugar Satin Hands Pampering Set

Give the gift of a soft touch with this wonderful-for-winter set.

Also available:  
Limited-Edition† Vanilla Sugar Satin Hands® Hand Cream, \$10



## Mineral Eye Color Sparkle Shades

Add drama and sparkle to your eye look with Sparkling White, Shimmering Lilac, Glistening Gold and Brilliant Black.



## Belara Midnight Eau de Parfum

The Belara Midnight™ woman embodies a harmonious blend of mystery and anticipation.

Also available:  
Limited-Edition† Belara Midnight™ Simply Alluring™ Body Crème, \$18

Limited-Edition† Belara Midnight™ Simply Alluring™ Shower Crème, \$18



## Contact Me

Write Your Info here

# NOVEMBER 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
<p><i>Don't miss our weekly "Thursday Night Live" Success Events. Join us for great training &amp; make-overs!!</i></p> 					8	9
					<p>GIRLS NIGHT OUT Meet at Studio @ 6pm</p>	<p>10am/1pm/4pm <b>PINK STUDIO MAKEOVERS!</b> RSVP on <a href="http://Cozi.com">Cozi.com</a> log in under dbaxtermk@gmail.com Password: pinkstudio</p>
10	11	12	13	14	15	16
<p>12pm/2pm/4pm <b>PINK STUDIO MAKEOVERS!</b> RSVP on <a href="http://Cozi.com">Cozi.com</a> log in under dbaxtermk@gmail.com Password: pinkstudio</p> <p>Early ordering for those who enrolled in the Winter PCP.</p>	<p>Submit W.A.S. by noon.</p> <p>6:30pm-8:30pm <b>New Consultant Crossfit Training "Beginner Basics"</b> @ Panera Bread Owasso</p>			<p><b>TNL</b> thursday night <b>Live!</b></p> <p>Pink Studio 6:30pm-8:30pm <b>Make-Overs</b> <b>New Consultant</b> <b>Pink Crossfit Training</b></p>	<p>Ordering for ALL Consultant for the New Winter products.</p> 	<p>10am/1pm/4pm <b>PINK STUDIO MAKEOVERS!</b> RSVP on <a href="http://Cozi.com">Cozi.com</a> log in under dbaxtermk@gmail.com Password: pinkstudio</p>
17	18	19	20	21	22	23
<p>12pm/2pm/4pm <b>PINK STUDIO MAKEOVERS!</b> RSVP on <a href="http://Cozi.com">Cozi.com</a> log in under dbaxtermk@gmail.com Password: pinkstudio</p>	<p>Submit W.A.S. by noon.</p> <p>6:30pm-8:30pm <b>New Consultant Crossfit Training "Beginner Basics"</b> @ Karen's Home</p>		<p>Mailing begins today for the Winter issue of The Look.</p>	<p><b>TNL</b> thursday night <b>Live!</b></p> <p>Pink Studio 6:30pm-8:30pm <b>Make-Overs</b> <b>New Consultant</b> <b>Pink Crossfit Training</b></p>		<p>10am/1pm/4pm <b>PINK STUDIO MAKEOVERS!</b> RSVP on <a href="http://Cozi.com">Cozi.com</a> log in under dbaxtermk@gmail.com Password: pinkstudio</p>
24	25	26	27	28	29	30
<p>12pm/2pm/4pm <b>PINK STUDIO MAKEOVERS!</b> RSVP on <a href="http://Cozi.com">Cozi.com</a> log in under dbaxtermk@gmail.com Password: pinkstudio</p>	<p>Submit W.A.S. by noon.</p> <p>6:30pm-8:30pm <b>New Consultant Crossfit Training "Beginner Basics"</b> @ Panera Bread Tulsa Hills</p>	<p><b>TNL</b> tuesday night <b>Live!</b></p> <p>Pink Studio 6:30pm-8:30pm <b>Make-Overs</b> <b>New Cons.</b> <b>Pink Crossfit Training</b></p>		<p>Happy Thanksgiving to you and your family!</p> 	<p>All company and branch offices closed today.</p>	<p>10am/1pm/4pm <b>PINK STUDIO MAKEOVERS!</b> RSVP on <a href="http://Cozi.com">Cozi.com</a> log in under dbaxtermk@gmail.com Password: pinkstudio</p> <p>Last day to place online orders.</p>



## November Celebrations!

Consultant Name	Anniversary	Year
Vickie Brooks	11-Nov	9th
Deanna Whitten	26-Nov	3rd
Elizabeth Stebbins	18-Nov	1st
Jennifer Hazlip	24-Nov	1st
Jennifer Kuster	5-Nov	NEW

Consultant Name	Birthday
Amy Stewart-Mitchell	4-Nov
Brittany Smith	10-Nov
Quila Howell	11-Nov
Jasmine Godwin	14-Nov
Lacey Herriven	15-Nov
Karen Bernard	16-Nov
Jessica Hayes	19-Nov
Loren Smoke	21-Nov
Tarra Carver	22-Nov
Amie McGinnis-Garcia	22-Nov
Ginger Jacoby	28-Nov
Deborah Crandall	30-Nov



**Karen Bernard**  
**Sr. Sales Director**  
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 Bixby, OK 74008  
 Email: kbernardtulsa@cox.net  
 Phone: 918-378-2228  
 Website: www.karenbernardunit.com



*To Our Future Cadillac Unit Member*

**RETURN SERVICE REQUESTED**



**All Skin Seminar 2014**  
 Double Credit Promotion is here!  
 November 1 - 30 purchase your  
 favorite Mary Kay skin care product  
 and receive double credit  
 toward Seminar 2014.

*Check it  
 Out!*

*STAY  
 CONNECTED*

[www.karenbernardunit.com](http://www.karenbernardunit.com)

## Maybe She Needs Me

It had been a long day! I was finishing a task:  
 And as I hurried past her, a little voice said, Ask!  
 Oh, not today! I told myself; I'm tired and it shows.  
 Besides, I might look foolish and she'd likely just say, No!  
 While drifting off to sleep that night, I saw her face again.  
 I wondered what her life was like....her needs, her dreams, her pain.  
 What if she'd been wishing for a friendly word and smile,  
 A chance to know somebody who would go the extra mile?  
 What if she'd been waiting for a break, an open door?  
 Was this the opportunity that she'd been praying for?  
 I saw the cars she might not drive, the rings she might not wear,  
 Because I would not risk myself to stop, to ask, to care.  
 So what if what I offer her is not her cup of tea?  
 That's a choice for her to make. How selfish can I be?  
 When all my dreams are realized, I don't want to regret  
 The lives I wouldn't touch and change. The no's I didn't get.  
 Oh, let me live a true go-give, and let my mission be  
 Not to think, "Do I need her?" But maybe she needs me!

--Just Ask

## **Fall Advance**



**Friend request me on  
 facebook and I'll add you to our  
 Karen & Company page.**



**Download the Voxer App & get in on  
 our Karen & Company Group.**