



Lynn Dewey's Dream Achievers

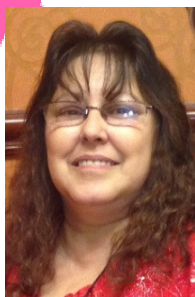


January 2014 Newsletter/December 2013 Results



We did it! We are celebrating our 19th year as a unit and we earned our 11th FREE Car!

Congratulations Quarter 2 STARS!



Carolyn Merritt
Sapphire Star



Chris Herriman
Sapphire Star



Lynn Dewey
Ruby Star

GO FOR THE GOLD

Star Consultant Quarter 3

December 16-March 15, 2014



GO RED.
IT'S AS EASY AS
1, 2, 3
ACTIVE TEAM MEMBERS



WHO WILL BE NEXT?



STARS EARN:

LADDER OF
SUCCESS PIN

WEBSITE
REFERRALS

STAR PRIZES
FROM THE
COMPANY



Who will be wearing their NEW Red Shoes in March to Dallas, TX Career Conference?

January Unit Goals

- \$20,000 Wholesale Production
- 10 New Unit Members
- 15 Stars this Quarter
- 3 New Red Jackets

Seminar 2014 Goals

- Cadillac Unit
- \$650,000 Circle of Excellence
- 5 Offspring Directors



Dream Achievers

Happy New Year, 2014!

Congratulations! We did it! We are celebrating our 19th year as a unit and we earned our 11th FREE Car! Team Work does make the Dream Work! Each and everyone of you played a part in our victory! Thank you for being women of excellence and determination!

We've had a great first half of the Seminar year...and now it's time to regroup, adjust, and get out on the field for a dynamic second half! If you've watched enough football this season (for all of you that know me, I am a HUGE OU Sooner Football fan) NO ONE GAVE THEM A CHANCE TO WIN THE SUGAR BOWL! Well! they didn't listen to those who did not believe and THEY DID IT ANYWAY!

DO YOU BELIEVE IN YOUR DREAM! Do you NEED A NEW DREAM? YOU know that it's the second half that 'wins the game'! And very often, it's late in the 4th quarter that a surge takes place to change the score! In your business, YOU are the quarterback. You are the Leader. You call the plays, are the set-up person, the inspiration, the heart of your business and team. Your Team? They are your customers and personal team members.

You huddle with your hostesses and clients to have successful appointments. You may need to make adjustments to your plans, to be flexible to meet the customer needs. When you are a team builder, you lead the team towards the goal of a Career Car or Director! You know which plays to call by asking a lot of questions, coaching your appointments, and practicing your skills daily! You study the playbook and put it into action. And you PLAY during all conditions...snow, sleet, heat, rain. And you are willing to play even when you don't feel like it...sometimes with an injury. Why? Because it's your job, and you are committed!

So yes...it's 'halftime' during the Mary Kay Seminar year, and we're not in the bleachers...we're in the locker room and running back on the field for an incredible second half!

We're at 1st and 6 months to goal! Is your goal 100 new customers? National Court of Sales? Sharing? A Chevy Cruze? Sales Director? Pink Cadillac? Top Unit trip? Whatever your goal or dream, get on with it and finish the game with passion for winning!! You can do it!! I am your best cheerleader and running right beside YOU!

Always Believing, Lynn



January Celebrations!!

Lets get excited!



CAREER CONFERENCE|14



Career Conference Dates:

Dallas, TX March 28th-29th

Career Conference 2014 will be here before you know it and now is the time to start focusing on moving up the career ladder. Plus, when you do, there is recognition in store for you at Career Conference 2014!

What's in store for you?

- Great education
- Fun, bonding time
- Valuable idea sharing
- Sneak peeks at upcoming products
- Dazzling celebrations
- Terrific recognition
- Plus, a surprise or two!

Celebrating the First Year in My Mary Kay Business: Independent Beauty Consultants who submit their Independent Beauty Consultant Agreements from March 1, 2013, through Feb. 28, 2014, will receive a name badge ribbon and standing recognition.



The Big Picture

"Career Conference was my first 'big' Mary Kay event. It definitely helps paint the picture of what a Mary Kay business can be. I watched in awe as women were recognized onstage and realized I wanted that too! It was great to be surrounded by wonderful and inspiring mentors from whom I could watch and learn. I set my first goal in my Mary Kay business at Career Conference, and I've been happy and successful setting and meeting goals ever since. Some goals aren't met right away, but I never give up!" *Mary Fernandez, Independent Sales Director in Dallas, Texas*

Consultant Name	Anniversary	Year
Tera Shores	18-Jan	8th
Kimberly Barnhouse	11-Jan	3rd
Ashley Banks	19-Jan	3rd

Consultant Name	Birthday
Jennifer Carter	1-Jan
Sandy McCabe	1-Jan
Tiffany Vaughn	2-Jan
Pam McClanahan	20-Jan
Karen Roenner	20-Jan
Monica Maruyama	21-Jan
Lynda McAbee	21-Jan
Sydney Trussell	25-Jan
Kelly Ashford	30-Jan

Welcome To Our Unit In December!

**LOOKING FOR
5 NEW RED JACKETS!**

New Consultant Name	From	Proud Recruiter
Tanji Canada	Tulsa, OK	Lynn Dewey
Linda Exendine	Bixby, OK	Lynn Dewey
Kasey Larue	Bixby, OK	Lynn Dewey



You are going to look **SO GOOD** in **RED**

Created by MKVirtualOffice.com

Our Dream Achievers Sales Directors ~ WHO'S NEXT?



WHO'S NEXT?

Sandra Copeland
1st Line Sales Director



2nd Line Sales Directors-WHO'S NEXT?



Our Dream Achievers Red Jackets~ WHO'S NEXT?



WHO'S NEXT?

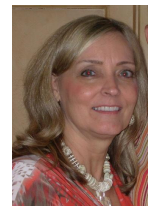
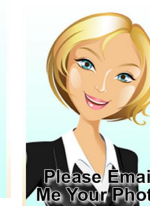
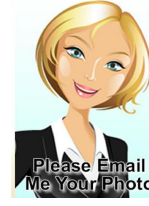
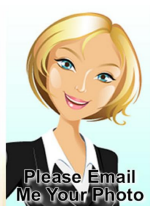
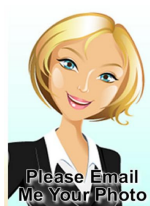
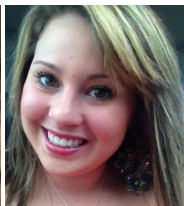
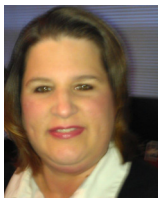
Michelle Feldker
Team Leader

Christina Henson
Team Leader

Krysten Hutchinson
Star Team Builder

Chris Herriman
Team Leader

Our Dream Achievers Sr. Consultants~ WHO'S NEXT?



Michelle Cox

Brittany Hess

Kylea Hyle

Stacy King

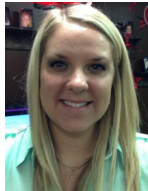
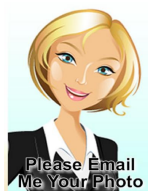
Melissa Lucas

Pattie Martinez

Lynda McAbee

Melissa Salazar

Vicki Sherin



WHO'S NEXT?

Tera Shores

Amanda Smith

Sydney Trussell

Kelly Zilner



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!!



STAR PLAN OF ACTION

This is a great action plan that will help you achieve Sapphire STAR every quarter.
Choose one of the following plans that will work for you.

Choose 4 dates you will order \$450

Choose 9 dates you will order \$200

Write your date under the star!!!

Choose 3 dates you will order \$600

Choose 2 dates you will order \$900

Turn in to your Director

Name:

3rd Quarter
Dec. 16, 2013 to
March 15, 2014



facebook

Facebook has more than 750 million active users and 50% of those users log onto Facebook on any given day!!

What Mary Kay provides for you to help you market your business online:

- Your Mary Kay personal website (which can be linked to your facebook account)
- Company facebook page
- The Mary Kay YouTube Channel: go to: youtube.com/marykay
- Approved company posts (you don't need to worry about wording, MK does it for you)
- Approved images on Mary Kay InTouch
- Mary Kay's Pinterest page
- And so much more on InTouch under the resources tab

Using Facebook to market your Business!

What you can do on your facebook page regarding your MK Business:

- Communicate about MK:** facebook pages make it easy for you to connect and interact with your online community. It is a place for you to talk about your business.
- Engage:** learn from and engage your online community with skin care and makeup advice, pictures, polls and more
- Express yourself:** be authentic, you have the ability to write your own messages in your own voice and let your personality shine through
- Display your expertise:** you can talk about your personal experiences with the product and your Mary Kay business, you can also help your customers understand the benefit you bring vs. a department or retail store.

Remember that a prospect is HOTTEST when she is closest to the product...right after a class or facial...SO USE THE 4-point recruiting plan at every appointment!!

IF YOU LET A SHARP GAL GET PAST YOU WITHOUT AN INTERVIEW OR EVENT, then get her close to the product again.

Another appointment, color, OR a drop-by appointment to see new colors...new products!! AND OF COURSE, get the team-building appointment!

Thanks to ENSD Gloria Mayfield Banks for passing this along! Gloria is a MASTER recruiter!!!



Don't forget to enroll your customers for the Spring 2014 PCP!! Deadline to enroll is January 15th!

January to-do list:

1. Inventory count and record end-of-year mileage
2. Enroll your customers in Preferred Customer Program
3. READ the January Applause cover-to-cover...paper or online!
4. BOOK New Year Skin Care and Makeover sessions!



Valentines Day is just around the corner...

Time to start planning for gift baskets, trunk shows, and even calls to your customers husbands!

HOW W.A.S. YOUR WEEK?

Start NOW tracking your sales! Submit your accomplishment sheets EVERY WEEK in JANUARY by Monday 12noon!
Just for submitting on time you earn \$50 MK Bucks! Its the best habit you can create to grow your \$\$\$!

GRAND WEEKS: \$1,000+
YOUR NAME HERE

FACIALS:
YOUR NAME HERE

INTERVIEWS:
YOUR NAME HERE

WOW WEEKS: \$300+
Chris Herriman \$810

PCP/PWS:
Chris Herriman \$377,\$810
Brittany Hess \$217,\$44

SKIN CARE SETS SOLD:
YOUR NAME HERE

CLASSES:
YOUR NAME HERE

ON THE GO'S:
Vicki Sherin \$275

BOOKINGS:
YOUR NAME HERE



PHOTO & NAME recognition for the following accomplishments:

- Highest weekly sales of \$300+
- Highest class of \$200 or more
- Highest facial of \$100 or more
- Most interview of 3 or more
- Skin care sets sold 2 or more
- Most bookings 10 or more
- Most Team Members 3 or more

Highest Weekly Sales	Highest MK Class	Highest Facial	Highest Interviews
 Chris Herriman \$946	 Sarah Chapman \$398	 Carolyn Merritt \$643	 Kathryn Kennedy 3


WOMEN OUT WORKING

Applause to the following Champions who invested in their Mary Kay Business in the month of DECEMBER!

Kasey Larue
Tanji Canada
Linda Exendine
Chris Herriman
Ginger Towe
Kelly Zilner
Larissa Ivey
Lois Billings
MaryAnn Segner
Trenda Hurt
Pattie Martinez
Tiffany Vaughn
Karen Roenner
Melissa Salazar
Crystal Marlett
Sandy McCabe
Melissa Lucas
Jeanne Bradley
Traci Foes



Michelle Peet
Brittany Hess
Suzan Dawson
April Miller
Dionne Pruitt
Debra Callahan
Alisa Goss
Tracy Parker
Sarah Chapman
Michele Cox
Melanie Adams
Krysten Hutchinson
Vicki Sherin
Stephanie Holden

Highest Skin Care Sets Sold	Highest Bookings	Most Team Members in a Month
 Latisha Crabtree 7	YOUR NAME HERE	YOUR PHOTO HERE

Names & Photos will remain until someone "Beats Their Best"!

Earn Special Recognition at Career Conference

Movin' on Up Challenge!

Independent Beauty Consultants who from Nov. 30, 2013—Feb. 28, 2014, achieve and maintain a new step on the career path of **Star Team Builder, Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification** will receive a name badge ribbon and onstage recognition at Career Conference!



Join us for a Special Luncheon

Independent Beauty Consultants and Independent Sales Directors who from Dec. 1, 2013, through Feb. 28, 2014, **add two qualified* new personal team members** will be invited to this special luncheon held in their honor.

Qualified* new Independent Beauty Consultants who **add one new qualified* team member** from Dec. 1, 2013, through Feb. 28, 2014, also will be invited to attend the luncheon.

DECEMBER

ROYALTY

Queen of Wholesale



Lynn
Dewey

Queen of Retail Sales



Chris
Herriman

Queen of Sharing



Lynn
Dewey

* 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!!



#1 Chris
Herriman
\$7,432



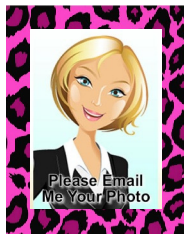
#2 Carolyn
Merritt
\$4,837



#3 Michele
Cox
\$3,296



#4 Krysten
Hutchinson
\$3,231



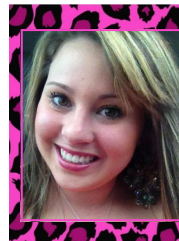
#5 Trenda
Hurt
\$2,763

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 Krysten
Hutchinson
1 Qualified



#2 Kylea
Hyle
1 Qualified



#3



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

HAPPY NEW YEAR!



POWER UP FOR A "PERFECT 10 - POWER START" MONTH

& Earn Your Invitation to the "Mystery" Caddy Club Event

January 2014 *Hold 10 Parties (30 Faces) & 10 Career Survey's*
Or

\$600 Wholesale Order (can be accumulative)

Hostess Name:	Ph #	Date	# of Guests	Sales	Bookings	Interviews
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						

10 CAREER CHATS

(Director must follow up with all surveys to count)

- | | |
|----------|-----------|
| 1. _____ | 2. _____ |
| 3. _____ | 4. _____ |
| 5. _____ | 6. _____ |
| 7. _____ | 8. _____ |
| 9. _____ | 10. _____ |

Wholesale orders placed in January _____, _____, _____, _____, _____

(tracking sheet must be turned in by the 3rd of the month)

JANUARY EVENTS



Friend request me on facebook and I'll add you to our Dream Achievers page.



Download the Voxer App & get in on our Dream Achievers Group.

I also encourage you to add Voxer for direct communication and free training from Top Director's and NSD's!!

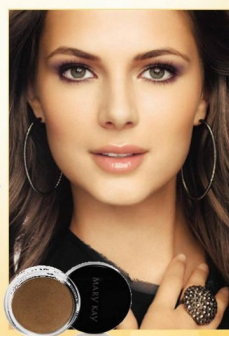
Makeovers and Marketing every week and additional Party Options!

- 6:30pm - 8:30pm Tuesday Night Live! RSVP on COZI your guest count by noon on Tuesday's.
- Saturday Makeovers RSVP on Cozi on Friday's. 10 - 1 or 4pm appointments
- Sunday's are optional times to book 12 -2- 4pm also RSVP on Cozi
- Lynn's contact information 918-671-3419 Email: lynndeweymk@gmail.com
- Attention Out Of Town Consultants: I am offering 30 minute conference calls Each Sunday Night @ 8:30pm CST covering the same Information You must RSVP by text 918-671-3419 that you want to join the call! Simply text I want MORE! And I will send you the conf. call #

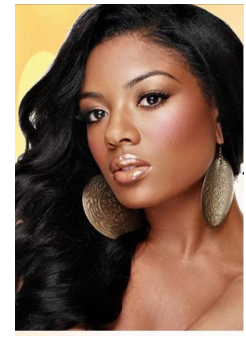
PINK CROSSFIT!

GET YOUR BUSINESS IN SHAPE FOR 2014!

Sun	Mon	Tue	Wed	Thu	Fri	Sat
5 12pm/2pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio	6 Submit W.A.S. by noon.	7 TNL tuesday night Live! 6:30pm Take the Polar Bear Plunge! Be ALL IN for your Successes in 2014!	8	9	10 RSVP by 2pm	11 10am/1pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio
12 12pm/2pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio	13 Submit W.A.S. by noon.	14 TNL tuesday night Live! 6:30pm Party like a Pro! New Year-New You Makeovers!	15 Lynn's at Leadership 15th-18th Deadline to enroll for the Spring 2014 PCP!	16	17 RSVP by 2pm	18 10am/1pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio
19 12pm/2pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio	20 Submit W.A.S. by noon. Martin Luther King Jr. Day. Postal holiday	21 TNL tuesday night Live! 6:30pm New Year-New YOU! Your advanced Color Appointment! Makeovers for all Guests!	22	23	24 RSVP by 2pm	25 10am/1pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio
26 12pm/2pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio	27 Submit W.A.S. by noon.	28 TNL tuesday night Live! 6:30pm Get into the Zone! Everything for your business management for 2014! New Year-New Year Makeovers for guests!	29	30	31 RSVP by 2pm Last day to place online orders.	4 10am/1pm/4pm PINK STUDIO MAKEOVERS! RSVP on Cozi.com log in under dbaxtermk@gmail.com Password: pinkstudio



The Pink Studio is available for New Year New You Makeovers this month. Simply RSVP on Cozi!



Join my VOXER GROUP! DOWNLOAD THE FREE APP, START VOXING, AND I WILL ADD YOU TO OUT UNIT'S VOXER GROUP!
We can share messages like a walkie - talkie and I will be making Short 2-3 training messages for you to listen to at your convenience.



Lynn Dewey
Premier Sr. Sales Director

10712 S. 83rd E. Ave
Tulsa, OK 74133
Office: (918) 671-3419
Email: lynndeweymk@gmail.com
Website: www.lynndewey.com



RETURN SERVICE REQUESTED

2014

New is the year;
New are the hopes;
New is the resolution;
New are the spirits;
And new are my warm wishes just for you.
Have a promising and fulfilling New Year!

Happy New Year!



Check Out Our NEW Unit Website..

www.lynndewey.com

Bling in the New Year!



Sell 25 items and order \$250 wholesale and receive Chandelier style scarf/shawl choice colors of on Black, Denim Blue or Silver!



Sell 50 items and order \$450 wholesale and receive a Beautiful sparkly pair of earrings!



Sell 75 items and order \$650 wholesale and receive a stunning bracelet or a chandelier style scarf/shawl and a choice earrings



Sell 100 items and order \$850 wholesale Receive this STUNNING Necklace Set!

Sell 125 items and order \$1050 wholesale and receive Necklace, earrings set and a scarf of your choice!

Sell 150 items and order \$1500 wholesale and receive a Necklace earrings set, scarf of your choice and a bracelet!

Sell 200 items and order \$2000 wholesale and receive the whole page! (with 1 scarf choice and one earring choice)



Order by the 15th of the month and get a Bling ring! (min. \$400)

Picture perfect hostess contest!



Hostess a Party with 3 or more girlfriends in January. Earn this beautiful designer inspired necklace!

Contest rules: 3 friends (18 and older) and at least \$200 sales
It's fun and easy!

Matching bracelet for \$100 in outside orders!



Promotions are based on items that are currently available from suppliers, however, markets change, back orders can occur or a supplier can discontinue items without our knowledge. If this occurs we will work diligently to find acceptable substitution. There might be a slight variation of style and color due to dye-lot issues and availability.