

# Debbie's Joyful Giraffes

April 2014 Newsletter, March Results

## Top Queens!



### Queen of Wholesale:

Nicole L. Mielke

### Queen of Sharing:

You could be here!

### Ordering Deadlines for April

- 29: Last day of month
- 30: Last business day

### Important Promo Deadlines

- Quarter 4 Star Consultant quarterly contest (March 16 - June 15, 2014)
- Star Consistency Challenge (June 16, 2013 through June 15, 2014)
- Class of 2014 (through July 1, 2014)

## Increase Party Sales!

**CHECK IT OUT!** Here are some great tips that could help you increase your party sales:

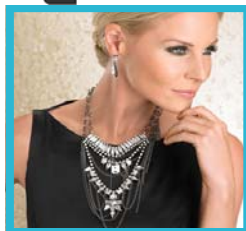
- **Show results:** Display before/after photos to show customers the results that they can expect from using Mary Kay products
- **Have themed parties:** Excite women to rebook parties with themed parties (think Fun in the Sun, Bridal Boot Camp, Mom and Daughter, etc.)
- **Display gifts:** Go ahead and have your pre-packed gifts on display to encourage additional sales

## Seminar Dates!

Get your Calendar out! Here are this year's Seminar Dates!

Ruby: July 16 – 19  
Sapphire: July 20 – 23  
Emerald: July 23 – 26  
Pearl: July 27 – 30  
Diamond: July 30 – Aug. 2

## 4th Quarter Star Prizes!



### DIQ

#### Requirements

- \$18,000 cumulative whls. unit production in one to four months.
- At least \$4,000 per month wholesale unit production. DIQ must have at least \$1,800 in personal cumulative wholesale production.
- 24 active unit members (includes the DIQ) at least 10 active unit members must have at least \$600 in cumulative whls. production during qualification.

#### Compensation

- Eligible to become Director
- Unit Commission and Unit bonuses
- Eligible to wear the Director Suit



### FUTURE DIRECTOR

#### Requirements

- 8+ active personal team mbrs
- You must be active

#### Compensation

- 9% or 13% personal team commis.
- Team-building bonus



### CAREER CAR

#### Requirements

- 14+ active personal team mbrs
- \$20,000 in one to four months
- You must be active

#### Compensation

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



### TEAM LEADER

#### Requirements

- 5 - 7 active personal team mbrs
- You must be active

#### Compensation

- 9% or 13% personal team com.
- Team-building bonus



### STAR TEAM BUILDER

#### Requirements

- 3 - 4 active personal team mbrs
- You must be active

#### Compensation

- 4% personal team commis.
- Team-building bonus



### SENIOR CONSULTANT

#### Requirements

- 1 - 2 active personal team mbrs
- You must be active

#### Compensation

- 4% personal team commis.



# WELCOME NEW CONSULTANTS! MARCH

Starting Something  
Beautiful....

From

Sharing Dreams...

Nicole L. Mielke

PORTAGE, WI

D. Holland

## Welcome to our Unit!

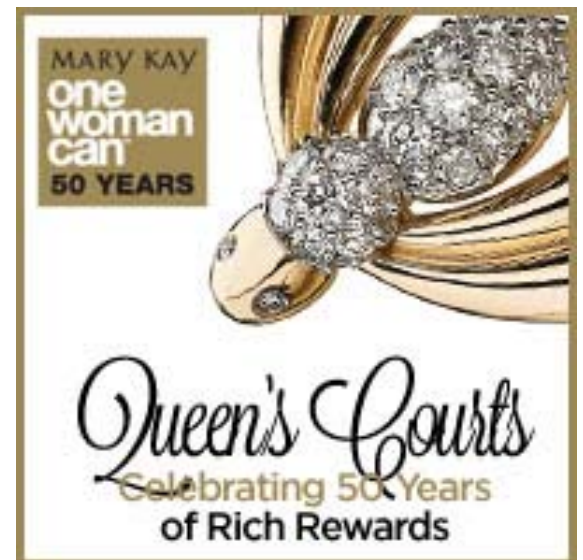
## Team Up for March Orders! Women!!!



Name	Amount
Nicole L. Mielke	\$601.00
Emily E. Bortz	\$235.50
Ann M. Kohnke	\$231.00
Tiffany M. Hopper	\$226.00
Gail M. Peterson	\$225.25
Lorri L. Knutson	\$204.00
Kathy M. Schwartzlow	\$58.00

## Congrats!

Last year, you and your customers helped The Mary Kay Foundation donate almost \$5 million to its two causes, the elimination of cancers that affect women and violence against women. Our 2014 campaign started April 1, and ends on Mary Kay's birthday, May 12. Start teaming up with other consultants and think about what you can do to fundraise for the Mary Kay Foundation!





# Share the Love!

We love giving women the opportunity to build their dreams, which is why you can start your Mary Kay business for only \$75 in April!



Mary Kay®  
**STARTER KIT**  
~~\$100~~ **\$75**  
 Plus shipping, handling and tax




## More to Love!

Are you ready to stretch yourself and help other women realize their potential? When you start your business in April and share the Mary Kay opportunity, you can offer these same great incentives to anyone who also may want to start a Mary Kay business in April or May. With new team members, you can start earning commissions and potential team-building bonuses that can help get your new Mary Kay business off to a fabulous start!

Ask me, your Independent Beauty Consultant, how to get started today!

When you start your business April 1-30 and place your first product order\* by May 31, 2014, you can get these exciting incentives:

 <b>\$1,800+</b> wholesale	<b>TOTAL SUGGESTED RETAIL VALUE:</b> <b>\$4,072 +</b>	<b>GET ALL THIS:</b> <ul style="list-style-type: none"> <li>• \$1,800 wholesale product inventory (\$3,600 suggested retail value)</li> <li>• \$100 credit on your first product order**</li> <li>• FREE shipping on your first product order***</li> <li>• Up to \$125 in BizBuilder Bucks credit</li> <li>• FREE custom color look†† (\$118 suggested retail value)</li> <li>• FREE product bonus bundles††† (up to \$642 suggested retail value)</li> </ul>
<b>\$600-\$1,799</b> wholesale	<b>TOTAL SUGGESTED RETAIL VALUE:</b> <b>\$1,435 +</b>	<b>GET ALL THIS:</b> <ul style="list-style-type: none"> <li>• \$600 wholesale product inventory (\$1,200 suggested retail value)</li> <li>• Up to \$35 in BizBuilder Bucks credit†</li> <li>• FREE shipping on your first product order***</li> <li>• FREE custom color look†† (\$118 suggested retail value)</li> <li>• FREE product bonus bundles††† (up to \$223 suggested retail value)</li> </ul>
<b>\$400-\$599</b> wholesale	<b>TOTAL SUGGESTED RETAIL VALUE:</b> <b>\$800 +</b>	<b>GET ALL THIS:</b> <ul style="list-style-type: none"> <li>• \$400 wholesale product inventory (\$800 suggested retail value)</li> <li>• \$10 in BizBuilder Bucks credit†</li> </ul>

# MARY KAY

discover what you LOVE™

\* Purchasing inventory is an individual decision, and it's certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity. If you decide that this opportunity is not right for you, Mary Kay will repurchase, at 90 percent of your original net cost, original and unused Section 1 products, as long as these items were purchased by you from the Company within one year prior to return. Please refer to your Independent Beauty Consultant Agreement for complete details.

\*\* To qualify for the \$100 credit off your first product order, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1-30, 2014, and your first wholesale Section 1 product order must equal \$1,800 or more (excluding sales tax) and must be received and accepted by the Company by May 31, 2014.

\*\*\* To qualify for free shipping on your first product order, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1-30, 2014, and your first wholesale Section 1 product order must equal \$600 or more (excluding tax) and must be received and accepted by the Company by May 31, 2014.

† The BizBuilder Bucks credit will be applied toward the next qualifying order of at least \$400 Section 1 wholesale (\$800 suggested retail) as long as the order is placed while the Independent Beauty Consultant is still in active status. An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months. The credit will expire upon the expiration of the Independent Beauty Consultant's active status.

†† To qualify for a free custom color look, a minimum wholesale Section 1 order of \$600 or more must be received and accepted by the Company within 15 calendar days of when the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the actual suggested retail value of the gift.

††† To receive a free product bonus bundle, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1-30, 2014, and your initial wholesale Section 1 product order must equal \$600 or more (excluding tax) and must be received and accepted by the Company by May 31, 2014. Sales tax is required on the suggested retail value of the Section 1 products included in the bonus. Refer to the Ready, Set, Sell! brochure for complete details and more information on the free product bonus bundles.



Created by Court of Achievers

# To the beautiful:

Debbie Holland  
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Portage, WI 53901



## discover what you **LOVE** Seminar2014

Seminar 2014 will be here before you know it! Get ready, set and go! If you are on the fence, new to Mary Kay, or just not sure how to "get away," check out some helpful facts and tips below!

- ☑ Ask any Sales Director or National and they will tell you that Seminar is the place to be. It is an experience like no other! No one walks away from Seminar saying, "Well, it was okay!"  
**EVERYONE LOVES SEMINAR AND YOU WILL, TOO!**
- ☑ With proper budgeting and planning, you can "**pay your way**" to Seminar. Map out your estimated expenses and hold a couple of extra classes a week/put some extra savings away to pay your way. Seminar is affordable, especially when you plan ahead.
- ☑ Get good "**Seminar vibrations**" in your space! Start shopping for your dress, plan your attire, figure out which girlfriend you are rooming with. Imagine how FUN it will be to have time for yourself! *These good vibrations, will fill your heart with cheer and keep you motivated/super excited for the upcoming event!*
- ☑ Seminar is full of amazing, go-getters. You will want to go to experience speeches and be in the space of successful women. **Hanging with the go-getters will enable you to be a go-getter.**
- ☑ **Prepare to LEARN MORE!** Get of-the-minute education and learn STELLAR ideas that will produce activity and great results in your business. There is no need to go home and "feel stuck." Oh no, not you!

