



# Debbie's Joyful Giraffes

June 2014 Newsletter, May Results



## Top Queen!



**Queen of Wholesale:**  
Kristina L. Neesam

**Queen of Sharing:**  
You could be here!

### Ordering Deadlines for June

**27:** Last day for phone orders  
**30:** Seminar 2014 contest period ends & last day of month

### Important Promo Deadlines

**Quarter 1 Star Consultant quarterly contest**  
(June 16 - September 15, 2014)  
**Class of 2014** (through July 1, 2014)

## On Target Stars and Stars



Fourth Quarter Ends—June 15, 2014

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
CORRINE RAUPP	\$2,441.00	*****	STAR	\$559.00	\$1,159.00	\$2,359.00
KRISTINA NEESAM	\$1,803.25	STAR	\$596.75	\$1,196.75	\$1,796.75	\$2,996.75
TIFFANY HOPPER	\$1,800.25	STAR	\$599.75	\$1,199.75	\$1,799.75	\$2,999.75
NICOLE MIELKE	\$722.50	\$1,077.50	\$1,677.50	\$2,277.50	\$2,877.50	\$4,077.50
KATHERINE HOLLAND	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50

## Here's how to be a star \* you can totally do it!

Here is a break down of the qualifications in order to achieve Star Consultant Status in one quarter.

**SAPPHIRE STAR**  
\$1800 WHOLESAL

**RUBY STAR**  
\$2400 WHOLESAL

**DIAMOND STAR**  
\$3000 WHOLESAL

**EMERALD STAR**  
\$3600 WHOLESAL

**PEARL STAR**  
\$4800 WHOLESAL

## DIQ

### Requirements

- \$18,000 cumulative whls. unit production in one to four months.
- At least \$4,000 per month whole-sale 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!

# MAY

Starting Something  
Beautiful....

From

Sharing Dreams...

Let's fill this area up!

## BOOKING TIPS May Orders!

BY NSD Kathy Goff-Brummett

The most obvious way to book is ASK!!!!!! Now, that's a novel idea!!!!!! Make a list of 40 - 50 people and just start making calls.

Ask every reorder customer, "Who do you know who might enjoy using our products as much as you do?" Ask for referrals from every class. But, ask for only as many referrals as you are following up with. There is no success in having dozens of referrals stacked on your desk.

The next way to get bookings is from warm chattering. Warm chattering does not mean walking up and down the mall attacking people with our business cards. Warm chattering means building relationships with people and then mentioning Mary Kay.

And, finally, the best way to get bookings (and the one we all want to work toward) is from skin care classes. The numbers will always be better when you are trying to book people who are in the process of experiencing the product. Set a goal to get your date book full now and to never have to get on the phone again.

Name	Amount
Kristina L. Neesam	\$1,803.25
Corrine Raupp	\$636.25
Katherine M. Holland	\$601.50
Cath Hill	\$305.00
Elizabeth Campbell	\$231.00
Trisha K. Evans	\$227.00
Nicole L. Mielke	\$121.50

Way to go!



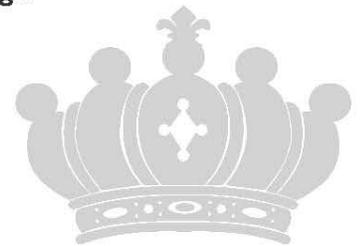
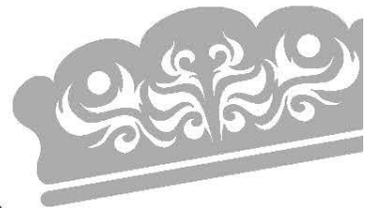
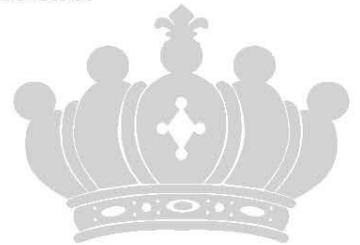


# How to Develop Your Own I-Story!

Prospects do not sign because we earn 50% profit. They make their final decision on the emotion that was gathered during someone's story. They step into your story and have the feeling, "if they can do it, why can't I!"

On the other hand, if you do not take the time to create a story that will have them coming out of their seats, you may never spark an interest. You may say, "I am not as successful as you." You may not have achieved what most of the top Directors and Nationals have thus far, but we ALL start at the beginning and have a story to tell! If you learn very quickly to get out of yourself and get into others, God will tremendously bless your business. You will become all that you were meant to be, if you show passion for what you believe in. You need to learn how to show emotion in developing a powerful success story. You need to make people laugh and also have emotions of wanting more in life. Now, I want you to go back before Mary Kay came into your life. **Ask yourself these questions because your answers may relate to someone else.**

- \* **What were your thoughts about Mary Kay before?**
- \* **When you saw a Pink Cadillac, what did you think?**
- \* **Where do you currently work?**
- \* **What do you enjoy best about what you do?**
- \* **What would you change about what you currently do at your present job?**
- \* **How did you meet your consultant?**
- \* **How did you respond to having a facial or a skin care class?**
- \* **Did you really want to have the facial or class?**
- \* **Did you want to go to the meeting?**
- \* **Did you feel bothered by the consultant?**
- \* **Did you love the products?**
- \* **Did you buy anything?**
- \* **Was money tight for you?**
- \* **When you heard about the opportunity, what were your thoughts and feelings?**
- \* **Did you want to hear more about the opportunity?**
- \* **What part of the marketing plan impressed you?**
- \* **Why did it impress you?**
- \* **Did you know you could make that kind of money in Mary Kay?**
- \* **Were you a practice interview?**
- \* **When you met your Director, what were your thoughts?**
- \* **What did you see in her that you wanted?**
- \* **When you signed your agreement, were you nervous, scared, etc?**
- \* **When you woke up the next morning, what were your thoughts?**
- \* **Were there any negative people in your life that wanted you to not try it?**
- \* **What is your purpose?**
- \* **Why did you make the decision?**
- \* **How have you grown in Mary Kay?**
- \* **What are your goals?**



Use your answers to the above questions to create your I-story and have fun creating your I-story with passion and charisma! It is a choice to be great in life—remember you are selling the DREAM of Mary Kay—believe in the POWER OF THE DREAM!



Created by Court of Achievers

discover what you **LOVE**<sup>TM</sup>

To the beautiful:

Debbie Holland  
W6760 Hwy Ee  
Portage, WI 53901



discover what you **LOVE**<sup>TM</sup>

*Follow Your Heart!*

The **Follow Your Heart** pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you **place a single \$400 or more Section 1 wholesale order in June 2014!**\*

This stunning platinum-tone necklace, which hangs on a delicate 17-inch chain, features a unique, heart-shaped pendant adorned with five scintillating stones as well as the *Mary Kay*<sup>®</sup> logo. When the women in your unit qualify, the necklace will be shipped with their qualifying orders.

We hope you will wear your Follow Your Heart pendant necklace with confidence when you spend time with the women in your unit, so you can encourage them to earn their own necklace in June.



*A \$400 w/s order and it's yours!*

\*One necklace per person.