



Debbie's Joyful Giraffes

March 2014 Newsletter, February Results

Top Queens!



Queen of Wholesale:

Deb A. Gray

Queen of Sharing:

You could be here!

Ordering Deadlines for Mar

28: Last day for consultant orders

31: Last day for orders

Important Promo Deadlines

- Quarter 3 Star Consultant quarterly contest (Dec 16 - March 15, 2013)
- Star Consistency Challenge (June 16, 2013 through June 15, 2014)
- Class of 2014 (through July 1, 2014)

On Target Stars and Stars



Third Quarter Ends—March 15, 2014

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
TRACI ZEKAS	\$602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
ANN KOHNKE	\$488.75	\$1,311.25	\$1,911.25	\$2,511.25	\$3,111.25	\$4,311.25
BILL HOLLAND	\$432.00	\$1,368.00	\$1,968.00	\$2,568.00	\$3,168.00	\$4,368.00
KATHERINE HOLLAND	\$428.75	\$1,371.25	\$1,971.25	\$2,571.25	\$3,171.25	\$4,371.25
KRISTINA NEESAM	\$408.00	\$1,392.00	\$1,992.00	\$2,592.00	\$3,192.00	\$4,392.00
JANET O'BRIEN	\$406.50	\$1,393.50	\$1,993.50	\$2,593.50	\$3,193.50	\$4,393.50

Who will be our next Star?



Amazing 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.



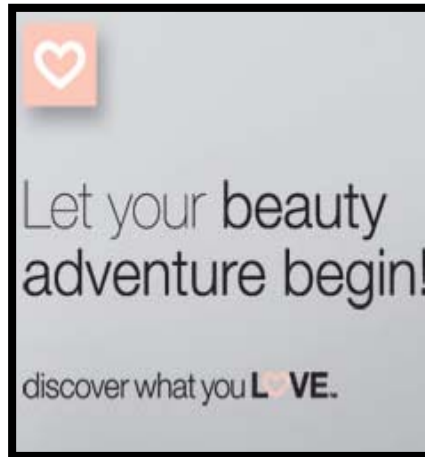
WELCOME NEW CONSULTANTS! FEBRUARY!

Starting Something
Beautiful....

From

Sharing Dreams...

Let's fill this area up!



February Orders!

Deb A. Gray	\$380.00
Elizabeth Campbell	\$291.50
Danielle J. Hernkind	\$284.00
Ann M. Kohnke	\$263.25
Suzanne K. Hoel	\$227.00
Lorri L. Knutson	\$219.75
Kathy M. Schwartzlow	\$200.50
Kristina L. Neesam	\$200.00
Bill G. Holland	\$200.00
Katherine M. Holland	\$200.00

Discover What You Love™, Mary Kay's new brand campaign captures the heart of the Company, its products and the incredible legacy of Mary Kay Ash. You and your customers will see this exciting campaign come to life in beautiful graphics and creative tag lines to help them discover what they love about Mary Kay!

Visit InTouch for more info!
Home > Resources > Advertising > Discover What You Love



Way to go!

Spring FUN & EASY CLASSES



Host a Class, Help a Cause

Host a **Charitable Class** with
3-4 friends present:

- * Earn Donation in your Honor to a Charity of your Choice
- * Receive a Hostess Gift
- * Get Hostess Credit to earn Free Products
- * Everyone earns a Goody Bag

Mineral Makeover Party

You + 3-4 friends learn how
to apply **Mineral Makeup**:

- * Leave with Knowledge on how to correctly apply Mineral Makeup
- * Receive a Hostess Gift
- * Get Hostess Credit to earn Free Products
- * Everyone Leaves with Mineral Makeup Samples

Girls' Time Out

You + a Few Friends Get to
Relax and Get a Facial, Micro
Treatment and Hand Treatment:

- * It's Like a Mini Spa Getaway - at NO Cost to You!
- * Receive a Hostess Gift
- * Get Hostess Credit to earn Free Products
- * Everyone earns a Special Spa Getaway Bag

Speedy Office Hand Facial

You + Ladies at **Office** Get a Quick
Hand Treatment, Facial on Hand
and Micro Hand Treatment

- * For Those with NO Time!
- * Receive a Free Lipstick for Hosting
- * Get Hostess Credit to earn Free Products
- * Everyone Can Order on Spot!





Created by Court of Achievers



To the beautiful:

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March is Medal Month!

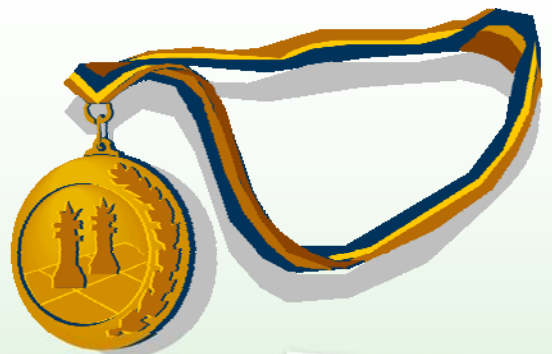
In March, continue your focus of holding skin care classes, selling this wonderful product and building your team. However, one thing that you might want to focus on is earning a Medal in March. You can earn a Gold, Silver or Bronze medal for sponsoring new team members!

Here's the medal breakdown:

- Gold Medal Charm = 5 new team members
- Silver Medal Charm = 4 new team members
- Bronze Medal Charm = 3 new team members

Perks of Earning a Medal:

- ⇒ Special unit recognition
- ⇒ You are building a team
- ⇒ You would have earned your Red Jacket or moved up another step on the Career Path
- ⇒ Commission Checks (IMAGINE! What if you sponsored 5 team members and each of them were a Star Consultant?)
- ⇒ Improved team production
- ⇒ Closer to being a DIQ or Car Driver
- ⇒ You are helping to enhance the lives of your team members



Don't overdo it, don't overcomplicate it. The stats say that one in every 5 women will join Mary Kay. So ask 5, 10, 15, 20 or 30 friends to see if they will help you practice your skills of sharing information about the Mary Kay opportunity. Offer them a free gift for listening! So go ahead, medal up this month!

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