



Debbie's Joyful Giraffes

November 2013 Newsletter, October Results



TOP QUEENS!



Queen of Wholesale:
Kristina L. Neesam

Queen of Sharing:
You could be here!

Ordering Deadlines for Nov.

27: Last business day
30: Last day of month

Important Promo Deadlines

- Quarter 2 Star Consultant quarterly contest (Sept 16 - December 15, 2013)
- Star Consistency Challenge (June 16, 2013 through June 15, 2014)
- Class of 2014 (through July 1, 2014)

ON TARGET STARS AND STARS

Second Quarter Ends December 15, 2013

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
TIFFANY HOPPER	\$1,305.50	\$494.50	\$1,094.50	\$1,694.50	\$2,294.50	\$3,494.50
CINDY JUDD	\$723.50	\$1,076.50	\$1,676.50	\$2,276.50	\$2,876.50	\$4,076.50
PAULA KEATS-WARD	\$675.00	\$1,125.00	\$1,725.00	\$2,325.00	\$2,925.00	\$4,125.00
BILL HOLLAND	\$657.50	\$1,142.50	\$1,742.50	\$2,342.50	\$2,942.50	\$4,142.50
ANITA KNIERY	\$656.00	\$1,144.00	\$1,744.00	\$2,344.00	\$2,944.00	\$4,144.00
KATHERINE HOLLAND	\$653.00	\$1,147.00	\$1,747.00	\$2,347.00	\$2,947.00	\$4,147.00
MINDY CRANDALL	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50
KRISTINA NEESAM	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00

Who will be our next Star?

New Star Quarter = New 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



WELCOME NEW CONSULTANTS! OCTOBER!

Starting Something

From

Sharing Dreams...

Let's fill this area up!

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.



Booking 101

WORKING THROUGH BOOKING OBJECTIONS

LISTEN to the objection – **CLARIFY** what she says – **ACKNOWLEDGE** the concern & **OFFER** the solution.

TOO BUSY: "I understand _____, you know, I'm a really busy person too, so I can appreciate that! It may take us an hour or so to find your special needs & preferences, but after that I can save you an enormous amount of time – you'll never have to go to the mall again for your cosmetics. I can save you \$\$ too! Which would be better for you, _____ or _____?"

NO \$\$: "I understand _____, are you aware that Mary Kay is a third to half less than anything at the department store and you never even have to pay full price for our products. We have discounts & lots of ways to get it free, we even have No Interest Payment Plans! Plus, there's no obligation to purchase. I'd just appreciate your honest opinion. Which would be better for you, _____ or _____?"

October Orders!

Name	Amount
Kristina L. Neesam	\$400.00
Cindy Judd	\$319.00
Tiffany M. Hopper	\$304.00
Gail M. Peterson	\$281.75
Paula L. Keats-Ward	\$265.00
Anita T. Kniery	\$255.50
Bill G. Holland	\$253.50
Katherine M. Holland	\$251.00
Trisha K. Wisecup	\$201.00
Elizabeth Campbell	\$23.00

Congrats!

\$600+ wholesale orders are tracking
Star Consultant!



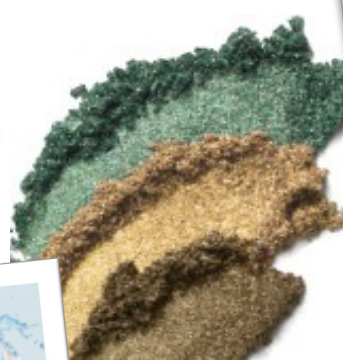
Holiday 2013 New Products



Holiday Sets

Just for Eyes Eye Shadow Set
Just for Lips Lip Gloss Set

\$10
each



Skinvigate 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



\$50

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

Belara Midnight™ Eau de Parfum

Let the Moment Unfold™. The Belara Midnight™ woman embodies a harmonious blend of mystery and anticipation.

\$38



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

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

TimeWise Even Complexion Dark Spot Reducer

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



\$40

Mineral Eye Colors

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

\$7



Vanilla Sugar Satin Hand Pampering

\$34

Give the gift of a soft touch with this wonderful winter set!





Created by Court of Achievers



To the beautiful:



Debbie Holland
W6760 Hwy Ee
Portage, WI 53901



**LEADERSHIP 2014
IS OPEN!**
Have 8 team
members on your
team and you CAN
ATTEND!

It takes 8!

Register today to
receive Education,
Inspiration and
Recognition like
no other. It's time to
CELEBRATE in New
Orleans, LA!

These are **AMAZING** tips to live by each day in Mary Kay, whether you want to make a little extra income for your family or you want to go big!

- **Talk to your director daily** - text, call, facebook, e-mail, etc.
- **Be willing to be mentored, go to all trainings** - school is NEVER out for the pro
- **Maintain a positive attitude and perspective** - you can find SOMETHING in your business to be thankful about, even when you are down
- **People don't care how much you know until they know how much you care**
- **Have a bigger vision than dollar signs**—how can you BLESS her?
- **Be consistent and Stay on the date book**—5 classes a week and you are sailing!
- **Get EXCITED! I mean it! Really EXCITED!** - what's the point of fretting?
- **Listen to inspirational messages daily**—CDs, Million Dollar Message, positive radio
- **Tell everyone your goal** (even if they look at you like you are crazy)
it reminds you what you are working for and rallies team spirit AND ALWAYS stay in motion not emotion
- **Act the part and be the example**—What are Top Directors doing? How do Nationals behave? How would you act in front of Mary Kay?