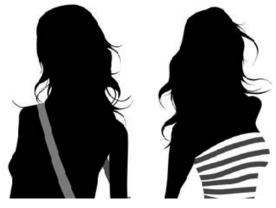
Debbie's Joyful Giraffes

December 2013 Newsletter, November Results

Top Queens!



Queen of Wholesale:

Bill G. Holland

Queen of Sharing:

You could be here!

Ordering Deadlines for Dec

30: Last day for phone orders

31: Last business day

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	\$1,618.50	\$181.50	\$781.50	\$1,381.50	\$1,981.50	\$3,181.50
BILL HOLLAND	\$1,274.50	\$525.50	\$1,125.50	\$1,725.50	\$2,325.50	\$3,525.50
KATHERINE HOLLAND	\$903.00	\$897.00	\$1,497.00	\$2,097.00	\$2,697.00	\$3,897.00
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
ANITA KNIERY	\$656.00	\$1,144.00	\$1,744.00	\$2,344.00	\$2,944.00	\$4,144.00
MINDY CRANDALL	\$653.50	\$1,146.50	\$1,746.50	\$2,346.50	\$2,946.50	\$4,146.50
KRISTINA NEESAM	\$650.00	\$1,150.00	\$1,750.00	\$2,350.00	\$2,950.00	\$4,150.00
ANN KOHNKE	\$502.25	\$1,297.75	\$1,897.75	\$2,497.75	\$3,097.75	\$4,297.75
BARBARA LANG	\$451.00	\$1,349.00	\$1,949.00	\$2,549.00	\$3,149.00	\$4,349.00

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 WHOLESALE RUBY STAR \$2400 WHOLESALE DIAMOND STAR \$3000 WHOLESALE **EMERALD STAR** \$3600 WHOLESALE PEARL STAR \$4800 WHOLE-



DIQ

Requirements

- \$18,000 cumulative whis. 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 whis, 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

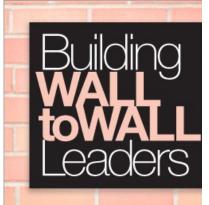
- 1 2 active personal team mbrs
- · You must be active

Compensation

4% personal team commis.







Let's build a wall! Here's how it works!

From Sept. 1, 2013, to Sept. 1, 2014, every Mary Kay

Independent Beauty Consultant who

debuts as an Independent Sales Director will earn her name on the Wall of Leaders at the Mary Kay world headquarters in Dallas

November Orders!

Bill G. Holland	\$617.00
Suzanne K. Hoel	\$314.00
Tiffany M. Hopper	\$313.00
Emily E. Bortz	\$270.00
Kristina L. Neesam	\$250.00
Barbara A. Lang	\$250.00
Mindy K. Crandall	\$250.00
Katherine M. Holland	\$250.00
Elizabeth Campbell	\$210.50
Ann M. Kohnke	\$202.00





Start with thinking of 50 people you know and listing their names out. If you have done this before, do it again! I bet your list has changed! Think of as many people as you can and don't prejudge! Once you have made your list, contact everyone and tell them that you are working on a HUGE GOAL in your business and you were wondering if they will help you with your goal. (Continue the conversation asking if she will book a party, tell her all the perks that's IN IT FOR HER!)

HERE'S SOME DEAS OF PEOPLE TO PUT ON YOUR LIST

- "From your old job
- "From school or college
- "From sports or hobby interests
- "Involved in your children's activities
- From your church
- "From municipal or volunteer activities
- "Who sold you your home
- "From a previous neighborhood
- "You met through your husband or boyfriend
- "Who checks you our at the grocery store
- " At the cleaners
- " At the drugstore

- At your Doctor—Dentist— Optometrist office—and
- "Through their secretarial and staff offices
- Who sells you clothes, shoes, jewelry, etc.
- "Who gives your children music "Who is the bride pictured lessons or tutoring
- "Who serves at your favorite restaurants
- " Who is the fashion and beauty editor of your newspaper
- "Who cuts and styles your hair
- "Who looked after you in the hospital

- "Who was your maid of honor
- "Who cleans your house or office
- "That was so friendly in a grocery store line or bank
- in the local paper
- "Who teaches your child
- " Who is the school secretary
- "You met on vacation
- "Who checked you into the hotel
- "Who sold you new glasses
- "Who fills your prescriptions





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Debble Holland W6760 Hwy Ee Portage, WI 53901



This One Woman Can™ Globe

Can Be Yours!

Dec. 1 - 31, 2013



As a brand-new Mary Kay Independent Beauty Consultant, this exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year could be yours when you place a single \$400 or more Section 1 wholesale order during the month of December 2013!

Here's how it works:

Independent Beauty Consultants whose new Independent Beauty Consultant Agreements are received and accepted by the Company in November or December 2013 and who place a single \$400 or more Section 1 wholesale order during the month of December 2013 will receive a beautiful One Woman CanTM globe in their qualified order.

