



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 WHOLESALE



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! NOVEMBER!

Starting Some-

From

Sharing Dreams...

Emily E. Bortz
Traci M. Zekas

PORTAGE, WI
REEDSBURG, WI

D. Holland
D. Holland

Welcome to our Unit!

Building
WALL
to**WALL**
Leaders

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

Congrats!



Kick

YOUR BUSINESS INTO GEAR!

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 IDEAS 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 out 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 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
- " Who is the bride pictured 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



Created by Court of Achievers



To the beautiful:

Debbie Holland
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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 Can™ globe in their qualified order.

