

***WORKSHOP/GUEST NIGHT with
National Sales Director, Cheryl Fulcher
Monday, Dec. 9, 2013***



Cheryl worked 40 hours a week as a cardiac ultrasound technician and was in college full time prior to Mary Kay. She has been married for 17 years and has 2 children--Kaley 14 and Trip 10.

Cheryl has earned 11 free cars in the last 17 years, 9 of which have been pink Cadillacs and she just earned an \$80,000 pink Escalade loaded with all that she and her family wanted on it! She earned a 5 carat topaz ring being a member of the National Court of Sales. She is a 15 time member of the Circle of Achievement or Circle of Excellence, her Unit has never missed being in a Unit Club since they debuted in 1998. Her Unit achieved the \$850,000 Circle of Excellence in 2013...their best year ever!! She has earned three 4 1/2 carat diamond rings and six cash prizes of \$3750 as rewards for being a nine-time member of the elite half million dollar Unit Circle or higher. She has earned five Top Sales Director (all expense paid) trips. She and Larry have traveled to Rome, Italy, a 7 day Greek Isle cruise that included Ephesus, Rhodes, and Turkey...a 7 day stay at the Four Seasons Spa & Resort in Maui and a luxurious trip to Monte Carlo that included a sailing regatta on the Mediterranean Sea and she just earned the 50th Anniversary trip to Beijing, China where they were treated to dinner on the Great Wall!! She also received a \$7500 bonus in September for achieving the trip to Beijing as a Top Director and an NSD!!

Cheryl's Unit has ranked in the top 10 of their annual Seminar twice and her team is currently the #2 team in all of Georgia and the #1 team in the Ruby Seminar!!

She started her Mary Kay career at the age of 19. She became a Sales Director at the age of 22, and earned \$48,600 that year. At age 23 she earned \$62,000 in Mary Kay. At age 24 she earned \$81,000 and at age 25 she earned over \$100,000, giving herself a \$20,000 pay raise each year for 4 years in a row!! Cheryl served as a Sales Director for exactly 15 years in Mary Kay before becoming a National Sales Director on July 1st, 2013 which is the highest ranking position in all of Mary Kay.

She will now serve for 30 years as an NSD and enjoy a luxury trip every year from Mary Kay, a free pink Cadillac every 3 years and a retirement plan that is one of the strongest retirement programs in the world. She has twelve first line offspring Sales Directors, eight second line, 8 car winners and 3 Directors in Qualification in her new National Area!! Her combined career earnings in sales and commissions in the past 14 years has exceeded \$1.5 million!!! Her combined earnings in 2012 exceeded \$147,000!! Her highest earnings in one month are in excess of \$30,245!! That's what she used to make in one year!!!

Cheryl's mission is to empower women and American families to learn how to thrive in life, not just barely survive...she is excited to lead the 'Thrive' National Area...and area of amazing women who are committed to changing lives for Jesus Christ! One of her favorite scriptures comes from Galatians 6:9 "Let us not become weary in doing good, for at the proper time, we will reap a harvest if we do not give up."

**Join us for the Cash Giveaway
The Crowne Plaza
4402 East Washington Ave., Madison, WI 53704**

Guests are free!

There will be a drawing for a \$101 in Mary Kay products and Lisa's marketing materials for anyone who signs up.

Director's Meeting - 12:15 - 2:00 pm
(included in the cost of workshop)

Workshop 2:00 - 5:00 pm
Cost: \$9 by November 15, 2013

Guest Night 7:00 p.m. - 9:00 pm
Cost: \$11 by November 15, 2013

**After November 15th, \$12 for the Workshop and \$14 for the Guest Night.
(CASH only at the door if space is available)**