



Anne's

Awesome Angels



Anne Geertsen, Executive Sr. Sales Director

November 2013 Newsletter/October 2013 Results

NOVEMBER Unit Goals- Month 5 of the NEW Seminar Year!

- ~ \$40,000 Wholesale in this Double Credit Month!
- ~ 12 New, Active Consultants!!
- ~ 5 Consultants Moving Into RED or Above!

GOALS: By Seminar Year End, June 30, 2014: MILLION DOLLAR UNIT!!

WE CAN DO IT....WILL YOU HELP BY SERVING CLIENTS?

THANKS for Being the Great Group of Women That You Are!

We had a \$26,660 wholesale month in October! 3 new!

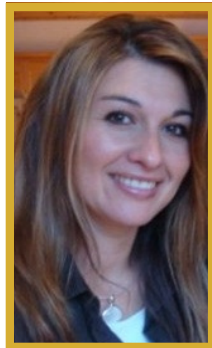


QUEEN of SALES TO CLIENTS

QUEEN of WHOLESAL

QUEENS of SHARING

Two way tie!



MARILYN BAPTISTA

from Oro Valley, Arizona

FRESIA ALDER

from Ephraim, Utah

ANGELA WHITBECK

from Roseburg, Oregon

KIM WRIGHT

from Springfield, Oregon

\$1,000 MONTH of Sales to Clients



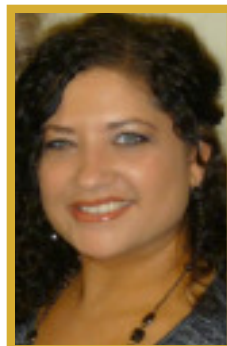
MARILYN BAPTISTA
\$3,749

FRESIA ALDER
\$1,223

MARYANNE MOTT
\$1,143

FIRST MONTH DIQ

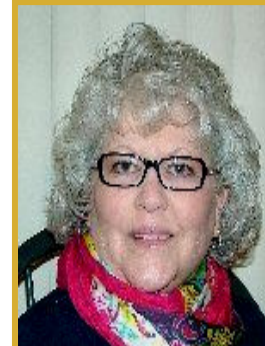
Director in Qualification



NICOLE WEDERTZ

NEW TEAM LEADER CONSULTANT

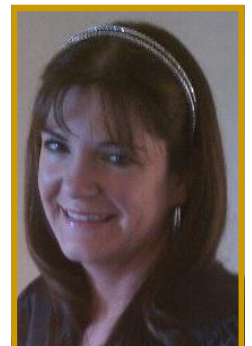
Five active team members for first time!



ANGELA WHITBECK

NEW SR. CONSULTANT

Has New Active Team Member!



KIM WRIGHT

Almost \$1,000
Rechelle Salgado \$915

*Help Enough Other People Get
What they want, and
You'll Have Whatever YOU Want!*
~Mary Kay Ash



Happy Thanksgiving Month, Awesome Angels –

How Very Thankful I am for each of you in my life. You are not just business partners, but good friends, and I appreciate knowing and working with YOU! You're a 'Dream Come True' group of really wonderful, bright and caring women.

This month, I have the plan of calling each of my clients and telling them how Thankful I am for them and for choosing me as their consultant. You just might want to do the same.....calls like that are surprisingly delightful to receive. You also might have a Special Call In Day like the one presented on page 6. I'll be doing that the day before Thanksgiving instead of Black Friday.

How Thankful I am for Our Great Company, also! They are The Best and Most Generous Company I have ever heard of, and the quality of everything from the company is exceptional. The Generosity of Giving Free Cars is over-the-top wonderful, too. Do YOU want to work for a Mary Kay Car? I'd love to 'run with you' to complete the qualification.....just let me know. Cars are waiting for you!

Giving each of you a New 'Skinvigorate Cleansing Brush' this month for each \$400 wholesale order you place is one of my ways of showing my huge appreciation for you and all you do. Hope you'll run a special with clients to earn one as a gift with purchase or to earn the right to purchase it for half price. It's a high quality brush that gently massages our face as we gently wash our face with it, or massage with our Microderm Refine. Our Mary Kay brush is only \$50 retail, very high quality, and comes with an extra head. Other brands have similar brushes but at 2 to 4 times as much cost!! Ours works on 2 double-A batteries, and after applying cleanser to your wet face, use the brush instead of your hands or a cloth, to wash and massage it in before rinsing. Feels wonderful and is much more effective at cleaning our face than our hands are. I think you'll love it, and you probably have many clients who have heard of facial brushes and would love to buy one for only \$50 (or at a special price that you decide on)! Enjoy the feel of it!

MANY Good Wishes for a Beautiful Thanksgiving and Holiday Season as we all pause for Thank You.
Here's to Your Best and Most Bountiful Thanksgiving Season as we All Have Our BEST November Ever!!
With love, ANNE



Just Anne & Pink Cadillac-Our NEW Cadillac SRX!
Thank You Awesome Angels & Mary Kay!



Our family members at the car Pickup Party!
Bob, Sue, McKenzie, Grace, Anne, Mikey, Lori & Gary



Miranda Saultz at her Business Debut



Unit Members attending the Car Pickup Party!



Dynomite Director Meeting
Stacy Ransom & Lynn Richards

Our Generous Team Builders

Results as of Oct 31st

2 DIQ's 10+ Active Team Members

 1st Month	YOUR PHOTO HERE!
1. Nicole Wedertz	2.

3 Future Directors- 8 Active Team Members

	YOUR PHOTO HERE!	
1. Kelly Smith-Koets	2.	3.

7 Team Leaders-5-7 Active Team Members

			YOUR PHOTO HERE!
1. Cathy Powers	2. Pete Sims	3. Angela Whitbeck	4.

15 Star Team Builders-3-4 Active Team Members

				
1. Reidun Craig	2. Helen James	3. Tracey Nelson	4. Suzanne Robbins	5. Diane Schell
			YOUR PHOTO HERE!	
6. Dot Torpey	7. Pam Williams	8. Jean Woods	9.	10.
				
11.	12.	13.	14.	15.



30 Senior Consultants -1-2 Active Team Members

- | | |
|---------------------|------------------------|
| 1. Laura Adams | 16. Deborah Phelps |
| 2. Fresia Alder | 17. Carmen E. Ruiz |
| 3. Marilyn Baptista | 18. Rechelle Salgado |
| 4. Monnette Barklow | 19. Jen Snyder |
| 5. Shelly Blanchard | 20. Lela Taylor |
| 6. Angela Bloom | 21. Iquo Udosenata |
| 7. Robin Breeding | 22. Kim Wright |
| 8. Dayle Brinton | 23. WHO'S NEXT? |
| 9. Ann Carte | |
| 10. Pamela Culp | |
| 11. Linda Edwards | |
| 12. Carmen Getz | |
| 13. Clara Guerrero | |
| 14. Jessica Hill | |
| 15. Rebecca Kinder | |



Welcome New Business Owners in October!

We're so excited to have YOU as a part of our Amazing, Growing Unit! Welcome!!



New Consultant Name	From	Proud Recruiter
Raina Boise	Tigard, OR	Angela Whitbeck
Alisha Moore	Halsey, OR	Linda Edwards
Miranda Saultz	Springfield, OR	Kim Wright

Go to New Orleans with me!

January 12th-15th

All you need is 8 active team members to attend Leadership!!!!
If you become a New Sales Director you will receive:

- * A beautiful Class of 2014 ring to match your 2013-2014 Sales Director Suit
- * A stunning Badgley Mischka handbag
- * Free registration to Leadership Conference 2014 if you debut between Aug. 1, 2013 and Jan. 1, 2014



Consultant Love Checks

13% Commission
Kelly Smith-Koets
Anne Geertsen

9% Commission
Nicole Wedertz
Cathy Powers
Pete Sims
Angela Whitbeck

4% Commission
Carmen Getz
Dot Torpey
Pam Williams
Kim Wright
Angela Bloom
Suzanne Robbins
Jean Woods
Marilyn Baptista
Fresia Alder
Jen Snyder

Lela Taylor
Rebecca Kinder
Robin Breeding
Shelly Blanchard
Ann Carte
Helen James
Tracey Nelson



Working with a Passion!

November 2013 / October 2013 Results

THANKS for Your Excellence in Accountability!

Recognition based on Weekly Accomplishment Sheets received. Mail, Fax, or Online.

Please turn in to Anne by the 5th of the month so we can recognize YOU!

Turned in Weekly Acc. Sheets!

Celeste Alder
Fresia Alder
Marilyn Baptista
Beckie Bronson
Kaylene Cortes
Dina Evans
Jessica Hill
Patsy Hines
Gloria Hyde
Margaret Jones
Judy Mashaw
Peg McGuire
Lisa Moos
Maryanne Mott
Vickie Phillips
Suzanne Robbins
Rechelle Salgado
Dot Torpey
Angela Whitbeck

MARY KAY CLASSES

3 or more people try products

Celeste Alder \$80
Fresia Alder \$249
Fresia Alder \$479
Marilyn Baptista \$334
Marilyn Baptista \$366
Marilyn Baptista \$372
Marilyn Baptista \$522
Lisa Moos \$222

FANTASTIC FACIALS

1-2 people try products & sell \$75+

Beckie Bronson \$113
Marilyn Baptista \$107
Maryanne Mott \$213
Maryanne Mott \$794
Rechelle Salgado \$101
Rechelle Salgado \$169
Rechelle Salgado \$229
Angela Whitbeck \$139
Angela Whitbeck \$180

GREAT ON-THE-GOs

Quick appt to try 1+ product & \$50+ sold

Celeste Alder \$49
Dina Evans \$50
Dina Evans \$76
Margaret Jones \$46
Margaret Jones \$82
Margaret Jones \$105
Margaret Jones \$112
Maryanne Mott \$46
Maryanne Mott \$90
Rechelle Salgado \$49
Rechelle Salgado \$67

\$1,000+ WEEK

Maryanne Mott \$1,007
Marilyn Baptista \$2,497

SPOOK-TACULAR Open House 10/06/13

Marilyn Baptista \$2,018

Who will Beat their Best?



Highest Week
Marilyn Baptista
\$2,497



Highest Month
Marilyn Baptista
\$3,749



Highest Party
Marilyn Baptista
\$522



Highest Facial
Maryanne Mott
\$794



Highest Skin Care Sets Sold
Marilyn Baptista
15



Highest PCP/PWS
Marilyn Baptista
\$1,397

CUSTOMER SERVICE & REORDER

\$100+ retail sold in 1 week

Fresia Alder \$123
Beckie Bronson \$229
Gloria Hyde \$131
Gloria Hyde \$165
Judy Mashaw \$103
Judy Mashaw \$117
Peg McGuire \$255
Dot Torpey \$109
Dot Torpey \$131
Dot Torpey \$146
Angela Whitbeck \$104
Angela Whitbeck \$135
Angela Whitbeck \$194
Angela Whitbeck \$230
Angela Whitbeck \$661

DAZZLING STAR WEEKS

\$300+ retail sold in 1 week

Fresia Alder \$557
Fresia Alder \$330
Marilyn Baptista \$364
Marilyn Baptista \$888
Rechelle Salgado \$321
Rechelle Salgado \$365
Angela Whitbeck \$425
Angela Whitbeck \$907

PRODUCT ON FACES

Those listed on Wk. Acc. Sheets

Fresia Alder 37
Marilyn Baptista 20
Rechelle Salgado 7
Suzanne Robbins 6
Angela Whitbeck 6
Celeste Alder 3
Lisa Moos 3
Maryanne Mott 2
Beckie Bronson 1

SKIN CARE SETS SOLD

Those listed on Wk. Acc. Sheets

Marilyn Baptista 15
Rechelle Salgado 9
Fresia Alder 6
Beckie Bronson 5
Angela Whitbeck 4
Lisa Moos 1
Maryanne Mott 1
Suzanne Robbins 1

October Contest Winners:

Marilyn Baptista
Kaylene Cortes
Maryanne Mott
Vickie Phillips
Suzanne Robbins
Rechelle Salgado

Columns Contest Winners:

Fresia Alder
Marilyn Baptista
Beckie Bronson
Maryanne Mott
Tracey Nelson

TOP 10 GEERTSEN UNIT YTD

Retail Sales to Clients based on Weekly Acc. Sheets

July 1 - October 31, 2013:

1. Marilyn Baptista \$5,906
2. Fresia Alder \$3,833
3. Rechelle Salgado \$3,288
4. Angela Whitbeck \$3,225
5. Dot Torpey \$1,887
6. Tracey Nelson \$1,750
7. Maryanne Mott \$1,724
8. Marianne Hales \$1,609
9. Suzanne Robbins \$1,471
10. Peg McGuire \$1,103

Wanted: More Weekly Accomplishment Sheets!

THANK YOU FOR ENRICHING MANY LIVES!

AWESOME ANGELS 2014 SEMINAR SCOREBOARD

July 1, 2013- June 30, 2014

- Anne's Court: \$12,000
- Half Court: \$18,000
- Company Court: \$36,000

Company Court: 36,000 Personal Retail Sales and you can choose from one of these Fabulous Prizes!!



TOP 10 Court of Personal Retail Sales



	Consultant Name	Retail/Credit
1.	Fresia Alder	\$9,574.50
2.	Marilyn Baptista	\$6,308.00
3.	Cheryl Hougardy	\$5,556.00
4.	Maryanne Mott	\$5,188.50
5.	Angela Whitbeck	\$4,631.50
6.	Tracey Nelson	\$4,263.50
7.	Rechelle Salgado	\$4,223.50
8.	Clara Guerrero	\$3,993.00
9.	Lisa Moos	\$3,614.00
10.	Marie Collins	\$2,928.50
D	Anne Geertsen	\$9,787.50

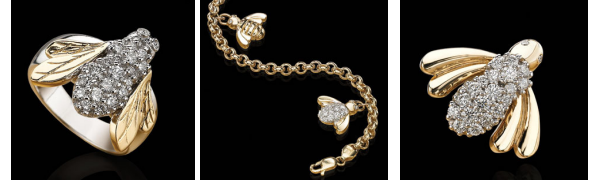
#1 Fresia



#1 Fresia

- Anne's Court: 6 Qualified
- Half Court: 12 Qualified
- Company Court: 24 Qualified

Company Court: 24 Qualified Personal Team Members and you can choose from one of these Fabulous Prizes!!



TOP 7 Court of Sharing

	Consultant Name	# Qualified
1.	Fresia Alder	4
2.	Carmen E. Ruiz	2
3.	Clara Guerrero	2
4.	Rechelle Salgado	1
5.	Nicole Wedertz	1
6.	Angela Whitbeck	1
7.	Kim Wright	1

WOMEN OUT WORKING

Thank you for your OCTOBER orders!

Fresia Alder
Marilyn Baptista
Stephanie Eakin
Henriette Heiny
Carol Crouch
Kelly Smith-Koets
Dot Torpey
Rechelle Salgado
Rebecca Kinder
Joanna Rice
Raina Boise
Miranda Saultz
Helen Floyd
Melanie McClave
Ellen Lonsdale
Tonya Dalke-Deffenbac
Kimberly Robbins
Suzanne Robbins
Maryanne Mott
Jen Snyder
Lori Forman
Maritza Herrera
Teri Woodward
Jean Woods
Kaylene Cortes
Maricella Hall
Jacinda Hedges

Lisa Moos
Dorothy Kropf
April St.Julian
Nicole Wedertz
Debbie Norman
Kim Bailey
Cathy Powers
Kristina Fridolfson
Susiana Kyhl
Diane Welsh
Laurie Willis
Ramona Cepica
Shannon Steele
MaryJo Honochick
Alicia Ness
Sally Burge
Marcie Ellsworth
Cheri Haag
Kristi Taylor
Barbara Sahr
Susan Wiggins
Mckenzie Doe
Mary Myers
Betty Hartinger
Sjohnna Barnes
Nancy Porterfield
Susan Gauff

Jennifer LaFord
Doris Murphy
Michelle Boehringer
Carole Stover
Annette Kayser
Gloria Hyde
Angela Whitbeck
Rita Hernandez
Cathy Kane
Reidun Craig
Sarah Naegeli
Rose Schoolcraft
Dina Evans
Linda Oliver
Priscilla Dring
Kelly Gaffney
Geri Mellon
Olga Pena
Mary Larsell
Sheryl Rogerson-Combs
Christa Kirkpatrick
Ronda Korish
Tina Lymath
Janet Dodge
Annalisa Cole
Carol Rodriguez
Celeste Alder

Stacie Overman
Monnette Barklow
Simone Williams
Pam Williams
Kathy Anthony
Shirley Pitner
Susan Shelton
Shelly Blanchard
Diana Willams



We are Building Leaders

Inspired by visits to the Great Wall of China during the Independent National Sales Director Trip and Top Independent Director Trips, the company will build a "Great Wall of Mary Kay".

There are two ways to be a part of the Great Wall of Mary Kay.

1. Debut yourself as a new Independent Sales Director
2. Debut a new offspring Independent Sales Director.

When you debut September 13, 2013 to September 14, 2014 you will receive the honor of a brick engraved with your name at Company Headquarters!



On Target Quarter 2 Star Consultants

Contest Period: Sept. 16th-Dec. 15, 2013

Figures reflect orders \$600+ as of November 8, 2013

Consultant Name	Wholesale Total for Quarter	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Baptista, Marilyn	\$1,568.50	1569	231	831	1431	2031	3231
Alder, Fresia	\$1,291.50	1292	508	1108	1708	2308	3508
Collins, Marie	\$965.00	965	835	1435	2035	2635	3835
Eakin, Stephanie	\$735.25	735	1065	1665	2265	2865	4065
Heiny, Henriette	\$727.00	727	1073	1673	2273	2873	4073
Cortes, Kaylene	\$701.00	701	1099	1699	2299	2899	4099
Crouch, Carol	\$659.50	660	1140	1740	2340	2940	4140
Smith-Koets, Kelly	\$648.50	649	1151	1751	2351	2951	4151
Salgado, Rechelle	\$633.50	634	1166	1766	2366	2966	4166
Torpey, Dot	\$614.50	615	1185	1785	2385	2985	4185
Kinder, Rebecca	\$603.50	604	1196	1796	2396	2996	4196
Rice, Joanna	\$602.50	603	1197	1797	2397	2997	4197
Boise, Raina	\$600.50	601	1199	1799	2399	2999	4199
Saultz, Miranda	\$600.00	600	1200	1800	2400	3000	4200
Geertsen, Anne	\$1,742.00	1742	58	658	1258	1858	3058

BLACK FRIDAY SHOP A THON!

The biggest shopping day of the year is the day after Thanksgiving and you are in for SUCH a treat! You can earn AMAZING discounts on your orders during different times of the morning on Friday, November 29th.

Place your order by phone, email, or on my website... YOU choose! The earlier you shop, the more you can save. My voicemail and email record the time and date on all incoming messages. If you'd like to place your order online that morning, just be sure to also email me at _____ with a quick "I just placed my order" so that I'll have double confirmation of the time your order was placed. The discounts start at 6am and end at noon!

AND THERE'S MORE!!

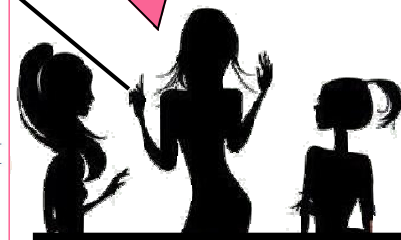
All shoppers on Friday between 6am and 8pm will be placed into a drawing. One name will be selected, and that WHOLE order will be FREE!! The winner will be notified the next day by telephone! Doesn't that sound terrific?! Check out the morning discounts and then check out my site today to preview what you'd like to order on Friday!

Place your order between:

6 am - 6:59 am	30% discount
7 am - 7:59 am	25% discount
8 am - 8:59 am	20% discount
9 am - 9:59 am	15% discount
10 am - 10:59 am	10% discount
11 am - 11:59 am	5% discount



Here's a great way to finish your STAR!



Visit InTouch to view all star prizes!



Visit my website at:

www.marykay.com/

Or Call me at _____

UNIQUE PRODUCT USES

by Anne Geertsen

We have the BEST Products & Many of them Can be used in ways you may not have thought of!

- ~ **Oil Free Eye Makeup Remover** - \$15, removes lipstick as well as all eye makeup, and works well for MANY things: sticky residue from a price tag, marker on a child's face or body, and crayon or marker on a wall or the floor! Gentle enough for eyes yet Strong for cleaning.
- ~ **CONCEALER** - Does a Very Effective Job used under eyes and on any dark area on your face, as well as on scars or blemishes. It has a couple other Uses YOU May not have thought of:
On EYELIDS before Any Shadow or liner. Many of us have eyelids that are pink or are darker than the skin on the rest of our face.....patting a little concealer on them is Magic (I always do that!) - it lightens them enough that Deep set eyes don't seem 'deep set' anymore, and lightening them with concealer is like giving an artist a Clean Light Canvas on which to paint the picture. Try it - be prepared to be Amazed! Great when doing makeovers or dark or red lids.
As LEG MAKEUP - If you have dark veins or any redness on your feet or legs, Concealer will look natural, stay put, and make your legs look GREAT! (I use Ivory 2 on my face & Beige 2 on legs.)
In 1990 I shopped in a classy department store for light nylons for my daughter's wedding, and the wise clerk that sold me the nylons noticed the veins in my legs & suggested 'leg makeup' be put on before the nylons- cost \$20 & was well worth it. \$10 concealer is better.

~**Microdermabrasion REPLENISH, Step #2** - \$26

We used to have a product called Calming Influence. And MDB Replenish is almost exactly the same product. It's great to use on any scratch, scrape (child's scraped knee), mosquito or bug bite, razor burn, and minor burns. Now when you have a need for a calming product for those kinds of skin irritations, you will be amazed at how helpful Replenish will be! Two of my granddaughters LOVE it - one was in a car accident & scraped her jaw; the other often gets sunburn or mosquito bites & they both swear by Replenish.

~ **Several Benefits for Clear Proof BLEMISH CONTROL TONER** - \$15 for a large 5-oz bottle. Many people believe that Blemish Control Toner is only for blemishes. However, it's not only highly effective for blemishes; it also takes care of black heads, helps with large pores, and extreme oiliness. It needs to be used after an effective cleanser or bar - usually the Clear Proof Clarifying Cleansing Gel or the TimeWise Bar. It has 2% Salicylic Acid which can be magic for blemishes and black heads. Some people cannot use it on the outer edges of their face, only in the T-Zone. It is best used with a cotton pad instead of cotton ball. And for 1st time users, you might want to dampen the cotton pad for a few days to dilute the toner. In my opinion, it is better to recommend Blemish Control Toner instead of Acne Treatment Gel at first to blemish-prone & oily people, unless they are using the Full 'Clear Proof' Set. Later you might Add the acne gel.

Some people even use the toner in a spray bottle for blemishes on shoulders, back & chest.

~ **The Mary Kay 2-In-1 Body Wash & Shave** - \$14, is a GREAT Bubble Bath!! Plentiful suds with just a little of the gel!

~ **Extra Emollient Night Cream** - \$14, is great for lips, especially just before bed.



New MARY KAY Winter Line

Mary Kay Skinvigorate 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

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

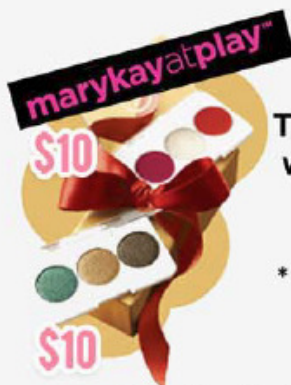


TimeWise Even Complexion Dark Spot Reducer

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



\$40



\$10

\$10

Holiday Sets

Turn up the volume on color with these upbeat stocking stuffers.

* Limited-Edition Mary Kay at Play™ Just for Eyes Eye Shadow

* Limited-Edition Mary Kay at Play™ Just for Lips Lip Gloss

Vanilla Sugar Satin Hands Pampering Set

Give the gift of a soft touch with this wonderful-for-winter set.



\$34

Also available:
Limited-Edition† Vanilla Sugar Satin Hands® Hand Cream, \$10



\$7

Mineral Eye Color Sparkle Shades

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



Belara Midnight Eau de Parfum

The Belara Midnight™ woman embodies a harmonious blend of mystery and anticipation.

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

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

\$38

Contact Me

Write Your Info here



ANNE'S FAVORITE PRODUCTS OF THE MONTH!!!

1- TimeWise Body TONING LOTION!!! 2- Foundation Primer spread on, not rubbed in; I LOVE IT!

HOT NEWS ~ NOVEMBER-DECEMBER 2013

Anne Geertsens's Recorded Calls -Call to Listen to 'GET THE SCOOP' @ 1-712-432-0365 access 678133#

TUESDAYS 10 am Success Events at Our Home!

A Good Time filled with Product Testing, Makeovers, Fellowship, Sharing, Training, & Brainstorming. Casual Dress!
HOPE YOU WILL JOIN US! RSVP by email or 541/ 484-9095. Guests Welcome. Let's Pack Our House each week!

Thursday November 14th 10am - Makeovers at Our Home! Makeovers for consultants OR guests. Would you like to have a new, updated look? Join me. Let me know you're coming!

Thursday November 14th 7pm -Cheesecake, Mini Makeovers, and Question & Answer time about our Career Opportunity. Let me know you're coming!!

Wednesday DECEMBER 18th-6:15 CHRISTMAS PARTY at Anne & Gary's Home 925 Sundance, Eugene. Live Music by Gary, Carol Singing, Good food, Christmas Gift Exchange. Everyone bring a Wrapped Gift for the exchange, and a plate of appetizers or dessert. **LET ME KNOW You're Coming!! FUN!**

COMPANY NEWS

NOV 15 - NEW WINTER AND HOLIDAY PRODUCTS AVAILABLE FOR EVERYONE! New Facial Cleansing Brush, TW Dark Spot Remover, Vanilla Sugar Satin Hands Set, and more! The new PCP gift is Mini Satin Hands Sets!!

ALL OF NOVEMBER - DOUBLE CREDIT ON WHOLESALE SKIN CARE PURCHASES TOWARDS COMPANY COURT OF SALES AND UNIT CLUBS!!!!!!

DEC 15 - end of 2nd Star Consultant Quarter for the new Seminar Year!! \$1800 wh. total to be a STAR! Gifts, Referrals from the Company, and recognition for Star Consultants!

JAN 12-15, 2014 - Leadership Conference in New Orleans for Directors! Have 8 active team members & join us. Future Directors & DIQs May Also Attend!

Check Out 'POWER CLASS of the Month' on www.marykayintouch.com! NEW & Excellent Every Month !

~ CALL IN AND LISTEN to brief messages by Million Dollar Directors & Nationals! UPLIFTING!!
5 to 15 min Messages change EVERY day. **641-715-3900 access 44336# &/or 78411#**

UNIT CONTESTS: You can win many ways!!

- ~ **FREE FACIAL BRUSH!** For every November \$400 wholesale order!!!!
- ~ **NOVEMBER CONTEST!** Each 'Pumpkin' is an activity. Complete 6 for Sampler Bundle + Newsletter Recognition; Complete more activities for more prizes! Contest Sheet in this newsletter!
- ~ **CONSISTENCY CLUB!** Order \$200 +3 months in a row (any 3 beginning Sept.) and win a prize or prizes!
- ~ **EARN Pearls of Sharing** earrings or bracelet with 3 guests listening to Information & Answering simple questions, or 3-way calls. Win both with 6 guests. Pearl Necklace with a New Qualified team member in October.
- ~ **COLUMNS** Sell 25 Products + \$200 wh order = Prize! Prizes at each level. Ask me for a contest sheet.
- ~ **Pick a prize from the prize box!** For turning in a weekly accomplishment sheet with a \$300 week (w/o personal use)

November

November 1st - 30th



Do the work & WIN

Return completed Contest to your Director.

Must be received by December 5th .

Name: _____

Pumpkins Completed: _____

Circle the task below the pumpkin when you have completed the task! Feel free to track on the back as needed!

6 Pumpkins

Samples + Newsletter

Recognition

12 Pumpkins

Plus... Training CD

18 Pumpkins

Plus... more Samples

24 Pumpkins

Plus... Jewelry or Watch

28 Pumpkins

*Directors Choice
& ALL of the Above!*



Post this Contest Sheet on the Fridge or mirror



Share Company Information w/ 1 woman you'd like on your Dream Team



Have a \$100 day, and text or email your Director



Submit your WAS Every Week
1 2 3 4



Have a \$300 + STAR week



Enroll & Complete Advanced Color Training on MK Intouch—FUN!



Call a hotline Message 5 times X off when done
1 2 3 4 5



Begin a Model Portfolio with 2 models



Hold a MK Party with 3+ guests— Let your Director Know



Show Clear Proof Acne Set to 1 New



Add 2 new Nov. bookings



Attend your Success Meeting



Share MK @Play products w/3



Complete the Power Class of the Month & email your Director



Get 5 opinions of the Clear Proof Acne Set



Bring a New Guest to an Event



Call a Hotline Message 5 times X off when done
1 2 3 4 5



Order \$300+ Wh (In 1+ orders)



Create & Use 6 Most Important MK List for 10 days



Go through your HOLIDAY GIFT GUIDE with 3 people



Treat Someone to Trying Our Skin Care over a sink



Sell a Skin Care Set- Repair, Miracle, or A Clear Proof Set



Attend your Success meeting with 1 guest



Contact your Director and share MK Holiday plan



Have a \$300 + STAR Week



Call 5 Customers and see how you can serve them



Tell 10 People about your Holiday Gift Service



LOAN skin care sets to 2, for a week + a form

Hotlines!!!! Dial 641-715-3900 The Million Dollar Message 44336#

The Victory Hotline 26717# or 78411#

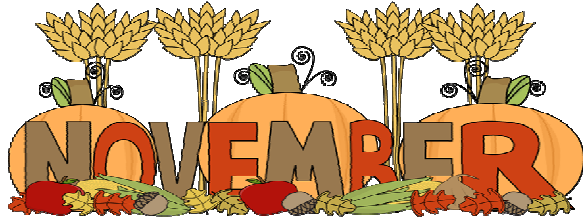
Anne's Awesome Angels Mary Kay Unit



Anne Geertsen
Executive Senior Director
925 Sundance
Eugene, OR 97405
Phone: (541) 484-9095 or 1-800-266-4348
TEXT to 541-913-5173
Email: ageertsen@marykay.com
Conference Call **PLAYBACK**:
1-218-339-4699, Access Code 678133#
Listen to past recorded calls anytime!

RETURN SERVICE REQUESTED

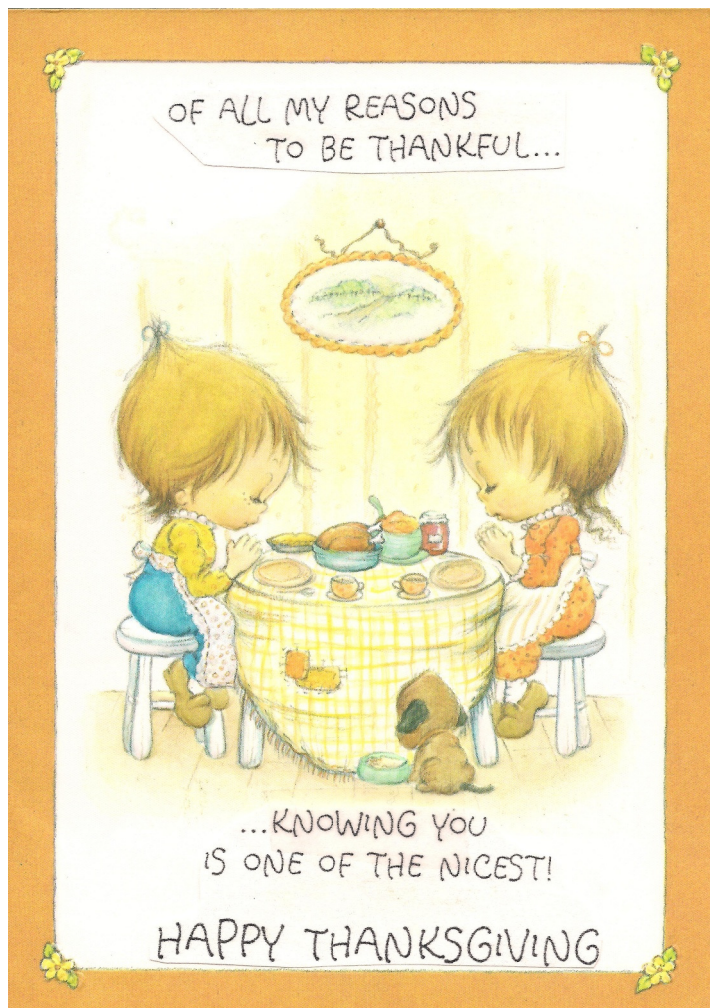
I'm Thankful For...



To-Do List:

1. Enroll your customers for the Month 2 Mailer by Nov. 15th!
2. Holiday 2013 Promotion begins on Nov. 16 for everyone!
3. How about hosting Project Runway All Stars Watch Parties?
4. Do you have a Pink (Black) Friday special planned?
5. Holiday Sales are upon us...Holiday Coffees, Gift Shows, Makeovers!
6. Start follow-up with Holiday Wish Lists.
7. Be brilliantly thankful!

Yes- I will give YOU a \$50 Facial Cleansing Brush \$400 in NOV
THIS Is Company DOUBLE CREDIT MONTH for Skin Care Purchases!!



Free
SKINVIGORATE
BRUSH
from me with
EVERY \$400
of Wholesale
Product Ordered
in November!

\$400 wholesale = 1 brush
\$800 wholesale = 2 brushes
\$1200 wholesale = 3 brushes
\$1600 wholesale = 4 brushes
\$2000 wholesale = 5 brushes

Over half of your order needs to be skin care.
You can accumulate orders to reach the \$400s