



Jackie Hyde

# Jackie's DYNAMIC DIVA'S Unit Newsletter

November 2013 Newsletter/October 2013 Results

## 2014 TOP DIRECTOR TRIP UNIT GOAL: 65 STARS Hawaii \$600 + CLUB!



Applause to the following Divas for placing a \$600 or higher wholesale order in October and earning their Teal Checkbook Cover!

- \$650,000
- \$600,000
- \$550,000
- \$500,000
- \$450,000
- \$400,000
- \$350,000
- \$300,000
- \$250,000
- \$200,000
- \$150,000
- \$100,000
- \$72,000



Brittani Baker



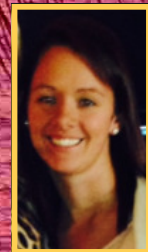
Kerrie Hornsby



Brandi Broussard



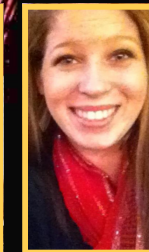
Shari Robertson



Marcie Adickes



Allie Chapman



Kayleigh Foster

## MOVING ON UP!

Congratulations!

**BRANDI BROUSSARD**  
NEW Team Leader!



Way to Grow!

**KERRIE HORNSBY**  
NEW Star Team Builder!



# Welcome to our Unit in October!

New Consultant Name	From	Proud Recruiter
Marcie Adickes	Jennings, LA	Kerrie Hornsby
Allie Chapman	Jennings, LA	Kerrie Hornsby
Kayleigh Foster	Prairieville, LA	Brandi Broussard
Summer Herring	Prairieville, LA	Brandi Broussard
Candace Kimbrough	Prairieville, LA	Brandi Broussard
Joely LeBlanc	Prairieville, LA	Brandi Broussard
Mayra Marshall	Prairieville, LA	Brandi Broussard
Kim Mitchell	Prairieville, LA	Brandi Broussard
Shari Robertson	Prairieville, LA	Brandi Broussard



**Congratulations to the following Consultants who held their Grand Openings in October!!**



**Brandi Broussard**



**Brittani Baker**



**Marcie Adickes**



**Shari Robertson**

## We are Building Leaders

Inspired by visits to the Great Wall of China during the Independent National Sales Director trip and Top Independent Sales 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 Sale Director
2. Debut a new offspring Independent Sales Director

When you debut **September 13th 2013 to September 14th 2014** you will receive the honor of a brick engraved in your name.



**CRUZE in Style this Season!**

Or choose the \$375.00 Cash Compensation

# Top 10 Unit Court of Retail Sales

\*Seminar 2014 National Court of Retail Sales: \$36,000 Retail

\*Area Princess Court of Retail Sales: \$18,000 Retail

\*Unit Court of Retail Sales: \$9,000 Retail



1.	<b>Kerrie Hornsby</b>	<b>\$7,563.50</b>
2.	<b>Shari Robertson</b>	<b>\$5,515.00</b>
3.	<b>Allie Chapman</b>	<b>\$4,173.00</b>
4.	<b>Marcie Adickes</b>	<b>\$4,152.50</b>
5.	<b>Fran Norris</b>	<b>\$1,842.50</b>
6.	<b>Debbie Breaux</b>	<b>\$1,801.00</b>
7.	<b>Courtney Babineaux</b>	<b>\$1,669.50</b>
8.	<b>Dianne Knapp</b>	<b>\$1,560.00</b>
9.	<b>Dana Wilcombe</b>	<b>\$1,523.00</b>
10.	<b>Kayleigh Foster</b>	<b>\$1,465.00</b>

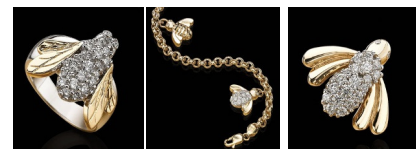
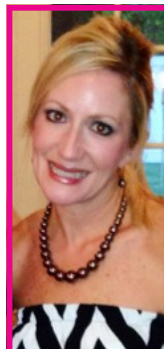
**#1  
KERRIE  
HORNSBY**

# Top 3 Unit Court of Sharing

\*Seminar 2014 National Court of Sharing: 24 Qualified

\*Area Princess Court of Sharing: 12 Qualified

\*Unit Court of Sharing: 6 Qualified



1.	<b>Brandi Broussard</b>	<b>2</b>
2.	<b>Kerrie Hornsby</b>	<b>2</b>
3.	<b>WHO'S NEXT?</b>	

**#1  
BRANDI  
BROUSSARD**

You've got it.  
That **spark**.  
That **shimmer**.  
That **shine**.

## Applause for Investing in your MK Business last month!

Shari Robertson  
Allie Chapman  
Marcie Adickes  
Kerrie Hornsby  
Brittani Baker  
Brandi Broussard  
Kayleigh Foster  
Kelly Mire  
Dana Wilcombe  
Ashley Bourque  
Dianne Knapp  
Debora Hebert  
Jeanette McBride  
Mayra Marshall  
Sandra Bourque  
Shanna Jarreau  
Lisa Petrere  
Bridget Chenevert



Fran Norris  
Summer Herring  
Kim Mitchell  
Janet Moss  
Tiffany Crane  
Andi Wambsgans  
Debbie Breaux  
Beverly Bullock  
Dana Dugas  
Heather Knott  
Brandy Gowan  
Karen Austin  
Courtney Babineaux  
Katie Johnson  
Bernadette Foster

# diva celebrations!



Consultant Name	Birthday
Kelly Mire	1-Nov
April Mayne	10-Nov
Heather Nunez	12-Nov
Dawn Vo	15-Nov
Tiffany Crane	17-Nov
Chassidy Green	17-Nov
Jeanne Delahoussaye	19-Nov
Christina Fails	26-Nov
Tracy Pitre	26-Nov
Lorabeth Scott	28-Nov
Jennifer Holt	29-Nov

Consultant Name	Anniversary	Year
Suzanne Bejsovec	24-Nov	9th
Annie Sanford	30-Nov	9th
Kelley Martin	3-Nov	5th
Tammy Doucet	20-Nov	5th
Lorabeth Scott	17-Nov	3rd
Shaylaina Walter	9-Nov	2nd
Judy Gernand	18-Nov	2nd
Candice Landry	21-Nov	2nd
Abigail Valle	30-Nov	2nd
Irene Pierce	16-Nov	1st
Garilyn Guillot	2-Nov	NEW

*Diva*  
SPOTLIGHT



**QUEEN OF WHOLESale**



**Shari Robertson**  
**\$2,400-RUBY ORDER!**

**QUEEN OF SHARING**



**Brandi Broussard**  
**GOLD MEDAL WINNER!**

**7 NEW!**



**QUEEN OF FACES**



**Brittani Baker**



**QUEEN OF SALES**



**Courtney Babineaux**

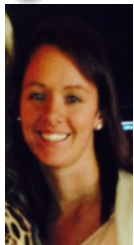


**QUEEN OF GUESTS**



**Brittani Baker**

**pearls of sharing earring winners!**



**MARCI ADICKES**



**BRANDI BROUSSARD**



**SHARI ROBERTSON**



**BRITTANI BAKER**

*Perfect Start Achievers*



**KERRIE HORNSBY**



15 faces in 2 weeks



**BRITTANI BAKER**

**pearls of sharing bracelet winners!**



**BRANDI BROUSSARD**



**BRITTANI BAKER**

**pearls of sharing necklace winner!**



**BRANDI BROUSSARD**



**End of the month product winner!**



**Tiffany Crane**  
was our end of the month ordering **WINNER** and will receive a **FREE Microdermabrasion Set** from me!





# DIVA PRIZES



Earn your *DIVA* Ring when you ADD 2 NEW Team Members to your Team in November!!



Earn your *Perfect Start Charm* when you facial 15 customers in a two-week period beginning with your first party or facial.



Earn your *Power Start Charm* when you facial 30 customers in one month period beginning with your first party or facial.



Earn your *Pearls of Sharing!*

Earrings: Share the opportunity with 3 PEOPLE in your first two weeks.

Bracelet: Share the opportunity with 6 PEOPLE in your first month.

Necklace: Add 1 NEW Personal Team Member in your first month who places a minimum \$600 w/s order in her 1st or 2nd month.



Earn this Yellow MK Business Card Holder when you place a \$600 or higher Wholesale Order in the month of November!



Earn your Bracelet for your Perfect or Power Start charm when you complete a POWER START!



Earn this *DIVA* Clutch when you complete a POWER START in the month of November!  
(supported with a \$600 Wholesale Order)



★ Believe  
in yourself.  
You are a Star!

# ON TARGET QUARTER 2 STARS!!

Contest Period: September 16- December 15, 2013  
Figures reflect orders \$400+ as of October 31, 2013

Consultant Name	Wholesale Total for Quarter	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Robertson, Shari	\$2,401.00	2401		★	599	1199	2399
Chapman, Allie	\$1,800.50	1801	★	599	1199	1799	2999
Adickes, Marcie	\$1,800.25	1800	★	600	1200	1800	3000
Hornsby, Kerrie	\$863.50	864	936	1536	2136	2736	3936
Baker, Brittani	\$601.00	601	1199	1799	2399	2999	4199
Broussard, Brandi	\$600.00	600	1200	1800	2400	3000	4200
Foster, Kayleigh	\$600.00	600	1200	1800	2400	3000	4200
Wilcombe, Dana	\$473.50	474	1326	1926	2526	3126	4326
Mire, Kelly	\$400.75	401	1399	1999	2599	3199	4399



The RETREAT  
SPA PARTIES + SOLO EXPERIENCES

## SPA DAY with the STARS!

Escape into a world of total comfort, relaxation, and rejuvenation. Treat yourself to a luxurious experience ...you deserve it! Our full service day spa will make your stress fade away into a distant memory. Our friendly, professional staff will pamper you, renewing your mind, body, and soul. Indulge yourself with one of our special The Retreat Packages, and experience a specialized combination of treatments that will perfectly transform your body and spirit. Our first-class service includes a variety of massages, aromatherapy, scrubs, body wraps, skin care, facials, and complete salon services. Our staff is highly trained and your privacy is assured. Enjoy your visit!



## HOW TO QUALIFY...

### \$1,800 Sapphire Star:

You will receive an Invitation & 1/2 of your Spa Day Massage will be paid by your director!

### \$2,400 Ruby Star:

will receive an Invitation & 1/2 of your Spa Day Massage will be paid by your director!

### \$3,000 Diamond Star:

will receive an Invitation & 1/2 of your Spa Day Massage will be paid by your director!

### \$3,600 Emerald Star & Above:

You will receive an Invitation and your Spa Day Massage will be paid in FULL by your director!!!

# *I Love Your Opinion Contest*



**MICHAEL  
MICHAEL KORS**



## *November-December-January*

**You and your customer will be entered to WIN a  
MICHAEL KORS OR COACH BAG when you share the  
MK Opportunity and turn in your “I Love Your Opinion” forms!**

**Cost to enter is \$10, Regardless of the number of entries you have!  
(Consultants entries will begin the month their payment is received)**

**When your NEW Team Member signs her agreement  
she will receive 5 extra entries into the drawing!**

**Submit your check to your Director.  
Drawing will be held in February!!**

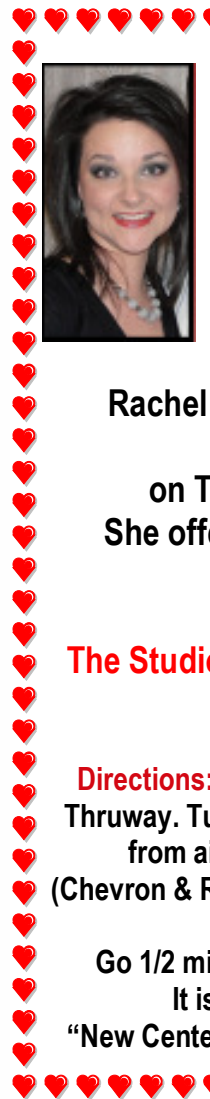
## Christmas Selling Script for 2013

"Hi (Bob), this is (Susie), (Jim's wife). Do you have a quick second? Great! (Jim) gave me your number and the reason I'm calling is to let you know about some beautiful Mary Kay gift sets I have for Christmas this year and I thought you might like to have some for your office staff or any ladies in your family. Would you like to know what's in them? They are 30, 50 and 100. The choice for 30 is the Mary Kay body wash and hydrating lotion set with a netted body sponge....The choice for 50 includes our popular Satin Hands gift set along with a soothing eye gel.....The \$100 basket includes the Satin Hands set plus the Satin Lips set, Mint Bliss for feet, hydrating body lotion and Eau De Toilette, and it comes in a large gift basket. All three sets come with bows, ornaments, labels and candy and are ready to give!" (Let (Bob) respond.)

**If he answers with a "YES":** "Wonderful!! How many sets would you like and which price category do you prefer? I'm taking orders the first two weeks of November and will ship or deliver the first week of December. Does this work for you? Great! Would it be easiest for you to pay with a debit or credit card now over the phone? (Write payment and shipping information on receipt.) Thanks so much, (Bob)! I can't wait to get these ready for you! I know (the office ladies, your wife and girls, etc.) will love them! Have a great day!"

**If leaving a message,** say the "green" portion above, plus the following: "Please give me a call back at your convenience and I can let you know about each gift set. You can reach me at (\_\_\_\_-\_\_\_\_-\_\_\_\_) until (\_\_\_\_pm) today or I will try to reach you again tomorrow. Thanks so much, (Bob), and I look forward to speaking with you soon. Have a great day!"

You might get one of these responses: **"Can you send me some pictures?"** "Sure! I have a picture of each of the three sets I can send you right now. What is your e-mail address? When would you like me to follow up with a quick phone call? Great! Thanks so much, (Bob). I'll talk to you (repeat the time he told you \_\_\_\_). Have a great day!" **"My sister/mom sells Mary Kay (or my wife has a consultant)."** "Oh my goodness, that's wonderful! Thanks for letting me know. We certainly work according to the Golden Rule in Mary Kay so I would suggest you purchase from her. I know she would love hearing from you and be happy to show you her gift sets. Have a great day, (Bob)!"



You are personally invited to join  
**Rachel Lanclos Success Meetings in  
 Lafayette, LA  
 on Thursday Nights @ 6:30pm!**  
 She offers pampering packages each  
 week for guests!

**The Studio 1101 Hugh Wallis Rd. Suite 104  
 Lafayette, LA 70508**

**Directions: I-49 SOUTH** Continue on Evangeline  
 Thruway. Turn **RIGHT** onto Kaliste Saloom across  
 from airport. Turn **LEFT** at first red light  
 (Chevron & River Oaks Reception Center on corner)  
 & this is Hugh Wallis Rd.  
 Go 1/2 mile & 1101 Hugh Wallis is on the left.  
 It is a set of office condos called  
 "New Center Commons". The Studio is Suite 104.



### Mary Kay® Skininvigorate™ Cleansing Brush, \$50

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® Skininvigorate™ Cleansing Brush Replacement Brush Heads, pk./2, \$15

## New For The Fall/Holiday Season

**marykayatplay™**

### Holiday Sets

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

Limited-Edition†  
 Mary Kay at Play™  
 Just for Eyes Eye Shadow, \$10

Limited-Edition†  
 Mary Kay at Play™  
 Just for Lips Lip Gloss, \$10



### Mary Kay® Mineral Eye Color in FOUR Sparkle Shades, \$7 each

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



### Limited-Edition† Vanilla Sugar Satin Hands® Pampering Set, \$34

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

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



### Belara Midnight™ Eau de Parfum, \$38

Let the Moment Unfold™. 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

### TimeWise® Even Complexion Dark Spot Reducer, \$40

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





# NOVEMBER EVENTS

Sun	Mon	Tue	Wed	Thu	Fri	Sat
3	4	5 6:30pm-8:30pm @ Deangelos on Coursey Blvd	6	7 6:30pm Lafayette, LA Rachel's Success Meeting See page 8 for details	8 Fall Retreat Orange Beach, AL	9 Fall Retreat Orange Beach, AL
10 Fall Retreat Orange Beach, AL  Early ordering for those who enrolled in the Winter PCP.	11 	12 6:30pm-8:30pm Success Event @ The Lake House @ Old Hammond Hwy. Holiday Makeovers for Consultant & Guests	13	14 6:30pm Lafayette, LA Rachel's Success Meeting See page 8 for details	15 Ordering for ALL consultants for the New Holiday items.	16
17	18 	19 6:30pm-8:30pm Success Event @ The Lake House @ Old Hammond Hwy. Christmas Open House All guests will be entered into a \$100 MK Christmas Basket!!	20 Mailing begins for the Holiday issue of The Look.	21 6:30pm Lafayette, LA Rachel's Success Meeting See page 8 for details	22 	23
24	25	26 6:30pm-8:30pm Success Event @ Della's Home ~ Potluck	27	28 Happy Thanksgiving to you and your family.	29 	30 Last day to place online orders.
1 December	2	3 6:30pm-8:30pm Success Event @ The Lake House @ Old Hammond Hwy. Holiday Makeovers for Guests	4	5 6:30pm Lafayette, LA Rachel's Success Meeting See page 8 for details	6	7

From the Desk of



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*To our Future Cadillac Unit Member:*

RETURN SERVICE REQUESTED

**\$96,000**

**We are Tracking for Cadillac  
by Christmas! (need \$60,000)**

**we are here: \$36,000**

To Stay Current Visit Our Unit Website: [www.unitnet.com/jackiehyde](http://www.unitnet.com/jackiehyde)





# *Dynamic Divas*