



# LACEY'S SHOOTING STARS

Lacey Skelton, Sales Director

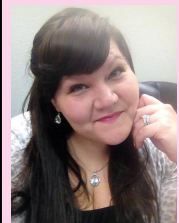
November 2013 Newsletter/October 2013 Results

## ★ Step Up The Mary Kay Path To Success ★

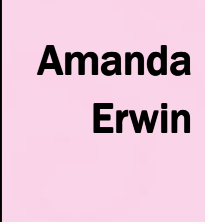
### Senior Consultants

With 1-2 active personal team members, you can receive:

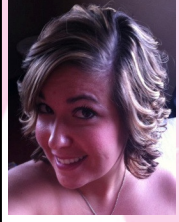
- 4% personal team commission



Heather Aske



Amanda Erwin



Natasha Gatz



Callie Osmus

WHO'S NEXT ?

### Star Team Builder

With 3-4 active personal team members, you can receive:

- Eligible to wear the coveted Red Jacket
- 4% personal team commission
- \$50 Bonus with 4th qualified New Team Member

### Team Leader

With 5-7 active personal team members, you can receive:

- Eligible to go On-Target for earning Career Car
- 9-13% personal team commission
- \$50 Bonus each qualified New Team Member

### DIQ (Director in Qualification)

10+ Active Team Members Star Consultant prior or current quarter

- 9-13% personal team commission
- \$50 Bonus each qualified New Team Member

### Future Director

8+ Active Team Members

- 9-13% personal team commission
- \$50 Bonus each qualified New Team Member



Who will we Celebrate here next month as a **NEW RED JACKET?**



**CRUZE in Style this Season!**

Or choose the \$375.00 Cash Compensation

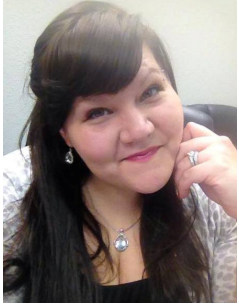
Who Will Step Up and join Lacey at Leadership? See page 5 for Leadership details!

# Building Teams & Dreams



Results as of October 31, 2013

## Sr. Consultants & Their Teams!



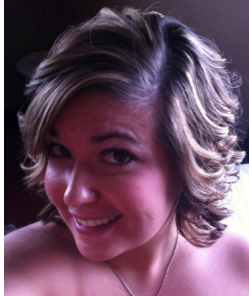
**Heather Aske**

Whitney Frisk  
Marisela Ramirez



**Amanda Erwin**

Francina Barney



**Natasha Gatz**

Amber Keeler  
Jenni Walters\*



**Callie Osmus**

Haylie Ritchie\*  
Tricia Ritchie\*  
Bethany Schmidt

**WHO'S  
NEXT?**

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

\*Inactive Status



### Company Promos:

- \*Project Runway All-Stars
- \*Color Confident Certification



Francina, Bethany and Lacey attended!

## WINTER PCP



Applause to those who enrolled their customers to receive the Winter PCP issue of The Look!

**Bethany Schmidt**  
**Lacey Skelton**

\*Early ordering begins  
Nov. 10th.

\*Mailing begins Nov. 20th

# Welcome New Consultants



## New Consultant Challenges



Earn your Rose & Pin when you attend your first meeting.



Earn your Pink Money Bag when you place your first order.



Earn your Pearls of Sharing when you complete 9 Career Chats.



Earn your Power Start Charm when you complete 30 faces in 30 days.



**Sarah Crespo**

from Edmond, OK  
Proud Recruiter  
Lacey Skelton



**Deanne Dixon**

from Del City, OK  
Proud Recruiter  
Bethany Schmidt



**Gloria Love**

from Midwest City, OK  
Proud Recruiter  
Bethany Schmidt



**Danielle Jackson**

from Yukon, OK  
Proud Recruiter  
Lacey Skelton



**Jessica Parker**

from Edmond, OK  
Proud Recruiter  
Lacey Skelton



**New Consultant Training**  
Thursdays, 5:30pm My house  
3320 S. Shields, OKC  
or call my office to set up a time  
405.774.3921

## NEW CONSULTANT REWARDS



Applause to **Sarah Crespo** for earning her Rose, Pin and Money Bag!



\*Rose & Pin for attending her 1st meeting.  
\*Money Bag for first order.

# We're The Shooting Stars Shooting To The TOP!!

## Choose YOUR Launching Pad for November!

### NEW Mineral Eye Color Shades

Star: 10 Faces, 3 Career Talks, \$300 Wholesale Order:

**PRIZE:** New Eye Shadow Color from me!

- Sparkling White
- Shimmering Lilac
- Glistening Gold
- Brilliant Black



Perfect Star: 15 Faces, 6 Career Talks, \$600 Wholesale Order:

**PRIZE:** Earn 2 New Eye Shadow Colors from me!

Power Star: 30 Faces, 10 Career Talks, \$1,000 Wholesale Order:

**PRIZE:** Earn FREE MK at Play Color Trio from me!



**Surprise  
Bonus!**



### Extra November Challenge:

All who achieve Star, Perfect Star, or Power Star will be entered into a drawing Just for YOU!!



**BE the WINNER and  
Earn a Fabulous  
NEW Product  
Surprise!!!**

**What Shooting Star Level will you choose to  
Shoot to the Top this month?**

# How to Get to Leadership

by NSD Tammy Crayk

FINISH DIQ STRONG BY JANUARY 1ST TO ATTEND LEADERSHIP!

*Shoot for 30 Active Team Members!*

30\* — NUMBER OF ACTIVE RIGHT NOW = NUMBER OF NEW ACTIVES YOU NEED

\* 24 is the minimum - but who wants the minimum?

*1 out of 5 interviews recruit!*

NUMBER OF NEW ACTIVES YOU NEED (ABOVE)

× 5 =

YOUR MAGIC NUMBER!

This is the number of people to share the business with!

You find these people at classes.

An average of 1 person from every class will listen to the business so you also know that the *Magic Number*

is how many classes you & your team need to hold between now & December 15th!

DEBUT BY *January 1st* & ATTEND LEADERSHIP TO QUALIFY FOR:

FREE LEADERSHIP REGISTRATION

FREE CLASS RING!

FREE BLACK BADGLEY MISCHKA HANDBAG!



# Bravo!

**Congratulations to our Quarter 1 Stars!! You're on your way to having an ALL-STAR YEAR!**



**FRANCINA BARNEY**  
SAPPHIRE STAR



**BETHANY SCHMIDT**  
SAPPHIRE STAR

*Who will be our Quarter 2 Stars?*

★ Believe in yourself.  
You are a Star!

**Quarter 2 On Target Star Consultants-Contest Period: Sept. 16-Dec. 15, 2013**

**Figures reflect orders \$200+ as of October 31, 2013**

Consultant Name	Wholesale Total for Quarter	Total Contest Credit	Sapphire	Ruby	Diamond	Emerald	Pearl
Crespo, Sarah	\$1,205.00	1205	595	1195	1795	2395	3595
Schmidt, Bethany	\$760.50	761	1039	1639	2239	2839	4039
Barney, Francina	\$663.00	663	1137	1737	2337	2937	4137
Blanco, Linette	\$443.50	444	1356	1956	2556	3156	4356
Osmus, Callie	\$306.00	306	1494	2094	2694	3294	4494
Harmon, Leica	\$208.50	209	1591	2191	2791	3391	4591
Frisk, Whitney	\$201.50	202	1598	2198	2798	3398	4598

Visit InTouch to view ALL Quarter 2 Star Prizes!



**GROUPON**

# SHOOTING STARS SEMINAR SCOREBOARD

July 1, 2013- June 30,2014

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



## Top 5 Unit Court of Retail Sales



**#1**  
**Bethany Schmidt**  
**\$5,064**

**#2**  
**Francina Barney**  
**\$4,588**

**#3**  
**Sarah Crespo**  
**\$2,807**

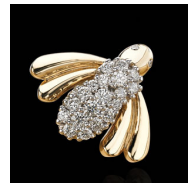
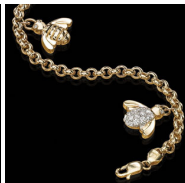
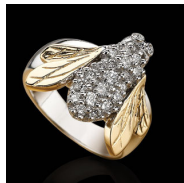
**#4**  
**Leica Harmon**  
**\$2,245**

**#5**  
**Callie Osmus**  
**\$1,252**

## Top 3 Unit Court of Sharing

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

*Reach  
for the  
STARS*



**#1**

**#2**

**#3**





**Lacey Skelton, Sales Director**

3320 S. Shields, Oklahoma City, Ok 73129

Call or Text Anytime! 405-774-3921

Email: [lacey.skelton@gmail.com](mailto:lacey.skelton@gmail.com)

Call the Million \$\$\$ message! An Exclusive & Inspirational message for You!

A NEW Message everyday!!! Call 641-715-3900 Access Code: 44336#

Available 24/7 to Shoot you to the Top!

*To the Amazing:*

**RETURN SERVICE REQUESTED**



**Seminar Goals:**

Cadillac Driving Unit!

Goal- All Senior Consultants+, Red Jackets, Car Drivers, DIQ's, & NEW DIRECTORS!

# November Events

**Monday's-** 5:30pm- Makeovers Before Meeting- My house 3320 S. Shields, OKC- RSVP before Noon 6:30pm Meeting- Wear cute skirt or dress, bring pen, notebook, & \$1 for pizza. Guest are welcome to stay with RSVP

**Thursdays-** November 7th 5:30pm- New Consultant Training- my House. 3320 S Shields, OKC 6:30pm- Makeovers & Marketing - OKC & Edmond Event Centers- RSVP by noon

14th- Legacy of Leaders- Red Jackets & above- 6:45pm- Edmond Event Center- \$5

21st- Holiday Open House- Makeovers & Marketing- Edmond event center- 3632 E. I-35 Frontage Road, Edmond, ok

28th- Thanksgiving! No NCT or Makeovers

**Friday, Nov. 19th- Day after Thanksgiving= Pink Friday- Offer Customers Fabulous Holidays Specials!**

**Saturdays-** RSVP Friday before Noon. 2nd- Career Brunch- Edmond Event Center 1:30pm makeovers- Edmond Event Center

9th- 10:30am- Makeovers @ Edmond Event Center & OKC event Center (My house) 1:30pm

16th- 10:30am- Makeovers @ Edmond Event Center & OKC event Center

23rd- 10:30am- Makeovers @ Edmond Event Center & OKC event Center (My house) 1:30pm

30th- 10:30am- Makeovers available by RSVP @ Edmond Event Center & OKC event Center (My house) 1:30pm

For all Makeovers: \* Arrive 45 min. early to set up for your guests.  
\*Have your guests come 30 minutes early to all parties to match foundation and do satin lips and hands before we begin.

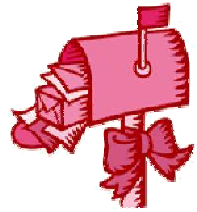
**Holiday Open House- Edmond Event Center-**  
Sunday, November 17th- Thursday, Nov. 21st  
Sunday, Nov. 17th **2-5 pm**,  
Mon., Nov. 18th, Tues., Nov. 19th, & Thurs., Nov. 21st **5-8 pm**. (Daytime showings by appointment

# Let's Celebrate!



Consultant Name	Happy Birthday
Brittney Nixon	16-Nov
Latonya Tackitt	25-Nov

## Sept. Commission Checks



**13% Recruiter Commission**  
GIVE YOURSELF A RAISE AS YOU ADD TO YOUR TEAM!

**9% Recruiter Commission**  
GIVE YOURSELF A RAISE AS YOU ADD TO YOUR TEAM!

**4% Recruiter Commission**  
Callie Osmus  
Amanda Erwin

## LOOK WHO INVESTED IN THEIR BUSINESS!

Sarah Crespo, Linette Blanco, Bethany Schmidt,  
Callie Osmus, Leica Harmon, Patsy Grossman,  
Amber Keeler, Francina Barney, Natasha Gatz,  
Amber Keeler, Juliana Stewart, Brandy Brasket

