



Kathy's Queen Bees' Newsletter



Buzzin' To Success!



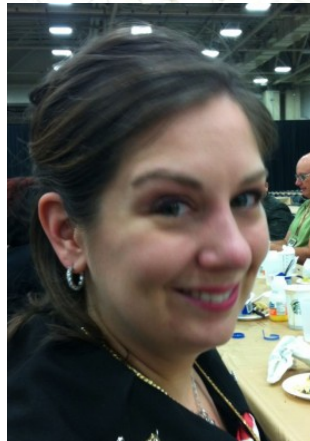
February 2014 Recognition & Results



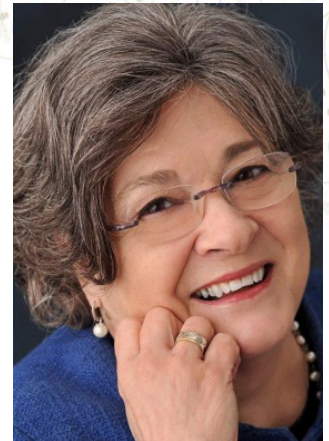
Top Love Check
Shannon
Skousgaard



Sharing Queen
Marissa
Rullan



YTD Sharing Queen
Allison
Hodgson

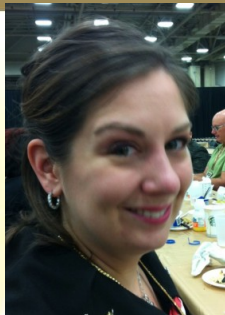


YTD Retail Queen
Shannon
Skousgaard

Congrats Top Wholesale Orders For February



Barbara Dauchess



Allison Hodgson

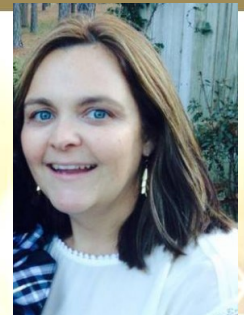


Shannon Skousgaard



Please Email Me
Your Photo

Sarah Heard



Marissa Rullan



Alicia Biggs



Denise Farrington



Diana Jones



Please Email Me
Your Photo

Holly Myers



Therese Nguyen

Dear Queen Bees,

We're in the final four months of this seminar year! How will yours end? These four months are similar to the close of a skin care class. You've done the work. You've spent the year showing our product to others, telling your I-story, painting a picture of what our product can do for them, and you've come to the part where you ask them, "What would you like to take home tonight?"

March is the moment for movement, fun and color! What color should you paint your world this month? I vote for Green or RED! We usually associate green with March for St. Patrick's Day- and who isn't looking forward to some extra money this time of year? It's earned by holding classes! Lots and lots of classes. This is the perfect month to book them as well. We have fabulous new products, Discover What You Love, and the weather is changing so that we all want to get out of the house and are looking for the next fabulous thing to do with our girlfriends! It's time. Time to come out of the "hibernation" you've been in all winter and give your business some air! It's time to dust off your calendar, call your clients and book, coach, sell and share! Mary Kay is giving you all the tools you need to make it a success!

Do you want a free car? A family vacation? How about grocery money? Just what do you want to "take home" and achieve by seminar? Together, we can map out a plan to make your dream a reality- all you have to do is keep at it till it's done! You can achieve whatever goal you have by building your team and helping them step on up! Mary Kay is making it so easy with their great team-building promotions, the launch of some amazing spring products, and our incredible opportunity.

It's time to move on up to Red Jacket! It takes just a little more effort to share our career opportunity. It's easy to go from Sr. Consultant to Red Jacket, but that extra effort can make all the difference in the world! A Red Jacket shows that you're willing to work a little longer, a little harder, a little more. It shows you are willing to step on up from a fun hobby to a part-time consultant. Red Jackets are more likely to be star consultants, since they're out holding appointments to meet those prospects. Anyone who has been in this business for a little while and is working full circle should be a Red Jacket! If you hold 1 class a week, you should definitely be one!

Focus on moving up just one step, and you'll be amazed what it can do for you! Without a goal- you won't be able to measure your success! Not only can you wrap up your end-of-the-year goals, but you can shoot for the moon next year with the momentum you'll have!

Love and Belief, Katherine

What's Your Personal Measure of Success?



You can make your own luck in Mary Kay, so

decide this month what you'd like to achieve and make your goals and dreams a reality!

- I can donate ____ to my favorite charity.
- I have a roster of clients that I love working with.
- I make more money than I do now.
- I am working no more than ____ hours a week and have time for other things too.
- I see myself or my work on the front cover of a magazine or paper.
- I land an invitation to speak at a conference.
- I can afford to put a down payment on a house/car/kid's school/piece of art.
- I find myself looking forward to Monday morning.
- I earned a free car.

March is Medals Month!

There has never been an easier time to earn your own Gold Medal! Think of the pride you'll feel when sharing our opportunity and changing someone's life! Begin today by sharing with one person. Then watch your team grow into a unit of your own!

The Mathematical Power of Simple Duplication

- Month 1: You + 1 = 2
- Month 2: 2 + 2 = 4
- Month 3: 4 + 4 = 8
- Month 4: 8 + 8 = 16
- Month 5: 16 + 16 = 32
- Month 6: 32 + 32 = 64
- Month 7: 64 + 64 = 128
- Month 8: 128 + 128 = 256
- Month 9: 256 + 256 = 512
- Month 10: 512 + 512 = 1024
- Month 11: 1024 + 1024 = 2048
- Month 12: 2048 + 2048 = 4096

The choice is yours!



Happy 50th Anniversary Mary Kay! Our Top 5 Stars and Future Stars This Quarter



Barbara
Dauchess
Ruby



Shannon
Skousgaard
Sapphire



Allison
Hodgson
Sapphire



Marissa
Rullan
On-Target



Dominique
Flores
On-Target

Thank You Consultants Who Invested in Their Business in February

Barbara Dauchess	\$1,787.50
Allison Hodgson	\$869.75
Shannon Skousgaard	\$656.50
Sarah Heard	\$600.00
Marissa Rullan	\$405.50
Alicia Biggs	\$368.50
Denise Farrington	\$287.00
Diana Jones	\$241.50
Holly Myers	\$205.00
Therese Nguyen	\$200.50
Patricia Deans	\$200.00
Lauren Mirr	\$92.00
Jamie McGowan	\$60.50
Megan Masters	\$58.00
Corrie Goodier	\$43.00
Cristin Barkley	\$37.50
Alexandra Matteson	\$6.00

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 3/15/14

Star Achieved	Name	WS Needed for Next Star
Ruby	Barbara Dauchess	\$600.00
Sapphire	Shannon Skousgaard	\$279.00
Sapphire	Allison Hodgson	\$521.00
	Marissa Rullan	\$845.00
	Dominique Flores	\$985.00
	Sarah Heard	\$1,200.00
	Alicia Biggs	\$1,399.00
	Therese Nguyen	\$1,399.00
	Lauren Mirr	\$1,454.00
	Megan Masters	\$1,456.00
	Diana Jones	\$1,460.00
	Alexandra Matteson	\$1,465.00
	Christina Bracci	\$1,494.00
	Denise Farrington	\$1,513.00
	Corrie Goodier	\$1,515.00
	Neichaun Tatum	\$1,531.00
	Dana Caines	\$1,587.00
	Meghan Arnold	\$1,592.00
	Katheryn Caro	\$1,594.00
	Holly Myers	\$1,595.00
	Samantha Marshall	\$1,595.00
	Mechelle Fleischer	\$1,597.00
	Suzanne Logan	\$1,597.00
	Patricia Deans	\$1,600.00
	Jamie McGowan	\$1,739.00



Celebrating 50
years: Mary Kay
Ash taught us how—
go live your dream!
One Woman Can!



Recruiters and Their Teams

Future Directors

Shannon Skousgaard

- Allison Hodgson
- Dana Gaines
- Denise Farrington
- Jamie McGowan
- Marissa Rullan
- Neichaun Tatum
- Patricia Deans
- Suzanne Logan
- * Laura Fox

Star Team Builders

Allison Hodgson

- Corrie Goodier
- Dominique Flores
- Holly Myers
- * Laurelie Hall

Katheryn Caro

- Barbara Dauchess
- Cristin Barkley
- Therese Nguyen
- * Skylar Fowler

Senior Consultants

Cristin Barkley

- Meghan Arnold

Peggy Brown

- Megan Masters



The Rewards Are Crystal Clear!

Becoming a Wall to Wall Leader just got bling-ier! Directors who achieve the Building Wall to Wall Leaders Challenge and their Senior will receive an invitation to the ice cream social at the Prize Party at Seminar 2014 where they will pick up one or more of these gorgeous, crystal-studded bracelets!

Debut during the promotion period and receive the beautiful pyramid bracelet with royal blue crystals to match the 2014 suit.

Debut by July 1, 2014, and you can pick up your bracelet at the Prize Party at Seminar 2014. If you don't attend, it will be mailed to you.



Top Love Checks



Shannon Skousgaard
\$164.05

Katheryn Caro
\$81.02

Allison Hodgson
\$9.92



Earn Your Own Love Check

**1-4 Active Team Members:
4% Commission**

**5+ Active Team Members:
9% Commission**

**5+ Active Team Members +
your personal \$600 order:
13% Commission**



Welcome New Consultants

Diana Szlachetka

Sponsored By:

Marissa Rullan



Welcome Back Consultants

Holly Myers

Map your plan to be in the Queen's Courts



Queen's Court of Sales:
Order \$375 Wholesale Each Week

Queen's Court of Recruiting:
2 Qualified Recruits Each Month

Our Top 5 YTD Personal Retail Court According to MK Orders



Shannon Skousgaard



Barbara Dauchess



Allison Hodgson



Dominique Flores

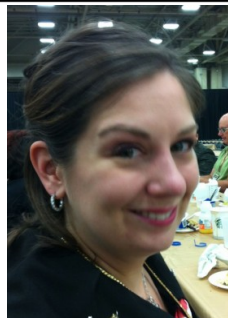


Corrie Goodier

Year to Date Retail Court

1	Shannon Skousgaard	\$24,348.50
2	Barbara Dauchess	\$20,244.00
3	Allison Hodgson	\$12,705.00
4	Dominique Flores	\$9,224.50
5	Corrie Goodier	\$7,922.00
6	Alexandra Matteson	\$7,835.00
7	Tiffany Rawson Gaul	\$4,236.00
8	Marissa Rullan	\$4,026.00
9	Alicia Biggs	\$3,915.00
10	Diana Jones	\$3,557.00
11	Denise Farrington	\$3,496.00
12	Christina Bracci	\$2,360.00
13	Megan Masters	\$2,206.50
14	Patricia Deans	\$2,124.50
15	Lauren Mirr	\$2,038.00
16	Therese Nguyen	\$1,811.00
17	Katheryn Caro	\$1,674.00
18	Sarah Heard	\$1,465.00
19	Mechelle R Fleischer	\$1,351.00
20	Neichaun Tatum	\$1,345.00

Year to Date Sharing Court



Allison Hodgson
3 Qualified
\$303.93



Shannon Skousgaard
1 Qualified
\$220.57

Make plans to be On Stage at Seminar 2014!!

Make our 50th Anniversary your best year ever! Each time you share our fabulous career opportunity, you reach past your own comfort zone to help someone else. If our career isn't for them, nothing has changed. However, you may be offering them the opportunity of a lifetime— exactly what they need to SHINE! Dream big this seminar year, and you'll be walking down the red carpet in style for Awards Night!

Happy 50th Anniversary Mary Kay! One Woman Can!



PCP Participants:

Shannon Skousgaard
 Marissa Rullan
 Diana Jones
 Allison Hodgson
 Corrie Goodier
 Dominique Flores
 Patricia Deans
 Barbara Dauchess
 Alicia Biggs
 Katherine Jordan



Recruiting using DISC

Look over this brief and effective information to remind you what information to share with which personality type. When you can help a woman keep what she values and get what she needs, you are giving her the biggest gift of all!

D's are Dominant

They make quick decisions and are looking for management and money. They love options and efficiency. They are leaders and are usually already in a leadership position. They want to know how you move up in the company and make money. Under pressure they can be domineering and impatient and fear losing control and being taken advantage of. They dislike being controlled by others and not getting results (not being successful).

- **Tools:** Applause Magazine with commission checks and recruiting literature with career path.

I's are Influential

They make emotional and gut-feeling decisions. They are looking for friendships and recognition. They respond well to 'I' stories and testimonials. They love people. They are energy-giving, excited, talkative people. Under pressure they are disorganized and emotional. They fear details and working alone.

- **Tools:** Star Consultant Brochure, pictures from company events, your personal testimonials.

S's are Steady

They make deliberate decisions. They are looking for security and stability. They love personal attention and stability. They are very much about others (family, husband, church, etc.) Under pressure they are indecisive and need assurance. They dislike hostility, conflict and unpredictability. They fear change and losing security.

- **Tools:** Applause magazine (stories), weekly plan sheet, knowledge of training materials, training classes.

C's are Conscientious

They make analytical decisions. They are looking for accuracy and order. They respond to evidence of quality and accuracy and logic. Under pressure they withdraw and become stubborn. They dislike disorganization and unclear explanations. They fear criticism and lack of standards.

- **Tools:** All material about company, training, etc., company web site.

April Birthdays

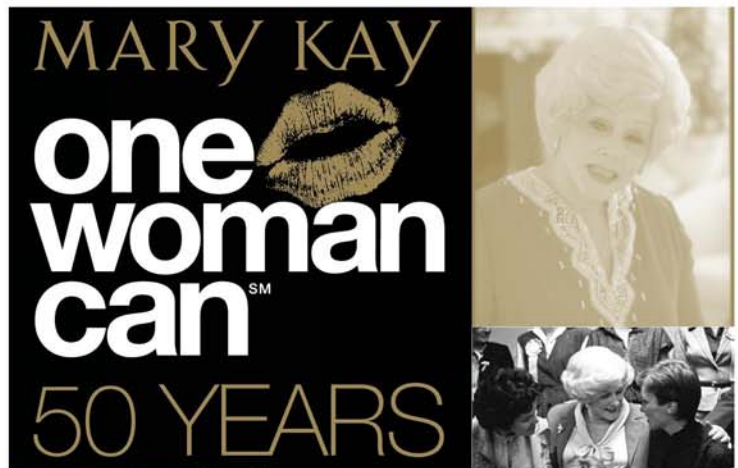
Skylar Fowler	11
Christina Bracci	20
Cristin Barkley	28

April Anniversaries

Neichan Tatum	6
Katheryn Caro	3
Skylar Fowler	1

The reason a lot of people do not recognize opportunity is because it usually goes around wearing overalls looking like hard work.

~THOMAS EDISON



When I first conceived the idea of Mary Kay Cosmetics, it was my dream to build a company based on the Golden Rule. It was and is my sincere desire that each and every one of our Consultants learns to live by this beautiful rule, not only in her career but also in her personal life. I have found the Golden Rule is the secret of a happy, fulfilled life. If there ever is a question about how to deal with a situation, simply put yourself in the place of the other person and treat that person as you would want to be treated. I promise you that, in the long run, you will always gain much more than you may lose.



WHAT IT MEANS TO WEAR RED!

RED signifies vibrancy and confidence. It is an exciting color that arouses emotion and represents vitality and intensity. How appropriate that our company selected this color to identify those who employ these qualities to make their careers a success. Those with **RED JACKETS** feel very special about them. My **RED JACKET** evokes a deep sense of pride whenever I wear it.

Thanks Deborah Roebuck!



WAYS TO SHARE THE CAREER OPPORTUNITY

- Have your interviewee take a DVD home, or send them a web link and call for follow up.
- Bring Guests to weekly Unit Success Meeting.
- Bring Guests to special guest events.
- Three-way calls with your director.
- One-on-one interviews at classes, facials, or interviews!

So how do YOU go red? It's easy! All you need is 3 new team members! I earned my Red Jacket within 3 weeks of signing my agreement - so I bet you can do it faster! *Why do you want to earn your Red Jacket?*

- Red Jackets are the top 6% of our company - what other company allows you to move into a management position so quickly?!
- No more deciding what to wear to unit meetings!
- Money Money Money Money! Receive a Love Check on the 15th of each month!
- The jacket has been redesigned and is very trendy! Plus- you can choose from great options!
- Red Jackets are on their way to driving free! All it takes to go on target for your car is 5 team members! You are sooo close!
- You can do this! You are all ready for promotion - so market everyone! Get those leads, and I will help you close the recruits. Good Luck!! Thanks Leigh Ann Bender

To me, it means several things:

SELF CONFIDENCE My **Red Jacket** shows trust, belief, boldness and assurance. Many of us have lacked in this area at one time or another. My **Red Jacket** gives me confidence. It tells me I have reached a certain level of achievement. I have set a goal, attained it, and am making a success out of my business.

DETERMINATION It shows that my work is purposeful and worthwhile and that what I am doing is a credit to those represented by this jacket and to myself. It gives me determination to keep going forward and to let nothing hinder me from becoming successful.

PERSISTENCE It shows that I can hurdle obstacles that appear in my path and keep my mind shut against negativity. It means "stick-to-it-iveness" and refusing to let people or projects sidetrack me from my primary objective.

In a word, my **Red Jacket** symbolizes **SUCCESS** !! Not just mine, but also the successes of all those women who have made it possible for me to wear it.

MOVING ON UP IN MARCH!

SELLING Full Circle

Product Knowledge = higher sales and better customer service! The best way to sell products is to know about them. Do you know what each product does? What it's made of? How it looks on? If you don't know the answers, do you know where to find them?

For product knowledge, go to Intouch and click on Products. You'll find our Product Promise, Product Guide & Product Ingredient and Reference List. You'll also find education on Ingredients and Safety under the education toolbar (product education).

MARY KAY SAID MANY
TIMES: "NOTHING HAPPENS
UNTIL SOMEBODY SELLS
SOMETHING."

Learn Mary Kay's Power Statements! Under the Product Guide, you'll find information and descriptions of each product we sell. With most products, you'll also find a "Power Statement."

Power Statement Examples:

Lipstick- Long-wearing, stay-true color glides on with a lightweight, creamy texture and delivers maximum color impact that lasts.

Satin Hands Pampering Set: Rough, dry hands are instantly cleansed, softened and moisturized in three easy steps with the Satin Hands Pampering Set.

There are two great reasons for speaking in positives. First, people understand what you have to say more readily when it's stated positively. In fact, Johns Hopkins psychologist Dr. Herbert Clark quantitatively demonstrated that, on average, a person understands positively-worded statements one third more quickly than those with negative phrases. The second, more powerful reason is that positive, active words and statements are exactly the kind of "gets things done" images that do help get things done. To be perceived as a person who has definite answers, knows where you are going, and has authority, you must speak that way! By: George R. Walther

DARE TO DREAM!



MARY KAY[®]
MAKEOVER DAY
 March 8, 2014

Mary Kay Dates to Remember:

- **April 1:** 2014 Team Up For Women Challenge Begins. Online DIQ commitment form available 12:01 am CST until midnight on the 3rd.
- **April 7:** Priority Awards Seminar Registration begins. World Health Day History. National "No Housework Day." Try Our Satin Hands!
- **April 13:** Palm Sunday
- **April 15:** Tax Day! PCP last day to enroll online for the Summer 2014 mailing of The Look. Passover begins.
- **April 18:** Good Friday. Company Holiday. All Company and branch offices closed.
- **April 20:** Easter Sunday
- **April 22:** Earth Day
- **April 23:** Administrative Professionals Day
- **April 25:** Arbor Day
- **April 29:** Last day for consultants to place telephone orders (until 10pm CST).
- **April 30:** Last business day of the month. Priority Awards Seminar 2014 Registration ends. Online agreements accepted until midnight CST. Last day of the month for consultants to place online orders (until 9pm CST). Orders & Agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count towards this month's production.

Building
WALL
 toWALL
 Leaders



We're stronger than our fears and more competent than our worries. The next time you find yourself worrying, step back for a moment and reflect on past worries. Doesn't it seem all too familiar? Is it possible that you're merely repeating a mental exercise? Do you think the worry is going to help? Aren't you going to do whatever you're worried about anyway? What's the point of the worry? I think these are really important questions. And I believe that if you take the time to reflect on them, you'll agree that if you "feel the fear and do it anyway," all will be well. And once you get the hang of it, the worries begin to go away.



Don't Worry, Make Money By: Richard Carlson, Ph. D.



KATHERINE JORDAN
 INDEPENDENT SALES DIRECTOR OF
 KATHY'S QUEEN BEES

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Return Service Requested

WHO WILL HELP US MEET OUR SEMINAR 2014 UNIT GOAL?

Cadillac by March 31st, 2014!

30 STARS!

3 Offspring Sales Directors!

2 Car Drivers!

10 RED JACKETS!

\$300,000 Circle of Achievement!

Dealing With "NO"

By Sarah Scaffidi

It's a one-word answer. The word "NO." Some people really have a tough time accepting the fact that they are going to hear the word NO fairly often. They get discouraged and feel rejected because they look at the word NO as a negative. Nothing could be further from the truth. The word no simply means that nothing changes. Think about it. You approach your neighbor and ask her to be a hostess; she says NO - what changed? Is she still your neighbor? Yes. Did your income go up or down? NO. Nothing changed. It can't be a negative; to be negative, things would have to get worse, and they didn't. Everything remained exactly the same.

On the other hand, suppose she had said YES. Now, there are some positive changes. She received YOUR COMPANY'S INCENTIVE FREE (a positive). You gain several more customers, potential hostesses and consultants (another positive), and you earn more money (another positive). You can see by this example that there are no negatives in our business. There are only positives and times when nothing changes. Set a goal for yourself of getting 100 NO's crossed out within the next five days. If you want to see your business explode with growth, take this exercise seriously. Here is a hint that will make this easier. Triple up. Ask someone to:

1. Become a Consultant with YOUR COMPANY. If they say NO, cross out NO and ask them to....
2. Become a Hostess. If they say NO, cross out a second NO and ask them to...
3. Give a customer referral. If they say no again you have already gotten three NO's!

You will never be better at getting NO's than you are right now. The more you do this, the tougher it becomes to get those 100 NO's. You will find that a YES will creep in there every once in a while. Don't take this exercise lightly . . . it works! Get those NO's now while it is still easy for you to do so. Don't wait until it becomes difficult for people to tell you NO! That time will come soon enough.

NO