



# THE SLAMMIN ALL-STARS NEWSLETTER



Building  
**WALL  
toWALL**  
Leaders

December 2013 Recognition & Results



Top Love Check  
**Emalee  
Copeland**



**Please Email Me  
Your Photo**

Sharing Queen  
**This Could  
Be You**



YTD Sharing Queen  
**Emalee  
Copeland**



YTD Retail Queen  
**Samara  
Luper**

## **Congratulations to Our Star Consultants!**



**Samara Luper  
Diamond**



**Sandra Copeland  
Diamond**

### **Oh, Yes! One Woman Can Do Amazing Things!!**

As Mary Kay prepares for its 50th anniversary, we're inviting every woman to celebrate her accomplishments and be inspired to pursue amazing new goals. Whatever has been working for you, keep it up. And if there's anything that's not working well for you – change it up! Every day is a new beginning and a perfect time to convert your dreams into action.

Happy New Year Slammin All-Stars,

I love the excitement, hope and dreams that each new year brings in a business like ours where everything is possible. Each day is filled with possibilities. Which prospect might turn out to be a new director? A star hostess that holds countless classes to earn hostess credit and is one of your biggest fans? Which warm chatter will turn out to be most excited about our new products? When you're making customer calls, which customer will decide to invest in our Timewise Repair to take better care of her skin in the new year? Each day is always full of potential- we just happen to see it better the first of each year.

I find January begins the battle for my mind. For example- worry is an abuse of our amazing, God-given imagination. Instead of using it to dream up beautiful futures filled with wonderful things, worry creates nightmares where we imagine the worst. Things don't work out, we daydream about things we don't want to happen, and worry can even kill our hopes, dreams and intuition. Our brain goes about trying to figure out a way for the worst case things to happen instead of using our intelligence and intuition to figure out ways to make our dreams come true.

Choose to manage your thoughts this month, instead of letting them flow spontaneously. Think of your conscious mind like running water. When left unattended, water naturally flows downhill- creating ruts, paths, and even potholes of worry, fear- even depression. Your thoughts will stay there and take the path of least resistance until you pump them back out to where you want them to go. Choose to begin this year with positive affirmations, and dare to dream BIG! Focus your thoughts on your goals and how to get to where you want to be. You won't regret a moment of focused work towards something you believe in! When you're feeling down, log in to Intouch and check out all the amazing support Mary Kay has to offer. We can make 2014 our best year ever, where all your dreams come true!

Love and Belief, Sandra

**Are you ready to take your business to new heights this year?**

Remember:

*"Your imagination is your preview of life's coming attractions"*

~Albert Einstein

**Make sure to dream big this year!!!**



**The Top 10 Time Eaters:**

1. Crisis Management, Shifting priorities
2. Telephone Interruptions
3. Lack of objectives, priorities, planning
4. Attempting too much
5. Drop-in visitors
6. Ineffective delegation
7. Personal disorganization
8. Lack of Self-discipline
9. Inability to say no
10. Procrastination

*Where does the time go? Management expert Alec MacKenzie, author of Time of Success, surveyed the time logs of thousands of executives to come up with this list of the biggest hour eaters.*

***One curious fact: Meetings didn't even make the top 10!***





# Happy 50th Anniversary Mary Kay!

## Our Top 5 Wholesale for December



Please Email Me Your Photo  
Please Email Me Your Photo

Cassie Youngblood



Lindsey Odglen



Rebecca Evans



Amy Heard



Please Email Me Your Photo

Robin Gault

### Top 10 Consultants Who Invested in Their Business in December

Cassie Youngblood

Lindsey Odglen

Rebecca Evans

Amy Heard

Robin Gault

Denise Sweat

Kimberly Landrum

Shana Cook

Marsha Adkins

Jenna Sitsler

It's time to renew your commitment to skin care in the New Year! **Our Skinvigorate Cleansing Brush \$50** Get your true clean. Removes makeup 85% better than cleansing by hand. Set includes a Cleansing Brush, Two Replacement Brush Heads & Batteries.

Replacement Brush Heads, pk./2, \$15



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



### Unit Success Meeting Etiquette

*The most important thing to remember about our Unit Success Meeting is that it must always be positive, inspiring and uplifting. This may be the only time that Consultants will have anything positive in their lives during the week. Practicing the Golden Rule throughout the meeting makes the image and etiquette of Mary Kay rather simple.*

- Arrive on time, ready to learn. Be inspired and be inspiring.
- Never miss a meeting.
- Greet everyone: guests and other consultants. Make an effort to welcome everyone.
- Be the loudest cheerleader for all who accomplish any effort during the week! When it's your turn for applause, you'd want it to be enthusiastic.
- Pay attention to the speaker. Don't talk and whisper to your guests or other consultants.
- Have your date book, checkbook, pen and paper ready to jot down dates, pay fees, and take notes on education.
- Offer your help to the Director with set-up or clean-up.
- Allow the Director to close the guests after the meeting. Direct your questions to Red Jackets or call the director later.

*Join Us at Our Unit Meetings*





# Recruiters and Their Teams

## Star Team Builders

### **Emalee Copeland**

- Daisy Rich
- Lindsey Odglen
- Miranda Price
- \* Korissa Sixkiller

## Senior Consultants

### **Bonninda Capwell**

- Keysha Clark
- \* Cheyenne Myers
- \* Megan Leach

### **Cathy Wiles**

- Linda Schmitz

### **Gwen Jones**

- Cathy Wiles

### **Jenna Sitsler**

- Shauna Williams
- \* Shannon Scott

### **Kimberly Landrum**

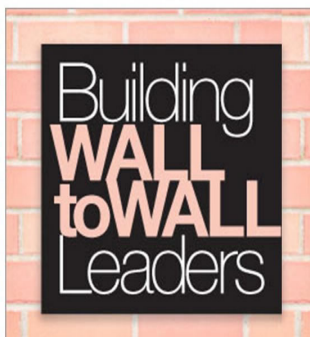
- Amy Heard
- \* Jodi Odell
- \* Martie Petty
- \* Toyona Scott



## **Imagine Building A Wall...**

And with every brick you lay, a leader is born. Before long, you will have built a monumental force. With that much leadership power, with that much experience, you can't help but change the world. That's what it means to build Wall-to-Wall Leaders. Women standing shoulder to shoulder, rallying others to follow their lead to greatness, building their futures brick by brick. It's more than a mission. It's a movement.

**Will you join the movement to be one of our Wall-to-Wall Leaders?**



# Top Love Checks



Emalee Copeland  
\$12.64

Kimberly Landrum  
\$9.42

Cathy Wiles  
\$3.52



### 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**



Passion is a better quality than anything else. I see many young people who go to the right schools, are from stable backgrounds, join the right company, maybe ascend the ladder in their careers-and still are waiting for something

to give them meaning. As though the thing outside will give meaning to them rather than their bringing meaning to what they do. ~ By: Kathleen Turner

AGE IMPRESSES ME IN ANY CREATURE. PART OF IT IS LUCK, BUT IT ALSO MEANS THAT ANIMAL IS WISE. WE PLACE SO MUCH EMPHASIS ON BOOK SMARTS THAT WE MISS EMOTIONAL WISDOM, WISDOM ABOUT THE SELF, THE ABILITY TO READ THE ENVIRONMENT. LONG-LIVED CREATURES HAVE FIGURED THESE THINGS OUT.  
BY: RITA MAE BROWN

## 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



Samara Luper



Please Email Me Your Photo

Lindsey Odglen



Miranda Price



Amy Heard



Bonninda Capwell

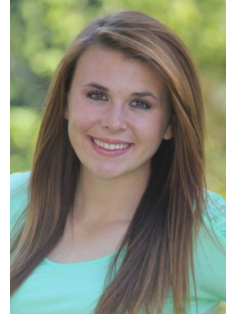
### Year to Date Retail Court

- 1 Samara Luper
- 2 Lindsey Odglen
- 3 Miranda Price
- 4 Amy Heard
- 5 Bonninda Capwell
- 6 Keysha Clark
- 7 Jana Hitt
- 8 Jenna Sitsler
- 9 Kimberly Landrum
- 10 Lorrie Amos



Make positive affirmations a way of life! Act as if you already have the characteristics that you desire, and you will have them. Act successful! And you'll draw it to you!! Get rid of words like, "I can't...but..what if," and exchange them for "I can. I will. I am in the process of becoming."

### Year to Date Sharing Court



Emalee Copeland  
2 Qualified  
\$109.08

### 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!

**Happy 50th Anniversary Mary Kay! One Woman Can!**



## The Wireless Imperative

If you haven't taken the plunge, it's time to get your own Mary Kay website! Mary Kay offers us a very inexpensive way to stay up-to-date and meet our customers' needs, and they do all the work and updates!

### Reasons to have your own personal MK site:

- *Instant Access:* Your customers can find you all the time, everywhere, on any wireless device.
- *Instant, Accurate Information:* You can depend on Mary Kay Corporate to market their products in the perfect way. Your customers can find specific product details and learn more about the products they are interested in.
- *Consistent Excellence:* You deliver excellence, all the time and everywhere, through your MK website. Customers will have access to the latest programs and perks and will be "in the know" since MK updates their website regularly.
- *Anywhere, Anytime Ordering:* Your customers buy on their terms, their way, all the time, anywhere!

### By having a site, your customers can now:

- Signal their interest in a product or service.
- Engage in self-service activities that give them a greater level of perceived control over the exchange than ever before.
- Engage in transactions that require no human interaction throughout the entire decision-making process.
- Search and find new possible solutions for any problem they face.
- Renew service relationships or products.
- Receive opinions or advice on potential purchases and get questions answered by email about purchasing, services, etc.
- Save time by buying, finding, reordering and paying online.
- Develop and purchase customized products.
- Initiate communication and enable specific forms of communication.

### February Birthdays

Taylor Cook	7
Shana Cook	11
Martie Petty	16
Tami Wheeler	22
Amy Heard	26

### February Anniversaries

Amy Heard	3
Lydia Noll	2

"The only way to overcome darkness is to flood it with light. The only way to overcome your fears is step up with action. Action is the light to cure your fear."

(author unknown)

MARY KAY

one woman can<sup>SM</sup>

50 YEARS



Besides all the magnificent diamond rings, bracelets, and necklaces Mary Kay Cosmetics awards, perhaps the most coveted prize is a diamond pin the shape of a bumblebee. The story behind the award is what makes it so meaningful. Years ago, aerodynamics engineers studied this amazing insect and concluded it could not be airborne - but they forgot to tell the bumblebee, and he went right on flying! My intuition told me that the bumblebee was a perfect symbol for women who have flown to the top.

# Taking the Road



to Success



Emalee Copeland  
Star Team Builder



Bonninda Capwell  
Cathy Wiles  
Gwen Jones  
Jenna Sitsler  
Kimberly Landrum

Are You Ready to  
take your business  
to the next level?



# Will you join the movement to be one of our Wall to Wall Leaders?

Until September 1, 2014, every Consultant who debuts as a Sales Director will earn her name on the Wall of Leaders at the MK world headquarters in Dallas.

And that's not all you'll earn! As a Wall to Wall Leader, you'll also earn all the fantastic rewards bestowed on the Class of 2014! Plus, you'll receive an invitation to an ice cream social at Seminar.

Building  
**WALL  
to WALL**  
Leaders



Whatever your lot in life, build something on it! – Mary Kay Ash

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Want to become a member of the Class of 2014? Your path to success will be rewarded with fabulous perks and prizes befitting a Mary Kay Independent Sales Director. When you debut by July 1, 2014, you will receive several fantastic rewards:

- A beautiful **Class of 2014 ring** to match your 2013-2014 Sales Director suit
- A stunning **Badgley Mischka handbag**
- **Free registration to Seminar 2014** if you debut between Feb. 1 and July 1, 2014
- Receive an elegant **Badgley Mischka wallet** to complement the handbag when you debut one offspring Independent Sales Director during the contest period
- Receive a **\$100 bonus** for each additional offspring when you debut two or more offspring Directors during the contest period

Receive your awards at Seminar if you debut February 1- July 1! DIQ's as of January 2014 who have submitted their commitment cards, register and attend

Leadership Conference 2014 and then debut as a new Director between Feb. 1 – July 1, 2014, will earn a free Sales Director suit valued at \$300!

See *InTouch* for complete details.





# DARE TO DREAM!



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Class of 2014

Building WALL to WALL Leaders

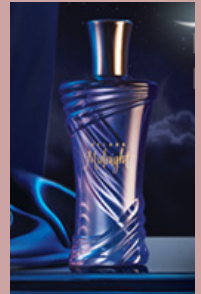


Choose your prize and map your plan today!



## Mary Kay Dates to Remember:

- **February 1:** National Freedom Day
- **February 2:** Happy Groundhog Day.
- **February 3:** Career Conference Registration opens at 8:30 a.m. CST for NSD personal unit members
- **February 4:** Career Conference Registration opens at midnight for the first week (March 21-22 and March 23 – 24) of Career Conference 2014 cities
- **February 7: National Wear Red Day– will you be wearing your Red Jacket?!** (The first Friday of February has been designated by the awareness campaign, Heart Truth, as National Wear Red Day! On this day, men and women are encouraged to wear red as a symbol of their support of women's heart health.) Career Conference Registration opens at midnight for the second week (March 28-29 and March 30-31) of Career Conference 2014 cities
- **February 10:** PCP Early ordering privilege of the new Spring promotional items for consultants who enrolled in The Look for Spring 2014 through PCP.
- **February 14:** Happy Valentine's Day!
- **February 17:** President's Day. Postal Holiday. PCP Spring issue of The Look mails.
- **February 27:** Last day of the month for consultants to place telephone orders (until 10pm CST).
- **February 28: Registration Deadline for Career Conference 2014!** PCP Spring mailing of the Month 2 mailer begins. Last business day of the month. Last day of the month for consultants to place online orders (until 9pm CST). Agreements accepted online until midnight CST.



Look at this from About.com on the differences between men and women: "Baby boomer women are dreaming of retiring to Mars while baby boomer men hope to retire to Venus. Baby boomer men are looking forward to working less, relaxing more, and spending more time with their spouse.

Baby boomer women view the dual liberations of empty nesting and retirement as providing new opportunities for career development, community involvement and continued personal growth."

**Who do you know that is looking for something more? Mary Kay can provide all three!!**





**SANDRA COPELAND**  
INDEPENDENT SALES DIRECTOR OF  
THE SLAMMIN ALL-STARS

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Return Service Requested



**Words of Wisdom  
From Mary Kay Ash**

I have found that one intense hour is worth a dreamy day...Join the five o'clock club. Remember that three early risings make an extra day. Learn to delegate responsibility. Make a list of all your household tasks and check off those that you must do personally and delegate the rest to family members or a maid. Remember not to spend dollar time on penny jobs. It just does not matter who irons the clothes, scrubs the floor or cooks the dinner, as long as it gets done.

## **TO SUCCEED & MOVE UP: FOCUS ON INCOME-PRODUCING ACTIVITIES**

Ask yourself . . . "Is what I'm doing at this moment putting money in my pocket or getting me one step closer to my goal?"

### **Income-Producing Activities**

1. Holding a skin care class or facial
2. Booking a skin care class or facial
3. Calling for reorders
4. Networking for leads by telephone, warm chattering out-and-about or referrals
5. Training at an event/meeting with a guest for marketing plan or skin care class
6. Interviewing someone after a class
7. Interviewing someone at lunch
8. Confirming appointments
9. Pre-profiling class guests on the telephone
10. Follow-up activity from class or interview
11. Follow-up with team members
12. Follow-up with hostess
13. Coaching
14. Filling orders to mail that day
15. Calling customers on your Preferred Customer Mailing
16. Listening to tapes while cooking dinner or making up your face or driving, etc
17. Setting daily goals in order of importance for 5-10 minutes
18. Attending special company functions with a guest or your support system (husband, friend, etc.)
19. Doing a presentation of Mary Kay at a business debut
20. Having a booth at a show or event and handing out cards and brochures and collecting names and numbers

### **Necessary & Important for Productivity**

1. Paperwork of any kind
2. Checking in/organizing product on shelf
3. Ordering product or business supplies
4. Setting goals
5. Filling out weekly accomplishment sheet and weekly plan sheet
6. Reading educational material for business
7. Packing recruiting, hostess, etc. packets
8. Packing "looks" from the Color Select System
9. Mailing hostess packets
10. Making copies
11. Cleaning office
12. Bookkeeping
13. Packing your showcase or tackle-box
14. Labeling product or brochures
15. Organizing and filing handouts
16. Reading your Consultant's Guide
17. Practicing in the mirror (dialogues, smiling, etc.)
18. Any and all kinds of "creative avoidance"
19. Organizing customers on Preferred Customer
20. Addressing birthday cards, brochures, etc.