



The Precious Rolling Stones' Newsletter

Building ROCK Solid!



April 2014 Recognition & Results



Top Love Check
Lisa
Malwitz



Sharing Queen
Valerie
Vatter

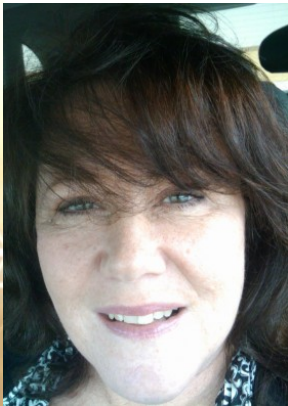


YTD Sharing Queen
Lisa
Malwitz



YTD Retail Queen
Valerie
Vatter

Congrats Top Wholesale Orders For April



Chris Waters



Valerie Vatter



Please Email Me
Your Photo

Jennifer Durrance



Catherine Herzog



LeAnn Lagemann

Dear Precious Rolling Stones,

I am so excited to be finishing up this seminar year with such strength and determination! We are on our way to achieving some amazing goals and dreams together. May is a wonderful month to push yourself just a little bit harder. May 12th was Mary Kay Ash's birthday, and I like to challenge myself to honor her in some way this month. She was a tremendous example of hope and dedication to excellence and hard work. Will you have your own Grand Week (or two)? Will you challenge yourself to build Wall to Wall and start the journey towards a unit of your own?

Eleanor Roosevelt said, "Do one thing a day that scares you." I think Mary Kay would have liked that. I heard a wonderful story about putting your fears into perspective. Consider spending an evening camping out in the woods with a flashlight and a Stephen King novel. Imagine just how big the squirrels will be! The next morning, walking out of the woods, you'll laugh at your updated perspective on things. What we have to remember is fear is always like that! It is a fact that 84% of what we are afraid of never comes true; 14% of our fears we have control over and can change the outcome; only 4% of our fearful future is out of our control, and yet most of these things never become reality either. I encourage you to confront just one of your fears this month. Do one thing a day to work towards mastering that fear, and you'll never regret it.

For example- summer sales can quickly lead to summer team members. We all need more time. If you are anything like me, your schedule fills up twice as fast this time of year. Add that we are trying to do more with less, and Mary Kay is the perfect fit for so many women. It can be added into your life just about any time or anywhere. When sharing the opportunity and holding classes, listening is key. We've all heard about listening for the need and filling it. This principle applies to everything from makeup tips to hostess credit for free product to scheduling time interviews. If you can find the need, you can usually provide a solution with Mary Kay. Instead of thinking about overcoming objections, think of the opportunity as a service just like our great products. The best part is if you shared the opportunity with anyone in April (or took advantage of it yourself and are a new consultant), you can offer these same great incentives to potential new team members in May! Make sure to check out Intouch daily for inspiration, motivation and some great ideas! I can't wait to celebrate your success this summer. If you need help, I'm only a phone call away!

Love and Belief, Kim



It's the 100th anniversary of Mother's Day!

The American Mother's Day was created by Anna Jarvis in 1908 and became an official U.S. holiday started by President Woodrow Wilson in 1914. The notion of a Mother's Day was initially a fairly radical idea and even led towards things like women's rights and equality in the 1860s and '70s. In the years before the Civil War (1861-65), Ann Reeves Jarvis of West Virginia helped start "Mothers' Day Work Clubs" to teach local women how to properly care for their children. In 1870, Howe wrote the "Mother's Day Proclamation," a call to action that asked mothers to unite in promoting world peace. Together, women can do anything! What special way will you choose to honor mothers everywhere this month?



GRADUATION GIFT IDEAS

- ◆ **Tribute to the Graduate** - Tribute Cologne for Men
- ◆ **As You Begin Life's Journey** - Journey Eau de Parfum
- ◆ **With an "Eye" on the Future** - Eye Shadows, Eye Liner, Mascara, Concealer & Eye Primer
- ◆ **You Deserve a Hand** - Satin Hands Set
- ◆ **Your Future Looks Bright** - CC Cream Sunscreen Broad Spectrum SPF 15 or Subtle Tanning Lotion, Sunscreen SPF 30, & Lip Protector
- ◆ **Help Dreams Take Flight** - Limited-Edition Beauty that Counts! Journey of Dreams Eau de Toilette to support the Mary Kay Foundation

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



Please Email Me
Your Photo

Lori
Allen
Ruby



Chris
Waters
On-Target



Valerie
Vatter
On-Target



Please Email Me
Your Photo

Melissa
Evans
On-Target



Please Email Me
Your Photo

Jennifer
Durrance
On-Target

Thank You Consultants Who Invested in Their Business in April

- Chris Waters
- Valerie Vatter
- Jennifer Durrance
- Catherine Herzog
- LeAnn Lagemann
- Julie Bennett
- Melissa Evans
- Sheri Allen
- Lindsey Rudd
- Tracey Cochran
- Sandy McKenzie
- Elizabeth Ellrich
- Bonnie Branch

Limited-Edition Journey of Dreams Eau de Toilette, \$25

Discover how you can help bring to life the dreams of women and children in need with this light, fresh floral scent. In the United States, from May 16- Aug. 15, \$2.50 will be donated from each

sale of *Journey of Dreams*.



Congratulations On-Target Stars:

Here's how much you need to finish your next star by 6/15/14

Star Achieved	Name	WS Needed for Next Star
Ruby	Lori Allen	\$398.00
	Chris Waters	\$550.00
	Valerie Vatter	\$848.00
	Melissa Evans	\$945.00
	Jennifer Durrance	\$970.00
	Lisa Malwitz	\$1,262.00
	Lindsey Rudd	\$1,349.00
	Sandy McKenzie	\$1,446.00
	Catherine Herzog	\$1,499.00
	LeAnn Lagemann	\$1,538.00
	Julie Bennett	\$1,540.00
	Sheri Allen	\$1,568.00
	Tracey Cochran	\$1,574.00
	Lacia Thomas	\$1,575.00
	Elizabeth Ellrich	\$1,687.00
	Bonnie Branch	\$1,763.00



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





Recruiters and Their Teams

Star Team Builders

Denise Simpson

Gina Range

Julie Bennett

Lacia Thomas

Michele Heidel

* Ethel M. Lee

* Shajuandrine Bridges

Senior Consultants

Erica Klees

Kelli Walter

Lisa Malwitz

Jennifer Durrance

Valerie Vatter

Lindsey Rudd

* Krystal Sirkus

* Lori Allen

* Stacy Heierman

Your End of The Year Moving On Up Checklist

- Decide on the goal. Put a date on it.
- Post affirmations around the house. Attain motivational growth through books, audio and coaching. If you need more positive affirmation information—do a search on Intouch.
- Make 2 new goal posters and put them in your kitchen and office.
- Decide how many personal classes and interviews it will take to reach your goal. (If you're not sure, call your director for guidance.)
- Fill out a weekly plan & menus a week in advance and shop for everything you need.
- Get support systems organized: a) Child care b) An office assistant—can even be one of your children 12-14 years old; 3 hours/week to put together looks, hostess packets, trays, recruiting packets c) Organize a filing system—brain book
- Book 10 selling appointments for the next 2 weeks.
- Book 10 interviews for the next 2 weeks (may invite them to an event).
- Set up coaching time with your director 2 times a week.
- Hand out no less than 10 recruiting packets a week!!!



Top Love Checks



Lisa Malwitz



Valerie Vatter



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

Name:

Krystal Sirkus

Lori Allen

Lacey Hinton

Jennifer Durrance

Essence Gray

Sh'Nedra Yarrell

Sponsored By:

Valerie Vatter

Valerie Vatter

Melissa Evans

Lisa Malwitz

Kim Stone

Bonnie Branch



Truth is, stress does not exist, except in your own thinking. Your stressful thoughts are no more real than your nonstressful thoughts; they're just thoughts. Stress is merely your perception of a situation, not the situation itself. When you redefine stress like this—as something you can control—you can maintain a positive feeling even when circumstances don't seem to warrant your optimism.

Taken from: Slowing Down to the Speed of Life: How to Create a More Peaceful, Simpler Life from the Inside Out By: Richard Carlson & Joseph Bailey

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



Valerie
Vatter



Catherine
Herzog



Sandy
McKenzie



Chris
Waters



Julie
Bennett

Year to Date Retail Court

1	Valerie Vatter	\$9,918.50
2	Catherine Herzog	\$6,870.00
3	Sandy McKenzie	\$6,802.00
4	Chris Waters	\$3,475.00
5	Julie Bennett	\$2,363.50
6	Melissa Evans	\$1,856.00
7	Angela McKee	\$1,850.50
8	LeAnn Lagemann	\$1,805.00
9	Jennifer Durrance	\$1,751.00
10	Sheri Allen	\$1,540.50
11	Cathy Howard-Williams	\$1,532.50
12	Tracey Cochran	\$1,473.50
13	Lisa Malwitz	\$1,471.00
14	Tonya Walker	\$1,417.00
15	Cheryl Smith	\$1,208.50
16	Michele Heidel	\$1,182.00
17	Denise Simpson	\$1,154.00
18	Gina Range	\$1,120.50
19	Lacia Thomas	\$1,036.00
20	Erica Klees	\$986.00

Year to Date Sharing Court



Lisa
Malwitz
1 Qualified

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!



PCP Participants:

Chris Waters
Sandy McKenzie
Lisa Malwitz
Bonnie Branch
Kim Stone



June Birthdays

Kim Stone	5
Karatasha Kyler	9
Courtney Leong	15
Grace Bravo	26
Lori Allen	30

June Anniversaries

Anne Barrett	2
Lacia Thomas	2
Alicia Polden	1
Becky Jones	1
Linda Ventura	1
Ramona Coleman	1
Sharon Neis	1

Getting Your Motivation



To find your motivation, you have to study your lines and their meaning just like an actor does. But in your case, your "lines" are the internal dialogue that plays out in your mind constantly. Study the lines below and see if perhaps some of yours need to be rewritten. Do you see how just changing the conversations you have with yourself can motivate you and fire you up to be a star? You've got to get control of your inner motivation and take responsibility for your own success!

Self-Defeating Inner Dialogue:

Other people hold me back.
I've screwed up my life.
There's so much work to do.
I'll never be a star of any kind.
Getting started is so hard.
I'm a disaster!
I want to be an overnight star!
My friends think I've changed.

Star-Quality Inner Dialogue:

I take responsibility for my stardom.
It's taken me until now to believe in myself.
This is my dream and it's worth it.
If I keep the rage burning, I'll make it.
This is the most exciting thing!
I'm going to show the world!
Step by step, I'm going to make it!
If they are my friends, they'll believe in my dreams and me!

IMPORTANT ?s

Here are some questions to help you hone in on exactly what it'll take to make you a star & finish this year strong. If you can't answer these questions, your level of commitment isn't what it needs to be. These are questions that should wake you up at night, keep you standing in the shower too long, and run through your head every mile you drive, walk or run:

- ◆ What will your job title be when you achieve it?
- ◆ What will your income level be?
- ◆ Where will you live?
- ◆ How will your professional peers regard you?
- ◆ What will your workplace look like?
- ◆ What sorts of awards & recognition will you earn?
- ◆ How will you bless/ help others?

*Adapted from **Shine** by Larry Thompson*

We can choose to be our best selves and to become all we're capable of becoming. When we dedicate ourselves to the practice of the good life, we approach our challenges with greater equilibrium and have a more positive, constructive attitude as we pursue excellence. By: Alexandra Stoddard

MARY KAY
one woman canSM
50 YEARS



If you're dealing with a career crash, make a list of criteria for your ideal job. This will help you point yourself in the right direction. Once you know your criteria, you can begin to evaluate which new career path will best suit your needs. And while some compromise may be in order, don't stop searching too soon. It may take some searching to find the position you're after, but the effort is worth it.



From May 16- August 15, \$2.50 will be donated from each sale. Mary Kay is committed to bringing an end to domestic violence. Your purchase supports The Mary Kay Foundation grant program for women's shelters, helping survivors of abuse begin a journey of recovery.

Spritz on the *limited-edition* Beauty that Counts! Journey of Dreams Eau de Toilette, and feel good about doing good! It's crisp floral scent expresses a spirit of caring. **Dreams:** They provide the power to overcome obstacles, achieve the impossible and transform today into a beautiful new future. **That's the inspiration behind this year's inspiring fragrance.** \$25



Mary Kay At Play, NEW Products
Create statement eyes and lavish lips.
 Bold Fluid Eyeliner, \$10

Triple Layer Tinted Balm, \$10
 Atomic Red, In the Plum,
 Orange You Lovely, Pink Again



Blue My Mind, Gold Metal,
 Hello Violet & The Real Teal



NEW Mineral Eye Color Shades, \$7 Driftwood, Ballerina Pink, Rosegold, Stone and French Roast.

This long-lasting, fade-resistant, mineral-based formula delivers weightless, high-impact color in one swipe with a natural, luminous finish that looks gorgeous on any skin tone.

New True Dimensions Lipstick Shades!

Intensely moisturizing. Exquisitely smoothing. It's like a color-infused fountain of youth for your lips.



Glide on 10 new shades with confidence: Tangerine Pop, Citrus Flirt, Coral Bliss, Exotic Mango, Sassy Fuchsia, Lava Berry, Berry a la Mode, First Blush, Tuscan Rose and Chocolate. \$18, each

Limited-Edition Honeydew Satin Hands Pampering Set, \$35
Delight in sweet summer scents.



PCP Gift With Purchase
 You can get a FREE Mini Microdermabrasion Set & Indulge Soothing Eye Gel in a black mesh bag when you purchase \$40+ in MK products.

HOW TO HAVE A GRAND WEEK IN MAY!

WIN A GRAND!

May is the perfect time to honor Mary Kay Ash. June is ideal to help finish the Seminar year strong. And July can help you kick off the new Seminar year with a bang!

Need a little help? Submit your tips on our **“Let’s Talk” blog post**, sharing how you plan on achieving the *Have a GRAND Week* sales challenge, **AND** share your success stories once you’ve completed the challenge!

When you do so, you will **have your name entered into a drawing of all eligible posts** submitted that week for a chance at winning **\$1,000 in American Express gift cards!** There will be **3 winners each week**, and the winners’ posts will be featured on the **“Let’s Talk”** blog.

See Intouch or MK’s Let’s Talk for details.



Mary Kay’s birthday is May 12. And no one loved a challenge more than Mary Kay Ash! So to honor the Founder, sell \$1,000 in

suggested retail sales in a week! Want \$1000 weeks? Double your effort, double your fun, double your results!



How to be a Superstar (\$500 Retail) EVERY Week

By: SNSD Jeanne Rowland

- 1. Expect a minimum \$500 week every week.** Set your standard. You are capable and willing and can be a leader in your unit! Have a goal to crow about your week EACH week!
- 2. Book 5 Shows to hold 3.**
 - Set up your week before the week starts.
 - Book no more than 2 weeks in advance.
 - Always be thinking, "What do I have booked for next week?"
 - To avoid lots of postponements and cancellations, coach every appointment, every face, very well the week before the show.
 - Remember your hostess has 2 signs across her chest: "What's in it for me?" and "Make me feel important!"
- 3. Plan a minimum of \$300 retail EACH week in new faces,** then add the rest in good reorder customer service. This keeps your business growing!
- 4. Book at least one new face every day.** Have business cards handy. You need new people to build a strong customer base. "One a day keeps the scaries away!"
- 5. Think marketing:** To see it is to want it!
 - Have plenty of product on hand at Shows for impulse purchases.
 - Display ALL your stock at home during all facials.
 - Bring a basket of goodies when delivering reorders. Don't just throw the bag at her!
 - Display new products in the center of the table at parties. How about on a flat mirror?
 - Find out what your customers like and want in the future. Make notes. Show them how to get those items by having a show or recruiting.
 - Ideas are endless; a little extra time on your part may mean BIG bucks this week!
- 6. Take the time to talk to your customers.** Build a relationship. Listen to their needs! They will take good care of you for years to come!

DARE TO DREAM!



MARY KAY[®]
MAKEOVER DAY
March 8, 2014

Mary Kay Dates to Remember:

- **June 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd.
- **June 10:** PCP summer 2014 mailing of month 2 mailer begins.
- **June 15:** Postmark deadline for Quarter 4 Star Consultant Quarterly Contest. Happy Father's Day!
- **June 16:** Quarter 1 Star Consultant quarterly contest begins. PCP fall 2014 online enrollment and Month 2 mailer begins.
- **June 20:** Online prize selection for Quarter 4 Star Consultant quarterly contest.
- **June 27:** Last day of the month for Consultants to place telephone orders (until 10pm CST).
- **June 30:** Seminar 2014 contest period ends. Last business day of the month. Orders and agreements submitted by mail or dropped off at branches must be received by 7pm local time to count towards this month's production. Last day for consultants to place online orders (until 9pm CST). Online agreements accepted until midnight CST.

Building
WALL
to**WALL**
Leaders



14

Class of 2014



Value of Thinking About "Why": It Clarifies Focus

When you land on the real purpose for anything you're doing, it makes things clearer. Just taking two minutes and writing out your primary reason for doing something invariably creates an increased sharpness of vision, much like bringing a telescope into focus. Frequently, projects and situations that have begun to feel scattered and blurred grow clearer when someone brings it back home by asking, "What are we really trying to accomplish here?"

Whereas purpose provides the juice and the direction, principles define the parameters of action and the criteria for excellence of behavior.

This kind of grounded, reality-based thinking, combined with clarification of the desired outcome, forms the critical component of knowledgeable work. In my experience, creating a list of what your real projects are and consistently managing your next action for each one will constitute 90 percent of what is generally thought of as project planning. This "runway level" approach will make you "honest" about all kinds of things: Are you really serious about doing this? Who's responsible? Have you thought things through enough?



KIM STONE
 INDEPENDENT SALES DIRECTOR OF
 THE PRECIOUS ROLLING STONES

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Return Service Requested

**WHO WILL HELP US MEET OUR
 SEMINAR 2014 UNIT GOALS?**

- \$500,000 Unit Club Circle of Excellence
- 50 New STAR Consultants
- 10 New Red Jackets
- 3 New Free Car Drivers
- 3 New Directors
- Cadillac Unit by June 30th, 2014

Building
WALL
 to**WALL**
 Leaders

There's so much to be involved in this month! Choose your passion to pursue!

Join the Movement.
 Build Wall to Wall Leaders.



Explore what's NEW on
 myCustomers!

Great new
 services &
 products,
 so check
 out
 Intouch!

Limited-Edition Beauty That
 Counts Journey of Dreams
 Eau de Toilette, \$25

**JOURNEY OF
 DREAMS™**

Celebrating the legacy
 of Mary Kay Ash...

Happy Birthday to Mary Kay!
 Enriching Women's Lives

Celebrate Mom
 With Pampering Gifts.

Book your mother' daughter
 makeovers today!

The Look
 Mails
 May 16

