



The Precious Rolling Stones' Newsletter

Building **ROCK** Solid!



March 2014 Recognition & Results



Top Love Check
Valerie Vatter



Sharing Queen
Valerie Vatter



Please Email Me Your Photo

YTD Sharing Queen
This Could Be You



YTD Retail Queen
Valerie Vatter

Congratulations to Our Star Consultants!



Catherine Herzog
Sapphire



Kim Stone
Sapphire



Valerie Vatter
Sapphire

Dear Precious Rolling Stones,

Hats off to those of you who attended Career Conference! What an inspiration and true motivation!!! I always come home dreaming big, setting God-sized goals, and feeling re-energized! Make the commitment now to attend SEMINAR this July! You will not believe the excitement! Dreams are born here! I want each of you to be a part of dreaming bigger than ever before. The stories, training, information, and preparation for what's coming and making your dreams a reality are amazing!

It's time for an amazing April! Color is everywhere! Our new products are making news and are quite a splash of color! I've already heard so many success stories from our unit members about our amazing new foundations. Plus, MK has just launched the Foundations for All section to take the guess work out of things. It's hard not to get excited about them. Have you ordered yours? If not, now is the time—especially so you are prepared for Mother's Day!! Make sure to stock up on basics as well for all of the color appointments you'll be holding this month. They are so easy to book!

There are so many women just waiting for the perfect opportunity to come their way, and with the **Share the Love Promotion**, now is the perfect time! We all could use some extra spending money right now. Mary Kay makes a great part-time supplemental income in any household. How do you spot your next potential recruit? She'll be a great hostess who loves our products! Mary Kay can fit just about any personality type! The key to a successful team relationship is in choosing a high caliber woman with whom you enjoy working. Make sure to have each potential team member hold a class before holding the interview. If she is not willing and excited about hostessing a class, she probably won't want to hold them as a consultant either. By selecting team members who are excited about what Mary Kay has to offer, you will also select women who are willing to use this opportunity to fulfill their needs & dreams. Plus, Doug Shulman, the commissioner of the IRS, notes that "80% of Americans get an average of a \$3,000 refund," so now is the perfect time for them to get started.

Have you considered the fact that Mary Kay is a part of your path so that you can enrich another's life? I believe that you are not here by chance or coincidence! This is your time to step up to the plate, reach out, and SHINE! Make a point of offering the Mary Kay opportunity to each person that you have not approached and that you think would make a quality team member! Let them say no. There are so many grand opportunities for New Consultants right now! Go onto the Mary Kay website and get excited about all that they are offering! We have amazing products! We have amazing opportunities! We have an amazing circle of friends, support, belief, and materials to help us succeed in Mary Kay. The choice is ours! Make the choice, TODAY, to make your dreams come true!! Set your goals, and then plan to make them happen each day! I know you can do it! I believe in you! You are here for a time such as this! Make each day count!

Love and Belief, Kim



Does your day ever feel like this? But First...

I can't wait to make my booking calls today, but first I am going to tidy up a bit, just in case someone stops by. You know, while I am tidying up, I should really throw a load of laundry in the wash. Oh, while I am in the laundry room, I should sweep this kitchen floor, and clean up those counter tops from making the kids' breakfast. Oh, I really need to take out the trash... you know, those flowers probably need to be watered. Back inside to do my phone calls... Oh, the laundry is done, I better fold that and put it away. Guess I'll watch my favorite show while I fold. You know, I should check out that website they mentioned before I forget... Oh— look at all these e-mails I have from friends, I'll just check those for a second. I should call Sue and see how she is— she sounded down. Sue mentioned this great sale at the store, I should go check it out while I have a minute. I better hurry home and start dinner! My, how time has flown today!

teamUP
for Women!
Team Up to Make a Difference
Mary Kay Ash believed in the power of women — especially when they work together to help others. Today, The Mary Kay Foundation carries on this legacy with *Team Up for Women!* From **now until May 12**, Consultants are reaching out to women everywhere in our annual *Team Up for Women!* fundraiser.

What better way to honor Mary Kay's birthday than by supporting her Foundation? With your help, we have donated more than \$55 million to fund research for cures for cancers that affect women and to provide grants to women's shelters and other non-profit agencies to help stop domestic violence. As you know, these two causes were close to Mary Kay's heart, so we honor our Founder's legacy of giving during Team up for Women fundraiser.

THE MARY KAY
FOUNDATION

Happy 50th Anniversary Mary Kay! Our Top 5 Wholesale for March



Catherine Herzog



Please Email Me
Your Photo

Melissa Evans



Valerie Vatter



Please Email Me
Your Photo

Tonya Walker



Lisa Malwitz

Thank You Consultants Who Invested in Their Business in March

Catherine Herzog
Melissa Evans
Valerie Vatter
Tonya Walker
Lisa Malwitz
Cheryl Smith
Chris Waters
Sandy McKenzie
Lindsey Rudd
Lacia Thomas
Cathy Howard-Williams
Gina Range
Bonnie Branch



What's New from Mary Kay At Play!
Eye Crayon, \$10
Teal Me More, Over the Taupe
Baked Eye Trio, \$10
Electric Spring, Sunset Beach
Lip Crayon, \$10
Purple Punch, Coral Me Crazy
Jelly Lip Gloss, \$10
Violet Vixen, Poppy Love

We all play in our own way. You decide your color mood – keep it simple, go bold or reinvent!

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

Guaranteed Tips to Having Great Results Bringing Your Guests to Meetings

By: NSD Nancy Moser



INVITE your guests to the Success Meeting, event, etc. by asking them to be your model or special guest for their opinion of our products and career at no obligations. Tell them that you need to know that you can count on their RSVP to reserve a table from your director by _____. Share with her a very special product gift for doing this with you and for her time.

INFORM them of the place and time to be there, or that you will pick them up. Briefly explain to them what we'll be doing at the event, the time it's ending, and most importantly: the nice, caring people they'll be meeting– your consultant friends, director, NSD, guest speaker, etc. People want to be with people whom they respect, like to be with, and who will make them feel comfortable.

INVESTIGATE, re-excite, and re-confirm by sending a “thank you in advance” note acknowledging that you appreciate being able to count on her word to be there as your model, because your director is counting on you to teach other consultants more about skin care and glamour. Write that you will have a special gift, and if she wants to bring 2-3 friends, you'll have gifts for them, too. * Follow up to reconfirm with a call 1-2 days prior and to inquire how many friends will be joining her so you'll have gifts for everyone.

INSPECT after she attends. Call her in 24 hours to thank her for being your special guest, for bringing her friends, for booking another appointment, for purchasing more products and for listening to the career opportunity– at no obligation. Thank her for her time and feedback so you can be a better consultant. Close on whatever next step she's ready for. Be sure to ask for referrals, too.



Recruiters and Their Teams

Team Leaders

Denise Simpson

Ethel M. Lee

Gina Range

Julie Bennett

Lacia Thomas

Michele Heidel

* Shajuandrine Bridges

Senior Consultants

Erica Klees

Kelli Walter

Valerie Vatter

Lindsey Rudd

* Stacy Heierman

KNOW YOUR GOALS

You can't manage your time if you don't know what you're trying to accomplish. When you have well-defined goals, you also know if you're on track to meet them, and if your time reflects your priorities. If you spend more time doing things that aren't helping you meet your goals, it's time to refocus!!

Vague generalizations and wishy-washy statements aren't good enough. For example, if someone says, "My goal is to be financially independent," what does that really mean? For some people, financial independence is having \$50 million saved and invested. For others it's earning \$100,000 a year. For someone else it's being debt-free. What is it for you? What's your number? If this is an important goal for you, take the time to figure it out.



Top Love Checks



Valerie Vatter



Erica Klees



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

Lindsey Rudd

Sponsored By:

Valerie Vatter

Melissa Evans

Sponsored By:

Kim Stone



My Grandmother Bach once told me that the key to having a fulfilling life was to understand that life's greatest fruit was always at the end of the branch and that you had to be willing to fall out of the tree to get it. The key, I was told, was to have people around you who could catch you should you fall. ~David Bach

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



Sandy McKenzie



Catherine Herzog



Kimberly Schantz



Please Email Me Your Photo

Angela McKee

Year to Date Retail Court

1 Valerie Vatter	\$7,857.00
2 Sandy McKenzie	\$6,438.00
3 Catherine Herzog	\$6,256.00
4 Kimberly Schantz	\$3,474.00
5 Angela McKee	\$1,850.50
6 Julie Bennett	\$1,843.50
7 Cathy Howard-Williams	\$1,532.50
8 Lisa Malwitz	\$1,471.00
9 Tonya Walker	\$1,417.00
10 Melissa Evans	\$1,354.00
11 LeAnn Lagemann	\$1,282.00
12 Chris Waters	\$1,279.00
13 Cheryl Smith	\$1,208.50
14 Missy Rudd	\$1,191.00
15 Michele Heidel	\$1,182.00
16 Denise Simpson	\$1,154.00
17 Gina Range	\$1,120.50
18 Sheri Allen	\$1,077.50
19 Lacia Thomas	\$1,036.00
20 Tracey Cochran	\$1,022.50

Year to Date Sharing Court

Make plans now to be in the Court of Sharing!
Just 24 qualified new team members for the year!

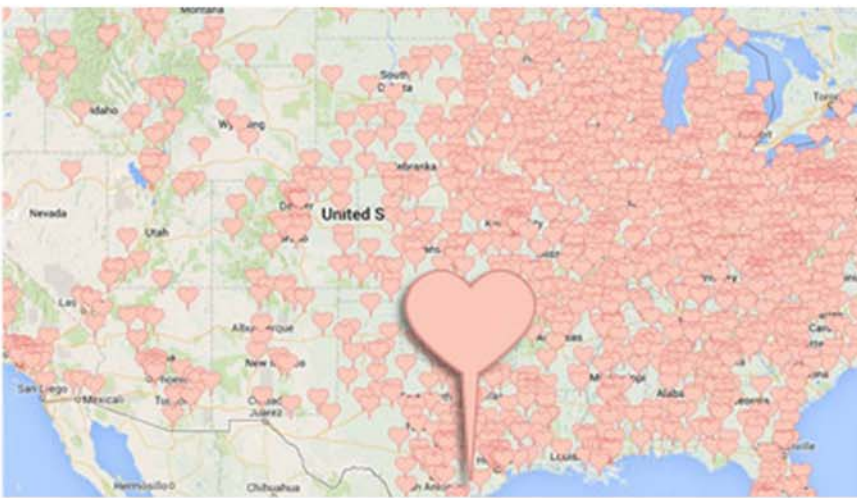
Make our 50th Anniversary your best year ever! Each time you share our fabulous career opportunity, you reach past your own comfort zone to help someone else. If our career isn't for them, nothing has changed. However, you may be offering them the opportunity of a lifetime—exactly what they need to SHINE! 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!

We Set Another Amazing Record!

58,808! That's the new Mary Kay record for the most number of makeovers conducted in 24 hours! That's right — during the MK Makeover Day on March 8, 58,808 women attended events in your homes, training centers and the live event at our World Headquarters in Dallas! What an amazing number! And here's another amazing number.... 11,640, the number of Consultants who participated in the makeover day! It was truly an exciting day, and we're thrilled that so many women around the country had the chance to experience a wonderful makeover, and to "discover what they love" about Mary Kay products.



Here's a great Script to Spring Into Action this month!

Hi _____, this is _____, your MK consultant. I would like to thank you for helping to make this my best year ever!! I am on a mission to do something that I have never done before, and that is to have a \$_____ day in sales. I am checking to see if you possibly need anything at this time. I really appreciate you as a customer, and it would be great if you can help me meet this goal. A portion of my sales will go to the MK Ash Charitable Foundation in your honor. The foundation is very involved in cancer research and promoting the awareness of domestic violence. Again, thanks for your loyalty as my customer.



May Birthdays

Tracey Cochran	7
Elizabeth Ellrich	13
Christine Askew	24

May Anniversaries

Christine Askew	6
Kimberly Schantz	1
Shajuandrine Bridges	1

There are really two options in life:
You can be either reactive or proactive to circumstances. And it's a lot more fun and less painful to be proactive- to make decisions about your life before events take control of you.

By David Bach

MARY KAY

one woman canSM

50 YEARS



I must confess that when my children were young, I didn't indulge in certain luxuries that probably would have been good for me. Some of the successful women at Mary Kay Cosmetics recommend these "just for you" activities for working mothers: Take a hot bubble bath at the end of the day.

Treat yourself to a good professional massage. Every now and then, go to a spa.

SHARE THE LOVE TEAM-BUILDING PROMOTION

During the month of April, you can Discover What You Love about Mary Kay with the new Share the Love Team-Building Promotion. Let me share the love and passion I have for my Mary Kay business and "pass it on."

From April 1 – 30, new Consultants who sign their Agreements during the month of April can:

- Purchase your Starter Kit for just \$75, plus tax and shipping.*
- Receive free shipping on an initial \$600 or more Section 1 wholesale order that is placed by May 31, 2014.*
- Receive a \$100 credit on an initial \$1,800 or more Section 1 wholesale order that is placed by May 31, 2014 (in addition to free shipping on the initial order).*

* Contact me or see www.marykay.com for more details – and get ready to Share the Love!

discover what you

LOVE™

**WE LOVE GIVING WOMEN
THE OPPORTUNITY TO
BUILD THEIR DREAMS,
WHICH IS WHY YOU
CAN START YOUR
MARY KAY BUSINESS
FOR ONLY \$75 IN APRIL!**

Administrative Professionals Day Sales Ideas

1. Fill a basket with pink carnations and to each carnation attach your business card with two lip samples stapled to the card. Hand these out everywhere saying, "Mary Kay is honoring all working women during Administrative Professionals Week with a pink carnation and lipstick sample." Hand her the carnation while you are speaking. Then, tell her, "If you would like to fill out the back side of the business card with your name and phone number, you'll go in my special drawing for a free body care package." Hand out everywhere in your community – library, realty offices, school offices, doctors office, etc.
2. Phone Survey – Call local businesses and use this dialogue: "Hello, my name is _____ with Mary Kay Cosmetics and we're honoring women who pick up the phone during Administrative Professionals week with a free pampering session – facial and makeover plus samples and a \$5 Gift Certificate! You may enjoy this during your lunch hour or in the evening. Which would be best for your schedule?"

NATIONAL ADMINISTRATIVE PROFESSIONALS WEEK IS APRIL 20-26! TAKE ADVANTAGE OF THIS WEEK TO FURTHER YOUR BUSINESS!

The ASSISTANT is a very important person in every business. Take time to think of every ASSISTANT you know and make sure each of them gets pampered! BUT WAIT.... what about the ones you haven't met??? Where do you find them? EVERYWHERE!!! How do you approach them professionally? Here is a guideline to help you.



1. Start by making a list of every business person you know who possibly employs one or more secretaries, office assistants or receptionists! Think of people YOU do business with! You'll be surprised at how many you can list!
2. Plan your schedule with time to stop by all the places you have on your list. Enter with a positive stride, dressed professionally, and ask to speak to the business person you know. Chat for a few minutes and then say: *"Today I am representing Mary Kay Cosmetics. National Administrative Professionals Week is coming up April 20-26, and our goal is to contact all assistants in this area and let them know just how much their time and talent is appreciated. How many assistants do you employ? Have you made a decision on what you want to do to show them how much you appreciate them? I have some really great specials I'd love to put together for you that they would really love!"* I'd suggest bringing a few gift sets made up as examples, especially our satin hands and pedicure sets. However, it is important that you not go into a place of business with a lot of things. Carry a tote that you can comfortably put a few things in. You will probably hear something about how they take them out to lunch or give them a bonus... then you say... *"Long after that bonus is spent (or that lunch is eaten), she will use this and remember how much she appreciates you."* Complete the purchase, ask for a deposit of half or more and arrange for the delivery date. Then ask who else they might know who would also appreciate your services. If possible, ask for one of their business cards introducing you! You can then call the referrals and use the same approach!

DARE TO DREAM!



MARY KAY®
MAKEOVER DAY
March 8, 2014

Mary Kay Dates to Remember:

- **May 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd. Seminar 2014 registration and Seminar souvenir ordering opens for those registered for Seminar.
- **May 10:** PCP early ordering privilege of the new Summer 2014 promotional items begins for consultants who enrolled in The Look for Summer 2014.
- **May 11:** Mother's Day
- **May 12:** Mary Kay Ash's Birthday
- **May 15:** PCP last day of online enrollment for the Month 2 mailer.
- **May 16:** PCP summer issue of The Look mails.
- **May 26:** Memorial Day. All Company and branch offices closed. Postal holiday.
- **May 29:** Last day of the month for consultants to place telephone orders (until 10pm CST).
- **May 30:** Last business day of the month. Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count toward this month's production.
- **May 31:** Last day of the month to place online orders until 9pm CST. Online agreements accepted until midnight CST.

Building
WALL
to**WALL**
Leaders



Habits are the patterns of your behavior. Habits are dangerous because they can make your life a series of mindless actions. Many people go through their entire lives living a life of habituation. They get up at the same time, jump in the shower with their mind racing, eat the same breakfast day after day, drive the same roads to work, and do the same tasks at the office each day. The neuropathways of the brain get reinforced over and over again, day after day, year after year, decade after decade. Our life can become a collection of mindless, almost thoughtless habits.

I hope you have seen the movie *Groundhog Day*, where actor Bill Murray plays Phil, an arrogant weather forecaster who gets trapped in a time warp that has him reliving the same day over and over. He gets up every day repeating his same behavior and gets the same results. He gets very frustrated until finally one day he changes his behavior. Phil's life totally changes when he changes. It is difficult to discover true happiness when we are living each day as if it were *Groundhog Day*. For many of us it feels like stepping on the same treadmill each day, with it preprogrammed to the same speed and an exact length of time, therefore yielding the exact same results each day. Albert Einstein said it best. "Insanity is doing the same thing over and over again and expecting different results." The principle of cause and effect ties into the problem of habituation. So many of the individuals I have counseled over the years have lived lives entrenched in habituation and their precious lives have passed them by.

Taken from: *A Life In Balance: Nourishing the Four Roots of True Happiness* By: Dr. Kathleen Hall



KIM STONE
 INDEPENDENT SALES DIRECTOR OF
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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



There's so much to LOVE this year.
 Pack your bags, grab your girlfriends and head to Dallas for the best four days of your life! You'll find prizes, recognition, education, lasting friendships, dazzling shows, glitz and glamour, and so much more! You'll want to experience all Seminar offers.

Ruby: July 16 – 19

Sapphire: July 20 – 23

Emerald: July 23 – 26

Pearl: July 27 – 30

Diamond: July 30 – Aug. 2

LOCATION: Kay Bailey Hutchison Convention Center

FEE: \$195 (if received by June 16) Visit

www.MaryKayInTouch.com (Events / Special Events) for details

Priority registrants can order fun Seminar souvenirs and even get a 15 percent discount beginning April 7. All other registrants can order at regular price beginning May 1.