



The Precious Rolling Stones' Newsletter

Building **ROCK** Solid!



January 2014 Recognition & Results



Top Love Check
Denise Simpson



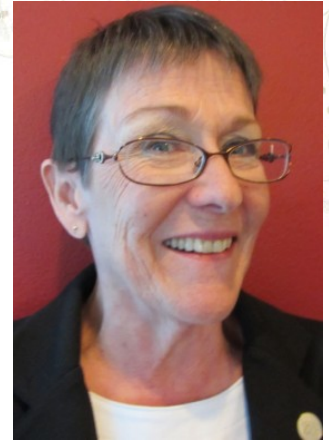
Please Email Me Your Photo

Sharing Queen
This Could Be You



Please Email Me Your Photo

YTD Sharing Queen
This Could Be You



YTD Retail Queen
Joanne Harrington

Congrats Top Wholesale Orders For January

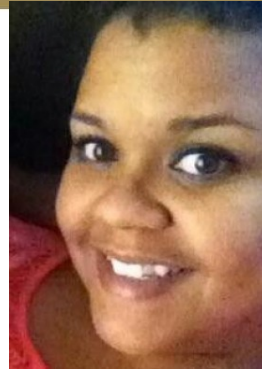
Valerie Vatter



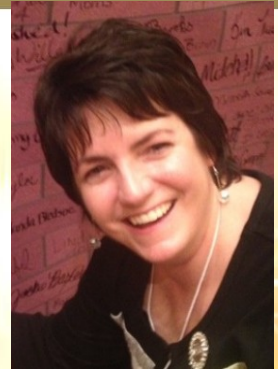
Ethel M. Lee



Emily Starks



Catherine Herzog

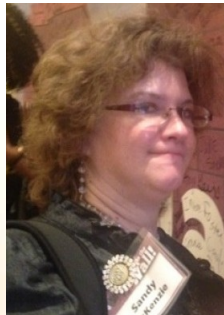


Erica Klees

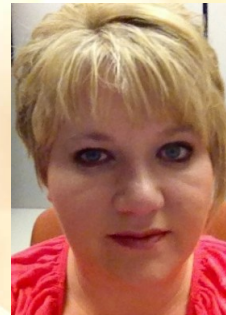


Please Email Me Your Photo

Sheri Allen



Sandy McKenzie



Kimberly Schantz



Shajuandrine Bridges

Dear Precious Rolling Stones,

I'm so excited about this month. It's time to register for Career Conference, get excited about our new products, and share our incredible opportunity with those around us. We're lucky enough to have a company that holds conferences all around the nation to make it easy for us to attend. I hope you'll join us! This is such an exciting time to be a part of such an amazing company. It's hard to believe it's been 50 years since Mary Kay began Mary Kay, Inc., and I'm so grateful to her for her insight into women. I love that this company encourages us to share ideas, dare to dream big, and to encourage each other along the way. It's easy to understand why our conferences are so amazing and an energizing part of my career each year.

We all know February is centered around sharing love. While the focus is sharing love for our spouse and children, that feeling permeates our lives this month. It's one we share with our friends, family and everyone around us. It makes the cold days warmer and happier. I've begun to feel the same way about warm chattering. At first it can be a little challenging talking to a stranger, but then I began to realize- we do it all the time. We help someone pick up something she's dropped or compliment her outfit or tell her how adorably cute her child is. Warm chattering is just taking the next step to offer her an opportunity as well. I encourage you to reach out and talk with the woman next to you in line, at the store, or wherever. Even if you don't take the next step to offer her your card, take a moment to encourage her and make her feel special today. That gesture will never be a bad thing, and it will make you feel great too.

I am so ready for spring to be here. I know you are too! Our new products are the perfect way to jump start this season. It's time to say goodbye winter blues and "Hello, Sunshine Collection!" I cannot even tell you how excited I am about our Complexion Corrector Cream Sunscreens, not to mention the eyeliner, pedicure set, and new @ Play products. It's time to spring into action now and have something to be excited about at Career Conference.

There are a lot of great sayings out there. Dream Big. Trust Yourself. Keep Trying. No Regrets. Enjoy Life. We see them and we are inspired, but how often do we truly make a plan to apply them to our lives? We all know they're true. We know that we should live in the moment, quit beating ourselves up, and dream of a life bigger than the one we have now. Will you join me in making those dreams a reality this year? Will you take an action step each day towards that dream? Just one small step per day can be the difference between regret and success. I encourage you to stop and think, "What's the next action I can take towards my goal?" It may be cleaning up your office so you can get on the phone tomorrow. Hopefully it will be dusting off your profiles and calling customers to check in and book classes, interviews, and more. Whatever your next step is, email or text me so I can encourage you along the way. We can make our dreams come true- one day at a time!

Love and Belief, Kim

Use the winter weather to your advantage! When it's this cold, you just want to stay inside, and so do your customers. This is the perfect time to follow up with prospects, make PCP calls, and reach out. It's also the perfect time to share info on our great new products and schedule appointments! Make this winter weather count, and you'll be ready to

Spring Into
ACTION!



Love Letters to Live By:

Valentines are love letters with simple statements of affection. I would like to give you a valentine to explain as fundamentally as possible what love really is. One basic definition of love, as a verb, is "to value." Love should be a verb, not a noun or adverb. Love is an active emotion. It is not static. Love is one of the few experiences in life that we can best keep by giving it away. Love is the act of demonstrating value for and looking for the good in another person.

- **L- is for Listen.** To love someone is to listen unconditionally to his values and needs without prejudice.
- **O-is for Overlook.** To love someone is to overlook the flaws and the faults in favor of looking for the good.
- **V-is for Voice.** To love someone is to voice your approval of him on a regular basis. There is no substitute for honest encouragement, positive "strokes," and praise.
- **E-is for Effort.** To love someone is to make a constant effort to spend the time, to make the sacrifice, to go the extra mile to show your interest.

Taken from: Seeds of Greatness by Denis Waitley



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



Valerie Vatter
On-Target



Ethel Lee
On-Target



Emily Starks
On-Target



Please Email Me
Your Photo

Julie Bennett
On-Target



Denise Simpson
On-Target

Thank You Consultants Who Invested in Their Business in January

- Valerie Vatter
- Ethel M. Lee
- Emily Starks
- Catherine Herzog
- Erica Klees
- Sheri Allen
- Sandy McKenzie
- Kimberly Schantz
- Shajuandrine Bridges

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
	Valerie Vatter	\$1,300.00
	Ethel Lee	\$1,457.00
	Emily Starks	\$1,486.00
	Julie Bennett	\$1,515.00
	Denise Simpson	\$1,516.00
	Catherine Herzog	\$1,549.00
	Sheri Allen	\$1,596.00
	Erica Klees	\$1,596.00
	Tracey Cochran	\$1,598.00
	Sandy McKenzie	\$1,680.00
	Missy Rudd	\$1,703.00
	Kimberly Schantz	\$1,722.00

Limited Edition Hello, Sunshine Collection

Purchase-With-Purchase Offer: You can get the Sunshine Wristlet for only \$5 with the purchase of at least \$40 of any Hello, Sunshine Collection items. These include:
Lip Gel, \$16, *Cherry Twist*
Springy Eye Duo, \$16 each,
Summer Sunset and Stonewashed
Creamy Lip Color, \$16 each, *Retro Rose and Carefree Coral*
Nail Lacquer, \$9.50 each, *Carefree Coral and Lemon Parfait*



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

Ethel M. Lee

Julie Bennett

Lacia Thomas

* Gina Range

* Michele Heidel

* Shajuandrine Bridges

* Viola Brown



Senior Consultants

Erica Klees

Kelli Walter



It's time to Share Your Love of our Opportunity and Move On Up for Career Conference!

When you add **two** qualified new personal team members from December 1 to February 28, you'll be invited to a special **Career Conference Luncheon** held in your honor!!

Qualified **new** Consultants who add **one** new qualified team member from Dec. 1-Feb. 28 will also be invited to attend the luncheon.

When you achieve and maintain a new step on the career path of **Team Leader, Future Director, or DIQ** by Feb 28, you'll receive a **name badge ribbon and onstage recognition!!**

See Intouch For Details & More Info.



Top Love Checks



Denise Simpson



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**

50 Years ago Mary Kay began an opportunity that is unmatched. We have amazing products, opportunities, prizes and leadership potential. I challenge you to discover what you love about our company this year and share it with those around you!



Welcome Back Consultants

Ethel M. Lee

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



Joanne
Harrington



Valerie
Vatter



Sandy
McKenzie



Kimberly
Schantz



Catherine
Herzog



Year to Date Retail Court

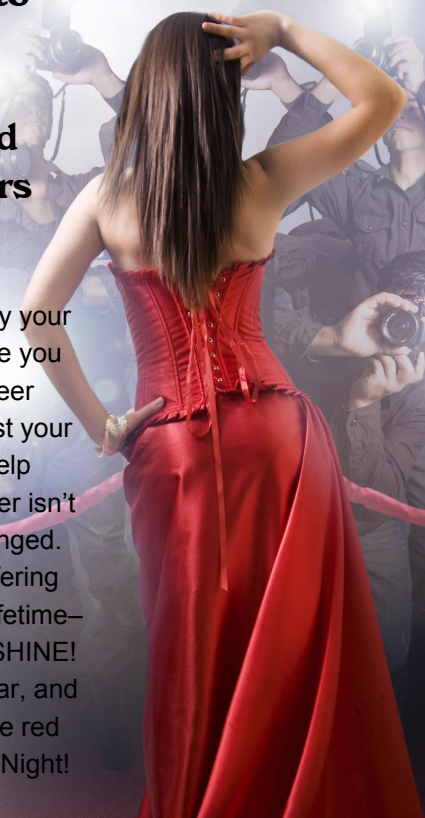
1 Joanne Harrington	\$10,313.00
2 Valerie Vatter	\$5,218.00
3 Sandy McKenzie	\$5,103.00
4 Kimberly Schantz	\$3,474.00
5 Catherine Herzog	\$2,967.00
6 Angela McKee	\$1,850.50
7 Denise Ray	\$1,470.00
8 Tara Merlau	\$1,469.00
9 Julie Bennett	\$1,274.00
10 Missy Rudd	\$1,191.00
11 Denise Simpson	\$1,154.00
12 Sheri Allen	\$1,077.50
13 Erica Klees	\$986.00
14 Tracey Cochran	\$901.50
15 LeAnn Lagemann	\$863.00
16 Tonya Walker	\$759.00
17 Cheryl Smith	\$712.50
18 Ethel M. Lee	\$685.00
19 Emily Starks	\$628.00
20 Lacia Thomas	\$586.00



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!



PCP Participants:

Sandy McKenzie



Are you in the Red Zone?



Now is the perfect time to recruit!

Women are always looking for some extra cash, and they want a career that's meaningful! By focusing on providing opportunities for others, you'll see doors open for you! You can move on up this month by sharing the opportunity and getting in the RED ZONE! Stay focused, accept the challenge, and Career Conference will hold a red jacket and lots of green cash, too!

Have you made a commitment to move your business forward? You'll look so great in your new red jacket or director's suit! Will you choose to climb the career path for Career Conference?

Decide on the goal. Put a date on it. Decide how many personal classes and interviews it will take to reach your goal. Book selling & sharing appointments for the next 2 weeks. Get support systems organized and ask your family for help! Make a goal poster and post it in your office. Practice your positive affirmations.

I know you can do it!



March Birthdays

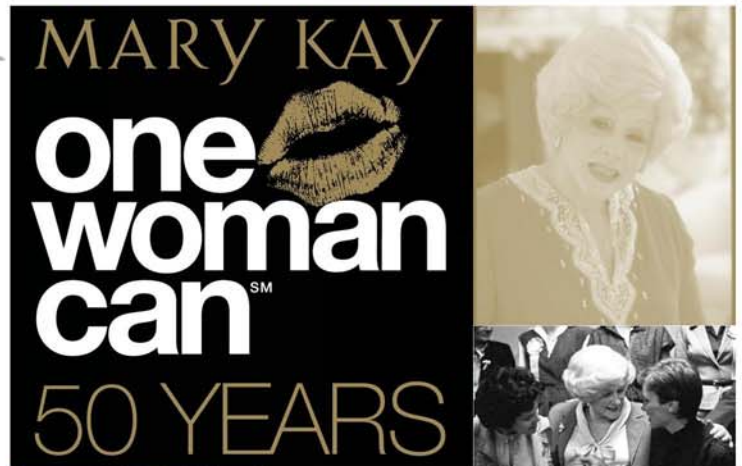
Anna King	11
Lateya James	24
Denise Ray	31

March Anniversaries

Michele Heidel	5
Tonya Walker	3
Gina Range	2

"The knowledge that we consider knowledge proves itself in action. What we now mean by knowledge is information in action, information focused on results."

—Peter F. Drucker



Self-confidence is all-important...believe that you can do whatever you set out to do. Any idea that you firmly fix in your subconscious mind by repeated affirmation automatically becomes a plan or a blueprint which an unseen power uses in directing your efforts toward the attainment of the objects named in your plan. Daily you must have a formula which you will use that will help you to acquire this self-confidence you need to attain success. First, know that you have the ability to achieve the object of your definite purpose -- your goal. And demand persistent and aggressive and continuous action toward its attainment. Second, realize that the dominating thoughts of your mind eventually reproduce themselves in outward bodily action and gradually transform themselves into physical reality. Therefore, you must concentrate for a certain number of minutes each day on the task of thinking of the person you intend to be; creating a mental picture of this person and transforming that person into reality through practical service. And third, remember that any desire that you persistently hold in your mind will eventually seek expression through some means of realizing it. Therefore devote a few minutes daily to development of the following factors...a habit of saving-initiative and leadership-imagination-self-control-the habit of doing more than you are paid for-and of developing a pleasing personality.

Cathy Herzog signing
the wall at FTP 2014.
Goal: Director by June
2014



Cathy Herzog, Jennifer
Deneute and Sandy
McKenzie at FTP 2014



Goal: Directors by June 2014;
Cathy, Valerie and Jennifer
Goal: Future Executive Senior
Sales Director by June 2014;
Kim Stone



Jennifer Deneute signing
the wall



Senior Sales Director Kim
Stone and Cathy Herzog



Kim is dreaming about next
year!



Sandy McKenzie signing
the wall with goal to be
Director by June 2014



Great looking bunch of
women!!!



Selfie time with girlfriends
and Valerie's long arm. LOL



Valerie Vatter signing the
wall with goal to be Director
by June 2014.

LIMITED EDITION
HELLO,
SUNSHINE!
COLLECTION

Purchase-With-Purchase Offer:
You can get the Sunshine Wristlet
for only \$5 with the purchase of at
least \$40 of any Hello, Sunshine
Collection items. These include:

Lip Gel, \$16, Cherry Twist
Springy Eye Duo, \$16 each,
Summer Sunset and Stonewashed
Creamy Lip Color, \$16 each, Retro Rose & Carefree Coral
Nail Lacquer, \$9.50 each, Carefree Coral & Lemon Parfait



Delivers eight benefits
in one step

**COMPLEXION
CORRECTION CREAM
SUNSCREEN BROAD
SPECTRUM SPF 15:**

Available in Very Light, Light-to-Medium,
Medium-to-Deep, Deep. \$20, each

BRONZING POWDER:

Sweep on a sun-kissed glow!
Available in Light-Medium
and Medium-Dark, \$18



MARY KAY @ PLAY NEW SHADES:

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



GEL EYELINER

WITH EXPANDABLE
BRUSH APPLICATOR:

Jet Black, \$18

Pencil precise. Liquid
intense. Gel smooth.

**LIMITED EDITION LEMON PARFAIT
PEDICURE COLLECTION:**

Includes: Lemon Parfait Foot Gel, Pumice
Stone, Emery Board, Toe Separators and
Lemon Parfait Foot Fizzies in a Gift Bag, \$28



DARE TO DREAM!



MARY KAY®
MAKEOVER DAY
March 8, 2014

Mary Kay Dates to Remember:

- **March 1:** Online DIQ commitment form available beginning 12:01am CST until midnight on the 3rd.
- **March 4:** Mardi Gras
- **March 5:** Ash Wednesday
- **March 8:** Mary Kay Makeover Day! International Women's Day!
- **March 9:** Daylight Saving Time begins.
- **March 15:** End of the Quarter! Quarter 3 star contest ends.
- **March 16:** Quarter 4 Star Consultant quarterly contest begins. PCP Summer online enrollment for The Look & Month 2 mailer begins.
- **March 17:** St. Patrick's Day
- **March 20:** First day of spring!
- **March 21:** Week 1 of Career Conference 2014 begins.
- **March 28:** Week 2 of Career Conference begins. Last day of the month for consultants to place telephone orders (until 10pm CST).
- **March 31:** Last day of the month for consultants to place online orders (until 9pm CST). 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. Online agreements accepted until midnight CST.

Building
WALL
toWALL
Leaders



Class of 2014



MAKE IT YOUR CHOICE -- Ralph Marston

Whatever there is to be done, make it your choice to do it. Rather than resenting that you must do it, or feeling guilty about the fact that you should do it, simply choose to do it.

From all the available possibilities, choose what you know is right. Choose, and put the power and commitment of your intention behind your actions. Choose to do it, and you make yourself vastly more effective. Choose to do it, and be in positive control of your own destiny.

Feeling that you're forced to do it, or obligated to do it, or that you have no choice, will only weigh you down. So choose to do it and free yourself from those useless burdens.

Choose to do it not because you must, not because you should, but because you know it is best. In every moment, in every situation, make it your choice to do what is best. Make it your choice, and you'll make it great.



KIM STONE
 INDEPENDENT SALES DIRECTOR OF
 THE PRECIOUS ROLLING STONES

3208 Whitney Dr. W.
 Tallahassee, FL 32309
 Phone: (850) 980-3689
 kstone63@marykay.com

Return Service Requested

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

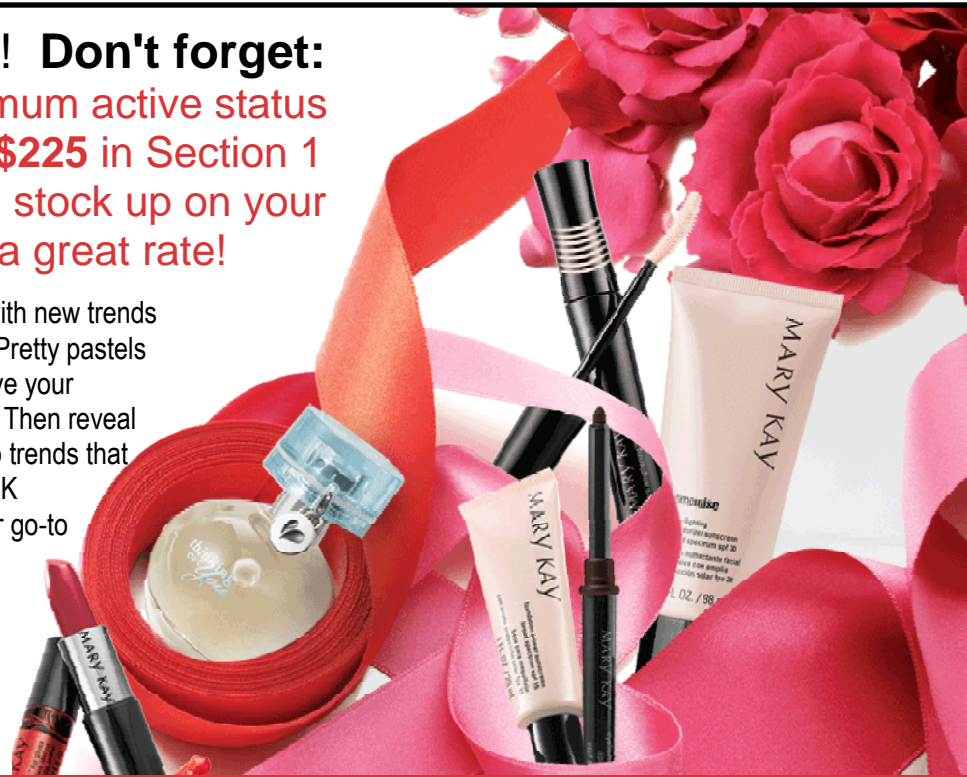
- \$500,000 Unit Club Circle of Excellence
- 50 New STAR Consultants
- 10 New Red Jackets
- 3 New Free Car Drivers
- 3 New Directors
- Cadillac Unit by June 30th, 2014

Place Your Orders Today! Don't forget:
 Mary Kay will raise the minimum active status
 order amount from **\$200 to \$225** in Section 1
 orders effective **March 1**, so stock up on your
 favorites this month at a great rate!



Spring is almost here along with new trends and fashions for the season! Pretty pastels rock the spring runway, so give your customers a fashion preview. Then reveal the newest *Mary Kay* makeup trends that complement the looks. The *MK Trend Report & Look* are your go-to resources for showing your customers how to pair MK makeup with spring fashions.

It's where you'll find everything you need to spring into action and help re-energize your Mary Kay business. The trend this quarter is all about taking off or just kicking back. It's time to play, explore and discover. So beauty is carefree and effortless. And the products offered this quarter are right on the money! Think easy-out-the-door makeup, retro-inspired looks and spring break essentials.



Effective Feb. 16, 2014, shipping and handling charges will increase as follows:

- **Customer Delivery Service orders shipping and handling charges will increase to \$5.75.**
- **Mainland U.S. product orders & Starter Kits will increase to \$9.35.**