



# The Precious Rolling Stones' Newsletter

Building ROCK Solid!



May 2014 Recognition & Results



Top Love Check  
Valerie  
Vatter



Sharing Queen  
Valerie  
Vatter



YTD Sharing Queen  
Valerie  
Vatter



YTD Retail Queen  
Valerie  
Vatter

## Congrats Top Wholesale Orders For May



Please Email Me  
Your Photo

Lori Allen



Valerie Vatter

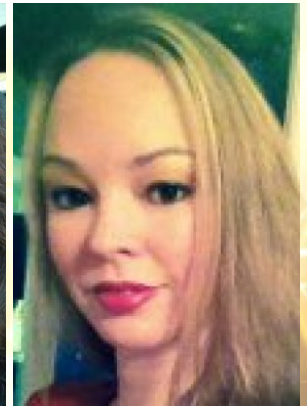


Please Email Me  
Your Photo

Tara Vatter



Chris Waters



Jennifer Durrance

Dear Precious Rolling Stones,

June is an amazing month for us. It's time to hit the gas and work hard to finish up our extraordinary goals. I can't believe the end of the year is almost here and I'm so excited to be in the position to encourage you all towards your own successes. Remember we're in business for ourselves, but never by ourselves. Mary Kay wants to show us they are behind us by rewarding us with a Follow Your Heart pendant necklace with any \$400+ order. Isn't that awesome? No matter how close or far you are from your goal, you'll be one step closer each call you make! It's time to jump into action!

If you aren't quite where you'd like to be this last year of the seminar year, don't despair. No one ever gained anything by sitting around feeling sorry for herself and beating herself up. Believe me, I've tried that strategy in the past. If you're not finishing up your goals the way you'd like, I challenge you to take one day and regroup. Rather than focus on what you haven't done, focus on where you'd like to be this time next year. Really take the time to map out your plan. Break it down into daily, weekly, monthly and quarterly goals. Then begin the activity today. You'll have most of this month to get your systems in place, book appointments, call each and every customer, place your order to have products on your shelf, etc. This is not only a great way to kick off the new year, it's an easy way to fall back in love with your Mary Kay business when you call all the awesome women you get paid to work with!

We are fully into summer now, and everyone is thinking about tans, great summer looks, gift ideas and sun care. It's a great time to check back in with your customers and ask how you can meet their needs. It may just be a quick drop off at their work, but many women will be interested in fun color classes with their friends, which with our Color Confident class has never been easier! Summer classes lead to wonderful summer prospects, especially moms that need some girlfriend time in between all those games and summer activities. Whatever your focus, make sure you take the time to ask. Each new potential hostess, prospect, and basic new customer could be a vitally important person to your business, and you may be changing her life. Think of her and her needs, and you'll never go wrong. Let's finish this seminar year strong with gusto that Mary Kay Ash would be proud of!

Love and Belief, Kim



*Are you one of those people who works better under a deadline? Well, if you haven't earned your Advanced Color Consultant designation yet, we've got a deadline for you – and if you meet it, you'll earn a little extra recognition!*

Pass the four brief quizzes that make up the Color Confident program by June 30, and you'll receive this Advanced Color Consultant ribbon to add to your Seminar attire!

The Advanced Color Consultant designation is a fantastic draw for potential customers searching for an Independent Beauty Consultant through the Consultant Locator. This special designation shows that you've put in the extra effort to increase your knowledge of color products and can help your customers choose the shades that make them look absolutely stunning! (Oh – and did we mention the education is free?)



**June 30 will be here before you know it, so get Color Confident today!**



Confidence comes by doing – not thinking. I guess this business has gone from my brain where I thought it would work, to my heart where I know it will work! Confidence isn't knowing everything there is to know, but knowing that you can get an answer to what you want to know. And confidence isn't something you just get all at once. It is something that starts as a seed within you and just starts growing and growing as you nurture and feed it by doing and doing.

By Kathy Drobish

# Happy 50th Anniversary Mary Kay!

## Our Top 5 Stars and Future Stars This Quarter



Valerie  
Vatter  
Diamond



Please Email Me  
Your Photo

Lori  
Allen  
Diamond



Jennifer  
Durrance  
Sapphire



Chris  
Waters  
Sapphire



Please Email Me  
Your Photo

Melissa  
Evans  
On-Target

### Thank You Consultants Who Invested in Their Business in May

Lori Allen  
Valerie Vatter  
Tara Vatter  
Chris Waters  
Jennifer Durrance  
Krystal Sirkus  
Lisa Malwitz  
Sandy McKenzie  
Emily Starks  
Naomi Colson  
Stacy Heierman  
Lindsey Rudd  
Catherine Herzog  
Elizabeth Ellrich

### 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 |
|---------------|-----------------------|-------------------------|
| Diamond       | Valerie Vatter        | \$44.00                 |
| Diamond       | Lori Allen            | \$508.00                |
| Sapphire      | Jennifer Durrance     | \$595.00                |
| Sapphire      | Chris Waters          | \$599.00                |
|               | Melissa Evans         | \$945.00                |
|               | Catherine Herzog      | \$1,133.00              |
|               | Lindsey Rudd          | \$1,191.00              |
|               | Tara Vatter           | \$1,195.00              |
|               | Shaundra Buggs        | \$1,199.00              |
|               | Sandy McKenzie        | \$1,213.00              |
|               | Lisa Malwitz          | \$1,262.00              |
|               | Emily Starks          | \$1,507.00              |
|               | LeAnn Lagemann        | \$1,538.00              |
|               | Julie Bennett         | \$1,540.00              |
|               | Gina Range            | \$1,557.00              |
|               | Krystal Sirkus        | \$1,561.00              |
|               | Cheryl Smith          | \$1,562.00              |
|               | Sheri Allen           | \$1,568.00              |
|               | Naomi Colson          | \$1,571.00              |
|               | Cathy Howard-Williams | \$1,572.00              |
|               | Tracey Cochran        | \$1,574.00              |
|               | Lacia Thomas          | \$1,575.00              |
|               | Stacy Heierman        | \$1,575.00              |
|               | Elizabeth Ellrich     | \$1,666.00              |
|               | 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

## OT Car Driver

### **Valerie Vatter**

Krystal Sirkus  
Lindsey Rudd  
Lori Allen  
Stacy Heierman  
Tara Vatter

## Team Leaders

### **Valerie Vatter**

Krystal Sirkus  
Lindsey Rudd  
Lori Allen  
Stacy Heierman  
Tara Vatter

## Senior Consultants

### **Denise Simpson**

Julie Bennett  
Lacia Thomas  
\* Ethel M. Lee  
\* Gina Range  
\* Michele Heidel  
\* Shajuandrine Bridges

### **Erica Klees**

Kelli Walter

### **Lisa Malwitz**

Jennifer Durrance

## **Reasons or Results**

Peter McWilliams said, "In life, we have either reasons or results—excuses or experiences, stories or successes. We either have what we want, or we have iron-clad, airtight, impenetrable reasons why it was not even marginally possible to get it. We use one of the most powerful tools at our disposal—the mind—for our disposal. Rather than dispose of the barriers to our dreams, the mind disposes of the dreams. In the amount of time it takes for the mind to invent a good excuse, the mind could have created an alternate way of achieving the result—rendering excuse-making unnecessary."

**As we bring an end to this seminar year, you can still make your dreams a reality. The point is to begin today. Choose results over reasons or excuses and watch your business soar this year!**



## Top Love Checks



Valerie Vatter



Lisa Malwitz



### 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:

Tara Vatter

Shaundra Buggs

Mary Frances H. Bell

Sponsored By:

Valerie Vatter

Kim Stone

Bonnie Branch



## Welcome Back Consultants

Naomi Colson



## 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

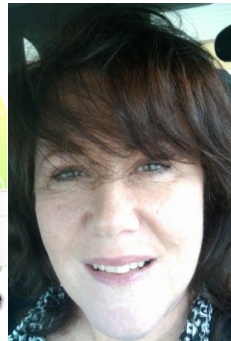


Catherine Herzog



Please Email Me Your Photo

Lori Allen



Chris Waters

### Year to Date Retail Court

|                          |             |
|--------------------------|-------------|
| 1 Valerie Vatter         | \$12,771.50 |
| 2 Sandy McKenzie         | \$7,287.00  |
| 3 Catherine Herzog       | \$7,123.00  |
| 4 Lori Allen             | \$5,916.00  |
| 5 Chris Waters           | \$4,597.00  |
| 6 Jennifer Durrance      | \$2,476.00  |
| 7 Julie Bennett          | \$2,363.50  |
| 8 Lisa Malwitz           | \$1,947.00  |
| 9 Melissa Evans          | \$1,856.00  |
| 10 Angela McKee          | \$1,850.50  |
| 11 LeAnn Lagemann        | \$1,805.00  |
| 12 Sheri Allen           | \$1,540.50  |
| 13 Cathy Howard-Williams | \$1,532.50  |
| 14 Tara Vatter           | \$1,476.00  |
| 15 Tracey Cochran        | \$1,473.50  |
| 16 Tonya Walker          | \$1,417.00  |
| 17 Emily Starks          | \$1,294.00  |
| 18 Lindsey Rudd          | \$1,218.50  |
| 19 Cheryl Smith          | \$1,208.50  |
| 20 Michele Heidel        | \$1,182.00  |

### Year to Date Sharing Court



Valerie Vatter  
3 Qualified



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! 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:

Chris Waters  
Sandy McKenzie  
Lisa Malwitz  
Bonnie Branch  
Kim Stone



## Make sure to get your Mary Kay Personal Website THIS MONTH!!

Beginning July 1, subscriptions for all consultants will increase from \$50

to \$60. (The cost for first-year, first-time MK site subscribers will increase from \$25 to \$30.) If you renew this month, you can renew your current subscription for another year at the \$50 rate.

**(Example: If your Personal Web Site subscription expires March 1, 2015, you can renew by June 30 and extend your \$50 subscription through March 1, 2016.)**

You know your MK Web Site can pay for itself many times over and continues to be a value, even taking into account the increased subscription rates! Not only can your customers shop 24/7, they get timely tips and trends, order reminders and more!

PLUS~ The Personal Web Site Manager has gotten a makeover this quarter. The updated Web Site manager tool has a cleaner landing page and improved organization capabilities to easily access and update your site information. PLUS, it has a great new feature that allows you to offer purchase with purchase items on your site.



### July Birthdays

|                      |    |
|----------------------|----|
| Shaundra Buggs       | 2  |
| Tara Merlau          | 4  |
| Mary Frances H. Bell | 9  |
| L. Howell-Thomas     | 11 |
| Alicia Polden        | 20 |
| Stacy Heierman       | 20 |
| Denise Simpson       | 24 |

### July Anniversaries

|                   |   |
|-------------------|---|
| Denise Simpson    | 6 |
| Julie Bennett     | 5 |
| Cheryl Smith      | 4 |
| Joanne Harrington | 1 |

Never let the spirit of the girl in you disappear. Make sure she has fun, to really believe there is always something new to discover.

~ NORMA KAMAL

MARY KAY  
**one woman can**<sup>SM</sup>  
50 YEARS



My most vivid childhood memories are of the hard times we endured when I was growing up in Houston. I was seven years old when my daddy came home from a sanitarium, and while three years of treatment had arrested his tuberculosis, he was never able to work again. My mother worked fourteen-hour days as a restaurant manager, and with what women were paid back then, we constantly struggled to keep our heads above water. I have never forgotten where I came from, and this helps me to empathize with others.

If you started Mary Kay to make some money and work your business like a business, would you consider **investing in some inventory** to have on hand to build your store? Maybe it's time to take your business to the next level by having product on hand so you can provide the best service for your customers! Remember, the **Follow Your Heart** pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400 or more Section 1 wholesale order in June 2014.

Take advantage of your **50% discount** to stock up on products for you and your family. Do you use Mary Kay from head to toe? If not, why not?! You're crazy to miss out on our fabulous products, especially when you get them at a discount! If you haven't ordered our new products yet, check them out now on Intouch!

*\*If every woman in our unit placed a \$225 wholesale order just to get products for personal use, that would make a huge contribution to our goal!*



**Be Santa Claus this Summer!** With the season of weddings, graduations, Father's Day, baby showers

Have a **\$1000 Day**. Make it your goal to sell \$1,000 in 24 hours by contacting your customers, prospective & former hostesses, family members, and personal use reorders!

and bridal showers – giving MK products as gifts is a great way for you to save money this summer! If you're getting married, consider giving your bridal party Mary Kay gift sets!

Do you know people who work with a lot of women or even men? Consider asking them to be an **Outside Hostess** for you! Offer them \$25 free for every \$100 in orders they collect!

**Have you called your customers lately?** Consider calling friends, family & customers to let them know about NEW products and to take reorders. This is a time when a lot of women are looking for a new look!

Be a **Star Consultant This Quarter!** Our Unit is going to be **ABUNDANT with Stars!** When you are a STAR, you earn a fabulous star prize and TONS of recognition!

# We're Racing to The Finish Line... Great Ways YOU Can Help Our Unit!



## How to Get 100 Names Fast!

“Hi, \_\_\_\_\_! This is \_\_\_\_\_ with Mary Kay. How’s your skin care going? What are you running low on? Well, \_\_\_\_\_, the REAL reason I’m calling is because my director has challenged me to get 100 referral names to contact about a free facial and makeover. I thought to myself, ‘However will I find 100 names?’ and then I decided, ‘Hey, I’ll call my 10 favorite customers and ask them to help me out with 10 names each.’ For helping me out \_\_\_\_\_, I have your choice of \_\_\_\_\_ or \_\_\_\_\_. Now, some of my customers have the names handy, and some of them have to think about it for a few hours. Which do you prefer?”



### **What to do with the 100 names...**

“Hi, \_\_\_\_\_! This is \_\_\_\_\_. You don’t know me, but we have a mutual friend in \_\_\_\_\_. I’m her Mary Kay Beauty Consultant and I asked her for the names and numbers of some friends who would be great models for my before-and-after portfolio, and right away she thought of you! (pause) (They’ll usually say ‘Oh’ or giggle or ‘She did, eh?’) \_\_\_\_\_ gave me your name, not because she thought you NEEDED a makeover, she just thought you’d be a great model for me. For helping me out, you get a \$10 gift certificate toward any Mary Kay product plus a total skin care analysis and a free glamour makeover. It takes about an hour. I’m setting up my appointments for the next week. Which works better for you, \_\_\_\_\_ or \_\_\_\_\_? (Secure a time for her facial). (Find out her address and directions.) \_\_\_\_\_, seeing as you don’t know me, it would be a lot more fun if you share your facial with some friends. And if you find that 10 or 15 want to come, that’s okay, we’ll just split it up into 2 sessions. Everyone gets a makeover, but YOU get the gift certificate. Do you have some friends in mind already? I’ll call you the day or two before our appointment to find out about their skin. That helps me determine what to bring for them. Speaking of that, can I ask you a few questions about your skin?” (Pre-profile her NOW). End the call telling her you’re looking forward to meeting her at \_\_\_\_\_ at \_\_\_\_\_ o’clock on \_\_\_\_\_ date.





# DARE TO DREAM!



Building  
**WALL**  
to**WALL**  
Leaders



## Mary Kay Dates to Remember:

- **July 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd. Seminar 2015 contest period begins. Class of 2014 offspring challenge ends. Seminar 2014 registration deadline.
- **July 4:** Happy Independence Day! All company and branch offices closed. Postal holiday.
- **July 15:** PCP last day to enroll online for fall mailing of The Look.
- **July 16:** Ruby Seminar begins.
- **July 20:** Sapphire Seminar begins.
- **July 23:** Emerald Seminar begins.
- **July 27:** Pearl Seminar begins.
- **July 30:** Diamond Seminar begins. Last day of the month for consultants to place telephone orders (until 10pm CST).
- **July 31:** Last day of the month for consultants to place online orders (until 9pm CST). 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 towards this month's production. Online agreements accepted until midnight CST.



TO CREATE THE LIFE YOU DESERVE, YOU HAVE TO GO AFTER IT. THE UNIVERSE YOU INHABIT FLOWS FROM YOU, YOU DON'T FLOW FROM IT. WHATEVER STEPS YOU NEED TO TAKE TO CREATE THE UNIVERSE OF YOUR CHOICE, YOU WILL HAVE TO PUSH PAST PREDICTABLE FEELINGS OF SHYNESS AND FEAR TO TAKE THEM. DON'T LET EMBARRASSMENT PREVENT YOU FROM GOING AFTER WHAT YOU WANT. IT'S ABSOLUTELY SELF-DEFEATING. THE WORST THAT CAN HAPPEN IS THAT YOU GET REJECTED BY ONE PERSON-SO WHAT? YOU HAVE OTHER FRONTIERS, OTHER TERRITORIES TO CONQUER. KEEP THE BIG PICTURE IN MIND. THAT'S ALL THAT REALLY COUNTS. –GeorBette Mosbacher





**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

The Follow Your Heart pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400+ wholesale order this month!



This stunning platinum-tone necklace, which hangs on a delicate 17-inch chain, features a unique, heart-shaped pendant adorned with five scintillating stones as well as the Mary Kay logo. Shop now and earn your necklace today (ships with your qualifying order)!  
**WE LOVE** women who follow their hearts.

discover what you  
**LOVE**

**Social Publisher:** Have you heard about Mary Kay Social Publisher? It's an exciting way you can have access to a new world of professionally written, branded and preapproved content for your Facebook page.

**MARY KAY**  
**Social Publisher**



**Mary Kay Video Lounge Launches This Month!** The Video Lounge will be your convenient, "one-stop" location for all Mary Kay-produced videos. The Video Lounge tab will be in the top navigation bar on the InTouch homepage and the second to last button on the homepage of *Mobile InTouch*. Videos are categorized by Education, Products, How-Tos and Company. You can check out featured videos of the week and share product videos with area members.

**On Display:** Mary Kay is introducing a new social media channel, a fashion commerce site where users assemble clothing and beauty products. You can build collages and showcase new Mary Kay products or create looks for a special occasion to share on Facebook & Twitter. Check out [www.marykayus.polyvore.com](http://www.marykayus.polyvore.com).

**Want More Videos? Visit The Pink Link on Intouch!** Get education and inspiration on products such as Journey of Dreams, Sun Care and Mary Kay At Play! Vacation is the perfect time to try out bold color looks using Mary Kay At Play fun shades. For fun, snap a selfie with a hot summer look and post it on Instagram #mkatplay. Get ready to share the new Mary Kay At Play eCatalog. Your followers will want to know about these products!