



# Belle's Beautiful Believers

Director Belle Martin

April 2014 Newsletter

## Court of Sales



	NAME	YTD TOTAL
1	Sylvia A. Cromartie	\$11,459.00
2	Monique T. Faulk	\$9,416.50
3	Marlene Diaz	\$8,953.50
4	Yvette M. Rice	\$8,876.50
5	Shantisha A Williams	\$7,751.00
6	Joyce A Thomas-Black	\$6,188.00
7	Nancy Johnson	\$5,572.00
8	Tatnaiyah I. Jackson	\$5,048.00
9	Anna M. Smith	\$5,039.50
10	Bridget L. Charles	\$4,224.00



## Court of Sharing



	NAME	SEMINAR QUALIFIED
1	Shantisha A Williams	2
2	Yvette M. Rice	2
3	Vanessa R. Smith	1
4	Sylvia A. Cromartie	1
5	Tatnaiyah I. Jackson	2
6	Anna M. Smith	1
7	Serapher Conn	2
8	Josephine L. Prince	1
9	Joyce A Thomas-Black	1
10	Belle L. Martin	14

Court of Recruiting is ranked based on commissions earned. However, in order to be recognized you MUST reach the minimum of 12 qualified team members for Area Court or 24 qualified team members for National Court.

## Crazy for Cadillac!



### Unit GOALS

#### Seminar 2014

- National Area by Seminar
- 18 New Offspring Directors

### MARCH QUEENS

#### Queen of Sales



Shantisha Williams

#### Queen of Sharing



Shantisha Williams

#### Queen of Wholesale



Nancy Johnson

# Beautiful Believers Career Ladder

## FOLLOW THE STEPS TO SUCCESS!

### 1 Senior Consultant

(1-2 active Team Members)  
4% Commission

### 2 Star Recruiter RED JACKET

(3+ active Team Members)  
Senior Consultant benefits  
plus Red Jacket Rebate  
Eligible for \$50 Bonuses

### 3 Team Leader

(5+ active Team Members)  
All the previous benefits  
plus 9-13% Commission  
Team Leader pin

### 4 On-Target For Car!

(5+ actives & \$5,000 wholesales growing to 14 actives and \$20,000 in 4 months or less)  
Eligible to earn use of Career Car  
Or \$375 cash monthly for 2 years  
Plus all benefits of previous levels

### 5 Director in Qualification

-10 active personals building to 24 in 1-4 months  
-\$18,000 wholesale with \$1,800 from DIQ  
-10 of 24 must have \$600+ during qual.  
Production during DIQ counts towards car!  
Eligible to become Director and earn Unit Commission and Unit bonuses—Eligible to wear the exclusive Director Suit.

## Movin' on UP!

Elite Executive Sales Director 8+ offspring  
Executive Sales Director 5-7 offspring  
Future Executive Sales Director 3-4 offspring  
Senior Sales Director 1-2 offspring



**Belle Martin**  
Sales Director

## OFFSPRING DIRECTORS

### First Line Directors



Name Here



Name Here

### Second Line Directors



Name Here



Name Here

## FUTURE DIRECTORS

### Recruiter :Yvette M. Rice

Shelia T. Ashley  
TaRhonda N. Blevins  
Monique T. Faulk  
Melissa A. Garcia  
Sabrina A. Hernandez  
Lekesha M. Johnson  
Adam G. Louis  
Estacy Porter  
Judith Y. Rice  
LaQuicha S. Scrivens  
\* Bell Jackson  
\* Ritza Scott

## TEAM LEADERS

### Recruiter :Sylvia A. Cromartie

Tawanda Adams  
Valaida Bradford  
Annie E. Griffith  
John W. Jones  
Kamilah P. Jones  
\* Melody A. Hammonds  
\* Shirley D. Malloy  
\* Cynthia H. Stevenson

### Recruiter :Ayoka Hannah

Judy T. Caldwell  
Nicole C. Foran  
Anita L. Levine  
Mary S. Lopes  
Lisa S. Watson  
\* Sheleea Y. Leonard  
\* Kemi K. Olatundun

### Recruiter :Shantisha A. William

NaToya Holden  
Shanta M. Jackson  
Nancy Johnson  
Takia D. Smith  
Monica L. Wilson

## STAR RECRUITERS

### Recruiter :Delores H. Cogdell

Enez V. Blount  
Joyce C. Cole  
Rutha M. Phillips  
\* Cordelia Dugan  
\* Vivian W. Pack  
\* Monica H Satterwhite  
\* Karen D. Wells

### Recruiter :Serapher Conn

L. Dallas-Jackson  
N. Halevi-Allison  
Cynthia M Richardson  
P. Watler-Johnson  
\* Tyesha Carter  
\* Gloria A. Montgomery

### Recruiter :Tatnaiyah I. Jackson

Koniaka L. Davis  
Cassandra Liger  
Krystal N. McLean  
Lakisha Rhone  
Samantha Georges  
Tashecka L. Jackson  
Twanna Wright



There's always room for more!

## SENIOR CONSULTANTS

Janet W. Blue  
Vonsheeka S. Bowie  
Sha'Keisha L. Campbe  
Toby A. Chavis  
Marlene Diaz  
Pamela D. Drake  
Tamika S. Heck  
Dorla M. Martinez

Josephine L. Prince  
Rashidah A. Qadir  
Anna M. Smith  
Vanessa R. Smith  
Joyce A. Thomas-Blac  
Shalimar T. Thurland  
Lucille A. Williams

*\*To become ACTIVE you must place a \$225 wholesale order*

# Share the love



April 1 -30 2014



## SELL!

When your brand-new team member places her first product order by May 31, she can receive a great credit offer!



## START!

During April, your new team members can start a Mary Kay business for only \$75!\* That \$25 savings makes it even more beautiful, don't you think? Share the dream, share the love!



## SHARE!

Are you ready to stretch yourself and help other women realize their potential? With new team members, you can start earning commissions and potential team-building bonuses that can help you make your dreams a reality!



# Celebrate You!



## April Anniversaries

### April Birthdays

Birthdays	Day
Cathy J. Mooney	4
Lakisha Rhone	4
Vanessa R. Smith	5
Tracy D. Gregg	7
Shantia J. Coley	8
Shameka T. Walker	15
Lucille A. Williams	16
Brandy P. Samuel	18
Bahija Ayyubi	19
Carly J. Caldwell	20
Jazmin N. Monroe	23
Mary Ann V. Harris	26
Cynthia Walker	28
Rita Faulkner	30

### March Love Checks

13% Recruiter Commission Level	
Belle L. Martin	\$1,104.25
9% Recruiter Commission Level	
Shantisha A Williams	\$307.89
Yvette M. Rice	\$81.52
Ayoka Hannah	\$54.59
Sylvia A. Cromartie	\$20.25
4% Recruiter Commission Level	
Tatnaiyah I. Jackson	\$41.82
Janet W. Blue	\$37.42
Delores H. Cogdell	\$37.22
Josephine L. Prince	\$24.02
Joyce A Thomas-Black	\$24.02
Serapher Conn	\$20.98
Vanessa R. Smith	\$20.26
Vonsheeka S. Bowie	\$18.78

Earn 4%, 9% or 13% depending on the number of team members you have.

Anniversaries	Years
Vonsheeka S. Bowie	8
Rachael M. Carr	7
Loris Williams	6
Serapher Conn	6
Josephine L. Prince	5
Aletha A. Graham	3
Cynthia H. Stevenson	3
Dexter N. Wilder	3
Zel C. Heck	3
Kamilah P. Jones	3
Sheleea Y. Leonard	3
Tawanda Adams	3
Geraldine Williams	3
Angela M. Carr-Finch	3
Clara M. Thomas	3
Carolyn A. Williams	2
Anna Brown	1
Cecelia B. Bernal	1
Adele B. Smith	1
Laura J. Hardy	1
Camisha N. Upchurch	1
Adam G. Louis	1
Chakita Ross	1
Tiffany S. Romero	1
Ifetayo Farrakhan	1
Tracy D. Gregg	1
Sha-Kee Williams	1
Jocelyn S. Blyther	1
Sharango Rush	1
Shantia J. Coley	1
Jessyca B. Godwin	1
Lisa Borden	1
Ashley D. Evans	1
Aracely Camberos	1
Shannon B. Head	1
Estacy Porter	1
Diana A. Young	1
Elfreda Lartey	1
Katie D. Hedrick	1
Marilyn Lawrence	1
Mandisa Autry	1
Carly J. Caldwell	1
Taiwan Jackson	1
Chanika M. Crowder	1
LaTonya D. Harris	1
Deborah D. Ayers	1
John W. Jones	1
Reyna A. Adams	1
Fibian Berkeley	1
Regina Boykin	1
Bertha V. Campbell	1
Lynda D. Daniels	1
Rita Faulkner	1
Angelina D. McKinnon	1
Lisa M. Morris	1
W. Soltero Martinez	1

# Star Consultant Quarterly Contest

CONGRATULATIONS On-Target Stars! Quarter 4 ends June 15.

Consultant Name	Current Wholesale Production	\$1,800 Sapphire	\$2,400 Ruby	\$3,000 Diamond	\$3,600 Emerald	\$4,800 Pearl
NANCY JOHNSON	\$1,310.00	\$490.00	\$1,090.00	\$1,690.00	\$2,290.00	\$3,490.00
TAKIA SMITH	\$1,006.00	\$794.00	\$1,394.00	\$1,994.00	\$2,594.00	\$3,794.00
BELLE MARTIN	\$804.00	\$996.00	\$1,596.00	\$2,196.00	\$2,796.00	\$3,996.00
JOICE THOMAS	\$605.50	\$1,194.50	\$1,794.50	\$2,394.50	\$2,994.50	\$4,194.50
REBECCA LANE	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
KAREN RAMSEY	\$454.75	\$1,345.25	\$1,945.25	\$2,545.25	\$3,145.25	\$4,345.25
SHANTISHA WILLIAMS	\$445.50	\$1,354.50	\$1,954.50	\$2,554.50	\$3,154.50	\$4,354.50

## You're a *Star!*

3rd Quarter Stars  
December 16 - March 15, 2014



**BELLE MARTIN**  
Emerald Star



**JOYCE THOMAS-BLACK**  
Emerald Star



**TATNAIYAH JACKSON**  
Diamond Star



**SHANTISHA WILLIAMS**  
Ruby Star



**MARLENE DIAZ**  
Sapphire Star



**NANCY JOHNSON**  
Sapphire Star



**SYLVIA CROMARTIE**  
Sapphire Star



**YVETTE RICE**  
Sapphire Star



**MONIQUE FAULK**  
Sapphire Star



# TOP 10

## MOST IMPORTANT REASONS TO ATTEND SEMINAR 2014

- 10** **SPECIAL EVENTS:** Dinners and special moments of a lifetime with NSDs and your Area. Receive recognition for your achievements. Enjoy rubbing elbows and hearing incredible life stories of the Consultants and Directors, establishing lifelong relationships and learning how to make your dreams come true!
- 9** **CURIOSITY SATISFIED:** Ever wonder what the Manufacturing Plant looks like and how those products get into those jars and tubes? Take a tour of the Manufacturing Plant!
- 8** **FUN:** You will laugh, sing, dance and have so much fun while increasing your business know-how. Plus go Mary Kay shopping at the EXPO with company-approved vendors. At the EXPO you can pick up your Star Consultant prize, spin a wheel for great fun prizes, and much, much more!
- 7** **VALUE:** This is a tax-deductible training trip. Registration includes 5 meals, plus a generous FREE PRODUCT GIFT (usually the newest products)! Plus most years the Company has special promotions available only to Consultants and Directors who attend Seminar.
- 6** **CAMARADERIE:** Some of your fondest memories of Seminar will be when we are sharing ideas and goal-setting! Come meet unit members from other locations. Bring your husband, too.
- 5** **INSPIRATION:** New National Sales Directors and the Top Directors, National Sales Directors and Queens of each Court share their stories with you... You'll think to yourself, "If she can do it, so can I!"
- 4** **GLAMOUR:** Broadway-quality SHOWS! And the excitement continues as many, many TOP achievers, dressed in sequins and finery, pick up diamond rings, bees, and bar pins on the stage.
- 3** **PRODUCT KNOWLEDGE AND SALES VISION:** Be among the "First to Know!" The Company always launches NEW PRIZE promotions and NEW PRODUCT lines at Seminar.
- 2** **EDUCATION:** Top Directors and NSDs! Learn the latest and greatest, taught by the Best of the Best!
- 1** **MOTIVATION:** You see the BIG Picture of Mary Kay as you watch thousands of Consultants and Directors walk across the stage to receive prizes! Get up close and personal with a Pink Cadillac or BMW and have your picture taken in it! You will soon be visualizing yourself receiving recognition at the next Seminar for YOUR achievements.

# Welcome New Consultants

## New Consultant

Alicia Bennett  
 Nicole L. Butler  
 NaToya Holden  
 Rebecca N. Lane  
 Miriam D. McCoy  
 Kimberly R. McKoy  
 Tionna S. Melendez  
 Drema C. Morgan  
 Bettie J. Smith  
 Takia D. Smith  
 Alicia R. Williams

## From

DURHAM, NC  
 FAYETTEVILLE, NC  
 STAFFORD, VA  
 ANGIER, NC  
 FAYETTEVILLE, NC  
 LILLINGTON, NC  
 RAEFORD, NC  
 CHARLOTTESVILLE, VA  
 HOPE MILLS, NC  
 WALDORF, MD  
 FAYETTEVILLE, NC

## Sponsored by

Sylvia Trotter-Almestica  
 Brittany Rogers  
 Shantisha Williams  
 Josephine Prince  
 Joyce Thomas-Black  
 Sha'Keisha Campbell  
 Belle Martin  
 Cynthia Richardson  
 Yachelle Smith  
 Shantisha Williams  
 Joyce Thomas-Black

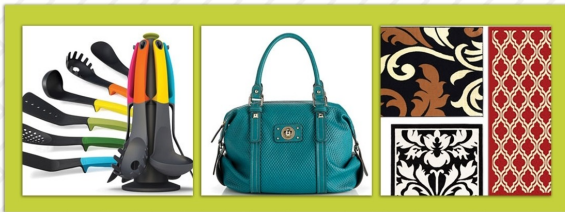
## THANK YOU TO THESE WOMEN WHO INVESTED IN THEIR BUSINESS IN MARCH

Name	Amount	Name	Amount	Name	Amount
Nancy Johnson	\$1,900.00	S. Trotter-Almestica	\$284.50	Brandy P. Scott	\$225.75
Shantisha A Williams	\$1,584.50	Joyce C. Cole	\$282.00	Dorla M. Martinez	\$225.75
Reneshia R. Young	\$1,230.50	Bridget L. Charles	\$271.50	Lucille A. Williams	\$225.50
Takia D. Smith	\$1,006.00	Robert M. Johnson	\$265.50	Sabrina A. Hernandez	\$225.25
Marlene Diaz	\$935.50	Megan N. Ray	\$260.00	Valaida Bradford	\$225.00
Felecia A. Nieves	\$695.50	Clara M. Thomas	\$258.00	Monica L. Wilson	\$225.00
Sylvia A. Cromartie	\$682.50	Dexter N. Wilder	\$245.00	Karen C. Stealing	\$211.50
Monique T. Faulk	\$617.00	Melissa S. Goertz	\$243.00	Sandra L. Cooper	\$209.50
Rebecca N. Lane	\$600.50	Tamika S. Heck	\$242.50	Daisy D. Osborn	\$200.50
Judith Y. Parodie	\$600.50	Bahija Ayyubi	\$241.50	Konieka L. Davis	\$141.50
Yachelle D. Smith	\$600.50	Anna M. Williams	\$233.75	Wanette G. Walke	\$126.50
Krystal N. McLean	\$600.00	Enez V. Blount	\$232.50	Vonsheeka S. Bowie	\$121.50
Tatnaiyah I. Jackson	\$548.00	Cynthia M Richardson	\$232.50	Isabelle R. Murphy	\$121.25
Joyce A Thomas-Black	\$506.50	Doris I. Small	\$231.50	Frances K. Walker	\$78.50
Rutha M. Phillips	\$416.00	Brittany S. Rogers	\$230.50	Judith Y. Rice	\$63.50
Judy T. Caldwell	\$354.50	Karen L. Ramsey	\$229.75	Sheleea Y. Leonard	\$23.50
Cassandra Liger	\$304.00	Anita L. Levine	\$228.50	Bertha V. Campbell	\$19.00
P. Watler-Johnson	\$292.00	Vanessa R. Smith	\$226.50	Belle L. Martin	\$864.00
NaToya Holden	\$290.00	Janet W. Blue	\$226.50		
Vicki T. Britton	\$285.00	Cynthia Walker	\$226.00		

# Be a Star Consultant!

March 16th - June 15th, 2014

For contest details please see [www.marykayintouch.com](http://www.marykayintouch.com)



Sapphire 1800  
sell \$300 retail  
per week



Ruby 2400  
sell \$400 retail  
per week



Diamond 3000  
sell \$500 retail  
per week



Emerald 3600  
sell \$600 retail  
per week



Pearl 4800  
sell \$800 retail  
per week

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