



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	\$287.04
2	Yvette M. Rice	2	\$224.91
3	Vanessa R. Smith	1	\$121.06
4	Sylvia A. Cromartie	1	\$78.97
5	Tatnaiyah I. Jackson	2	\$77.80
6	Anna M. Smith	1	\$61.74
7	Serapher Conn	2	\$59.26
8	Josephine L. Prince	1	\$24.02
9	Joyce A Thomas-Black	1	\$24.02
10	Belle L. Martin	14	\$2,150.72

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
Twanina 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



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!

SELL!

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



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



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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