



Belle's Beautiful Believers

Director Belle Martin

February 2014 Newsletter

Court of Sales



NAME

YTD TOTAL

1	Sylvia A. Cromartie	\$8,229.00
2	Monique T. Faulk	\$7,844.50
3	Marlene Diaz	\$6,217.50
4	Yvette M. Rice	\$6,055.50
5	Anna M. Smith	\$5,039.50
6	Joyce A Thomas-Black	\$4,317.00
7	Bridget L. Charles	\$3,681.00
8	Shantisha A Williams	\$3,330.00
9	Judy T. Caldwell	\$2,832.00
10	Audrey K. Swaby	\$2,599.50



Court of Sharing



NAME

SEMINAR QUALIFIED

1	Yvette M. Rice	2	\$155.07
2	Vanessa R. Smith	1	\$84.34
3	Sylvia A. Cromartie	1	\$78.97
4	Anna M. Smith	1	\$50.88
5	Serapher Conn	2	\$49.96
6	Shantisha A Williams	1	\$25.50
7	Belle L. Martin	10	\$1,227.52



Crazy for Cadillac!



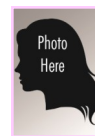
Unit GOALS

Seminar 2014

- National Area by Seminar
- 18 New Offspring Directors

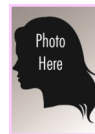
JANUARY QUEENS

Queen of Sales



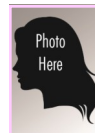
Who will it be?

Queen of Sharing



Shantisha Williams

Queen of Wholesale



Joyce Thomas-Black

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.

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

TEAM LEADERS

Recruiter :Ayoka Hannah

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

Recruiter :Yvette M. Rice

Monique T. Faulk
Melissa A. Garcia
Estacy Porter
Judith Y. Rice
Ritza Scott
LaQuicha S. Scrivens
Bell Jackson

STAR RECRUITERS

Recruiter :Serapher Conn

Tysha Carter
N. Halevi-Allison
Cynthia M Richardson
L. Dallas-Jackson
Gloria A. Montgomery

Recruiter :Sylvia A. Cromartie

Melody A. Hammonds
Shirley D. Malloy
Cynthia H. Stevenson
Valaida Bradford
* Saliyma Clements
* Annie E. Griffith
* John W. Jones
* Kamilah P. Jones
* Annie H. McIver
* Geraldine Williams

SENIOR CONSULTANTS

Janet W. Blue
Toby A. Chavis
Delores H. Cogdell
Marlene Diaz
Pamela D. Drake
Kathy R. Everett
Mary Ann V. Harris
Tamika S. Heck
Anita L. Levine
Dorla M. Martinez
Rashidah A. Qadir
Veronica Shinholster
Anna M. Smith
Vanessa R. Smith
Shalimar T. Thurland
Wanette G. Walke
Lucille A. Williams
Shantisha A. William



There's always room for more!

*To become ACTIVE you must place a \$200 wholesale order

CAREER CONFERENCE 2014

Week 1: March 21-22 & 23-24
Week 2: March 28-29 & 30-31



Luncheon at Career Conference 2014

When you add two “qualified” new personal team members you will be invited to this special luncheon held in your honor. Qualified new Beauty Consultants who add one new “qualified” team member will also be invited to attend the luncheon.



Movin’ on Up Challenge

Achieve and maintain a new step on the career path of *Team Leader*, *Future Sales Director* or *Director-in-Qualification* and you will receive a name badge ribbon and onstage recognition at Career Conference 2014.

DIQs will also receive the abstract print *scarf* from the 2014-15 Director Suit Collection.



Debut as an Independent Sales Director from Aug 1, 2013 to July 1, 2014 and you will receive several fantastic rewards!

- ☞ A gorgeous class of 2014 Ring.
- ☞ A stunning *Badgley Mischka handbag*.
- ☞ Free registration to Seminar 2014 if you debut Feb 1-July 1, 2014.
- ☞ And a sleek *Badgley Mischka Wallet* to complement the handbag when you debut with 1 offspring during the period and \$100 for each additional offspring.



Additional Recognition

- Name Badge Ribbon & Standing Recognition
- ☞ Celebrating the 1st Year in Business (agreements March 1, 2013-Feb. 28, 2014)
- ☞ I’m a Star! (Star consultant by Feb. 28, 2014)
- ☞ On-Target All-Star Consistency Challenge (three consistent quarters June 16, 2013-Feb. 28, 2014)



Onstage Recognition for Consultants

- ☞ On-Target Double Star
- ☞ On-Target Seminar 2014 Court
- ☞ Class of 2014
- ☞ Cadillac Units



Celebrate You!



February Birthdays

Birthdays	Day
Suyapa Martinez	2
Emily Josephine Kruczynski	4
Reneshia Renee Young	4
Josephine L Prince	5
Chakita Ross	6
Kim Eason Smith	6
Camisha Nicole Upchurch	6
Stephania Oates	8
Megan Breanna Gray	10
Reyna Angelica Adams	13
Tanika Wynette Breece	13
Jodi-Kay Watson	13
Nakia A. Brown	19
Melody Ann Hammonds	19
Joyce Ann Thomas-Black	19
Lauren Nicole Santiago	20
Teresa Gayle Parker	22
Megan NMacIntyre Ray	22
Lisa Borden	24
Manuela Schroeder	24
Cathy Mastrucci	26
Mary Troy Gray	28
Delia M Stambaugh	28

February Anniversaries

Anniversaries	Years
Judith Y Rice	8
Rutha M Phillips	5
Pamela D Drake	5
kATHY Julia Shearer	5
Enez Veronica Blount	4
Susan A Marr	4
Jo Ella Heck	3
Nicole Marie Smith	3
Natasha Leavell Thompson	3
Nakia A. Brown	3
Pamela Yvette Chism	2
Annie H. McIver	2
Monique McCaulla	2
Nikkita Cherelle Williams	1
Latoria Menung Williams	1
Sonny Boy Johnson	1
Janice E Lewis	1
Vanessa Ann Daniels	1
Decconya Denise Leggett	1
Manuela Schroeder	1
Mary Troy Gray	1
Shirley Diana Malloy	1
Kimberly Kelly Provo	1
Nicole Christian Foran	1
Tonya S. Williams	1
Monica Hooten Satterwhite	1
Kenia Lizbeth Freeman	1
Keeley Mccray-mcdonald	1
Daisy Dionne Osborn	1
Megan Breanna Gray	1
Simantha Delores Robinson	1
Elizabeth Valdez	1
Wanda L Morissette	1
Desare Flournoy	1
Kimberly Tykesha Baker-McCain	1
Maricsa Diaz	1
Erica Lopez	1
Sylvia M Washington	1
Zanita K Smith	1
Kemi K Olatundun	1
Maria A Pierce-Ford	1

January Love Checks

13% Recruiter Commission Level	
Belle L. Martin	\$464.91
9% Recruiter Commission Level	
Yvette M. Rice	\$73.35
4% Recruiter Commission Level	
Vanessa R. Smith	\$84.34
Toby A. Chavis	\$64.03
Shantisha A Williams	\$25.50

Star Consultant Quarterly Contest

CONGRATULATIONS On-Target Stars! Quarter 3 ends March 15.

Consultant Name	Current Wholesale Production	\$1,800 Sapphire	\$2,400 Ruby	\$3,000 Diamond	\$3,600 Emerald	\$4,800 Pearl
JOYCE THOMAS-BLACK	\$2,108.50	STAR	\$291.50	\$891.50	\$1,491.50	\$2,691.50
BELLE MARTIN	\$1,372.50	\$427.50	\$1,027.50	\$1,627.50	\$2,227.50	\$3,427.50
MONIQUE FAULK	\$1,057.00	\$743.00	\$1,343.00	\$1,943.00	\$2,543.00	\$3,743.00
NANCY JOHNSON	\$637.50	\$1,162.50	\$1,762.50	\$2,362.50	\$2,962.50	\$4,162.50
MARLENE DIAZ	\$612.00	\$1,188.00	\$1,788.00	\$2,388.00	\$2,988.00	\$4,188.00
SYLVIA CROMARTIE	\$502.50	\$1,297.50	\$1,897.50	\$2,497.50	\$3,097.50	\$4,297.50
BRIDGET CHARLES	\$451.00	\$1,349.00	\$1,949.00	\$2,549.00	\$3,149.00	\$4,349.00
YVETTE RICE	\$419.50	\$1,380.50	\$1,980.50	\$2,580.50	\$3,180.50	\$4,380.50
ANNA SMITH	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00

\$150 w/s each week during the quarter will earn you

A SAPPHIRE STAR!

That's only \$300 per week in retail sales!

\$200 w/s each week during the quarter will earn you

A RUBY STAR!

That's only \$400 per week in retail sales!

\$250 w/s each week during the quarter will earn you

A DIAMONDSTAR!

That's only \$500 per week in retail sales!

\$300 w/s each week during the quarter will earn you

AN EMERALD STAR!

That's only \$600 per week in retail sales!

\$350 w/s each week during the quarter will earn you

A PEARL STAR!

That's only \$1,000 per week in retail sales!

Close Out

If any of your clients use these products, call them today for
LAST CHANCE SALES! Stock up now!

The following products will be available while supplies last:

- ☞ Creme Lipstick in Hibiscus (due to low sales).
- ☞ All shades of the Mineral Bronzing Powder (due to the launch of the new Bronzing Powders).
- ☞ All shades of the Tinted Moisturizer (due to the launch of the CC Cream Sunscreen Broad Spectrum 15).
- ☞ Liquid Eyeliner in Black (due to the launch of Gel Eyeliner).

In order to keep the At Play line rotating, the following will be available while supplies last:

- ☞ Baked Eye Trios in Ocean View & Tuxedo.
- ☞ Eye Crayons in Green Tea & In The Navy.
- ☞ Jelly Lip Glosses in Crushed Plum & Hot Tamale.
- ☞ Lip Crayons in Candied Apple & Violet Love.

Be a Star Consultant!

December 16th - March 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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Welcome New Consultants

New Consultant	From	Sponsored by
Lamikka S. Bell	JACKSONVILLE, NC	Belle Martin
Valaida Bradford	FAYETTEVILLE, NC	Sylvia Cromartie
Stephanie N. Farmer	FAYETTEVILLE, NC	Belle Martin
Nancy Johnson	JACKSONVILLE, NC	Shantisha Williams
Maryanne Rodriguez	CLARKSVILLE, TN	Bridget Charles
Brittany S. Rogers	FAYETTEVILLE, NC	Belle Martin
Tamara N. Thompson	SNELLVILLE, GA	Belle Martin
Monica L. Wilson	FAYETTEVILLE, NC	Shantisha Williams

THANK YOU TO THESE WOMEN WHO INVESTED IN THEIR BUSINESS IN JANUARY

Name	Amount	Name	Amount
Joyce A Thomas-Black	\$2,108.50	Vonsheeka S. Bowie	\$201.00
Nancy Johnson	\$637.50	T. Jarmon-Holland	\$201.00
Marlene Diaz	\$612.00	Ashley D. Evans	\$201.00
Sylvia A. Cromartie	\$502.50	Judith Y. Rice	\$200.50
Yvette M. Rice	\$419.50	Judy T. Caldwell	\$200.50
Phyllis D. Mack	\$308.00	Melissa A. Garcia	\$200.50
Dorla M. Martinez	\$245.75	Tamika S. Heck	\$200.50
Shantisha A Williams	\$235.00	Estacy Porter	\$200.00
Serapher Conn	\$223.00	Kenya Y. Plotnick	\$87.00
Mary T. Gray	\$219.00	Frances K. Walker	\$81.00
Toby A. Chavis	\$214.50	Anna M. Williams	\$79.50
LaQuicha S. Scrivens	\$214.00	Jerica M. Miller	\$70.00
Ruth H. Reaves	\$211.00	Tatnaiyah I. Jackson	\$48.50
Tanisha J. Wilkes	\$209.00	Shannon B. Head	\$41.50
Delores H. Cogdell	\$206.00	Anita L. Levine	\$35.00
Nakia A. Brown	\$205.00	Fibian Berkeley	\$34.00
V. Shinholster	\$204.50	Karen L. Ramsey	\$15.00
Winnie P. Rouse	\$203.50	Belle L. Martin	\$1,026.00
Isabelle R. Murphy	\$202.50		
Mary S. Lopes	\$201.50		

Here Comes the Sun!

Contact your customers and offer them the products they'll love to get ready for a spectacular spring!



**CC Cream Sunscreen
Broad Spectrum SPF 15**
Comes in 4 shades:
Light, Light to Medium,
Medium to Deep, & Deep.

Bronzing Powder
Comes in 2 shades:
Light-Medium
& Medium-Dark.



Limited Edition Hello Sunshine!

Springy Eye Duo:

Summer Sunset & Stonewashed

Creamy Lip Color:

Carefree Coral & Retro Rose

Lip Gel:

Cherry Twist

Nail Lacquer:

Lemon Parfait & Carefree Coral

Purchase with Purchase:

Hello Sunshine! Collection Wristlet



At Play Baked Eye Trio:
Earth Bound, On the Horizon,
Electric Spring, & Sunset Beach.

At Play Eye Crayon:
Gold Mine, Purple Smoke, Over the
Taupe, & Teal Me More.

At Play Jelly Lip Gloss:
Berry Me, Teddy Bare, Poppy Love,
& Violet Vixen.

At Play Lip Crayon:
Perfect Pink, Toasted, Purple Punch,
& Coral Me Crazy.



Gel Eyeliner in Jet Black
Pencil precise. Liquid intense.
Gel smooth.



Lemon Parfait Pedicure Collection
Includes Icy Foot Gel, foot fizzes, toe
separator, pumice stone & emery board
in a gift bag.