



Belle's Beautiful Believers

Director Belle Martin

May 2014 Newsletter

Pink Cadillac Unit

Court of Sales



NAME

YTD TOTAL

1	Sylvia A. Cromartie	\$12,692.00
2	Yvette M. Rice	\$10,442.50
3	Monique T. Faulk	\$10,403.00
4	Marlene Diaz	\$9,412.50
5	Shantisha A Williams	\$8,327.00
6	Martine R. Polite	\$8,178.50
7	Joyce A Thomas-Black	\$7,029.00
8	Nancy Johnson	\$7,009.00
9	Tatnaiyah I. Jackson	\$5,156.00
10	Anna M. Smith	\$5,039.50



Unit GOALS

Seminar 2014

- National Area by Seminar
- 18 New Offspring Directors

Court of Sharing

NAME

SEMINAR QUALIFIED



1	Yvette M. Rice	3	\$592.46
2	Shantisha A Williams	2	\$387.25
3	Vanessa R. Smith	1	\$135.87
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	Joyce A Thomas-Black	2	\$48.24
9	Josephine L. Prince	1	\$30.15
10	Yachelle D. Smith	1	\$25.34



Photo Here

Who will it be?

Queen of Sharing

Photo Here

Joyce Thomas-Black

Queen of Wholesale

Photo Here

Martine Polite

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

DIQs

Recruiter :Yvette M. Rice
Shelia T. Ashley
TaRhonda N. Blevins
Monique T. Faulk
Sabrina A. Hernandez
Lekesha M. Johnson
Adam G. Louis
Martine R. Polite
Estacy Porter
Judith Y. Rice
* Melissa A. Garcia
Elaine Kelly
* Ritza Scott
* LaQuicha S. Scrivens

TEAM LEADERS

Recruiter :Sylvia A. Cromartie
Tawanda Adams
Valaida Bradford
Chanika M. Crowder
Annie E. Griffith
John W. Jones
Kamilah P. Jones
Geraldine Williams
* Melody A. Hammonds
* Shirley D. Malloy
Felisia L. Perkins
* Cynthia H. Stevenson

Recruiter :Shantisha A. William
NaToya Holden
Shanta M. Jackson
Nancy Johnson
Takia D. Smith
Monica L. Wilson
Nikki N. Brown

STAR RECRUITERS

Recruiter :Delores H. Cogdell
Enez V. Blount
Joyce C. Cole
Rutha M. Phillips
Gainelle F. Harper
* Vivian W. Pack

Recruiter :Serapher Conn
L. Dallas-Jackson
N. Halevi-Allison
Cynthia M Richardson
P. Watler-Johnson
* Tyesha Carter

Recruiter :Marlene Diaz
Maricsa Diaz
Mary T. Gray
Angelina Padilla
Chelsea L. Daniels
Colleen Galan

Recruiter :Ayoka Hannah
Judy T. Caldwell
Nicole C. Foran
Anita L. Levine
Lisa S. Watson
Laquita M. Harris
* Sheleea Y. Leonard
* Mary S. Lopes

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

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

SENIOR CONSULTANTS

Janet W. Blue
Vonsheeka S. Bowie
Sha'Keisha L. Campbe
Toby A. Chavis
Pamela D. Drake
Kathy R. Everett
Tamika S. Heck
Dorla M. Martinez
Josephine L. Prince

Rashidah A. Qadir
Judith Y. Rice
Anna M. Smith
Vanessa R. Smith
Yachelle D. Smith
Joyce A. Thomas-Blac
Shalimar T. Thurland
Lucille A. Williams

Sell **\$1,000** in a week! suggested retail

Mary Kay Ash always rose to meet a challenge!
To celebrate Mary Kay's birthday on May 12th, rise to the
challenge and have a **GRAND WEEK** in May!

See inTouch for tips from Future Executive Sr Sales Director Lisa Stengel who wants you to know that there's always a grand reason to have a grand week: May is the perfect time to honor Mary Kay Ash. June is ideal to help finish the Seminar year strong. And July can help you kick off the new Seminar year with a bang! Lisa Stengel believes that if you follow all of these tips, you're sure to have a week that's Grand!.



WIN A GRAND

Simply submit your tips* on our "Let's Talk" blog post, sharing how you plan on achieving the Have a GRAND Week sales challenge, or share your success stories (also on the "Let's Talk" blog post) once you've completed the challenge!

When you do so, you will have your name entered into a drawing* of all eligible posts submitted that week for a chance at winning \$1,000 in American Express gift cards! There will be three winners each week, and the winners' posts will be featured on the Company's "Let's Talk" blog.

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May Birthdays

Birthdays	Day
Judith Y. Parodie	4
Phyllis D. Mack	5
Lanita H. Adams	6
Enez V. Blount	9
P. Watler-Johnson	9
Geraldine Williams	17
Viktoria V. Clark	20
Shannon B. Head	20
Bell Jackson	20
Kimberly R. McKoy	20
Dawn K. Gunn	21
Cynthia H. Stevenson	27
John W. Jones	31

May Anniversaries

Anniversaries	Years
Wanette G. Walke	8
Audrey K. Swaby	2
A. Woodert-Sanchez	2
Petrina Reames	1
Carolina P Rodriguez	1
Tanika W. Breece	1
Oura Kassou	1
Joseph Reeves	1
Ebony Thomassin	1
Lisa S. Watson	1
Danielle A. Clarke	1
Consuelo Rivera	1
Sheila M. Bliss	1
Toni L. Brannon	1

April Love Checks

13% Recruiter Commission Level	
Belle L. Martin	\$941.46
9% Recruiter Commission Level	
Yvette M. Rice	\$410.58
Shantisha A Williams	\$100.22
Sylvia A. Cromartie	\$50.13
4% Recruiter Commission Level	
Yachelle D. Smith	\$25.34
Joyce A Thomas-Black	\$24.22
Toby A. Chavis	\$24.16
Marlene Diaz	\$20.80

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

Name	Amount	Name	Amount
Martine R. Polite	\$3,600.75	Marlene Diaz	\$229.50
Yvette M. Rice	\$711.50	Marie T. Inserra	\$229.00
Nancy Johnson	\$658.50	Elizabeth Mengel	\$228.00
Bettie J. Smith	\$633.50	Ruth H. Reaves	\$227.00
Cheryl D. Wike	\$622.25	Rashidah A. Qadir	\$227.00
Joice A. Thomas	\$605.50	V. Shinholster	\$227.00
Sylvia A. Cromartie	\$601.50	Gretchelyn Raeford	\$225.00
M. Rodriuez-Leon	\$556.50	Karen L. Ramsey	\$225.00
Monique T. Faulk	\$483.25	Tiara S. Buie	\$225.00
Takia D. Smith	\$455.00	Brittany S. Rogers	\$163.50
Reneshia R. Young	\$386.50	Rebecca N. Lane	\$153.25
Joyce A Thomas-Black	\$370.25	Anna M. Williams	\$133.50
Serapher Conn	\$361.50	Wanette G. Walke	\$123.50
Geraldine Williams	\$317.50	Tonya D. Armstrong	\$110.50
Mary T. Gray	\$285.00	Janet W. Blue	\$98.50
Karen M. McSwain	\$274.50	Felecia A. Nieves	\$94.00
Daisy D. Osborn	\$271.75	Lisa S. Watson	\$93.00
Judith Y. Rice	\$246.50	Melissa S. Goertz	\$90.00
Tamika S. Heck	\$244.00	Korin D. Drouin	\$50.00
Kathy R. Everett	\$242.00	Vanessa R. Smith	\$48.50
Chanika M. Crowder	\$239.50	Shelley I. Dawkins	\$48.50
Sandra L. Cooper	\$239.00	Sheleea Y. Leonard	\$43.00
Maricsa Diaz	\$235.00	Dorla M. Martinez	\$42.75
Shantisha A Williams	\$234.00	Pamela M. Pegues	\$42.50
Lucille A. Williams	\$233.50	Bertha V. Campbell	\$28.50
Jerica M. Miller	\$233.00	S. Trotter-Almestica	\$26.00
Cynthia S. Earl	\$231.50	Doris I. Small	\$24.50
Estacy Porter	\$231.50	Tatnaiyah I. Jackson	\$9.00
Marie Callender	\$229.50	Belle L. Martin	\$874.25
Toby A. Chavis	\$229.50		

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
MARTINE POLITE	\$3,600.75	*****	*****	*****	STAR	\$1,199.25
BELLE MARTIN	\$1,491.25	\$308.75	\$908.75	\$1,508.75	\$2,108.75	\$3,308.75
TAKIA SMITH	\$1,491.00	\$309.00	\$909.00	\$1,509.00	\$2,109.00	\$3,309.00
NANCY JOHNSON	\$1,335.00	\$465.00	\$1,065.00	\$1,665.00	\$2,265.00	\$3,465.00
SYLVIA CROMARTIE	\$861.50	\$938.50	\$1,538.50	\$2,138.50	\$2,738.50	\$3,938.50
JOYCE THOMAS-BLACK	\$776.75	\$1,023.25	\$1,623.25	\$2,223.25	\$2,823.25	\$4,023.25
REBECCA LANE	\$753.75	\$1,046.25	\$1,646.25	\$2,246.25	\$2,846.25	\$4,046.25
YVETTE RICE	\$736.50	\$1,063.50	\$1,663.50	\$2,263.50	\$2,863.50	\$4,063.50
SHANTISHA WILLIAMS	\$679.50	\$1,120.50	\$1,720.50	\$2,320.50	\$2,920.50	\$4,120.50
BETTIE SMITH	\$633.50	\$1,166.50	\$1,766.50	\$2,366.50	\$2,966.50	\$4,166.50
CHERYL WIKE	\$622.25	\$1,177.75	\$1,777.75	\$2,377.75	\$2,977.75	\$4,177.75
JOICE THOMAS	\$605.50	\$1,194.50	\$1,794.50	\$2,394.50	\$2,994.50	\$4,194.50
MARISOL RODRIUEZ-LEON	\$556.50	\$1,243.50	\$1,843.50	\$2,443.50	\$3,043.50	\$4,243.50
MONIQUE FAULK	\$511.75	\$1,288.25	\$1,888.25	\$2,488.25	\$3,088.25	\$4,288.25
DAISY OSBORN	\$472.25	\$1,327.75	\$1,927.75	\$2,527.75	\$3,127.75	\$4,327.75
KAREN RAMSEY	\$454.75	\$1,345.25	\$1,945.25	\$2,545.25	\$3,145.25	\$4,345.25
JOSEPHINE PRINCE	\$454.50	\$1,345.50	\$1,945.50	\$2,545.50	\$3,145.50	\$4,345.50
SHELLEY DAWKINS	\$450.50	\$1,349.50	\$1,949.50	\$2,549.50	\$3,149.50	\$4,349.50
SANDRA COOPER	\$448.50	\$1,351.50	\$1,951.50	\$2,551.50	\$3,151.50	\$4,351.50

\$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!



Fun new products for Summer 2014



Triple Layer
Tinted Balm

\$10



Glide on
confidence with 10 new
True Dimensions™

\$18



\$35

Honey Dew Satin Hands



Mary Kay At
Play™
Bold Fluid
Eyeliner

\$10



Illuminate your eyes with 5
new mineral neutrals

\$7



\$25

Limited-Edition Beauty
That Counts® Journey of
Dreams™ Eau de Toilette



Free

Gift With \$40 Purchase
FREE** Mini TimeWise®
Microdermabrasion Set and
Mini Indulge® Soothing Eye
Gel in a black mesh bag.



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Welcome New Consultants

New Consultant

Nikki N. Brown
Dawn V. Cause
Chelsea L. Daniels
Sequoyah M. Dozier
Colleen Galan
Keziah Gipson
Dana Hall
Gainelle F. Harper
Carla M. Harris
Laquita M. Harris
DiVante A. Jarmon
Elaine Kelly
Keeley McCray-McDona
Eureka Medley
Carolyn Ogden
Felisia L. Perkins
Martine R. Polite
Star-Shemah L. Smith
Joice A. Thomas
Tina L. Thomas
Pamela K. Walker
Nancy B. Washington
Cheryl D. Wike
Demetrius Williams
Sarena T. Williams
Taneisha Williams-Mc

From

CEDAR HILL, TX
FAYETTEVILLE, NC
FAYETTEVILLE, NC
SPRING LAKE, NC
MILLVILLE, NJ
SAINT ROBERT, MO
FAYETTEVILLE, NC
FAYETTEVILLE, NC
SANFORD, NC
CHARLOTTE, NC
INDIANAPOLIS, IN
PHENIX CITY, AL
FAYETTEVILLE, NC
GREENSBORO, NC
MOORESVILLE, IN
FAYETTEVILLE, NC
CLARKSVILLE, TN
HOPE MILLS, NC
FAYETTEVILLE, NC
KILLEEN, TX
LILLINGTON, NC
COLUMBUS, GA
FAYETTEVILLE, NC
ROCK HILL, SC
DOVER, DE
FAYETTEVILLE, NC

Sponsored by

Shantisha Williams
Belle Martin
Marlene Diaz
Belle Martin
Marlene Diaz
Vonsheeka Bowie
Joyce Thomas-Black
Delores Cogdell
Sha'Keisha Campbell
Ayoka Hannah
Tonya Jarmon-Holland
Yvette Rice
Tamika Heck
Joyce Thomas-Black
Tonya Jarmon-Holland
Sylvia Cromartie
Yvette Rice
Belle Martin
Joyce Thomas-Black
Loris Williams
Lucille Williams
Monique Faulk
Belle Martin
Takia Smith
Belle Martin
Tamika Heck



Control your time. You often hear someone say, "I don't have enough time." But you have as much as anyone else. But do others accomplish more than you do? Decide in [2014] to get organized. First, decide the amount of time you are going to give your Mary Kay Career. When you have decided how much time you can devote to your job, then be sure you use that time for Mary Kay, for your career, and nothing else. When you have learned to do this, you have made the biggest headway to success you will ever make.

Time to get down to Business Girls!

DON'T LET ANYTHING STOP YOU THIS MONTH! CHOOSE FAITH OVER FEAR!

IT'S TIME.....for you to make some serious money! How much money do you need in the next month or the next 6 months to make a big difference for your family? It's time to make some!!!!

PUT MARY KAY ON 30 NEW FACES = 7.5 PER WEEK

\$

\$

SELL \$67 PER FACE = \$2,000 IN SALES

\$

\$

\$

ORDER 50% = \$1,000 WHOLESALE

\$

TAKE HOME = \$800 NET PROFIT

AVERAGE \$30-\$50+ PER HOUR!!!

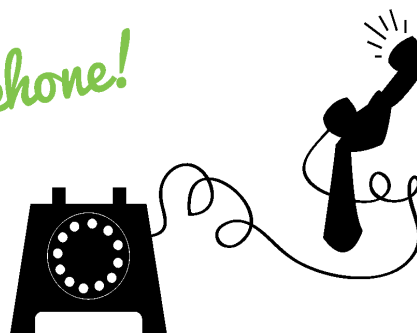
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\$


No matter if your goal is big or small - when you reach it -you'll be amazed at how the victory will feel! Can you see it? Can you taste it? I want so badly to see you have everything you desire & I know that if we continue to work TOGETHER we can make it happen!

So... be **WILLING** to do some things different, be **WILLING** to make some changes, be **WILLING** to work a little more than you have been, be **WILLING** to stretch a until the pain goes away and the hurt feels good, be **WILLING** to step out of your comfort zone and meet the women you have to....All of this will build your customer base and your TEAM!!

Get on the phone!



Stop rationalizing why not to do it! Choose FAITH over fear! Visualize, Verbalize, Internalize, & Actualize the goal! You have it with in you...you can do it! Get uncomfortable with where you are - because if you keep doing what you are doing you are going to keep getting what you are getting!! This is it gang! This is the time!

 Updated 2/2013 by MKVirtualOffice.com