



Davis Diva's

BE you, DO more and HAVE your heart's desire

Senior Sales Director Timmi Davis

Congratulations!



Queen of Wholesale
Bonita Lepo



#2 Wholesale
Kim Hayes



#3 Wholesale
Sandra Smith



Queen of Sharing
Kimberly Meacham

Welcome New Consultants!

New Consultant

Rachel Aguirre
Lora M. Schmidt
Lynn M. Sims

From

EVERETT, WA
CAMANO ISLAND, WA
SNOHOMISH, WA

Sponsored by

K. Meacham
B. Lepo
K. Hayes



Perfect Start: 15 Faces in 15 Days
Power Start: 30 Faces in 30 Days
Power Start Plus: 30 Faces in 30 days plus share the opportunity with 6 sharp women during that time.

PIN ENHANCER: Earn your Senior consultant pin enhancer with your first team member. Earn Red Jacket with just 3 team members!



New Consultants: Dream Big!

Set Your Sights on Your First Goals: Senior Consultant, Perfect Start and Power Start and then... shoot for your Red Jacket or Your CAR! You Can Do It!

PROFIT LEVEL: Begin your business as a Star Consultant! Build to \$3600 wholesale on your shelf to be at Profit Level! **Stars Earn Cars!!! Earn your choice of the gorgeous Chevy Cruze or the cash!**



2014-2015 Suit Collection

Online ordering begins Jan. 9, 2014

RUNWAY-READY



Look and Feel Runway-Ready in Confident Cobalt!

The 2014-2015 apparel collection is edgy, electrifying, business savvy and *ohhhh*-so chic! Create the look that suits you!



Orders placed through Feb. 10, 2014, will receive a discount of 20 percent. This discount will only be applied to orders placed Jan. 9 – Feb. 10, 2014. The discount is offered to encourage early ordering. Orders placed in this time frame are considered "guaranteed delivery by Seminar." New Independent Sales Directors who debut throughout the year will receive a 20 percent discount on orders placed within 45 days of their debut dates.

6 months or less to Directorship when you consistently follow this plan!

How to

Become a Mary Kay Sales Director

Working 9-1/2 Hours per week or less
Holding 2 full-circle TimeWise Classes & 4 Interviews per week

DELEGATE

- Housework/laundry
- Routine office tasks (restocking, cleaning mirrors, filing, banking, bill paying, etc. This is necessary as a Consultant & Mandatory for a Director!)

PLAN

- Meals in advance & grocery shopping
- All appointments for Wednesdays (dentist, vet, doctor, nails, haircuts, etc.) – less to remember that way & greater control over your time
- Special time for you & your husband & friends & family
- Your life on paper, using a weekly plan sheet, a week at a time & discipline yourself to stick to the plan
- Tomorrow's tasks & phone calls tonight. (Write your '6 most important things to do' list every night before bed & review it in the morning; delegate routine tasks, complete highest priorities first, cross things off as you go.)

HONOR

God first, Family Second, Career Third

ENJOY

The peace of mind you get from living a disciplined life & the self-satisfaction of advancing rapidly in your Mary Kay Career!

Your Weekly Plan

Sunday	7-9 pm (2 hours)	<u>telephone work:</u> follow up on interviews profile guest confirm guests to meeting coach hostesses call reorders pack car/mail correspondence
Monday	1/2 hour	meet 3-5 people make 3-5 phone calls
Tuesday	7-9 pm (2 hours)	attend sales meeting complete summary bring 2 guests interview on the way home
Wednesday	1/2 hour	same as Monday
Thursday	7-9 pm (2 hours)	hold a Skin Care Class book 2 new classes book 2 interviews complete sales summary have recruit prospect observe class; interview on the way home
Friday	1/2 hour	same as Monday
Saturday	2 hours	same as Thursday

Total Hours: 9-1/2. Advancement to Sales Director **Guaranteed** in 6 months of consistent activity. Could be worked around a full-time job!



Build your own look. Visit intouch to drag and drop the suit pieces onto the dress form. Have fun mixing and matching!

Shoot for the Stars!

3rd Quarter On-Target Stars 12/16—3/15/2014		Wholesale Production Needed For Star:				
Name	Current Wholesale	Sapphire	Ruby	Diamond	Emerald	Pearl
BONITA LEPO	\$951.75	\$848.25	\$1,448.25	\$2,048.25	\$2,648.25	\$3,848.25
KIM HAYES	\$923.00	\$877.00	\$1,477.00	\$2,077.00	\$2,677.00	\$3,877.00
KRIS HEIDECKER	\$891.50	\$908.50	\$1,508.50	\$2,108.50	\$2,708.50	\$3,908.50
SANDRA SMITH	\$672.00	\$1,128.00	\$1,728.00	\$2,328.00	\$2,928.00	\$4,128.00
JODY MCCLURE	\$637.50	\$1,162.50	\$1,762.50	\$2,362.50	\$2,962.50	\$4,162.50
TERESA MOCK	\$630.50	\$1,169.50	\$1,769.50	\$2,369.50	\$2,969.50	\$4,169.50
DIANE SHANE	\$598.75	\$1,201.25	\$1,801.25	\$2,401.25	\$3,001.25	\$4,201.25
STACY MURRAY	\$591.50	\$1,208.50	\$1,808.50	\$2,408.50	\$3,008.50	\$4,208.50
LUELLEN LOCKWOOD	\$513.50	\$1,286.50	\$1,886.50	\$2,486.50	\$3,086.50	\$4,286.50
MELANIE BOUTCHYARD	\$476.50	\$1,323.50	\$1,923.50	\$2,523.50	\$3,123.50	\$4,323.50
MARY NORTHRUP	\$436.75	\$1,363.25	\$1,963.25	\$2,563.25	\$3,163.25	\$4,363.25

MARY KAY
one woman can
50 YEARS

Go for the Gold!

Celebrating 50 Years of Rich Rewards

3rd Quarter 2013 Star Prizes: Dec. 16, 2013 — March. 15, 2014

1,800 sapphire	2,400 ruby	3,000 diamond	3,600 emerald	4,800 pearl
 <p>\$25 Voucher MK Connections®</p>	 <p>\$40 Voucher MK Connections®</p>		 <p>MK Connections® Voucher \$75</p>	



Drive A Library! By Steve Chandler, #46 in his book 100 Ways To Motivate Yourself

One of the greatest opportunities for motivating yourself today lies in the way you use your drive time. There is no longer any excuse for time in the car to be "down time" or time that isn't profitable. With the huge variety of CDs now available you can use your time on the road to educate and motivate yourself at the same time.

When we use our time in the car to simply listen to the radio, or curse traffic we are undermining our own frame of mind. Moreover, by listening to news programs for too long a period of time, we get a distorted view of life around us. News programs today have one goal: to shock and sadden the listener. The most vulgar and horrific stories around the state and nation are searched for and found. And the media have found ways of extending stories that are truly horrible, so that we don't just see them once. If a plane goes down, we watch all week long as investigators pick through the wreckage and family members weep before the cameras. A week later the story is extended further by playing, on the air, the last words of the pilots found in the black box.

As Emerson once said, "We become what we think about all day long." If we leave what we think about to chance, or to a tabloid radio station, then we lose a large measure of control over our own minds. Many people today drive a great deal of the time. With motivational and educational CDs, they can receive the equivalent of a year in college with three months' worth of driving.



Aim for the Courts!

Queen's Court of Sales



#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Kris Heidecker	\$14,137.00	\$2,143.00	\$16,280.00
2	Margie Ewbank	\$8,257.50	\$1,785.00	\$10,042.50
3	Bonita L. Lepo	\$8,392.50	\$1,335.00	\$9,727.50
4	Kim D. Hayes	\$7,848.50	\$1,153.00	\$9,001.50
5	Jody McClure	\$7,328.50	\$1,564.00	\$8,892.50
6	Barby L. Dailey	\$6,319.50	\$1,037.00	\$7,356.50
7	Mary K. Northrup	\$6,137.50	\$726.00	\$6,863.50
8	Diane M. Shane	\$5,068.00	\$806.00	\$5,874.00
9	Sandra L. Smith	\$4,687.00	\$698.00	\$5,385.00
10	Marie T. Mangold	\$5,346.50	\$0.00	\$5,346.50
11	Martha Mason	\$4,687.00	\$250.00	\$4,937.00
12	Kimberly Meacham	\$4,192.50	\$504.00	\$4,696.50
13	Teresa A. Mock	\$4,009.00	\$546.00	\$4,555.00
14	Melanie J Boutchyard	\$3,961.00	\$462.00	\$4,423.00
15	Rene M. Flynn	\$3,843.50	\$340.00	\$4,183.50
16	Trisha A. Muschett	\$3,373.00	\$551.00	\$3,924.00
17	Renae J. Swanson	\$3,743.00	\$0.00	\$3,743.00
18	Susan L. Smith	\$3,674.00	\$40.00	\$3,714.00
19	Reva M. Miller	\$3,305.00	\$382.00	\$3,687.00
20	Diane Sheridan	\$2,619.00	\$944.00	\$3,563.00
21	Karen M. Hudler	\$2,485.50	\$447.00	\$2,932.50
22	Alicia J. Kugler	\$2,406.00	\$474.00	\$2,880.00
23	Elisa A. Whitehouse	\$2,221.50	\$499.00	\$2,720.50
24	Becky L. Casey	\$2,214.50	\$377.00	\$2,591.50
25	Alicia Ewbank	\$2,048.00	\$464.00	\$2,512.00

Queen's Court of Sharing

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kimberly Meacham	2	\$63.46
2	Kris Heidecker	1	\$54.49
3	Becky L. Casey	1	\$25.17

Team Work Makes the Dream Work!

Wholesale Orders

These women invested in their business this month!

Name	Amount
Bonita L. Lepo	\$951.75
Kim D. Hayes	\$879.00
Sandra L. Smith	\$672.00
Jody McClure	\$637.50
Teresa A. Mock	\$630.50
Stacy J. Murray	\$591.50
Luellen H. Lockwood	\$513.50
Diane M. Shane	\$477.25
Kris Heidecker	\$470.00
Melanie J. Boutchyard	\$445.00
Mary K. Northrup	\$436.75
Flora Morin	\$398.50
Becky L. Casey	\$332.50
Karen M. Hudler	\$331.00
Tana Smolnikar	\$317.50
Reva M. Miller	\$304.00
Sharron Beat	\$297.00
Jackie L. Nagle	\$294.50
Margie Ewbank	\$273.50
Martha Mason	\$269.50
Joanne T. Setterberg	\$264.50
M. McGarry-Bloom	\$261.50
Lisa S. Clark	\$244.00
Barby L. Dailey	\$231.50
Barbara Brewer	\$227.50
Kathleen D. Duncan	\$223.50
Yungmi Marra	\$221.50
Angelica M. Bergman	\$219.50
Andrene Zuanich	\$216.00
Michelle Valure	\$213.50
Lisa M. Evans	\$213.00
Theresa G. Hull	\$209.50
Laura Long	\$207.00
Lori M. Goddard	\$207.00
Theresa K. Dodge	\$207.00
Patricia A. Cornett	\$204.00
Kathy A. Savage	\$204.00
Trisha A. Muschett	\$203.50
Patricia E. Tobias	\$203.00
Donna Naekel	\$202.00
Johanna Bauer	\$202.00
Alicia J. Kugler	\$201.00
Patricia J. Langman	\$200.50
Lisa L. Griffith	\$179.50
Erika L. Steele	\$162.50
Marnisha E. Mindlow	\$157.00
Julie S. Leaman	\$119.50
Nancy L. Peters	\$105.50
Susan M. Hakala	\$87.00
Deanna Selsor	\$27.50
Elisa A. Whitehouse	\$25.00
Rene M. Flynn	\$24.00
Alicia Ewbank	\$17.00
Mary R. Franzen	\$7.00

Team Building

Name	Recruits
Kimberly Meacham	
Bonita L. Lepo	
Kim D. Hayes	



Local. Social. Motivational. Career Conference is all that and MORE!

No excuses, because you don't have to travel far for this show on the road designed for everyone! Get it all - the recognition you deserve, on-target education and a special product giveaway. Plus, you'll love the relaxed, intimate and cordial atmosphere. Come for a heartfelt round of applause and a chorus of "You can do it, girl!" Career Conference is just \$90 and you will get some incredible products and of course amazing training, motivation and girl friend time. **Plan to go!**

You Can Attend In Any Of The Following Cities:

Wk 1: Mar. 21-22

Des Moines, IA
Galveston, TX †
Louisville, KY
Madison, WI
Mobile, AL
Novi, MI
Ontario, CA I*
Orlando, FL
Pittsburgh, PA
Richmond, VA
Riverside, CA
Schaumburg, IL †
St. Charles, MO
Tacoma, WA †

Wk 1: Mar 23 – 24

Ontario, CA II

Wk 2: Mar. 28 – 29

Atlantic City, NJ I
Boise, ID
Charlotte, NC I
Dallas, TX †
Denver, CO †
Duluth, GA
Glendale, AZ †
Indianapolis, IN
Lancaster, PA
Miami, FL I
Minneapolis, MN
Oakland, CA †
Palm Springs, CA
Providence, RI †
Rochester, NY
San Antonio, TX †

Wk 2: Mar 30 – 31

Atlantic City, NJ II*
Charlotte, NC II †
Miami, FL II*

Leadership Team

Future Directors

Recruiter :Kim D. Hayes
 Jenifer L. Adamson
 Angelica M. Bergman
 Barbara Brewer
 Theresa K. Dodge
 Kimberly Meacham
 Donna Naekel
 Kathy A. Savage
 Christeen A. Selz
 Patricia E. Tobias
 Andrene Zuanich
 * Lynn M. Sims
 * Julia A. Tilley
 * Nadine G. Ward
 # Lori Gaubriel
 # Patricia C. Hardin
 # Karen J. Salvati

Team Leaders

Recruiter :Billie Hansen
 Melanie J Boutchyard
 Jane DeBauge
 Bonita L. Lepo
 Stacy J. Murray
 Sandra L. Smith
 Amy J. Thomas
 # Lucille R. Christman

Recruiter :Bonita L. Lepo
 Susan M. Hakala
 Jessica M. Kinney
 Laura A. Laures
 Monica A. Mattson
 M. McGarry-Bloom
 Mary K. Northrup
 Joanne T. Setterberg
 * Lora M. Schmidt
 * Carol M. Weis
 # Michelle J. Freedman
 # Lynne M. Wright

Star Team Builders

Recruiter :Margie Ewbank
 Alicia Ewbank
 Marie T. Mangold
 Deanna Selsor
 # Judith A. Hensen

Recruiter :Kris Heidecker
 Naomi Bentley
 Lisa M. Evans
 Lori L. Kirkeby
 * Maggie Leggett
 * Tracey M. Moraleja
 # Michelle Aylesworth
 # Betty G. Nigro
 # Chris L. Seidler

Recruiter :Alicia J. Kugler
 Kris Heidecker
 Terri Magnuson
 Aimee M. Powley
 * Kathleen M. Gipson

Recruiter :Martha Mason
 Patricia A. Cornett
 Patricia J. Langman
 Marjorie L. McCaleb
 Susan L. Smith
 # Cheryl G. Martin

Recruiter :Kimberly Meacham
 Valerie A. Del Nero
 Renee M. Leland
 Reva M. Miller
 * Rachel Aguirre
 * Dawn R. Nolan
 # Shelly A. Adkison
 # Brandi L. Walker

Recruiter :Diane Sheridan
 Julie S. Leaman
 Amy M. Nelson
 Janice L. Todd
 * Faryn E. Seal
 # Michelle Everson

Senior Consultants

Recruiter :Melanie J. Boutchyar
 Mary R. Franzen
 Jackie L. Nagle
 * Kristine M. Ruetter
 * Sarah L. Titterness
 # Kathy A. Johnson
 # Shannon M. Lone
 # Sarah A. Skilling

Recruiter :Barby L. Dailey
 Diane Sheridan
 Briann Zourkos
 * Laurie L. Mulhollem
 * Sharron M. Rapp
 # Kathy Hahn
 # Amy M. Mc Cain
 # Debra Smith

Recruiter :Jane DeBauge
 Jane E. Mosteller

Recruiter :Mary R. Franzen
 Trisha A. Muschett

Recruiter :Julie S. Leaman
 Gloria E. Machuca

Recruiter :Jody McClure
 Mashelle P. Nelson
 Yer Yang
 # Katherine Peterson

Recruiter :Laura L. Mitchell
 Lisa J. Harris
 * Dena A. Leigh

Recruiter :Mary K. Northrup
 Margaret A. Barton
 * Mary Ellen Banta

Senior Consultants

Recruiter :Diane M. Shane
 Luellen H. Lockwood
 Erika L. Steele
 * Kathryn K. DeMeritt
 * Mich Earl
 * Laura L. Mitchell
 * Sheri L. Patow
 * Lindsay M Somerville
 # Rhonda S. Gaudette

Recruiter :Susan L. Smith
 Lisa R. Hyman
 Marnisha E. Mintlow
 * Donna Melzer
 * Faith J. Smith
 # Diamond E. Riddick

Recruiter :Tana Smolnikar
 Renae J. Swanson
 * Lori A. Bagley

Recruiter :Renae J. Swanson
 Kari S. Carnahan

Recruiter :Elisa A. Whitehouse
 Laura Long

**-Indicates Inactive,
 #-Indicates T Status.
 Place a \$200 wholesale order to become active.*

Love Checks from Mary Kay

13% Recruiter Commission Level

Kim D. Hayes \$192.27

9% Recruiter Commission Level

Billie Hansen \$239.42
 Bonita L. Lepo \$168.05
 Timmi Davis \$348.28

4% Recruiter Commission Level

Diane M. Shane \$27.04
 Alicia J. Kugler \$18.80
 Martha Mason \$16.18
 Kimberly Meacham \$12.16
 Melanie J Boutchyard \$12.06
 Kris Heidecker \$8.52
 Elisa A. Whitehouse \$8.28
 Mary R. Franzen \$8.14
 Susan L. Smith \$6.28
 Diane Sheridan \$4.78
 Margie Ewbank \$1.78

Important Dates

FEBRUARY 2014 COMPANY DATES:

- Feb 1** Postmark cutoff for Consultants to mail Commitment Forms to begin DIQ qualification this month; Form available beginning 12:01 a.m. CST
- Feb 3** Last day to submit online DIQ Commitment forms.
- Feb 4** Registration opens for 1st week of Career Conference (Mar 21-22 and Mar 23-24)
- Feb 7** Registration opens for the second week of Career Conference (Mar 28-29 and Mar 30-31).
- Feb 10** Early ordering of the new Spring 2014 promo items begins for Star Consultants who qualified during Q2 and Consultants who enrolled in *The Look* for Spring 2014 through the Preferred Customer Program
- Feb 15** Postmark deadline: Winter 2013 promotion. Last day to enroll online for the Spring 2014 PCP Month 2 mailer. Last day for Winter 2013 gift-with-purchase offer. Spring 2014 promotion begins. Ordering of the new Spring 2014 promotional items available for all Consultants.
- Feb 17** Presidents' Day. Postal holiday.
- Feb 27** Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time)
- Feb 28** Deadlines: registration for Career Conference 2014. Consultants' online orders (until 9 p.m. CST). Consultant Agreements accepted until midnight CST. Last business day of the month. Orders and agreements submitted by mail or dropped off at branch offices must be received by 7pm local time. Online consultant agreements accepted until midnight Central time.

UNIT INFORMATION

Check out our revamped unit website at www.mktimmi.com. You are going to love it!

We have a new Future Davis Diva Area private Facebook Page! Put Future Davis Diva Area in the search space of FaceBook and it will pop up! OR text or email me and ask for me to add you to it. AND, if you do not have Facebook, just sign for one just so you can access ours! You don't have to actually keep one up for yourself!

On our group one you will see a daily post from a Diva Director and be able to keep in touch with all your DIVA girlfriends! It is a great way for all of our Diva units to keep connected! Keep in mind it is a PRIVATE page ~ only DIVA consultants and the adoptees that are at our unit meetings!!



Words of Wisdom From Mary Kay

Create a definite plan for carrying out your goal. When defeat comes, accept it as a signal that your plans are not sound. Rebuild those plans and set sail once more toward the goal you want to reach. Chart your course to the top. Goals are what keep us going. To be continually working is not enough. We must see clearly the next step. To keep moving after achieving our goal, we must set a new one. The key to momentum is always having something to look forward to.

Celebrate March!

Birthdays	Day	Anniversaries	Years
Gloria E. Machuca	4	Leah M. Leese	30
Sharron M. Rapp	4	Barby L. Dailey	29
Tana Smolnikar	10	Susan L. Smith	21
Lora M. Schmidt	13	Karen M. Hudler	19
Katharine A Crawford	16	Shelia K. Huber	18
Becky L. Casey	19	Donna Naekel	11
Jessie M. Sandvik	20	Lori A. Bagley	10
Margaret A. Barton	22	Luellen H. Lockwood	9
Patricia A. Cornett	23	Alicia J. Kugler	8
Trisha A. Muschett	23	Theresa K. Dodge	3
Shelly A. Adkison	24	Alicia Ewbank	1
Karen M. Hudler	24	Mashelle P. Nelson	1
Sharron Beat	31	Vanice L. Perrin	1





**Sales Director
Timmi Davis**
915 Rucker Ave
Everett, WA 98201
425-870-8881
timmi@timmidavis.com

Please Deliver to the Exceptional:

Independent Beauty Consultant Grand Achiever (Chevy Cruze)

On Target

- Five or more active personal team members
- \$5,000 combined personal/team wholesale Section 1 production in a calendar month.
- You must be active.
- These requirements must be met each month to be considered on target.

Qualification

You may qualify as a Grand Achiever in one, two, three or four months, based on when you achieve the following:

- \$20,000 combined personal/team wholesale Section 1 production
- 14 active personal team members



Premier Club (Equinox 1LT or Camry SE)

On Target

- \$27,000 net adjusted unit wholesale production in one calendar quarter.

Qualification

- \$54,000 net adjusted unit wholesale production within two consecutive calendar quarters



Premier Plus Promotion – BMW 320i (Jan. – Dec. 2014)

- Eligible* Independent Sales Directors achieving Premier Plus from January through December 2014 with a minimum of \$75,000 net adjusted unit wholesale production within two consecutive calendar quarters can select the use of the black luxury BMW 320i. Qualifiers also will receive recognition at all Company special events as a Premier Club Achiever! *see intouch for qualifications



Cadillac

On Target

- \$48,000 net adjusted unit wholesale production in one calendar quarter

Qualification

- \$96,000 net adjusted unit wholesale production within 2 consecutive calendar quarters

