



Davis Diva's

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

Senior Sales Director Timmi Davis

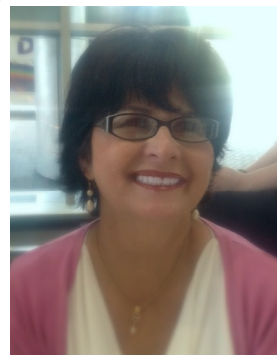
Congratulations!



Queen of Wholesale
Kris Heidecker



#2 Wholesale
Sue Greiling



#3 Wholesale
Kim Hayes



Queen of Sharing
Donna Naekel

Welcome New Consultants!

New Consultant

Shannon M. Dewey
Peggy A. Engstrom
Dawn George
Sue Greiling
Marla J. Nulph
Kathleen Westvold-Nads

From

EVERETT, WA
APPLE VALLEY, MN
KENMORE, WA
SEATTLE, WA
MILL CREEK, WA
EVERETT, WA

Sponsored by

D. Naekel
D. Sheridan
M. Ewbank
M. Ewbank
K. Hayes
D. Naekel



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!**



Step up to SUCCESS!

10 Steps to your Red Jacket! From LearnMK

- 1. Attend all Mary Kay functions.** Weekly unit meetings are a MUST. By attending you show support for your Director and sister Consultants. Plus a guest is bound to be more impressed when she sees a room FULL of people.
- 2. Have a daily, weekly, monthly, and yearly goal.** Where do you want your business to be in one month (on-target for Star Consultant, three new team members or five appointments each week)?
- 3. Say daily affirmations.** "I am a booking machine, my datebook is always full. I am healthy. I am enthusiastic!" "Everyone I meet is a prospect for my products and services."
- 4. Have goal posters in your car, office, mirrors, etc.** This will remind you of your goals and what you want to achieve. Don't forget to put one on the refrigerator!
- 5. Evaluate your appearance.** Which areas would you like to improve? Start walking or doing some form of exercise. Get a new hairstyle; try a new hair color. Start paying more attention to your wardrobe. Dress professionally more often, and let your makeup reflect your career.
- 6. Organize your family.** Make them realize you are Serious about your Mary Kay career by disciplining yourself. Be willing to give up a TV show to service customers and book classes. Let them know what your goals are for the family like vacations and how the money you earn from this career will pay for it.
- 7. Complete weekly plan sheets and weekly accomplishment sheets.** Determine how much you earn from classes, facials, and reorders so you know when you are improving.
- 8. Get Educated.** Complete the online consultant education at www.marykayintouch.com You can listen to the Power Class of the Month, complete the Silver wings Scholar Program and get free downloads of classic MK audio education.
- 9. Organize your office.** Shoeboxes are fine for skin care profiles. Use an answering machine, and make your message short and business-like.
- 10. Go to work!** Talk to people you meet daily. The more you practice, the simpler it gets! Hand out five business cards per day minimum and *The Look* with samples of glamour or fragrance. Always have a positive attitude!

Building
WALL

Debut yourself, or debut an offspring. It's that simple!
Receive the honor of a brick engraved in your name

to

WALL
Leaders

Sept. 13, 2013 - Sept. 14, 2014



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

Be sure and check on www.marykayintouch.com for the most current results!

KRIS HEIDECKER	\$2,153.00	STAR	\$247.00	\$847.00	\$1,447.00	\$2,647.00
KIM HAYES	\$1,923.25	STAR	\$476.75	\$1,076.75	\$1,676.75	\$2,876.75
BONITA LEPO	\$1,446.25	\$353.75	\$953.75	\$1,553.75	\$2,153.75	\$3,353.75
JODY MCCLURE	\$1,397.50	\$402.50	\$1,002.50	\$1,602.50	\$2,202.50	\$3,402.50
SUE GREILING	\$1,200.00	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,600.00
SANDRA SMITH	\$1,120.00	\$680.00	\$1,280.00	\$1,880.00	\$2,480.00	\$3,680.00
MARY NORTHRUP	\$1,078.25	\$721.75	\$1,321.75	\$1,921.75	\$2,521.75	\$3,721.75
KIMBERLY MEACHAM	\$957.75	\$842.25	\$1,442.25	\$2,042.25	\$2,642.25	\$3,842.25
DIANE SHANE	\$874.75	\$925.25	\$1,525.25	\$2,125.25	\$2,725.25	\$3,925.25
BARBY DAILEY	\$774.75	\$1,025.25	\$1,625.25	\$2,225.25	\$2,825.25	\$4,025.25
MARTHA MASON	\$708.75	\$1,091.25	\$1,691.25	\$2,291.25	\$2,891.25	\$4,091.25
ELISA WHITEHOUSE	\$686.50	\$1,113.50	\$1,713.50	\$2,313.50	\$2,913.50	\$4,113.50
BECKY CASEY	\$684.00	\$1,116.00	\$1,716.00	\$2,316.00	\$2,916.00	\$4,116.00
TERESA MOCK	\$630.50	\$1,169.50	\$1,769.50	\$2,369.50	\$2,969.50	\$4,169.50
REVA MILLER	\$624.00	\$1,176.00	\$1,776.00	\$2,376.00	\$2,976.00	\$4,176.00
STACY MURRAY	\$591.50	\$1,208.50	\$1,808.50	\$2,408.50	\$3,008.50	\$4,208.50
KAREN HUDLER	\$587.00	\$1,213.00	\$1,813.00	\$2,413.00	\$3,013.00	\$4,213.00
MELANIE BOUTCHYARD	\$544.00	\$1,256.00	\$1,856.00	\$2,456.00	\$3,056.00	\$4,256.00
LUELLEN LOCKWOOD	\$513.50	\$1,286.50	\$1,886.50	\$2,486.50	\$3,086.50	\$4,286.50
TRISHA MUSCHETT	\$453.00	\$1,347.00	\$1,947.00	\$2,547.00	\$3,147.00	\$4,347.00
THERESA DODGE	\$427.00	\$1,373.00	\$1,973.00	\$2,573.00	\$3,173.00	\$4,373.00
LORI GODDARD	\$422.50	\$1,377.50	\$1,977.50	\$2,577.50	\$3,177.50	\$4,377.50
RENE FLYNN	\$418.25	\$1,381.75	\$1,981.75	\$2,581.75	\$3,181.75	\$4,381.75
LAURIE MULHOLLEM	\$401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00
SUSAN SMITH	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00

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>	

Aim for the Courts!

Queen's Court of Sales



#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Kris Heidecker	\$16,715.00	\$2,183.00	\$18,898.00
2	Kim D. Hayes	\$9,854.00	\$1,193.00	\$11,047.00
3	Bonita L. Lepo	\$9,391.50	\$1,375.00	\$10,766.50
4	Jody McClure	\$8,858.50	\$1,584.00	\$10,442.50
5	Margie Ewbank	\$8,257.50	\$1,785.00	\$10,042.50
6	Barby L. Dailey	\$7,208.00	\$1,077.00	\$8,285.00
7	Mary K. Northrup	\$7,440.50	\$766.00	\$8,206.50
8	Kimberly Meacham	\$6,128.00	\$544.00	\$6,672.00
9	Diane M. Shane	\$5,620.00	\$846.00	\$6,466.00
10	Sandra L. Smith	\$5,603.00	\$738.00	\$6,341.00
11	Martha Mason	\$5,580.50	\$290.00	\$5,870.50
12	Marie T. Mangold	\$5,346.50	\$0.00	\$5,346.50
13	Rene M. Flynn	\$4,426.50	\$340.00	\$4,766.50
14	Melanie J Boutchyard	\$4,096.00	\$462.00	\$4,558.00
15	Teresa A. Mock	\$4,009.00	\$546.00	\$4,555.00
16	Susan L. Smith	\$4,494.00	\$40.00	\$4,534.00
17	Trisha A. Muschett	\$3,862.00	\$551.00	\$4,413.00
18	Reva M. Miller	\$3,833.00	\$382.00	\$4,215.00
19	Diane Sheridan	\$3,025.50	\$964.00	\$3,989.50
20	Elisa A. Whitehouse	\$3,487.50	\$499.00	\$3,986.50
21	Renae J. Swanson	\$3,743.00	\$0.00	\$3,743.00
22	Karen M. Hudler	\$2,997.50	\$447.00	\$3,444.50
23	Becky L. Casey	\$2,912.50	\$377.00	\$3,289.50
24	Alicia Ewbank	\$2,582.00	\$464.00	\$3,046.00
25	Alicia J. Kugler	\$2,406.00	\$474.00	\$2,880.00

Queen's Court of Sharing

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kim D. Hayes	2	\$151.48
2	Kimberly Meacham	2	\$74.02
3	Kris Heidecker	1	\$54.49
4	Margie Ewbank	1	\$48.00
5	Becky L. Casey	1	\$25.17
6	Timmi Davis	1	\$55.44

Team Work Makes the Dream Work!

Wholesale Orders

These women invested in their business this month!

Name	Amount
Kris Heidecker	\$1,261.50
Sue Greiling	\$1,200.00
Kim D. Hayes	\$1,000.25
Kimberly Meacham	\$957.75
Jody McClure	\$760.00
Elisa A. Whitehouse	\$661.50
Mary K. Northrup	\$641.50
Bonita L. Lepo	\$494.50
Sandra L. Smith	\$448.00
Barby L. Dailey	\$444.25
Martha Mason	\$439.25
Laurie L. Mulhollem	\$401.00
Susan L. Smith	\$400.00
Gail D. Zander	\$394.00
Julia A. Tilley	\$360.50
Becky L. Casey	\$351.50
Amy M. Mc Cain	\$347.00
Michelle Aylesworth	\$337.50
Kari L. Large	\$307.00
Naomi Bentley	\$306.00
Sarah A. Skilling	\$293.00
Rene M. Flynn	\$291.50
Peggy A. Engstrom	\$287.50
Julie A. Golich	\$283.00
Diane M. Shane	\$276.00
Alicia Ewbank	\$267.00
Reva M. Miller	\$264.00
Mary R. Franzen	\$257.50
Karen M. Hudler	\$256.00
Billie Hansen	\$255.00
Terri Magnuson	\$253.00
Kathleen M. Gipson	\$252.00
Trisha A. Muschett	\$249.50
Nancy L. Peters	\$246.00
Debra Smith	\$239.00
Shannon M. Dewey	\$232.25
Karmin J. Kippen	\$232.00
Maggie Leggett	\$231.25
Jennifer Lowe	\$230.50
Marla J. Nulph	\$223.50
Janice L. Todd	\$223.25
Theresa K. Dodge	\$220.00
Lori M. Goddard	\$215.50
Diana Sundal	\$214.00
Julie S. Leaman	\$213.25
Kathy A. Johnson	\$208.00
Diane Sheridan	\$205.75
Christeen A. Selz	\$205.50
Dawn R. Nolan	\$204.50
Brandi L. Walker	\$204.00
Patricia C. Hardin	\$204.00
Haslinda Ruby	\$203.00
Margaret A. Barton	\$201.00
Faryn E. Seal	\$201.00
Lori A. Bagley	\$200.50
Joanne Cruse	\$200.50
K. Westvold-Naekel	\$200.50
Lynn M. Sims	\$200.00
Mashelle P. Nelson	\$140.00
Kathy A. Savage	\$113.00
M. McGarry-Bloom	\$108.00
Donna Naekel	\$88.00
Lisa L. Griffith	\$82.00
Gwen E. Rediger	\$69.00
Melanie J. Boutchyard	\$67.50
Laura Long	\$47.50
Amy J. Thomas	\$35.00
Sharron Beat	\$21.00

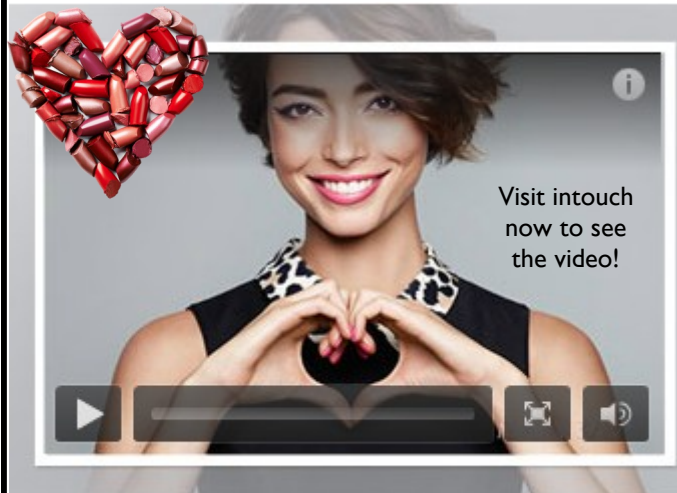
Team Building

Name	Recruits
Donna Naekel	2
Margie Ewbank	2
Diane Sheridan	1
Kim D. Hayes	1

discover what you

LOVETM

Discover What You LoveTM, Mary Kay's new brand campaign captures the heart of the Company, its products and the incredible legacy of Mary Kay Ash. You and your customers will see this exciting campaign come to life in beautiful graphics and creative tag lines to help them discover what they love about Mary Kay!



Wallpapers for Your Phone, Facebook and More >

Leadership Team

DIQS

Recruiter :K. Hayes
 Angelica M. Bergman
 Barbara Brewer
 Shannon M. Dewey
 Theresa K. Dodge
 Patricia C. Hardin
 Kimberly Meacham
 Donna Naekel
 Marla J. Nulph
 Kathy A. Savage
 Christeen A. Selz
 Lynn M. Sims
 Julia A. Tilley
 Patricia E. Tobias
 Kathleen Westvold-Na
 Andrene Zuanich
 Jenifer L. Adamson
 Nadine G. Ward

Team Leaders

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

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
 # Lynne M. Wright

Team Leaders

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

Star Team Builders

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

Recruiter :Margie Ewbank

Alicia Ewbank
 Sue Greiling
 Marie T. Mangold
 Deanna Selsor
 * Dawn George
 # Judith A. Hensen

Recruiter :Billie Hansen

Melanie J Boutchyard
 Bonita L. Lepo
 Stacy J. Murray
 Sandra L. Smith
 * Jane DeBauge
 * Amy J. Thomas
 # Lucille R. Christman

Recruiter :Kris Heidecker

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

Star Team Builders

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

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

Recruiter :Kimberly Meacham

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

Senior Consultants

Recruiter :Jane DeBauge
 Jane E. Mosteller

Recruiter :Alicia Ewbank

Kari L. Large
 * Megan E. Cornell
 # Marissa Horning

Recruiter :Mary R. Franzen

Trisha A. Muschett

Recruiter :Jody McClure

Mashelle P. Nelson
 Yer Yang
 # Katherine Peterson

Recruiter :Laura L. Mitchell

Lisa J. Harris
 * Dena A. Leigh

Senior Consultants

Recruiter :Donna Naekel
 Shannon M. Dewey
 K. Westvold-Naekel

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

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
 * Donna Melzer
 * Marnisha E. Mintlow
 * Faith J. Smith
 # Diamond E. Riddick

Recruiter :Tana Smolnikar

Lori A. Bagley
 Renae J. Swanson

Recruiter :Elisa A. Whitehouse

Laura Long

*-Indicates Inactive,

#-Indicates T Status.

Place a \$225 wholesale order to become active.

Love Checks from Mary Kay

13% Recruiter Commission Level
 Kim D. Hayes

\$334.39

9% Recruiter Commission Level

Bonita L. Lepo
 Barby L. Dailey
 Diane Sheridan
 Timmi Davis

\$242.64
 \$107.35
 \$83.25
 \$296.98

4% Recruiter Commission Level

Alicia J. Kugler
 Margie Ewbank
 Billie Hansen
 Kris Heidecker
 Melanie J Boutchyard
 Kimberly Meacham
 Donna Naekel
 Martha Mason
 Alicia Ewbank
 Mary R. Franzen
 Mary K. Northrup
 Tana Smolnikar
 Jody McClure
 Elisa A. Whitehouse

\$70.66
 \$58.68
 \$41.80
 \$34.99
 \$30.34
 \$26.90
 \$17.31
 \$16.00
 \$12.28
 \$9.98
 \$8.04
 \$8.02
 \$5.60
 \$1.90

Important Dates

MARCH 2014 COMPANY DATES:

- Mar 1** Postmark cutoff for Consultants to mail Commitment Forms to begin DIQ qualification this month; Form available beginning 12:01 a.m. CST
- Mar 3** Last day to submit online DIQ Commitment forms.
- Mar 8** Mary Kay® Makeover Day. International Women's Day.
- Mar 15** Postmark deadline for Quarter 3 Star Consultant quarterly contest. Deadline to make Quarter 2 Star Consultant prize selections.
- Mar 16** Quarter 4 Star Consultant quarterly contest begins. Summer 2014 Preferred Customer Program online enrollment for The Look, including exclusive samplers (while supplies last), and Month 2 mailer begins.
- Mar 20** Online prize selection available for Q3 Star Consultants
- Mar 21** Week 1 of Career Conference 2014 begins
- Mar 28** Week 2 of Career Conference 2014 begins. Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time)
- Mar 31** Deadlines: 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 CST.

Unit Dates



Words of
Wisdom
From
Mary Kay

Over the years, our company has witnessed dramatic changes in everything from products to packaging. Like the fashion industry, cosmetics is a field that has no room for the meek and mild-mannered who shy away from change. Just as our company has a constant drive to keep evolving, so must you as an individual. You can either go forward or backward - this year, this month, this day - but you can't stand still!

Celebrate April

Birthdays	Day	Anniversaries	Years
Diana Sundal	1	Diane M. Shane	18
Donna Naekel	5	Jenifer L. Adamson	9
Sheri L. Patow	5	Mich Earl	9
Yer Yang	5	Becky L. Casey	8
Mary Ellen Banta	6	Janice L. Todd	8
Jackie L. Nagle	6	Sharron M. Rapp	7
Kathy Hahn	10	Renee M. Leland	4
Marla J. Nulph	15	Jessica M. Kinney	3
K. Westvold-Naekel	15	Carol J. Looney	3
Catherine A. Burbank	22	Yer Yang	3
Kris Heidecker	24	Kathy A. Savage	3
Teresa A. Mock	25	Amy M. Mc Cain	3
Patricia C. Hardin	27	Faryn E. Seal	2
Denise M. Harris	29	Cheryll G. Martin	2
Leanne L. Powell	29	Judith A. Hensen	1
		Karen J. Salvati	1
		Ruth B. Siedlicki	1



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

Please Deliver to the Exceptional:

Reminder, as of March 1st, the Minimum Wholesale order is now \$225 wholesale.

9 Ways to Get More Out of Your Day

Time to Ignore the Hourglass-- By Life Coach Mary Guarino, Ph.D

Do you always feel pressed for time? If so, you are certainly not alone. Last October, millions of Americans participated in the first annual "Take Back Your Time Day," a project of the Center for Religion, Ethics and Social Policy at Cornell University. The idea arose as a way to make the public aware of the "epidemic of overwork, over-scheduling and time famine" in our society.

Lack of time can be detrimental to our physical, emotional and spiritual health. When we are pressed for time, we tend to exercise less, eat foods for their convenience rather than their nutritional value, have less time to interact with our families and friends, and spend little, if any time, on self-development and spiritual growth.

Here are some simple ways you can begin to take back some of your time:

1. Set aside a certain amount of time each day just to do what you want to do. How about 1 hour each day? If that's not "possible," start with smaller increments of time, say 15 minutes, and work your way up.
2. Doing part of something is better than doing nothing. Even if you can't complete a task or a project, it is better to take a small "chunk" out of it rather than letting the whole thing slide until later. If you absolutely "hate" working in that manner, then just make sure you set aside a specific time to complete the entire task or project.
3. Learn to say "No." This isn't always easy, but it can make a world of difference. Even if you don't want to say "No" completely, try to set limits around how much you will do and when.

4. Bundle your tasks. Save up non-urgent errands so that you can do those that are logistically close to one another.

5. Delegate. How much is your time worth? It may be worth the cost of hiring someone to do things like mow your lawn, clean your house, AND you will be purchasing the precious commodity of time. It's more than okay to ask for help.

6. Do the yucky stuff first. Take care of the tasks that you dislike so that you don't waste precious mental time ruminating about not having done them!

7. Are the things you feel you "have" to do really necessary? It can be easy to get caught up in the details to the detriment of the big picture.

8. Take an honest look at the activities and people in your life that are "energy drainers." Do they need to be part of your life? What would happen if you eliminated or reduced your time spent on/with them?

9. And, most importantly, set aside time each week to do something special. Make sure that, no matter how busy you are, you take time to play Spending time with friends, outdoors, at the movies, whatever makes you happy, is essential in helping you be the most focused and effective you can be with your time.

