

# Dazzling Diamonds Unit

With Mary Kay Director - Daisy Williams

April 2014 Newsletter, March Results

## Top Queens!



### Queen of Wholesale:

Heidi K. Leon

### Queen of Sharing:

You could be here!

### Ordering Deadlines for April

- 29: Last day of month
- 30: Last business day

### Important Promo Deadlines

- Quarter 4 Star Consultant quarterly contest (March 16 - June 15, 2014)
- Star Consistency Challenge (June 16, 2013 through June 15, 2014)
- Class of 2014 (through July 1, 2014)

## Increase Party Sales!

**CHECK IT OUT!** Here are some great tips that could help you increase your party sales:

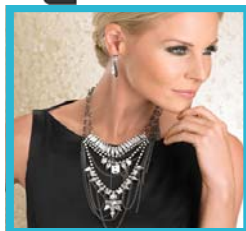
- **Show results:** Display before/after photos to show customers the results that they can expect from using Mary Kay products
- **Have themed parties:** Excite women to rebook parties with themed parties (think Fun in the Sun, Bridal Boot Camp, Mom and Daughter, etc.)
- **Display gifts:** Go ahead and have your pre-packed gifts on display to encourage additional sales

## Seminar Dates!

Get your Calendar out! Here are this year's Seminar Dates!

Ruby: July 16 – 19  
 Sapphire: July 20 – 23  
 Emerald: July 23 – 26  
 Pearl: July 27 – 30  
 Diamond: July 30 – Aug. 2

## 4th Quarter Star Prizes!



# Recruiters and their team!

\* You are currently inactive. It only takes a \$225 wholesale order to get back on track!  
#T Status

On Target Team Managers

Recruiter :Tanya Thompson

Natalie J. Bartell  
Stephanie D. Bennett  
Carolyn S. Billy  
Suzi Keyser  
Heidi K. Leon  
Lora Shea Miller  
Patti A. Vuocolo  
\* Bayley Bodien  
# Shanna R. Palmour  
# Christine Wilson

Team Leaders

Natalie J. Bartell  
Stephanie D. Bennett  
Carolyn S. Billy  
Suzi Keyser  
Heidi K. Leon  
Lora Shea Miller  
Patti A. Vuocolo  
\* Bayley Bodien  
# Shanna R. Palmour  
# Christine Wilson

Senior Consultants

Recruiter :Stephanie D. Bennett  
Mai Vue

Recruiter :Amanda Boyce  
Nilsa Hill  
\* Alba E. Long

Recruiter :Danita Cook  
Dina M. Jensen

Recruiter :Jeanne Graham  
Jessica Graham

Recruiter :Suzi Keyser  
Lisa K. Wright  
\* Peggy J. Keyser  
\* Loma L. Sullivan  
# Dawn K. McVey

# WELCOME NEW CONSULTANTS! MARCH

Starting Something  
Beautiful....

From

Sharing Dreams...

*Let's fill this area up!*

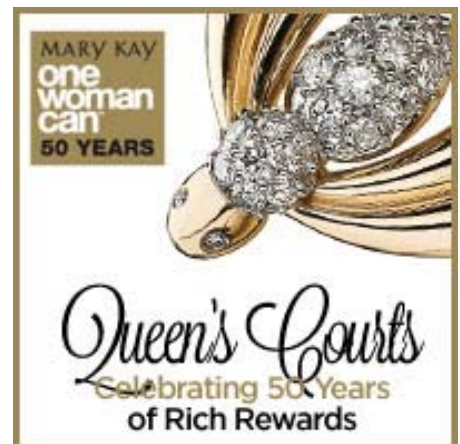
## Our Beautiful Unit!

Jean Alexander  
Ashley N. Baker  
Natalie J. Bartell  
Janet L. Belcher  
Stephanie D. Bennett  
Misty Blaney  
Bayley Bodien  
Amanda Boyce  
Danita Cook  
Cynthia A. Darden  
Robbie Day  
Cassandra R. Dobbins  
Courtney F. Dudley  
Sherrie L. Elmore  
Laura Flatt  
Jeanne Graham  
Jessica Graham  
Stephany E. Harman  
Nora K. Harris  
Karol A. Hill  
Nilsa Hill  
Dina M. Jensen  
Peggy J. Keyser  
Suzi Keyser  
Maria F. Mamah  
Shawna L. Mattison  
Dawn K. McVey  
Lora Shea Miller  
Melissa J. Muncy  
Ann K. Nguyen  
Shanna R. Palmour  
Rhonda S. Rader  
Katie Richards  
Brenda Sassin  
Terri L. Swisher  
Heather Taylor  
Tanya Thompson  
Patti A. Vuocolo  
Krystal K. Williams  
Christine Wilson  
Diane Wilson  
Monica M. Woodall  
Lisa K. Wright  
Alba Long  
Sheila Pruet  
Halee Swafford  
Shirley G. Graham  
Heidi K. Leon  
Leigh Ann Newman  
Mai Vue

## March Orders!

Heidi K. Leon  
Stephanie D. Bennett  
Tanya Thompson  
Stephany E. Harman  
Lisa K. Wright  
Danita Cook  
Robbie Day  
Mai Vue  
Patti A. Vuocolo  
Suzi Keyser  
Sheila Pruet  
Misti L. Rainwater  
Rhonda S. Rader  
Jeanne Graham  
Nilsa Hill  
Daisy E. Williams

*Congrats!*







# Share the Love!

We love giving women the opportunity to build their dreams, which is why you can start your Mary Kay business for only \$75 in April!



Mary Kay®  
**STARTER KIT**  
~~\$100~~ \$75  
 Plus shipping, handling and tax



## More to Love!

Are you ready to stretch yourself and help other women realize their potential? When you start your business in April and share the Mary Kay opportunity, you can offer these same great incentives to anyone who also may want to start a Mary Kay business in April or May. With new team members, you can start earning commissions and potential team-building bonuses that can help get your new Mary Kay business off to a fabulous start!

Ask me, your Independent Beauty Consultant, how to get started today!

When you start your business April 1-30 and place your first product order\* by May 31, 2014, you can get these exciting incentives:

### GET ALL THIS:



- \$1,800 wholesale product inventory (\$3,600 suggested retail value)
- \$100 credit on your first product order\*\*
- FREE shipping on your first product order\*\*\*
- Up to \$125 in BizBuilder Bucks credit
- FREE custom color look†† (\$118 suggested retail value)
- FREE product bonus bundles††† (up to \$642 suggested retail value)

**\$1,800+**  
wholesale

TOTAL SUGGESTED  
RETAIL VALUE:  
**\$4,072 +**

### GET ALL THIS:



- \$600 wholesale product inventory (\$1,200 suggested retail value)
- Up to \$35 in BizBuilder Bucks credit†
- FREE shipping on your first product order\*\*\*
- FREE custom color look†† (\$118 suggested retail value)
- FREE product bonus bundles††† (up to \$223 suggested retail value)

**\$600-\$1,799**  
wholesale

TOTAL SUGGESTED  
RETAIL VALUE:  
**\$1,435 +**

### GET ALL THIS:



- \$400 wholesale product inventory (\$800 suggested retail value)
- \$10 in BizBuilder Bucks credit†

**\$400-\$599**  
wholesale

TOTAL SUGGESTED  
RETAIL VALUE:  
**\$800 +**

## MARY KAY®

discover what you LOVE™

\* Purchasing inventory is an individual decision, and it's certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity. If you decide that this opportunity is not right for you, Mary Kay will repurchase, at 90 percent of your original net cost, original and unused Section 1 products, as long as these items were purchased by you from the Company within one year prior to return. Please refer to your Independent Beauty Consultant Agreement for complete details.

\*\* To qualify for the \$100 credit off your first product order, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1-30, 2014, and your first wholesale Section 1 product order must equal \$1,800 or more (excluding sales tax) and must be received and accepted by the Company by May 31, 2014.

\*\*\* To qualify for free shipping on your first product order, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1-30, 2014, and your first wholesale Section 1 product order must equal \$600 or more (excluding tax) and must be received and accepted by the Company by May 31, 2014.

† The BizBuilder Bucks credit will be applied toward the next qualifying order of at least \$400 Section 1 wholesale (\$800 suggested retail) as long as the order is placed while the Independent Beauty Consultant is still in active status. An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months. The credit will expire upon the expiration of the Independent Beauty Consultant's active status.

†† To qualify for a free custom color look, a minimum wholesale Section 1 order of \$600 or more must be received and accepted by the Company within 15 calendar days of when the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the actual suggested retail value of the gift.

††† To receive a free product bonus bundle, your Independent Beauty Consultant Agreement must be received and accepted by the Company April 1-30, 2014, and your initial wholesale Section 1 product order must equal \$600 or more (excluding tax) and must be received and accepted by the Company by May 31, 2014. Sales tax is required on the suggested retail value of the Section 1 products included in the bonus. Refer to the Ready, Set, Sell! brochure for complete details and more information on the free product bonus bundles.



Created by Court of Achievers

# To the beautiful:

www.daisysdazzlingdiamonds.courtofachievers.com  
daisyw@cox.net  
918-798-6529  
Jenks, OK 74037  
11525 South 4th Street  
Daisy Williams



discover what you  
**LOVE.**

## Seminar 2014

Seminar 2014 will be here before you know it! Get ready, set and go! If you are on the fence, new to Mary Kay, or just not sure how to “get away,” check out some helpful facts and tips below!

- ☑ Ask any Sales Director or National and they will tell you that Seminar is the place to be. It is an experience like no other! No one walks away from Seminar saying, “Well, it was okay!”

### EVERYONE LOVES SEMINAR AND YOU WILL, TOO!

- ☑ With proper budgeting and planning, you can “**pay your way**” to Seminar. Map out your estimated expenses and hold a couple of extra classes a week/put some extra savings away to pay your way. Seminar is affordable, especially when you plan ahead.
- ☑ Get good “**Seminar vibrations**” in your space! Start shopping for your dress, plan your attire, figure out which girlfriend you are rooming with. Imagine how FUN it will be to have time for yourself! *These good vibrations, will fill your heart with cheer and keep you motivated/super excited for the upcoming event!*
- ☑ Seminar is full of amazing, go-getters. You will want to go to experience speeches and be in the space of successful women. **Hangin' with the go-getters will enable you to be a go-getter.**
- ☑ **Prepare to LEARN MORE!** Get of-the-minute education and learn STELLAR ideas that will produce activity and great results in your business. There is no need to go home and “feel stuck.” Oh no, not you!



**TOP TEN CONSULTANTS IN OUR DAZZLING DIAMOND UNIT WILL RECEIVE AWARDS AT OUR YEAR-END AWARDS BANQUET JULY 21, 2014 at SEMINAR! To be eligible for Top Ten you must have a minimum of \$10,000 Retail in for the Year. (\$5,000 wholesale) Top 10 will not be revealed until the Awards Banquet! Everyone will receive a Special Gift for attending! Who will be our QUEENS, Rookie of the Year! Most Consistent! Most Improved! Miss Image Award! Miss Go Give!! (Highest Honor Award) It ALL STARTS NOW!!!**

## **RECOGNITION FOR MARCH!**

**MARCH \$100 Day Winner!**

**TANYA THOMPSON**

**NEW!!!!!!!**

**CONGRATULATIONS!!!**

**DIVA CLUB ACHIEVERS!**

**FOR MARCH!**

**TANYA THOMPSON!!! STEPHANIE BENNETT!!!  
HEIDI LEON!!!**

**What's coming in APRIL!!! BE A DIVA ACHIEVER!! New Prod. Secrets and Company Information! Receive a FREE Lunch from your Director!! (OR Gift Card for out of town Consultants) The First Wednesday of Following Month 11:30 a.m. Restaurant to be announced each month.**

**POWER START FOR MARCH!**

**PUT YOUR NAME HERE!!!**

**RESERVE THE DATE NOW!!!!!!**

**2014 SEMINAR – DALLAS JULY 20<sup>TH</sup> – 23rd!**



**2014 MARY KAY YEAR!!! JULY 1 – JUNE 30, 2014!**  
**TOP 4 GOALS MARCH!**

**APRIL CHALLENGE!** Talk to 15 People by April 17<sup>th</sup> and YOU could Possibly be a RED JACKET!!! (Survey has proven 1 out of 5 Recruit) I am willing to do the Career Chats for YOU, just let me know where and when (phone call or in person). WHAT DO YOU HAVE TO LOSE?

1. Become a DIVA ACHIEVER each month by placing a \$650 Whl. order OR Facial 30 faces in one month OR Recruit 1 New Qualified Team Member and receive a FREE LUNCH WITH YOUR DIRECTOR. If you are out of town you will receive a Gift Card to a restaurant near you! **NEW!**
2. Get on target for STAR!! NEW 4th QUARTER HAS begun!! 4<sup>TH</sup> Quarter ends JUNE 15<sup>th</sup>!! BE A STAR ALL FOUR QUARTERS THIS YEAR!! Breaking it down...place a \$600 wh. order each month and you ALWAYS be a STAR!!! SPIN THE WHEEL AT SEMINAR!!!! (only 4 quarter Stars)
3. ATTEND Tuesday Night Training 6:30 pm MK Studio 91<sup>st</sup> and 145<sup>th</sup> SW Corner #2241 OR ATTEND A Meeting in your City if you are out of town
4. SECTION 2 PRIZES FOR WHOLESALE ORDERS IN APRIL!!! (SEE FLYER)

(You can earn more than one prize ea. month, example: Be a Diva achiever \$650-win FREE lunch with your Director, have 1-4 \$1000 weeks-win UP TO 1-4 Movie Passes/Fashionista Purse, drawing \$100 day, plus charms and bracelet from Perfect Starts, Power Starts)



Hold a Perfect Start (15 faces) Receive MK Charm

Hold a Power Start (30 faces) Receive MK Charm

Hold a Power Start Plus (30 faces & 1 New Team Member) MK Charm

Place a \$600 wholesale order and receive Charm Bracelet!!

**WHOLESALE PRIZES FOR APRIL!!**

**Place a Wholesale order from**

\$400-599 - Receive Special MK Pink & Blue (Set of 6) Headbands for your Customers at SkinCC (pink for N/D blue for C/O) so cute!



\$600-799 - Black Cosmetic Display Tray **AND**  
\$650 DIVA ACHIEVER Free Luncheon with Director!

\$800-999 - \$23 Value in Section 2 Items for MK Business! (You Choose!  
Example: Sales Slips, Profile Cards, Samples, Books, etc.)

\$1000+ - **RECEIVE ALL OF THE ABOVE!!!**



**AUDACIOUS APRIL!!**  
**STARTERKIT - ONLY \$75! EARN CASH FOR GROWING YOUR TEAM!**

**WHO LOVES CASH?!!**

April is your MONTH! YOU can earn FUN CASH in APRIL just for SHARING your MK Opportunity with other women and GROWING your team! This month is EXCITING because our Starter Kit is on SALE for only \$75!!

**EACH ONE REACH ONE!!**

EACH team member that you add to your team will earn her choice of a beautiful RING and YOU will EARN CASH!! WOO HOO!

ADD 1 - \$10 CASH

ADD 2 - \$20 CASH

ADD 3 - \$30 CASH

ADD 4 - \$40 CASH

ADD 5 - \$50 CASH

**UNIT's GOAL: ADD 10 NEW Incredible WOMEN in APRIL!**  
**WHEN WE REACH OUR GOAL of 10 I WILL do a DRAWING**  
**for \$100 CASH! Your name will be entered into the**  
**drawing for EACH NEW person you add to your team!!**  
**PLUS NEW Team Members who recruit will be**  
**entered into the Drawing as well!**

**\*\* INTERVIEW OR BRING 10 GUESTS to Training**  
**APRIL 1-15<sup>th</sup> and earn this awesome Key Ring OR ONE**  
**MK Full Size Product! And 16-30th earn these super sexy**  
**and fun sunglasses. "Your future is so bright you will need**  
**shades!" OR TWO MK Products!**