

Director Michelle Hendrickson



Kick off Summer Sales with the Passport to Fun!

Wholesale Queen



Melissa J. Handy \$1,239.25

Sharing Queen



Monica Pineda 4

Fabulous ALL STARS

A note from your Director . . .

We finished an AMAZING APRIL! The \$75 starter kit REALLY impacted our team and so many of you took advantage of it!!! We added 10 new friends to our fun people basket!! It was like an Easter egg run! Grabbing all the "good eggs" we found and adding them to our group of fun, achieving women. And we finished the month with Julia's national debut. Such an inspiring time together! I WILL be having a DVD watching party with PIZZA coming soon so be on the look out!

So CHECK THESE OUT! (Put this on your calendar NOW so you don't forget!).

Tuesday, the 6th – GNO summer product preview

Tuesday the 13th - Get ready for SUMMER SKIN! Lighter products!

Wednesday the 14th -NEW MEETING for DALLAS crew! At Monica's & Juanita's on Vickery! Tuesday the 20th – How to finish strong!

Thursday the 22nd - NEW MEETING for DALLAS crew! At Monica's & Juanita's on Vickery

Tuesday the 27th – Casual Nite- Pressing IN for your Personal Victory!

All are great guest opportunities because we have a skin care class at each!

My new website is UP AND RUNNING! www.michellehendrickson.com password is allstars. U can find all the latest and greatest there!!! I am continuing the extra coaching time each week for us to power up together!!! Know I will be contacting YOU to see what YOU are wanting THIS month as we are building 5 new REDS!!! WHO will be the FIRST?!

Some awesome contests to spur you on! The charm bracelet contest is still on with \$300 or \$600 wholesale, you get FABULOUS CHARMS to wear!!! Oooo! See inside the newsletter!! Julia HAS ANOTHER hostess extravaganza that just started!!!See flyer! YOUR \$650 for the month of May is TRIP TO MK CORP AND TOUR!!!! And GO FOR THE \$100 DAY challenge and get entered for a drawing for a \$50 gift card from me!! AND MK has drawings for the \$1000 week!!!

Remember the story of Elijah from the bible? Where he had JUST seen God show up and blow everyone's minds by bringing down fire from heaven? All who saw bowed down to Him and His might! And then Jezebel scared Elijah by threatening him and he turned and RAN! Really.. He had just seen God show up in a big way and then he runs away from a measly threat from a pagan queen... Have you ever seen God show up but in the next breath, duck into the nearest cave to hide from your life? I do this ALL the time! How do I get out of the cave? I do like Elijah and listen to God's" still small voice" that is next to me whispering because He is close. Closer than the raging, roaring enemy. So how about you? Why not choose to "taste and see that the Lord is good."? What if you turned your negative what ifs into positive what ifs? I bet you would see a turnaround in your day and your life and your biz. Let's go for that today! I believe in YOU and your victories!

Love you bunches!

Michelle, your future pink caddy leader

light on Team Builders:

Standings are updated as of April 30th — this will not reflect May orders or new team members.

Team Leaders

Recruiter: Terre M. Workman Terri W. Bantau Michelle A. Mersmann Karen M. Mitchell Kay L. Morgan Maureen Wilkerson Ramona Woodrum

- * Melissa A. Johnston
- * Jessica G. McCoy

Star Team Builders

Recruiter: Carrie A. Birmingham Renee Dell'Accio Lisa J. Harding Kimi A. Miller

Inactive Member (N1,N2,N3,I1,I2,I3) To become ACTIVE you must place a \$225 wholesale order.

Senior Consultants

Recruiter: Christina M. Bartha Bethany B. Hudgeons * Michelle A. Ezell

Recruiter : M. Evelyn Corn Evelyn I. Alyatim

Recruiter: Renee Dell'Accio Jessica R. Clark

Recruiter: Sherry A. Dissinger Rune Scott

Recruiter: Monica A. Eisenberg Juanita Currens Angela Weinbrenner

* Lorena Luna

* Christina F. Ullrich



Recruiter: Jenna L. Gilbreath Emily R. Pose

Recruiter: Patricia R. Grones Jamie L. Hennessey

Recruiter: Donna M. LoSasso Monica A. Eisenberg

Recruiter: Monica Pineda Melissa J. Handy

- * Monica Contreras
- * Angela Pineda
- * Teresa Ramirez

Recruiter :Lori Ready Lori A. Greenhaw

- * Tuvet Hoang
- * Michelle R. Lindsev

Recruiter : Jessie Rohlmeier Lora C. Lockamy

ARE YOU READY TO MOVE UP??

Follow the Steps to Success!











Senior Consultant

(1-2 active team members)

4% Commission

Star Team Builder RED JACKET (3+ actives)

Sr. Consultant benefits plus Red Jacket Rebate

Eligible for \$50 Bonuses

Team Leader

(5+ actives)

All the previous benefits plus 9-13% Commission

Team Leader pin

On-Target for Car!

(5+ actives and \$5,000 wholesale 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

Director in **Qualification**

Effective Jan. 1, 2010 (10+ actives growing to 24 in 4 months and be a star consultant!)

Production during DIQ counts towards car! Eligible to become Director and earn Unit Commission and Unit bonuses—Eligible to wear the exclusive Director Suit.





Here We Grow Again!

Monica

ca Cary





Tina

Molina





Kalí

Angelo





Theresa

Kim

Welcome New Business Owners!

(These new unit members signed Consultant agreements April 1-30.)

New Consultant	From
Shifa Boufaissal	ALLEN, TX
Monica Contreras	PLANO, TX
Cary Crawford	HIGHLAND VILLAGE, 7
Tina R. Downs	DALLAS, TX
Melissa J. Handy	DALLAS, TX
Lorena Luna	MESQUITE, TX
Kali W. Parker	GRAND PRAIRIE, TX
Angela Pineda	DALLAS, TX
Teresa Ramirez	DALLAS, TX
Kim C. Sunlin	PLANO, TX

From Sponsored by EN, TX E. Alyatim M. Pineda HLAND VILLAGE, TX A. Peacock LAS, TX A. Peacock LAS, TX M. Pineda GUITE, TX M. Eisenberg ND PRAIRIE, TX A. Peacock LAS, TX M. Pineda LAS, TX M. Pineda M. Pineda M. Pineda M. Pineda M. Hendrickson

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level	
M. Hendrickson	\$448.01

9% Recruiter Commission Level
Terre M. Workman \$41.40

4% Recruiter Commission Level
Monica Pineda \$49.57
Carrie A. Birmingham \$18.12
Donna M. LoSasso \$13.82

"There is no sudden leap to greatness. Your success lies in doing, day by day."

- Max Steingart

Team Building Tip of the Month!

Mary Kay's 4 Point Plan:

- Before every skin care class and collection preview, ask the hostess, "Who is coming today who might be interested in doing what I do?"
- Present your heartfelt, enthusiastic I-story at every skin care class and collection preview. Share why you began your Mary Kay business and what it means to you.
- 3. Select at least one person at every skin care class and collection preview and offer her the Mary Kay opportunity. You may want to plant seeds by sending guests home with the Imagine the Possibilities DVD and survey, then meeting with them to tell them more about the Mary Kay opportunity.
- 4. Offer the hostess a special gift for any person she suggests who becomes an Independent Beauty Consultant.



Focus on Goals

Independent Sales Director Carol Scholes of Tacoma, WA shares these basic tips on goals:

Why Set Goals?

- 1. When goals are set, things happen.
- Goals make you feel good about yourself.
- 3. Goals provide attitude adjustments.
- 4. Goals establish self-discipline and motivation.
- 5. Goals give you direction and purpose.
- 6. Goals take you where you want to go.
- Goals create good habits and patterns to follow.
- A goal will eliminate others from controlling your life. Set a goal to discipline yourself. If you don't, others will.

Goals Can Be Negative If:

- 1. They are too big.
- 2. They are out of your sphere of interest.
- 3. You believe luck is necessary to arrive at your destination.
- 4. You set your goal by comparing yourself with others' accomplishments.

Reasons Most People Do Not Set Goals:

- 1. They are not sold on the benefits.
- 2. They feel it's safer not to.
- 3. They fear commitment, failure or success.
- 4. They have a poor attitude or focus.
- 5. They don't want to work.

Setting A Goal

- 1. Decide exactly what you want be very specific.
- 2. Aim high you should have "butterflies." Stretch your limits.
- 3. Create visuals. The subconscious mind accepts all information as fact and cannot distinguish between what is real and what is imagined and believed.
- 4. Involve family members. Find out what's in it for them.
- 5. Pick someone to emulate.
- 6. Define where you are. Goals must be "BIG" according to your ability.
- 7. Determine what you are capable of in a day, a week, a month and a year.

- 8. Write your goals in detail and talk about them with appropriate people.
- Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
- 10. See goals as if they had already happened.
- 11. Keep your FOCUS. (Follow One Course Until Successful.)
- 12. Quitting is not an option.
- 13. Set another goal immediately upon reaching a goal.

Six Parts of a Goal

- 1. WOW Excitement of a goal.
- 2. HOW Plan to achieve a goal.
- 3. NOW Just do it.
- 4. OUCH Do it anyway.
- 5. VOW Commitment to reach goal.
- 6. POW The Victory!

You can achieve your goals one step at a time!

We Invested in Product Last Month!

Melissa J. Handy	\$1,239.25	Renee Dell'Accio	\$226.00
Monica Pineda	<i>\$716.25</i>	Heather Hernandez	\$139.50
Sherry A. Dissinger	\$402.50	Carrie A. Birmingham	\$127.00
D. Luetkenhoelter	\$371.50	Danielle K. Hasting	\$104.00
Monica A. Eisenberg	\$345.50	Angela Weinbrenner	\$99.50
Jessie Rohlmeier	\$337.75	Alicia J. Peacock	\$72.50
Jennifer M. Overcash	\$249.50	Joyce Swift	\$70.00
Emily R. Pose	\$248.25	Sharyn L. Helm	\$36.00
Kay L. Morgan	\$230.50	Jacque M. Norton	\$25.00
Eleanor Tumminello	\$230.00	Belinda Brown	\$20.50
Evelyn I. Alyatim	\$229.50	Bethany B. Hudgeons	\$19.00
Ramona Woodrum	\$229.50	Sabrina Alejandro	\$5.00
Lora C. Lockamy	\$228.50	M. Hendrickson	\$2,877.5
Kimi A. Miller	\$227.00		



PASSPORT TO FUN!

This summer is all about taking the ultimate vacation. From luxurious beach getaways to leisurely weekend road trips, you can help your customers pack the right beauty products for their travel needs. Remind them that the Hello, Sunshine beauty trend continues with pretty pastels and delicate details for casual days and evening beach parties.



Shooting for the Courts!

Top 10 in Retail Sales

(Based on verified wholesale orders placed to the company as of prior month-end)

	Consultant	YTD Retail	Bonus & PCP	<u>Total</u>
1	Monica A. Eisenberg	\$15,982.50	\$888.00	\$16,870.50
2	Maureen Wilkerson	\$7,404.00	\$1,367.00	\$8,771.00
3	Donna M. LoSasso	\$8,066.50	\$20.00	\$8,086.50
4	Renee Dell'Accio	\$7,070.00	\$826.00	\$7,896.00
5	Jacque M. Norton	\$7,032.50	\$100.00	\$7,132.50
6	Sherry A. Dissinger	\$5,012.00	\$645.00	\$5,657.00
7	Juanita Currens	\$5,541.00	\$90.00	\$5,631.00
8	Heather M. Hernandez	\$5,089.00	\$539.00	\$5,628.00
9	Joyce Swift	\$4,774.50	\$801.00	\$5,575.50
10	Lori Ready	\$4,829.50	\$292.00	\$5,121.50
	-			11.00

Tops in Team Building

	U	
Recruiter	New Team Mbrs	YTD Comm
Donna M. LoSasso	1	\$299.43
Monica A. Eisenberg	2	\$145.67
M. Evelyn Corn	1	\$50.14
Monica Pineda	1	\$49.57
Renee Dell'Accio	2	\$44.56
	Donna M. LoSasso Monica A. Eisenberg M. Evelyn Corn Monica Pineda	Donna M. LoSasso 1 Monica A. Eisenberg 2 M. Evelyn Corn 1 Monica Pineda 1







On-Target Star Consultants. March 16 - June 15, 2014

Congrats 3rd Quarter STARS!

PEARL

MICHELLE HENDRICKSON

DIAMOND

MONICA EISENBERG

RUBY

JUANITA CURRENS

SAPPHIRE

JACQUE NORTON



Consultant Name	Current Wholesale Production	Sapphire \$1,800	—Wholesale Ruby \$2,400	Production Nee Diamond \$3,000	eded for Star— Emerald \$3,600	Pearl \$4,800
MICHELLE HENDRICKSON	l \$3,828.50	****	****	****	STAR	\$971.50
MELISSA HANDY	\$1,239.25	\$560.75	\$1,160.75	\$1,760.75	\$2,360.75	\$3,560.75
MONICA EISENBERG	\$782.50	\$1,017.50	\$1,617.50	\$2,217.50	\$2,817.50	\$4,017.50
MONICA PINEDA	\$716.25	\$1,083.75	\$1,683.75	\$2,283.75	\$2,883.75	\$4,083.75
CARRIE BIRMINGHAM	\$403.00	\$1,397.00	\$1,997.00	\$2,597.00	\$3,197.00	\$4,397.00
SHERRY DISSINGER	\$402.50	\$1,397.50	\$1,997.50	\$2,597.50	\$3,197.50	\$4,397.50



Stars Drive Cars!! Which Car is in Your Future?!

A simple way to stay on track for Star Consultant:

Sapphire = Sell \$300 Retail per week
Ruby = Sell \$400 Retail per week
Diamond = Sell \$500 Retail per week
Emerald = Sell \$600 Retail per week
Pearl = Sell \$800 Retail per week

Also—remember that you earn 600 extra "star" points for each qualified team member you add during the quarter.

MARY KAY SEMINAR 2014

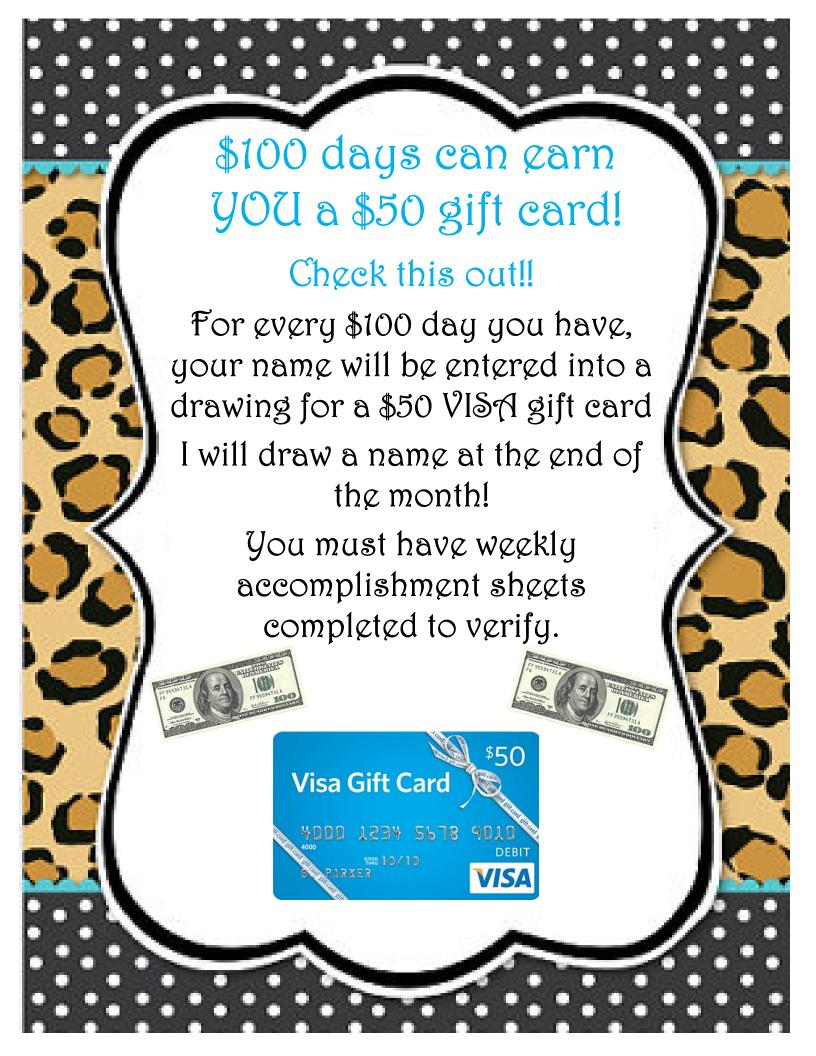
You don't want to miss this Career-changing event!

What can I do to get there?

Start planning NOW to attend the most important and fun Mary Kay business meeting of the year!

- Estimate the amount you'll need for registration, airfare, hotel, clothing, meals and miscellaneous expenses AND establish a deadline date.
- ◆ Divide estimated expenses by the number of weeks before Seminar to determine how much you need to save per week. Why not consider achieving Star Consultant status (or a higher Star Consultant status) to help reach your Seminar goals?

Everything you need to know about Seminar 2014 is at your fingertips at marykayintouch.com.



Working with Accountability!

Faces Monica Pineda 14 Kay Morgan 7 Deborah Luetkenhoelter 5 Alicia Peacock 5 Jessie Rohlmeier 4 Emily Pose 3

Shows & Classes (\$100+ & 3 + guests)

Deborah Luetkenhoelter \$250.00

Skin Care Sets Sold

Monica Pineda 4 Kay Morgan 1 Jessie Rohlmeier 1



Top Team Builders

Evelyn Alytim Welcome to Shifa Boufaissal

Monica Pineda Welcome to Monica Contreras

Alicia Peacock Welcome to Cary Crawford

Alicia Peacock Welcome to Tina Downs

Monica Pineda Welcome to Melissa Handy

Monica Eisenberg Welcome to Lorena Luna

Alicia Peacock Welcome to Kali Parker

Monica Pineda Welcome to Angela Pineda

Top Team Builders (cont'd)

Monica Pineda
Welcome to Teresa Ramirez

Michelle Hendrickson Welcome to Kim Sunlin

Queen of Wholesale Top 5

Melissa Handy \$1,239.25 Monica Pineda \$716.25 Sherry Dissinger \$402.50 Deborah Luetkenhoelter\$371.50 Monica Eisenberg \$345.50

Queen of Retail Top 3

Renee Dell'Accio \$438.00 Deborah Luetkenhoelter\$294.00 Monica Pineda \$218.00

* SEND IN YOUR WEEKLY ACCOMPLISHMENTS SO YOU CAN BE RECOGNIZED HERE* ** If you don't report it, it didn't happen!!

Promotions!

Winners of \$650 Date from April were:

Monica Pineda and Melissa Handy! It was the Party PrePack with NEW look books and samples! Melissa won a free product.

Winners of the TOP 2 FACE RACE

1. Monica P with 12 faces 2. Alicia 8 faces Customer winner is:

Linda Lewis, Jessie Rohlmeier's customer! She won a \$30 gift card for massage!

THIS month it is \$650 or 1 q TEAM member gets to go to MK Corp with us in JUNE! See MK 's desk and tour the museum on a special guided tour!! The more you DO, the more FREE perks you earn (free drink/meal/dessert!)

Power and Perfect Start Party GETS AN UPDATE!! GET a PS, PS plus CHARM when u do the work!

New CONTEST FOR charms!!!! Charm winners are:

\$300 - Jessie, Monica E, Debby, and Sherry! \$600 - Monica P and Melissa H!

Finish your star by May 23rd and GET A \$50 GIFT CARD! Finish by the 31st and enter for a drawing for a \$50 gift card!!! CHECK out the 5 +5+5
prizes!!! HOT HOT!
Pick a different one each
week! Do your \$500,
5 appointments and 5
interviews in a week and
pick a prize!! Bee AWARE!!
THE pink money bag is
sold OUT!













Party MK, Get MK Hostess Contest Kpril 5th - June 21st, 2014	Entry form
Hostess Name	m
Consultant Name:	. 11
Director's Name:	
Date of Party	-
* 1 Entry for being a face model	
* 5 extra entries for being a Party MK Get MK Hostess	
* 5 extra entries for giving your opinion on the MK oppo	rtunity
* 20 extra entries for coming to the EXTRAVAGANZO	l on the 21st!

Party MK, Get MK Horstess Contest Entry Form
April 5th - June 218t, 2014
Hostess Name
Consultant Name:
Director's Name:
Date of Party
* 1 Entry for being a face model
* 5 extra entries for being a Party MK Get MK Hostess
* 5 extra entries for giving your opinion on the MK opportunity
* 20 extra entries for coming to the EXTRAVAGANZA on the 21st!

HOW TO HAVE A GRAND WEEK IN MAY!

Mary Kay's birthday is May 12. And no one loved a challenge more than Mary Kay Ash! So to honor the Founder, sell \$1,000 in suggested retail sales in a week!



To help you do that, here are some great tips from **Independent Future Executive Senior Sales Director Lisa Stengel,** who also 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!

GRAND TIPS FROM THE TOP

- 1. **Skin Care Parties.** Skin care will always be the foundation of our business, so you've got to hold skin care parties. Consider holding three of them this week.
- 2. **The Look** Party. Ask an existing customer to bring a copy of *The Look* to a gathering and pass it around. It's a casual way to create interest in the *Mary Kay*® products. And don't forget to attach your Company-approved business card to *The Look* so people can reach you to place an order or to ask for your advice!
- 3. *Virtual Makeover* Party. Invite customers to use the Virtual Makeover tool on your *Mary Kay*® Personal Web Site. Once they order and receive the products they love, you can follow up by encouraging them to post selfies of their new looks on Facebook®.
- 4. *Time of Day* Party. You can pick a day during your Grand Week in May to offer incentives to your customers via text or email. And here's the kicker you choose a different incentive for different times of the day. For example, from 7 to 9 a.m., your customers could get a discount on their purchases. From 9 to 10 a.m., you could offer a bonus with purchase. From 10 a.m. to noon, there's a different discount offer, and so on. The time frames and the incentives are totally up to you.
- 5. *Facebook®* Party. You can post the challenge on your Facebook® page for your Mary Kay business. Then send a link to your *Mary Kay®* Personal Web Site to 10 people. Ask them to place an order and then to share the link with 10 more people.

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.



*Read the official contest rules on *Mary Kay InTouch*® for more information. Facebook® is a registered trademark of Facebook Inc.





Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 Julia's Stepping Up event 6:30 – 8:30 pn Prayer call 712-432-0926 code 735223#		4 New consultant conf call 8 to 8:30pm 712-432-0926 code 1081791#	5	6	Red Jacket Retreat my home 1:30pm – 4:30pm
8	9 Prayer call 712-432-0926 code 735223#	10 GNO 7 to 9pm	11 New consultant conf call 8 to 8:30pm 712-432-0926 code 1081791#	12	13	14 Muffins and Makeovers 10 am at my home studio
15 Father's Day Star Consultant Deadline!!	16 Prayer call 712-432-0926 code 735223#	17 GNO 7 to 9pm	18 New consultant conf call 8 to 8:30pm 712-432-0926 code 1081791#	19	20	21 Summer Begins! Muffins and Makeovers 10 am at my home studio
22	23 Prayer call 712-432-0926 code 735223#	24 GNO 7 to 9pm	25 New consultant conf call 8 to 8:30pm 712-432-0926 code 1081791#	26	27 Midnight CST of for Consultant place phone of	Muffins and Makeovers 10 am at my home studio
29	30 Last working day of Consultants subming pm CST. Online	t online orders until	If you can	dream it	. HOLL Can	achieve itl



Prayer call 712-432-0926 code 735223#

If you can dream it, you can achieve it! Register today for Seminar 2014!



Birthdays	Day	Anniversaries	Years
Philip P. Ngo	1	Sherry A. Dissinger	11
Monica A. Eisenberg	8	Patricia R. Grones	10
Sabrina Alejandro	16	Christina M. Bartha	7
Brittany N. Davis	18	Trudy A. Thomason	5
Tina R. Downs	22	D. Luetkenhoelter	4
Monica Pineda	22	M. Evelyn Corn	3
Patricia Banda	27	Ronda S. Rehn	3
Lora C. Lockamy	30	Belinda Brown	3
Christina F. Ullrich	30	Jennifer Corn	1
1.	Simple	Kassie M. Musick	-1
0 1 1-100	1	Michelle L. Chadwick	1
	A demanda de la companya del companya del companya de la companya	Lori Ready	1
- (See See	the state of the s	Eleanor Tumminello	1
		Heather M. Hernandez	1
		Tammy L. Purcell	1

Tabultus AII STARS

Michelle Hendrickson

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To the Amazing ...

Words of Wisdom

There are two types of thinking — positive and negative. The positive thinker is an optimistic, faith-motivated person who habitually projects positive pictures and attitudes every single day, sending positive, creative thoughts into your world. These strong thought vibrations condition the surrounding world positively and as a result, a flow of positive outcomes is activated

~Mary Kay Ash

and positive achievements are

manifested.



You're the best Dad!

Help Dad look and feel his best with the Mary Kay fragrances for men plus skin care that targets the signs of aging.





The MKMen Skin Care System is formulated to meet a man's special skin care needs. The face bar and moisturizer

combat the signs of aging, leaving a guy's face looking and feeling great. Simple. Effective. No nonsense. It's just what a man needs.

Have Dad smelling great with the men's fragrance collection. Choose from MK Tribute[®], High Intensity[™], Domain[®], or Velocity[®] for Him.

