



JOAN'S JEWELS NEWSLETTER



March 2014 Recognition & Results

Reach Your Dreams. Go for the Gold!

Congrats to Our Quarter 3 Stars!

*Our Stars can reserve their Seminar 2014
seat with priority registration today!*

~~Emerald~~
Melissa Breaux

~~Ruby~~
Joan Turbyfill



**Melissa
Breaux**
Queen of
Wholesale



**Joan
Stowe**
Queen of
Sharing



**Cynthia
Underwood**
Top Love
Check

Welcome New Consultants

Alicia Randall

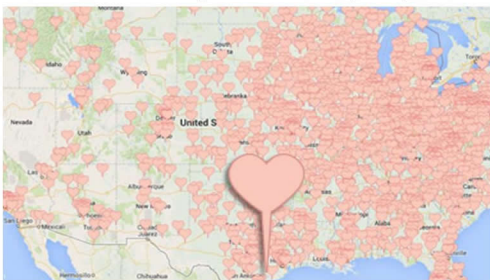
Sponsored By:

Joan Stowe

We Set Another Amazing Record!

58,808! That's the new Mary Kay record for the most number of makeovers conducted in 24 hours! That's right — during the MK Makeover Day on March 8, 58,808 women attended events in your homes, training centers and the live event at our World Headquarters in Dallas! What an amazing number! And here's another amazing number... 11,640, the number of Consultants who participated in the makeover day! It was truly an exciting day, and we're thrilled that so

many women around the country had the chance to experience a wonderful makeover, and to "discover what they love" about Mary Kay products.



discover what you

LOVE™



Celebrating 50
years: Mary Kay
Ash taught us how—
go live your dream!
One Woman Can!

Dear Superstars,

Hats off to those of you who attended Career Conference! What an inspiration and true motivation!!! I always come home dreaming big, setting God-sized goals, and feeling re-energized! Make the commitment now to attend SEMINAR this July! You will not believe the excitement! Dreams are born here! I want each of you to be a part of dreaming bigger than ever before. The stories, training, information, and preparation for what's coming and making your dreams a reality are amazing!

It's time for an amazing April! Color is everywhere! Our new products are making news and are quite a splash of color! I've already heard so many success stories from our unit members about our amazing new foundations. Plus, MK has just launched the Foundations for All section to take the guess work out of things. It's hard not to get excited about them. Have you ordered yours? If not, now is the time—especially so you are prepared for Mother's Day!! Make sure to stock up on basics as well for all of the color appointments you'll be holding this month. They are so easy to book!

There are so many women just waiting for the perfect opportunity to come their way, and with the **Share the Love Promotion**, now is the perfect time! We all could use some extra spending money right now. Mary Kay makes a great part-time supplemental income in any household. How do you spot your next potential recruit? She'll be a great hostess who loves our products! Mary Kay can fit just about any personality type! The key to a successful team relationship is in choosing a high caliber woman with whom you enjoy working. Make sure to have each potential team member hold a class before holding the interview. If she is not willing and excited about hostessing a class, she probably won't want to hold them as a consultant either. By selecting team members who are excited about what Mary Kay has to offer, you will also select women who are willing to use this opportunity to fulfill their needs & dreams. Plus, Doug Shulman, the commissioner of the IRS, notes that "80% of Americans get an average of a \$3,000 refund," so now is the perfect time for them to get started.

Have you considered the fact that Mary Kay is a part of your path so that you can enrich another's life? I believe that you are not here by chance or coincidence! This is your time to step up to the plate, reach out, and SHINE! Make a point of offering the Mary Kay opportunity to each person that you have not approached and that you think would make a quality team member! Let them say no. There are so many grand opportunities for New Consultants right now! Go onto the Mary Kay website and get excited about all that they are offering! We have amazing products! We have amazing opportunities! We have an amazing circle of friends, support, belief, and materials to help us succeed in Mary Kay. The choice is ours! Make the choice, TODAY, to make your dreams come true!! Set your goals, and then plan to make them happen each day! I know you can do it! I believe in you! You are here for a time such as this! Make each day count!

Love and Belief, Joan



Does your day ever feel like this? But First...

I can't wait to make my booking calls today, but first I am going to tidy up a bit, just in case someone stops by. You know, while I am tidying up, I should really throw a load of laundry in the wash. Oh, while I am in the laundry room, I should sweep this kitchen floor, and clean up those counter tops from making the kids' breakfast. Oh, I really need to take out the trash... you know, those flowers probably need to be watered. Back inside to do my phone calls... Oh, the laundry is done, I better fold that and put it away. Guess I'll watch my favorite show while I fold. You know, I should check out that website they mentioned before I forget... Oh— look at all these e-mails I have from friends, I'll just check those for a second. I should call Sue and see how she is— she sounded down. Sue mentioned this great sale at the store, I should go check it out while I have a minute. I better hurry home and start dinner! My, how time has flown today!

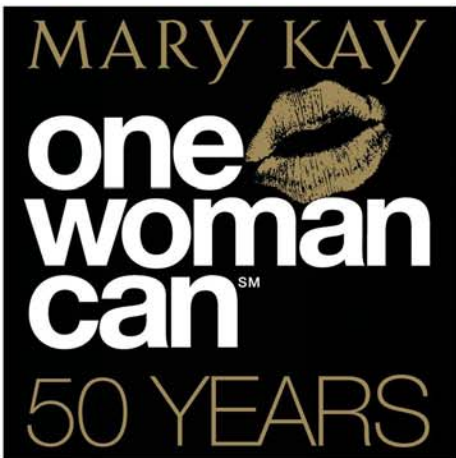
teamUP
for Women!
Team Up to Make a Difference
Mary Kay Ash believed in the power of women — especially when they work together to help others. Today, The Mary Kay Foundation carries on this legacy with *Team Up for Women!* From **now until May 12**, Consultants are reaching out to women everywhere in our annual *Team Up for Women!* fundraiser.

What better way to honor Mary Kay's birthday than by supporting her Foundation? With your help, we have donated more than \$55 million to fund research for cures for cancers that affect women and to provide grants to women's shelters and other non-profit agencies to help stop domestic violence. As you know, these two causes were close to Mary Kay's heart, so we honor our Founder's legacy of giving during Team up for Women fundraiser.

**THE MARY KAY
FOUNDATION**



Our Top 5 Wholesale Orders For March



Melissa Breaux

Kristen Grizzard

Melissa Dalton

Gabriela Woodard

Patricia White

Year To Date Court of Personal Sales

1	Melissa Breaux	\$16,936.00
2	Kristen Grizzard	\$6,440.50
3	Cynthia Underwood	\$3,063.50
4	Melissa Dalton	\$2,755.50
5	Tracey Ewing	\$2,708.50
6	Debra Carter	\$2,618.00
7	Tracey Yeaman	\$2,332.50
8	Sharon Carrow	\$2,146.00
9	Pamela Fannin	\$1,919.50
10	Gabriela Woodard	\$1,846.00
11	Ashley Landrum	\$1,737.00
12	Dana Young	\$1,625.00
13	Joan Stowe	\$1,537.00
14	Laura Reid	\$1,516.00
15	Adrienne Allen	\$1,509.50
16	Marietta Sanford	\$1,441.00
17	Jennifer Watkins	\$1,349.50
18	Jean Williams	\$1,315.00
19	Katherine Lewis	\$1,309.00
20	Patricia White	\$1,251.00



Thank You Consultants Who Invested in Their Business in March

Melissa Breaux	\$2,023.50
Kristen Grizzard	\$516.50
Melissa Dalton	\$452.00
Gabriela Woodard	\$373.50
Patricia White	\$345.00
Judy Travis	\$329.00
Debra Carter	\$282.00
Cynthia Underwood	\$277.50
Ashley Landrum	\$268.50
Sharon Carrow	\$240.50
Alicia Randall	\$235.50
Michelle Hairston	\$227.75
Cynthia Hall	\$226.00
Mallorie Foley	\$225.00
Tracey Ewing	\$133.00
Tracey Yeaman	\$126.50
Christie Stegall	\$111.50
Hollie Buzzetta	\$67.50
Casey Tate	\$66.00



How many administrative professionals do you know that are not truly appreciated? Share the Mary Kay Opportunity with them today! Don't forget that National Sales Director Lisa Madson was a part-time administrative assistant before she started selling Mary Kay!



Welcome Back Consultants

Michelle Hairston
Cynthia Hall
Judy Travis



Recruiters and Their Teams

Star Team Builders

Cynthia Underwood

- Casey Tate
- Cindy Hughes
- Gabriela Woodard
- Joan Stowe
- * Dale Bertram
- * Katelyn Hunt
- * Kathy Haycraft
- * Pamela Fannin
- * Tracey Stanton

Melissa Breaux

- Christie Stegall
- Mallorie Foley
- Marietta Sanford

Sherry Gregory

- Cynthia Underwood
- Hollie Buzzetta
- Pamela Tuck
- * Kelly McVay
- * Kristy Astin

Senior Consultants

Debra Carter

- Jennifer Watkins
- Michelle Hairston
- * Andrea Brown

Frances Carter

- Debra Carter

Jean Williams

- Dana Young
- Jennifer Roberson**
- Kristen Grizzard
- Joan Stowe**
- Alicia Randall
- Allison Kidwell
- Laura Reid**
- Adrienne Allen
- Judy Travis



Qualified Year to Date Sharing Court

Jean Williams	1 Qualified	\$27.40
Melissa Breaux	1 Qualified	\$25.88
Joan Stowe	1 Qualified	\$24.14



Make plans now to be in the 2014 Court of Sharing! Just 24 qualified new team members for the year!



Love Checks: Sharing the Opportunity

4% Recruiter Commission

Cynthia Underwood	\$17.58
Melissa Breaux	\$13.46
Laura Reid	\$13.16
Joan Stowe	\$9.42
Debra Carter	\$9.11

May Birthdays

Judy Travis	1
Elsa Bucio	4
Debra Carter	14
Jean Williams	15
Laura Reid	17
Patricia White	17

May Anniversaries

Pamela Tuck	8
Vanessa Adams	2

There are really two options in life:
 You can be either reactive or proactive to circumstances. And it's a lot more fun and less painful to be proactive- to make decisions about your life before events take control of you.

By David Bach

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

LOVE 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:**

\$1,800+
wholesale

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

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)

\$600-\$1,799
wholesale

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

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)

\$400-\$599
wholesale

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

GET ALL THIS:



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

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.

Administrative Professionals Day Sales Ideas

1. Fill a basket with pink carnations and to each carnation attach your business card with two lip samples stapled to the card. Hand these out everywhere saying, "Mary Kay is honoring all working women during Administrative Professionals Week with a pink carnation and lipstick sample." Hand her the carnation while you are speaking. Then, tell her, "If you would like to fill out the back side of the business card with your name and phone number, you'll go in my special drawing for a free body care package." Hand out everywhere in your community – library, realty offices, school offices, doctors office, etc.
2. Phone Survey – Call local businesses and use this dialogue: "Hello, my name is _____ with Mary Kay Cosmetics and we're honoring women who pick up the phone during Administrative Professionals week with a free pampering session – facial and makeover plus samples and a \$5 Gift Certificate! You may enjoy this during your lunch hour or in the evening. Which would be best for your schedule?"

NATIONAL ADMINISTRATIVE PROFESSIONALS WEEK IS APRIL 20-26! TAKE ADVANTAGE OF THIS WEEK TO FURTHER YOUR BUSINESS!

The ASSISTANT is a very important person in every business. Take time to think of every ASSISTANT you know and make sure each of them gets pampered! BUT WAIT.... what about the ones you haven't met??? Where do you find them? EVERYWHERE!!! How do you approach them professionally? Here is a guideline to help you.



1. Start by making a list of every business person you know who possibly employs one or more secretaries, office assistants or receptionists! Think of people YOU do business with! You'll be surprised at how many you can list!
2. Plan your schedule with time to stop by all the places you have on your list. Enter with a positive stride, dressed professionally, and ask to speak to the business person you know. Chat for a few minutes and then say: *"Today I am representing Mary Kay Cosmetics. National Administrative Professionals Week is coming up April 20-26, and our goal is to contact all assistants in this area and let them know just how much their time and talent is appreciated. How many assistants do you employ? Have you made a decision on what you want to do to show them how much you appreciate them? I have some really great specials I'd love to put together for you that they would really love!"* I'd suggest bringing a few gift sets made up as examples, especially our satin hands and pedicure sets. However, it is important that you not go into a place of business with a lot of things. Carry a tote that you can comfortably put a few things in. You will probably hear something about how they take them out to lunch or give them a bonus... then you say... *"Long after that bonus is spent (or that lunch is eaten), she will use this and remember how much she appreciates you."* Complete the purchase, ask for a deposit of half or more and arrange for the delivery date. Then ask who else they might know who would also appreciate your services. If possible, ask for one of their business cards introducing you! You can then call the referrals and use the same approach!

DARE TO DREAM!



MARY KAY[®]
MAKEOVER DAY
March 8, 2014

Mary Kay Dates to Remember:

- **May 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd. Seminar 2014 registration and Seminar souvenir ordering opens for those registered for Seminar.
- **May 10:** PCP early ordering privilege of the new Summer 2014 promotional items begins for consultants who enrolled in The Look for Summer 2014.
- **May 11:** Mother's Day
- **May 12:** Mary Kay Ash's Birthday
- **May 15:** PCP last day of online enrollment for the Month 2 mailer.
- **May 16:** PCP summer issue of The Look mails.
- **May 26:** Memorial Day. All Company and branch offices closed. Postal holiday.
- **May 29:** Last day of the month for consultants to place telephone orders (until 10pm CST).
- **May 30:** Last business day of the month. Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count toward this month's production.
- **May 31:** Last day of the month to place online orders until 9pm CST. Online agreements accepted until midnight CST.

Building
WALL
toWALL
Leaders



Habits are the patterns of your behavior. Habits are dangerous because they can make your life a series of mindless actions. Many people go through their entire lives living a life of habituation. They get up at the same time, jump in the shower with their mind racing, eat the same breakfast day after day, drive the same roads to work, and do the same tasks at the office each day. The neuropathways of the brain get reinforced over and over again, day after day, year after year, decade after decade. Our life can become a collection of mindless, almost thoughtless habits.

I hope you have seen the movie *Groundhog Day*, where actor Bill Murray plays Phil, an arrogant weather forecaster who gets trapped in a time warp that has him reliving the same day over and over. He gets up every day repeating his same behavior and gets the same results. He gets very frustrated until finally one day he changes his behavior. Phil's life totally changes when he changes. It is difficult to discover true happiness when we are living each day as if it were *Groundhog Day*. For many of us it feels like stepping on the same treadmill each day, with it preprogrammed to the same speed and an exact length of time, therefore yielding the exact same results each day. Albert Einstein said it best. "Insanity is doing the same thing over and over again and expecting different results." The principle of cause and effect ties into the problem of habituation. So many of the individuals I have counseled over the years have lived lives entrenched in habituation and their precious lives have passed them by.

Taken from: *A Life In Balance: Nourishing the Four Roots of True Happiness* By: Dr. Kathleen Hall



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Return Service Requested



**Words of Wisdom
 From Mary Kay Ash**

*There is a strong relationship
 between dreams that come true
 and the calluses on your hands.
 Your dreams will come true
 only if they have substance
 underscored by work.*



There's so much to LOVE this year.
 Pack your bags, grab your girlfriends and head to Dallas for the best four days of your life! You'll find prizes, recognition, education, lasting friendships, dazzling shows, glitz and glamour, and so much more! You'll want to experience all Seminar offers.

Ruby: July 16 – 19

Sapphire: July 20 – 23

Emerald: July 23 – 26

Pearl: July 27 – 30

Diamond: July 30 – Aug. 2

LOCATION: Kay Bailey Hutchison Convention Center

FEE: \$195 (if received by June 16) Visit

www.MaryKayInTouch.com (Events / Special Events) for details

Priority registrants can order fun Seminar souvenirs and even get a 15 percent discount beginning April 7. All other registrants can order at regular price beginning May 1.