



Patrice's Super Stars

Seminar 2013 Unit Goal: \$650,000 Unit Club, 65 Stars, 5 Offspring Directors

YTD QUEEN OF RETAIL

Janice Palmer



MONTHLY QUEEN OF WHOLESALE

Karleta Young



MONTHLY QUEEN OF SHARING

Clisa O'Neal
& Wendy Nelson



SEMINAR YTD QUEEN OF SHARING

Janice Palmer



The Glamorous Life Awaits You... You don't want to miss it!!!!

Royalty by the Glamorous Life Getaway! Sea

Qualifications to go:
 1. All Four Quarter Stars
 2. All Emerald Stars for 4th Quarter
 3. Any Combination of Emerald Star for 4th Quarter
 (Sapphire Star + 3 Qualified, Ruby Star + 2 Qualified or Diamond Star + 1 Qualified)

Qualification Dates:
 March 16- June 15 2014

August 22-24, 2014



Regina Mitter Clark



Patrice Smith



Audrey Wallace



Isabella Ashley



Lavonda Brannon



Shirley Nichols



Yolanda Sherrod



Jawana Whatley

From the Director's Desk

EASTER BLESSINGS & HAPPY SPRING!!!

WARM UP WITH HOT SPRING SALES...

It's great to finally see the SPRING weather upon us!! It's time to HEAT UP with SPRING sales! Start calling all of your customers! They are ready to GET OUT and enjoy a GIRL'S NIGHT OUT!! Invite them to a SPRING MAKEOVER Party or a Mother / Daughter Makeover Morning! Keep it simple! Have Fun! Share our awesome new SPRING products!

HAVE YOU SEEN...

OMGosh! Speaking of our new SPRING products, have you seen/tried them??? Did you order yet? Order ASAP, before they are GONE! They are stunning! They smell delicious and most importantly, your customers are going to LOVE THEM!!

ADMINISTRATIVE PROFESSIONALS DAY...

April 23rd is the "day," but many celebrate their administrative professionals the entire WEEK! Get in touch with EVERYONE you know who has an office helper! This is an awesome opportunity to offer FREE gift wrapping / FREE local delivery / FREE chocolates included!! Who can you help with their Administrative Professional Gifts?? Make a list NOW and start calling, they will appreciate your help!!

HAPPY EASTER...

Spiritually, this is one of my favorite times of the year! The Easter holiday is filled with such joy and the Spring season is a time for rebirth and renewal. Have a safe and blessed Easter with those you love!

LOVE AND BELIEF IN YOU,

Patrice

Top 10 Retail Sellers Year to Date

CONSULTANT	YTD RETAIL	BONUS & PCP	TOTAL
1 Janice D. Palmer	\$12,329.50	\$1,918.00	\$14,247.50
2 Kelley A. Roscoe	\$13,617.00	\$627.00	\$14,244.00
3 Linda J. Swanson	\$11,160.50	\$1,731.00	\$12,891.50
4 Tania L. Harris	\$8,985.00	\$2,704.00	\$11,689.00
5 Brenda Austin	\$10,612.00	\$685.00	\$11,297.00
6 Melinda H. Coby	\$6,397.00	\$160.00	\$6,557.00
7 Kenosha Hodges	\$6,176.00	\$50.00	\$6,226.00
8 Ruby J. Atkins	\$5,935.00	\$111.00	\$6,046.00
9 Annette R. Porter	\$5,744.00	\$20.00	\$5,764.00
10 Melinda Williams	\$5,133.50	\$166.00	\$5,299.50



Top Team Builders Year to Date

CONSULTANT	QUALIFIED TEAM MEMBERS ADDED	COMMISSIONS
1 Janice D. Palmer	2	\$316.88
2 Tania L. Harris	3	\$311.89
3 Kelley A. Roscoe	4	\$302.44
4 C. Wilson-Mayowa	1	\$78.65
5 Wanda K. Ellis	1	\$78.19



Wholesale Orders for March

Karleta Young	\$1,842.50	Georgina Taylor	\$275.50	Betty S. Beene	\$225.50
Wendy R. Nelson	\$1,800.75	Alicia Anderson	\$274.00	Victoria P. Jemison	\$225.50
Earnestine Wilson	\$1,607.50	Synette Y. Gandy	\$273.00	Tara A. Campbell	\$225.50
Linda J. Swanson	\$1,525.50	Kelley A. Roscoe	\$253.00	Barbara Vasser	\$225.50
Annette R. Porter	\$1,391.00	Aiyanna Spellman	\$252.00	K. Brown Barker	\$223.50
Tania L. Harris	\$1,363.25	Fatima J. Johnson	\$251.00	Leenora Hicks	\$219.00
Demilla D. Tyree	\$1,016.00	Angelia W. Nixon	\$241.00	Linda Elliott	\$176.50
Angela T. Whitfield	\$945.50	Joy J. Hoover	\$240.00	Karen R. Thompson	\$160.00
Janice D. Palmer	\$805.00	Deloris Selmar	\$239.00	Stacy L. Austin	\$159.00
Angela H. Bates	\$753.00	Sharon C. Mabry	\$239.00	Arlatha A. Peebles	\$138.50
Shante Morton	\$601.00	Lauren G. Levins	\$235.50	Dia D. Harris	\$117.00
Retta Timmons	\$600.50	Latoya Gibbs	\$233.25	Jessica. Akins	\$108.00
Melinda H. Coby	\$572.00	Joyce K. Christian	\$232.00	Cindy D. Jones	\$91.00
Dewanna Miles	\$543.00	Paula Huntley	\$232.00	Layita Jackson	\$88.00
Ruby J. Atkins	\$521.50	Karen G. Salters	\$230.75	Junikka C. Ephraim	\$65.00
Chandra Jones	\$450.50	Lena White	\$230.25	Priscilla Y. Chism	\$64.50
Gretchen J. German	\$325.75	Elizabeth Bellinger	\$230.00	Kawana Valet	\$57.00
Quiani Howell	\$295.75	Kimberly Burrell	\$229.75	Romeshia C. Thomas	\$43.00
Deidra C. White	\$291.50	Deloris Morgan	\$228.50	Michelle D. Collins	\$42.00
Erica Berry	\$287.50	Caleishea J. Cooper	\$227.50	Singrid M. Thompson	\$30.00
Brenda J. Jackson	\$283.50	Shirley L. Davis	\$226.50	Kenosha Hodges	\$20.00
Kimberly James	\$280.50	Clisa H. O'Neal	\$226.00	Angela C. Williams	\$15.50
Danita T. Littlejohn	\$276.75	Teresa L. Taylor	\$225.50	Patrice M. Smith	\$601.00

On-Target Star Consultants – March 16 through June 15

CONSULTANT NAME	PRODUCTION	SAPPHIRE	RUBY	DIAMOND	EMERALD	PEARL
KAREN SALTERS	\$745.75	\$1,054.25	\$1,654.25	\$2,254.25	\$2,854.25	\$4,054.25
ANNETTE PORTER	\$703.50	\$1,096.50	\$1,696.50	\$2,296.50	\$2,896.50	\$4,096.50
PATRICE SMITH	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
SHANTE MORTON	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
RETTA TIMMONS	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
DEMILIA TYREE	\$412.00	\$1,388.00	\$1,988.00	\$2,588.00	\$3,188.00	\$4,388.00

**FINAL STAR QUARTER
OF THE SEMINAR YEAR!
MAKE IT YOUR BEST YET!**

Welcome New Unit Members

NEW CONSULTANT	FROM	SPONSORED BY
Tammy Anderson	MOUNDVILLE, AL	T. Campbell
Erica Berry	CHARLOTTE, NC	A. Porter
Cassandra M. Bogan	COLUMBUS, MS	S. Wilson
Caleishea J. Cooper	TUSCALOOSA, AL	J. Palmer
Rosalynn Craig	ANDERSON, SC	C. Wilson-Mayowa
Melissa S. Darley	BIRMINGHAM, AL	D. Miles
Shirley L. Davis	TUSCALOOSA, AL	C. O'Neal
Shelia D. Hinton	TUSCALOOSA, AL	C. O'Neal
Tarria M. Horsley	NORMAL, IL	P. Smith
Sharita M. James	CENTER POINT, AL	B. Austin
Melanie Jessie	BIRMINGHAM, AL	T. Harris
Juwan Z. Jones	GREENVILLE, MS	E. Wilson
Takisha Kinchen	WATERBURY, CT	P. Smith
Sharrell Lockett	TUSCALOOSA, AL	K. Young
Shemeka E. Lyles	BROOKWOOD, AL	K. Young
Kiara Oden	HOOVER, AL	T. Harris
LaWanna W. Peters	NORTHPORT, AL	C. O'Neal
Retta Timmons	ELLCOTT CITY, MD	W. Nelson
Demilia D. Tyree	EUTAW, AL	K. Roscoe
Leslie Wallace	BALTIMORE, MD	W. Nelson
Angela R. Watkins	BALTIMORE, MD	W. Nelson

WELCOME NEW CONSULTANTS! THE KEYS TO SUCCESS IN MARY KAY:

- ◆ Never give up until you have made your dreams a reality. "Winners never quit and quitters never win."
- ◆ Attend every unit meeting, Seminar, and Career Conference. That's where you keep the dream alive.
- ◆ Have products on hand for your customers by starting with \$3,000 to \$3,600 wholesale inventory or reinvesting your profits to build to \$3,600 wholesale as fast as possible.
- ◆ Become an excellent student and put these principles into place in your first 30 days!!! We will celebrate your victories all over these pages!

Congratulations 3rd Quarter Stars



Kelley Roscoe
Emerald



Janice Palmer
Diamond



Annette Porter
Ruby



**Charmayne
Wilson-Mayowa**
Ruby



Cindy Jones
Sapphire



Linda Swanson
Sapphire



Brenda Austin
Sapphire



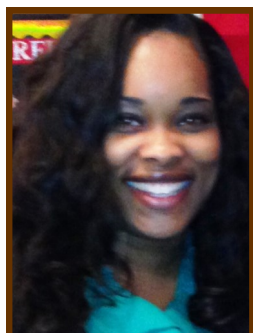
Angela Whitfield
Sapphire



Earnestine Wilson
Sapphire



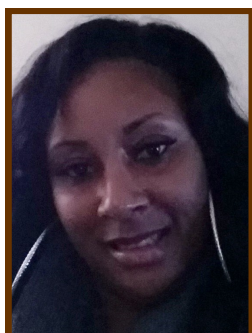
Tania Harris
Sapphire



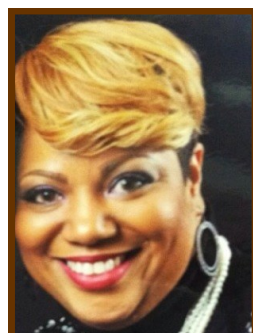
Karleta Young
Sapphire



Ruby Atkins
Sapphire



Melinda Coby
Sapphire



Wendy Nelson
Sapphire



Patrice Smith
Pearl

START A MARY KAY BUSINESS TODAY!



discover what you
LOVE™

Give yourself a fresh, new beginning by starting a Mary Kay business full of opportunity and life-changing possibilities.

\$410
retail value

APRIL SPECIAL: ONLY \$75*

Your Starter Kit is packed full of retail-sized products, samplers and everything you need to help you launch a successful business.

As an Independent Beauty Consultant you could:

- ♥ Earn 50%** profit on everything you sell.
- ♥ Earn rewards, prizes and jewelry just for working your business.
- ♥ Advance your business at your own pace.
- ♥ Earn the use of a Company Car.



*plus shipping, handling and tax

**The 50% profit is based on suggested retail prices





Patrice Smith

Executive Sales Director
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Tuscaloosa, AL 35406

Phone: (205) 792-1274

Email: psmith2004@marykay.com

Mary Kay Starter Kit!

ONLY \$75! April 1-30

To the Amazing Team Player -



You are an important part of our Unit!!

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<i>April 2014</i>						
		1 	2	3	4	5
6 	Book SPRING Makeover Parties!					12
13	14	15 	16	17 	18 Good Friday 	19
20 	21	22	23 <i>Administrative Professionals Day</i> 	24	25	26
27	28	29	30  April 30th - Last business day of the month! Order online until 9pm!!			