



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

Janice Palmer



MONTHLY QUEEN OF SHARING

Janice Palmer



SEMINAR YTD QUEEN OF SHARING

Janice Palmer



Contest Dates - December 16-March 15

SUPERSTAR

Pajama Party

Saturday, April 5, 2014

Be a SUPERSTAR

& join us for a night to remember at the magical Birmingham Hyatt Regency - The Wynfrey Hotel

****ELITE PRESIDENTIAL SUITE****
1000 Riverchase Galleria
Birmingham, AL 35242

Enjoy star studded royal pampering & loads of girlfriend fun when you achieve star status this quarter!!
Special Recognition awaits you when you achieve Career Conference "I'M A STAR" recognition by 2/28!!!

From the Director's Desk

VRROOM.... BEEP!! ... BEEP!!!

DID YOU SEE!?!...

It's a BMW 320i!! It's so HOT! Hot! HOT!! Wow!! It's time ladies! It's time for YOU to be DRIVING FREE in your MK career car!! Now they are offering a BMW as part of the MK car fleet! This car is stunning and each of you deserve to be in the drivers seat!! It's time to STEP UP and STEP OUT and start CRUISING!!! Call or text me... I want to help you DRIVE FREE in 2014!!

CAREER CONFERENCE...

Are you registered??!! Career Conference is an amazing time for you LEARN and GROW!! Check your InTouch page to find a CC in your area and to get registered!!

STRETCH... GROW...

Are you ready to take your business to the next level? Make more money? Drive your MK career car? Step into Directorship? We are on the GROW and I want to help you take your business to the next level! Call or text me so we can set up a time to chat and map out your plan!

MARK YOUR CALENDAR...

Mark your calendar now for March 8th!! It's International Women's Day and Mary Kay wants to offer FREE makeovers around the WORLD!! So start booking your makeover parties NOW for March 8th! Check out full details on your InTouch page!

LOVE AND BELIEF IN YOU,

Patrice

Top 10 Retail Sellers Year to Date

	CONSULTANT	YTD RETAIL	BONUS & PCP	TOTAL
1	Janice D. Palmer	\$9,758.50	\$1,918.00	\$11,676.50
2	Kelley A. Roscoe	\$9,829.00	\$627.00	\$10,456.00
3	Linda J. Swanson	\$7,425.50	\$1,691.00	\$9,116.50
4	Brenda Austin	\$7,729.00	\$665.00	\$8,394.00
5	Tania L. Harris	\$5,251.50	\$2,459.00	\$7,710.50
6	Kenosha Hodges	\$5,842.00	\$30.00	\$5,872.00
7	Melinda Williams	\$5,095.50	\$166.00	\$5,261.50
8	Kimberly Gordon	\$4,481.00	\$385.00	\$4,866.00
9	Varnessa Hargrove	\$4,309.50	\$357.00	\$4,666.50
10	Lauren G. Levins	\$3,182.00	\$1,338.00	\$4,520.00



Top Team Builders Year to Date

	CONSULTANT	QUALIFIED TEAM MEMBERS ADDED	COMMISSIONS
1	Janice D. Palmer	2	\$276.16
2	Tania L. Harris	3	\$262.74
3	Wanda K. Ellis	1	\$78.19
4	Kelley A. Roscoe	1	\$66.62
5	Cyrcelia D. Matthews	1	\$50.39



Wholesale Orders for January

Janice D. Palmer	\$1,821.75	Angela T. Whitfield	\$255.00	Karen R. Thompson	\$200.50
Annette R. Porter	\$682.50	Cindy D. Jones	\$252.50	Latrell V. Wilkins	\$200.50
Kelley A. Roscoe	\$609.50	Angela C. Williams	\$250.50	Wanda K. Ellis	\$200.00
Brenda Austin	\$407.50	Bertha Bryant	\$211.00	Angela S. Harris	\$200.00
Ruby J. Atkins	\$365.50	Sharon A. Wilson	\$210.50	Karen G. Salters	\$184.00
Singrid M. Thompson	\$355.75	Ashley R. Wheat	\$210.50	Shondrel W. Crenshaw	\$179.50
Barbara L. Thomas	\$351.00	Dinetta Spralling	\$205.50	Barbara M. Brandon	\$167.50
Ikeybra S. Byrd	\$345.00	Jennifer R. Mickens	\$204.50	Layita Jackson	\$139.00
Teshandria Diggins	\$335.50	Cynthia A. Long	\$204.50	Dierdre Fox	\$113.50
Melinda H. Coby	\$328.50	Atarah J. McGill	\$202.00	Pamela W. King	\$104.50
Dia D. Harris	\$308.00	Angelica R. Byrd	\$202.00	Danita T. Littlejohn	\$64.00
Brenda J. Jackson	\$307.00	Arletha A. Peebles	\$202.00	Angela H. Bates	\$61.00
Shawanda Thomas	\$276.00	Dewanna Miles	\$201.50	Jacqueline M Sorrell	\$48.00
Teresa L. Taylor	\$275.00	Tarence E. Wade M.D.	\$201.50	Shequita C. Powell	\$28.00
Stacy L. Austin	\$266.50	Dria Olds	\$201.00	Victoria P. Jemison	\$24.00
Priscilla Y. Chism	\$258.50	Georgina Taylor	\$200.75	Patrice M. Smith	\$1,500.25
Satin D. Anderson	\$256.50				

On-Target Star Consultants – Sept 16 through Dec 15

CONSULTANT NAME	PRODUCTION	SAPPHIRE	RUBY	DIAMOND	EMERALD	PEARL
PATRICE SMITH	\$2,566.75	*****	STAR	\$433.25	\$1,033.25	\$2,233.25
JANICE PALMER	\$1,821.75	STAR	\$578.25	\$1,178.25	\$1,778.25	\$2,978.25
RUBY ATKINS	\$905.25	\$894.75	\$1,494.75	\$2,094.75	\$2,694.75	\$3,894.75
ANNETTE PORTER	\$682.50	\$1,117.50	\$1,717.50	\$2,317.50	\$2,917.50	\$4,117.50
KELLEY ROSCOE	\$609.50	\$1,190.50	\$1,790.50	\$2,390.50	\$2,990.50	\$4,190.50
IKEYBRA BYRD	\$565.50	\$1,234.50	\$1,834.50	\$2,434.50	\$3,034.50	\$4,234.50
CYNTHIA LONG	\$414.50	\$1,385.50	\$1,985.50	\$2,585.50	\$3,185.50	\$4,385.50
BRENDA AUSTIN	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50

SHOOT FOR STAR THIS QUARTER!

STARS DRIVE FREE CARS!

Support

Every Step of the
Way



With your own Mary Kay business, you will be an Independent

Welcome New Unit Members

NEW CONSULTANT

Dora Armstead
Whitney N. Armstead
Latisha Brown
Linda Elliott
LaTisha W. Harris
Qujuana I. Jeffress
Chasity Jernigan
Keristin Johnson
Wendy R. Nelson
Annette R. Porter
Alexisua Richardson
Amaris R. Robinson
Deidra C. White
Tara K. Wright

FROM

FORKLAND, AL
TUSCALOOSA, AL
CHICAGO, IL
FAIRFIELD, AL
TUSCALOOSA, AL
BROOKLYN, NY
TUPELO, MS
BIRMINGHAM, AL
NOTTINGHAM, MD
HUNTERSVILLE, NC
TUSCALOOSA, AL
HOOVER, AL
TUSCALOOSA, AL
ROUND ROCK, TX

SPONSORED BY

K. Roscoe
K. Roscoe
P. Smith
P. Smith
P. Smith
P. Smith
K. Salters
T. Harris
P. Smith
P. Smith
J. Palmer
J. Palmer
P. Smith
J. Palmer

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!



Steps to Directorship



Get Focused:



- ◆ Outline your specific goal. Put dates on each step.
 - ◆ Car by: _____
 - ◆ Director by: _____
 - ◆ # of Unit members: _____



Get Motivated:



- ◆ Set a date for the family to go together to test drive the Vibe.
- ◆ Share your goal with the other members of your family and enlist their support. Decide what's in it for them. Make a family goal poster.
- ◆ Write your goal in the form of 5 positive affirmations as if it had already happened. Put these on your pillow and read them aloud every morning and night.
- ◆ Put 20 visual reminders of your goal all around your home.
- ◆ Listen to at least one motivational tape every morning when doing makeup.

Get Organized:

- ◆ Put together 60 recruiting packets w/Steps to Success.
- ◆ Purchase 12 MK pins for new recruits.
- ◆ Order Mk tapes to listen to.
- ◆ Put together your recruiting notebook so you love it!
- ◆ Put together a weekly plan sheet to include:
 - ◆ Family, career, church, personal & Mary Kay time.
 - ◆ Allow 2 hours uninterrupted phone time per day and 2 hours organizational time per week.
 - ◆ Plan a date night each week and a family night.
- ◆ Plan your weekly menus and shopping list a week in advance. Fill them in on your calendar.
- ◆ Line up your support systems: Baby-sitters, secretary (12-14 year old girl to work 2-4 hours a week helping with product, packets, etc. Pay her with product)
- ◆ Get a 2nd phone line for business use only and give your personal line to only personal family and friends.
- ◆ Make sure you have a separate bank account, credit card and decide who will handle the finances.



Get Busy:

- ◆ Get and keep 10 appointments on your books at all times.
- ◆ Schedule 3 guests for your Success Meeting and plan to every week.
- ◆ List 6 most important things daily and report to your director when she calls.
- ◆ Attend 3 directors marketing presentations and formulate your own and practice.



Share the LOVE Promotion

Promotional Dates February 1st - February 28th

Share Your Love and WIN!!

Do 10 Parties or 30 Faces and a \$1,500 wholesale order and **WIN** this Stunning "I Love Mary Kay Bedazzled T-Shirt"



Do 10 Parties or 30 Faces and a \$1,000 wholesale order and **WIN** this Stunning "I Love Mary Kay Bedazzled Tote Bag"



Do 7 Parties or 20 Faces and \$650 wholesale order and **WIN** this Gorgeous "Share the Love Pendant Necklace"



Do 5 Parties or 15 Faces and \$450 wholesale order and **WIN** this Beautiful "Share the Love Pin"



Do 2 Parties or 10 Faces and \$250 wholesale order and **WIN** these "Share the Love Earrings"



Add 1 *Qualified Team Member and receive the **Pink Pearl Bracelet**

Add 2 *Qualified Team Members and receive the **Pink Pearl Bracelet and Earrings**

Add 3 *Qualified Team Members and receive all **3 Pearl Pieces**

*Qualified - New Team Member's initial order of \$600 wholesale



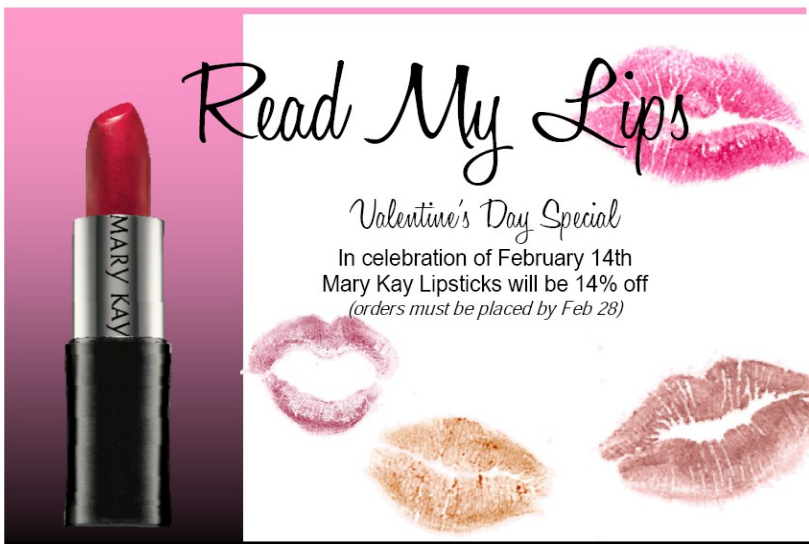
Patrice Smith

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Tuscaloosa, AL 35406

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Email: psmith2004@marykay.com

To the Amazing Team Player -



Read My Lips

Valentine's Day Special
In celebration of February 14th
Mary Kay Lipsticks will be 14% off
(orders must be placed by Feb 28)

You are an important part of our Unit!!

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<i>February 2014</i>				 <p>Biz Builders Bonuses! Earn Biz Builder BUCKS to apply toward your next purchase. These bucks are rewarded starting at \$400 wholesale order! View full details on your InTouch</p>		
		<p>Book Winter Makeover Parties!</p>				
	<p>Call & Make Valentine's Day Sales! </p>					
			 <p>by March 15!</p>			
 <p>President's Day</p>						
<p>Mark Your Calendar: March 8th</p> <p>Makeover Day! Book Your Parties NOW!</p>				 <p>Feb. 28th - Last business day of the month! Order online until 9pm!!</p>		