



# Patrice's Super Stars

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

SEMINAR YTD QUEEN OF RETAIL

Janice Palmer



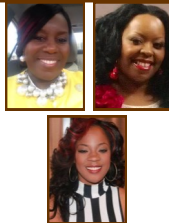
MONTHLY QUEEN OF WHOLESALE

Clisa O'Neal



MONTHLY QUEEN OF SHARING

3 Way Tie! Karen Salters,  
Charmayne Mayowa &  
Anita Toliver



SEMINAR YTD QUEEN OF SHARING

Kelley Roscoe



## Grand Divas of the Week



Karleta Young

Week 1



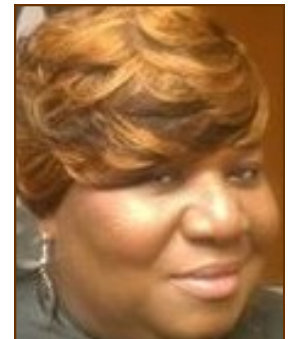
Janice Palmer

Week 2



Kyra Robertson

Week 3



Linda Swanson

Week 4

## From the Director's Desk

**SO HAPPY!!!**

*YOU MAKE ME SO HAPPY!!*

Can you feel the happiness?! Wow! The sun is shining, our new products are amazing, and sales are HOT!! When I think of each of you it brings a smile to my face! It's a great time to be in Mary Kay!

*DADDY DOMAIN...*

Who do you know that has a father in their life?! We have gorgeous products for MEN and Father's Day! Don't forget to use our products and offer them to your customers for graduations, weddings, father's day, baby showers, and more! It's always a good time to gift MK!

*BE PREPARED!*

It's Summer Selling Season! It's so important to be prepared!

Have your products with you for ON THE GO!! Share your awesome products and catalogs while you are at the beach, at the pool, at the baseball game! Always have information with you and SHARE, it's that simple, just SHARE and be sure to follow up with a phone call! Customers love the personalized service from you, and a phone call is appreciated!

*REGISTER FOR SEMINAR!*

Are you registered yet for Seminar?! Register NOW and save \$\$\$! You do not want to miss the party of the year!! You will get to hear from the BEST of the BEST and truly spend quality time with your MK sisters! It's a life changing few days! Plan NOW! Save \$ NOW! And be there!

LOVE AND BELIEF IN YOU,

Patrice

## Top 10 Retail Sellers Year to Date

	CONSULTANT	YTD RETAIL	BONUS & PCP	TOTAL
1	<b>Janice D. Palmer</b>	<b>\$15,201.00</b>	<b>\$2,008.00</b>	<b>\$17,209.00</b>
2	Kelley A. Roscoe	\$15,060.00	\$717.00	\$15,777.00
3	Linda J. Swanson	\$12,603.50	\$1,731.00	\$14,334.50
4	Brenda Austin	\$13,227.00	\$795.00	\$14,022.00
5	Tania L. Harris	\$10,493.00	\$2,884.00	\$13,377.00
6	Karen G. Salters	\$9,585.50	\$676.00	\$10,261.50
7	Karleta Young	\$7,718.00	\$20.00	\$7,738.00
8	Ruby J. Atkins	\$7,580.50	\$111.00	\$7,691.50
9	Annette R. Porter	\$7,546.00	\$20.00	\$7,566.00
10	Angela H. Bates	\$6,634.00	\$0.00	\$6,634.00



## Top Team Builders Year to Date

	CONSULTANT	QUALIFIED TEAM MEMBERS ADDED	COMMISSIONS
1	<b>Kelley A. Roscoe</b>	<b>5</b>	<b>\$397.49</b>
2	Janice D. Palmer	3	\$372.14
3	Tania L. Harris	3	\$333.71
4	Karen G. Salters	2	\$274.58
5	Clisa H. O'Neal	3	\$270.36



## Wholesale Orders for May

<b>Clisa H. O'Neal</b>	<b>\$1,576.00</b>	Candace Howard	\$387.25	Annie J. Gray	\$227.50
Erica Berry	\$1,071.50	Betty S. Beene	\$340.00	Nichole M. Haywood	\$226.50
Karen G. Salters	\$904.50	Tina Aaron	\$331.00	Gloria A. Robinson	\$226.00
Karleta Young	\$808.00	Angelia W. Nixon	\$311.50	Juwan Z. Jones	\$225.50
Angela H. Bates	\$657.50	Paula Huntley	\$297.50	Karen R. Thompson	\$225.00
Kyra Robertson	\$647.50	Shirley L. Davis	\$292.50	Sharon C. Mabry	\$223.00
Anita Toliver	\$629.50	Sharrell Lockett	\$291.00	Sharon M. Reynolds	\$212.00
Conchita L. England	\$618.50	Georgina Taylor	\$288.50	Takisha Kinchen	\$126.00
Janice D. Palmer	\$613.25	LaToya D. Jones	\$270.00	Gretchen J. German	\$120.50
Stephanie Stubbs	\$604.50	Nicole Lewis	\$256.00	Caleishea J. Cooper	\$116.00
Synette Y. Gandy	\$601.00	Ruby J. Atkins	\$247.50	Latoya Gibbs	\$108.50
Tena S. Phifer	\$600.00	Venora Brown	\$247.50	Barbara M. Brandon	\$107.50
Krystal Colvin-King	\$600.00	Stacy L. Austin	\$247.00	Minnie Payne	\$100.50
Jean B. Miller	\$600.00	Frederick F. McCray	\$246.75	Lauren K. Linton	\$93.00
LaWanna W. Peters	\$482.50	Barbara L. Thomas	\$246.50	Retta Timmons	\$85.00
Annette R. Porter	\$475.00	Lena White	\$244.00	Danita T. Littlejohn	\$60.50
Cynthia A. Long	\$450.50	Taliah R. Brown	\$243.00	Earnestine Wilson	\$55.50
Erica N. Robinson	\$435.50	Sharon A. Wilson	\$242.00	Dia D. Harris	\$49.50
Tania L. Harris	\$420.00	Courtney M. Travis	\$238.00	LaMetrius R. Lewis	\$38.50
Kelley A. Roscoe	\$417.50	Marilyn Andrews	\$232.50	Alisha Smith	\$23.00
Linda Elliott	\$400.00	Zuri T. Butler	\$232.00	Layita Jackson	\$16.00
Linda J. Swanson	\$400.00	Chondra Hood	\$229.00	Lauren G. Levins	\$14.00
Brenda J. Jackson	\$391.50	Elizabeth Ware	\$228.50	Patrice M. Smith	\$2,050.00

# On-Target Star Consultants – March 16 through June 15

CONSULTANT NAME	PRODUCTION	SAPPHIRE	RUBY	DIAMOND	EMERALD	PEARL
<b>PATRICE SMITH</b>	<b>\$4,201.75</b>	*****	*****	*****	<b>STAR</b>	\$598.25
<b>KAREN SALTERS</b>	<b>\$2,771.75</b>	*****	<b>STAR</b>	\$228.25	\$828.25	\$2,028.25
<b>SHARON REYNOLDS</b>	<b>\$2,067.50</b>	<b>STAR</b>	\$332.50	\$932.50	\$1,532.50	\$2,732.50
<b>KARLETA YOUNG</b>	<b>\$1,813.50</b>	<b>STAR</b>	\$586.50	\$1,186.50	\$1,786.50	\$2,986.50
<b>CLISA O'NEAL</b>	<b>\$1,802.00</b>	<b>STAR</b>	\$598.00	\$1,198.00	\$1,798.00	\$2,998.00
ANNETTE PORTER	\$1,604.50	\$195.50	\$795.50	\$1,395.50	\$1,995.50	\$3,195.50
ERICA BERRY	\$1,548.00	\$252.00	\$852.00	\$1,452.00	\$2,052.00	\$3,252.00
JANICE PALMER	\$1,416.75	\$383.25	\$983.25	\$1,583.25	\$2,183.25	\$3,383.25
ANGELA BATES	\$1,250.50	\$549.50	\$1,149.50	\$1,749.50	\$2,349.50	\$3,549.50
BRENDA AUSTIN	\$1,221.00	\$579.00	\$1,179.00	\$1,779.00	\$2,379.00	\$3,579.00
LINDA ELLIOTT	\$1,204.50	\$595.50	\$1,195.50	\$1,795.50	\$2,395.50	\$3,595.50
STACY AUSTIN	\$988.50	\$811.50	\$1,411.50	\$2,011.50	\$2,611.50	\$3,811.50
RETTA TIMMONS	\$911.75	\$888.25	\$1,488.25	\$2,088.25	\$2,688.25	\$3,888.25
JEAN MILLER	\$826.00	\$974.00	\$1,574.00	\$2,174.00	\$2,774.00	\$3,974.00
RUBY ATKINS	\$822.75	\$977.25	\$1,577.25	\$2,177.25	\$2,777.25	\$3,977.25
BARBARA BRANDON	\$792.50	\$1,007.50	\$1,607.50	\$2,207.50	\$2,807.50	\$4,007.50

## Welcome New Unit Members

NEW CONSULTANT

FROM

SPONSORED BY

Janice Blackmon  
 Melanie Brunner  
 Krystal Colvin-King  
 Tammy Elmore  
 Conchita L. England  
 Candace Lacey  
 Mesha D. Lanier  
 Manuela M. Lozerio  
 Debra A. Martin  
 Yukika Myers  
 Alysia R. Nailor  
 Andrea L. Purry  
 Gloria A. Robinson  
 Bettina Sellers  
 Stephanie Stubbs  
 Anita Toliver  
 Kimberly J. Turner  
 Sanethia Vance  
 Shatique C. Waiters  
 Elizabeth Ware  
 Sonya F. Westbrook

RALPH, AL  
 TUSCALOOSA, AL  
 TUSCALOOSA, AL  
 MOUNDVILLE, AL  
 PRATTVILLE, AL  
 MILLPORT, AL  
 TUSCALOOSA, AL  
 MEMPHIS, TN  
 GREENWOOD, MS  
 BIRMINGHAM, AL  
 TUSCALOOSA, AL  
 TUPELO, MS  
 MAYLENE, AL  
 MONTGOMERY, AL  
 TUPELO, MS  
 TUPELO, MS  
 TUPELO, MS  
 BIRMINGHAM, AL  
 WEST BLOCTON, AL  
 BRONX, NY  
 SALTILLO, MS  
 VERONA, MS

P. Smith  
 C. Wilson-Mayowa  
 K. Young  
 P. Smith  
 C. Wilson-Mayowa  
 P. Smith  
 P. Smith  
 A. Whitfield  
 P. Smith  
 T. Harris  
 K. Roscoe  
 K. Valet  
 E. Robinson  
 C. England  
 A. Toliver  
 K. Salters  
 B. Austin  
 A. Bates  
 L. White  
 K. Salters  
 A. Toliver

### 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!

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



www.customnadafeoryou.net

June 1st-30th

# RACING TO Excellence!!!



Top Director Trip  
Maui, Hawaii

**Achieving \$650,000 Unit Club!**



**\$400 wholesale order\* - WIN**

- Follow Your Heart Necklace from Mary Kay!

**\$600 wholesale order - WIN**

- "\$650,000 Team" Bling Cap!

**\$1,000 wholesale order - WIN**

- "\$650,000 Team" Bling Cap
- AND
- "I'm a Part of a \$650,000 Team" Bling Tee!

**\$1,800 wholesale order - WIN**

- "\$650,000 Team" Bling Cap
- AND
- "I'm a Part of a \$650,000 Team" Bling Tee
- AND
- The new Pink MK Tote

**Be a part of  
our Circle of  
Excellence finish  
and earn fabulous  
prizes!**

*\*To win necklace, a single order must total \$400 wholesale. All other prize levels may be cumulative.*



**Patrice Smith**

Executive Sales Director  
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Tuscaloosa, AL 35406

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Email: psmith2004@marykay.com

**Father's Day**  
June 15



To the Amazing Team Player -

You are an important part of our Unit!!

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<i>June 2014</i>				 <b>Book Summer Fun Makeovers!</b>		
1	2	3	4	5	6	7
8	9	10	11	12	13	14
		 <b>Be Astar by June 15!</b>				
15	16	17	18	19	20	21
						
22	23	24	25	26	27	28
<b>SEMINAR YEAR ENDS JUNE 30! FINISH STRONG, TEAM!</b>						
29	30			<b>Get Registered For Seminar!!</b>		
<b>May 30th - Last business day of the month! Order online until 9pm!!</b>				<p>"Seminar is the place where your dreams are given the power to move forward. You'll have more knowledge, information and inspiration to soar higher than you have ever before." - Mary Kay Ash</p>		