

Eagle National Area

Everyone Achieving Greater Levels of Excellence



February 2014 Newsletter—January Results

Pattie Robinson

Independent Future Exec. Sr. Sales Director



Court of Sales



	NAME	YTD TOTAL
1	Allyson N Richardson	\$15,068.00
2	Jennifer A. Lombardi	\$14,171.00
3	Kathy O. Newman	\$11,872.50
4	Devon D. Adams	\$10,757.50
5	C. West-Galbreath	\$9,528.50
6	Linda S. Sheriff	\$7,965.00
7	Angela V. Granville	\$7,923.00
8	Melissa M. Coleman	\$7,731.50
9	Courtney L. Fuller	\$7,030.00
10	Michelle I. Burgess	\$6,560.00



Court of Sharing



	NAME	SEMINAR QUALIFIED
1	Melissa M. Coleman	5
2	Nicole R. Ritter	2
3	Amiee L. Thompson	1
4	Allyson N Richardson	2
5	C. West-Galbreath	1
6	Courtney L. Fuller	2
7	Angela V. Granville	2
8	Cierra M. Craddock	1
9	Holly G. Richardson	1
10	Barbie LeonGuerrero	1



Building Our Eagle National Area!

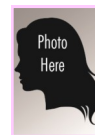
Unit GOALS

Seminar 2014

- MILLION!
- Building our NSD AREA

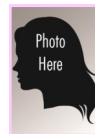
JANUARY QUEENS

Queen of Sales



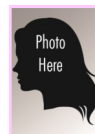
Sandra Braswell

Queen of Sharing



Jennifer Lombardi

Queen of Wholesale



Stacey Susic

Court of Recruiting is ranked based on commissions earned. However, in order to be recognized you MUST reach the minimum of 12 qualified team members for Area Court or 24 qualified team members for National Court.

Golden Eagles Career Ladder

FOLLOW THE STEPS TO SUCCESS!

1 Senior Consultant

(1-2 active Team Members)
4% Commission

2 Star Recruiter RED JACKET

(3+ active Team Members)
Senior Consultant benefits
plus Red Jacket Rebate
Eligible for \$50 Bonuses

3 Team Leader

(5+ active Team Members)
All the previous benefits
plus 9-13% Commission
Team Leader pin

4 On-Target For Car!

(5+ actives & \$5,000 wholesales 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

5 Director in Qualification

-10 active personals building to 24 in 1-4 months
-\$18,000 wholesale with \$1,800 from DIQ
-10 of 24 must have \$600+ during qual.
Production during DIQ counts towards car!
Eligible to become Director and earn Unit
Commission and Unit bonuses—Eligible to
wear the exclusive Director Suit.

Movin' on UP!

Elite Executive Sales Director 8+ offspring
Executive Sales Director 5-7 offspring
Future Executive Sales Director 3-4 offspring
Senior Sales Director 1-2 offspring



Pattie Robinson
Sales Director

OFFSPRING DIRECTORS

First Line Directors



Nicole Staton



Dora Sharp



Tammy Bryant

Second Line Directors



Name Here



Name Here

FUTURE DIRECTORS



Kathy O. Newman

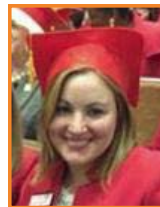


Cynthia Y. West-Galbreath

TEAM LEADERS



Melissa M. Coleman

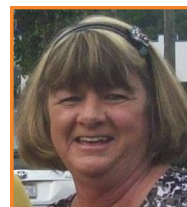


Allyson N. Richardson

STAR RECRUITERS



Travi L. Rambali



Janice Robson

SENIOR CONSULTANTS

Elizabeth A. Behm
Sandra Braswell
Elaine M. Britt
Michelle I. Burgess
Erin L. Cain
Cierra M. Craddock
Angela V. Granville
Jennifer L. Hellman
Lori K. Hoskins
Kenya I. Kilpatrick
Barbie LeonGuerrero
Jo-van E. Mangum
Annette E. Mathis
Teresa A. McNeil
Laurie R. Mills
Emily A. Olson
Holly G. Richardson
Nicole R. Ritter
Terry Sharritts
Rokeya M. Thomas
Amiee L. Thompson
Michelle C. Tyson
Kelly J. Watson
Valerie K. Wood

CAREER CONFERENCE 2014

Week 1: March 21-22 & 23-24
Week 2: March 28-29 & 30-31



Luncheon at Career Conference 2014

When you add two “qualified” new personal team members you will be invited to this special luncheon held in your honor. Qualified new Beauty Consultants who add one new “qualified” team member will also be invited to attend the luncheon.



Movin’ on Up Challenge

Achieve and maintain a new step on the career path of *Team Leader*, *Future Sales Director* or *Director-in-Qualification* and you will receive a name badge ribbon and onstage recognition at Career Conference 2014.

DIQs will also receive the abstract print *scarf* from the 2014-15 Director Suit Collection.



Debut as an Independent Sales Director from Aug 1, 2013 to July 1, 2014 and you will receive several fantastic rewards!

- ⌘ A gorgeous class of 2014 Ring.
- ⌘ A stunning **Badgley Mischka handbag**.
- ⌘ Free registration to Seminar 2014 if you debut Feb 1–July 1, 2014.
- ⌘ And a sleek **Badgley Mischka Wallet** to complement the handbag when you debut with 1 offspring during the period and \$100 for each additional offspring.



Additional Recognition

- Name Badge Ribbon & Standing Recognition
- ⌘ Celebrating the 1st Year in Business (agreements March 1, 2013–Feb. 28, 2014)
 - ⌘ I’m a Star! (Star consultant by Feb. 28, 2014)
 - ⌘ On-Target All-Star Consistency Challenge (three consistent quarters June 16, 2013–Feb. 28, 2014)



Onstage Recognition for Consultants

- ⌘ On-Target Double Star
- ⌘ On-Target Seminar 2014 Court
- ⌘ Class of 2014
- ⌘ Cadillac Units



Celebrate You!



March Birthdays

Birthdays	Day
Elizabeth A. Behm	6
Katherine R. Mercer	6
Monique Flores	7
Denise Molloy	7
Emily A. Olson	7
Tiffany West	8
Sharon E. Williford	11
Courtney L. Fuller	13
Kymxverlee Garcia	13
Linda Putney	13
Jennifer G. Renner	14
Karen Q. Fawcett	15
Jenny K. Musselman	15
Angela V. Granville	19
Alma R. Izaguirre	20
Maria H. Rentas	24
Deborah D Trovillion	25
Kim Kraus	26
Penny M. Spears	26
Karah D. Wertz	27
Lisa A. Maggard	28
Shelia M. Reid	28
Shirley S. Savage	28
Dana N. Armstrong	30
Devon D. Adams	31
Susan A. Grenon	31

March Anniversaries

Anniversaries	Years
Annette E. Mathis	26
Janice M. Phillips	18
Sharon M. Wilson	13
Karen Q. Fawcett	12
R. Barron-Voigt	11
Brenda B. Delaune	10
Lori K. Hoskins	7
Deborah D Trovillion	7
Margaret A McCaskill	6
Donna A. Warren	6
Emily F. Spruill	5
Kathy Siverling	5
Theresa Grosso	4
Virginia V. Britt	3
Sherri C. Scott	3
Crystal L. Linville	3
Dana L. Flint	2
Lisa I. Crandall	2
Karah D. Wertz	2
Cierra M. Craddock	2
Aretha Johnson	1
Brandi M. Ellis	1
Phoebe Elam	1
Rachel C. Guerin	1
Michelle C. Dunham	1
Courtney L. Fuller	1

January Love Checks

13% Recruiter Commission Level	
Kathy O. Newman	\$282.36
9% Recruiter Commission Level	
C. West-Galbreath	\$77.09
Melissa M. Coleman	\$28.98
Pattie A. Robinson	\$410.36
4% Recruiter Commission Level	
Barbie LeonGuerrero	\$24.82
Terry Sharritts	\$23.79
Nicole R. Ritter	\$19.66

Star Consultant Quarterly Contest

CONGRATULATIONS On-Target Stars! Quarter 3 ends March 15.

Consultant Name	Current Wholesale Production	\$1,800 Sapphire	\$2,400 Ruby	\$3,000 Diamond	\$3,600 Emerald	\$4,800 Pearl
FRANCIS JORDAN	\$3,600.00	*****	*****	*****	STAR	\$1,200.00
KATHY NEWMAN	\$1,346.00	\$454.00	\$1,054.00	\$1,654.00	\$2,254.00	\$3,454.00
SANDRA BRASWELL	\$1,114.50	\$685.50	\$1,285.50	\$1,885.50	\$2,485.50	\$3,685.50
STACEY SUCIC	\$858.50	\$941.50	\$1,541.50	\$2,141.50	\$2,741.50	\$3,941.50
JENNIFER LOMBARDI	\$707.00	\$1,093.00	\$1,693.00	\$2,293.00	\$2,893.00	\$4,093.00
C WEST-GALBREATH	\$701.75	\$1,098.25	\$1,698.25	\$2,298.25	\$2,898.25	\$4,098.25
MARY SIMPKINS	\$620.50	\$1,179.50	\$1,779.50	\$2,379.50	\$2,979.50	\$4,179.50
MARYANN KLINE	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
SUSAN JERNIGAN	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
PATTIE ROBINSON	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
TERRY SHARRITTS	\$457.00	\$1,343.00	\$1,943.00	\$2,543.00	\$3,143.00	\$4,343.00
DONNA WILLIAMS	\$441.75	\$1,358.25	\$1,958.25	\$2,558.25	\$3,158.25	\$4,358.25
ANGELA GRANVILLE	\$438.00	\$1,362.00	\$1,962.00	\$2,562.00	\$3,162.00	\$4,362.00
KAREN FAWCETT	\$433.50	\$1,366.50	\$1,966.50	\$2,566.50	\$3,166.50	\$4,366.50
JANICE ROBSON	\$412.00	\$1,388.00	\$1,988.00	\$2,588.00	\$3,188.00	\$4,388.00
BECKY RODGERS	\$412.00	\$1,388.00	\$1,988.00	\$2,588.00	\$3,188.00	\$4,388.00
JO-VAN MANGUM	\$411.50	\$1,388.50	\$1,988.50	\$2,588.50	\$3,188.50	\$4,388.50
MICHELLE BURGESS	\$408.50	\$1,391.50	\$1,991.50	\$2,591.50	\$3,191.50	\$4,391.50
MARION PATTERSON	\$401.50	\$1,398.50	\$1,998.50	\$2,598.50	\$3,198.50	\$4,398.50

\$150 w/s each week during the quarter will earn you

A SAPPHIRE STAR!

That's only \$300 per week in retail sales!

\$200 w/s each week during the quarter will earn you

A RUBY STAR!

That's only \$400 per week in retail sales!

\$250 w/s each week during the quarter will earn you

A DIAMONDSTAR!

That's only \$500 per week in retail sales!

\$300 w/s each week during the quarter will earn you

AN EMERALD STAR!

That's only \$600 per week in retail sales!

\$350 w/s each week during the quarter will earn you

A PEARL STAR!

That's only \$1,000 per week in retail sales!



The important thing to remember is that we live in a negative world, and there will always be those who tell you it can't be done. Remember our meager beginning? I was told by everyone it couldn't be done, but I didn't listen. Aren't you glad I didn't? Thousands of women around the world today are basking in the glory of Mary Kay Cosmetics.

Be a Star Consultant!

December 16th - March 15th, 2014

For contest details please see www.marykayintouch.com



Sapphire 1800
sell \$300 retail
per week



Ruby 2400
sell \$400 retail
per week



Diamond 3000
sell \$500 retail
per week



Emerald 3600
sell \$600 retail
per week



Pearl 4800
sell \$800 retail
per week

Welcome New Consultants

New Consultant	From	Sponsored by
Megan L. Alcorn	ALEXANDRIA, VA	Michelle Tyson
Harriet D. Burnette	FAYETTEVILLE, NC	Pattie Robinson
Jaki Grant	CROFTON, MD	Sandra Braswell
Francis L. Jordan	PINEHURST, NC	Pattie Robinson
Shamra L. Kelly	MOORESVILLE, NC	Jo-van Mangum
Sirena S. McCauley	HOPE MILLS, NC	Jennifer Lombardi
Faye Riddle	FAYETTEVILLE, NC	Pattie Robinson
Cherel Shipley	BALTIMORE, MD	Angela Granville
Mary L. Simpkins	AURORA, CO	Barbie LeonGuerrero
Kat C. Taylor	KIRKLAND, WA	Kastle Likens
Lisa J. Trueman	PARKTON, NC	Jennifer Lombardi

THANK YOU TO THESE WOMEN WHO INVESTED IN THEIR BUSINESS IN JANUARY

Name	Amount	Name	Amount	Name	Amount
Stacey L. Susic	\$858.50	Robin M. Matthews	\$219.50	Shirley J. Willis	\$108.00
Mary L. Simpkins	\$620.50	Erin L. Cain	\$218.75	Amiee L. Thompson	\$105.50
Kathy O. Newman	\$616.50	Leslie J. Withrow	\$216.50	Debra B. McElroy	\$92.50
Maryann A. Kline	\$600.00	Laurie R. Mills	\$214.00	Jo-van E. Mangum	\$89.50
Karen Q. Fawcett	\$433.50	Rokeya M. Thomas	\$212.00	Nicole R. Ritter	\$89.00
Becky S. Rodgers	\$412.00	Jenny Bryant-Lewis	\$211.00	Kacie A. Holdaway	\$78.00
Marion F. Patterson	\$401.50	Mary F. Murphy	\$209.50	Dana N. Armstrong	\$74.00
Jennifer A. Lombardi	\$386.00	Jan M. Amacker	\$209.50	Nancy A. Higgins	\$73.00
Angie R. Swails	\$376.00	Lisa Gibbons	\$208.00	Megan R. Byers	\$63.00
Margaret A McCaskill	\$366.50	Juanita L. Edwards	\$207.50	Candria A. Chapman	\$62.50
Patricia Kemp	\$364.50	Kathy Siverling	\$206.50	Courtney L. Fuller	\$48.00
Cherel Shipley	\$350.00	Janice Robson	\$206.50	Kasey Harkness	\$47.50
Sherri C. Scott	\$327.00	Valerie G. House	\$206.00	Aretha D. McCormick	\$38.50
Sandra Braswell	\$314.00	JoAnna Hallman	\$205.50	Melissa M. Coleman	\$36.00
Megan L. Alcorn	\$302.50	Michelle C. Tyson	\$203.00	Holly E. Parnell	\$36.00
R. Barron-Voigt	\$286.50	Carolyn S. Quinones	\$203.00	Jennifer L. Hellman	\$32.50
Noveta J. Keys	\$283.50	Linda P. Strawter	\$201.50	Kathleen F. Taylor	\$30.00
Joann Morales	\$259.50	Juanita Wellington	\$201.00	Karen D. Dawson	\$28.50
Terry Sharritts	\$252.50	Donna A. Warren	\$200.50	Kastle A. Likens	\$24.00
Danielle R. Kocher	\$250.25	Janice L. Arnold	\$200.50	Crystal L. Linville	\$18.50
Alisa I. Baker	\$250.00	Julie C. Lieu	\$200.00	Lori K. Hoskins	\$12.00
C. West-Galbreath	\$243.50	Donna C. Cranford	\$200.00	Cierra M. Craddock	\$7.50
Theresa Y. Evans	\$237.50	Sharon R. Roberts	\$185.50	Pattie A. Robinson	\$274.00
Kelly L. Miller	\$228.00	Angela S. Thompson	\$183.00		
Shirley B. Williams	\$221.50	E. Washington-Bennet	\$134.50		

Here Comes the Sun!

Contact your customers and offer them the products they'll love to get ready for a spectacular spring!



**CC Cream Sunscreen
Broad Spectrum SPF 15**
Comes in 4 shades:
Light, Light to Medium,
Medium to Deep, & Deep.

Bronzing Powder
Comes in 2 shades:
Light-Medium
& Medium-Dark.



Limited Edition Hello Sunshine!

Springy Eye Duo:
Summer Sunset & Stonewashed
Creamy Lip Color:
Carefree Coral & Retro Rose
Lip Gel:
Cherry Twist
Nail Lacquer:
Lemon Parfait & Carefree Coral
Purchase with Purchase:
Hello Sunshine! Collection Wristlet



At Play Baked Eye Trio:
Earth Bound, On the Horizon,
Electric Spring, & Sunset Beach.

At Play Eye Crayon:
Gold Mine, Purple Smoke, Over the
Taupe, & Teal Me More.

At Play Jelly Lip Gloss:
Berry Me, Teddy Bare, Poppy Love,
& Violet Vixen.

At Play Lip Crayon:
Perfect Pink, Toasted, Purple Punch,
& Coral Me Crazy.



Gel Eyeliner in Jet Black
Pencil precise. Liquid intense.
Gel smooth.



Lemon Parfait Pedicure Collection
Includes Icy Foot Gel, foot fizzes, toe
separator, pumice stone & emery board
in a gift bag.