

Eagle National Area

Everyone Achieving Greater Levels of Excellence



May 2014 Newsletter—March Results

Pattie Robinson

Independent Future Exec. Sr. Sales Director



Court of Sales



	NAME	YTD TOTAL
1	Jennifer A. Lombardi	\$17,203.00
2	Kathy O. Newman	\$15,363.50
3	Allyson N Richardson	\$15,068.00
4	C. West-Galbreath	\$13,166.00
5	Linda S. Sheriff	\$11,510.50
6	Devon D. Adams	\$10,757.50
7	Nicole R. Ritter	\$9,548.00
8	Michelle I. Burgess	\$9,404.00
9	Sherri C. Scott	\$9,141.50
10	Angela V. Granville	\$7,604.00



Court of Sharing



	NAME	SEMINAR QUALIFIED	
1	Melissa M. Coleman	5	\$489.55
2	Nicole R. Ritter	2	\$292.28
3	Allyson N Richardson	3	\$205.89
4	Amiee L. Thompson	1	\$194.69
5	C. West-Galbreath	1	\$158.89
6	Sandra Braswell	1	\$144.59
7	Courtney L. Fuller	3	\$124.96
8	Patricia Smith	3	\$120.86
9	Jennifer A. Lombardi	2	\$49.43
10	Angela V. Granville	2	\$34.54



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.

Building Our Eagle National Area!

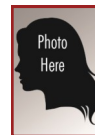
Unit GOALS

Seminar 2014

- MILLION!
- Building our NSD AREA

MARCH QUEENS

Queen of Sales



Nicole Ritter

Queen of Sharing



Patricia Smith

Queen of Wholesale



Jessica Flynn

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



Terry Sharritts

TEAM LEADERS

STAR RECRUITERS



Sandra Braswell



Melissa Coleman



Jennifer Lombard



Teresa McNeil



Travi Rambali



Nicole Ritter



Patricia Smith

SENIOR CONSULTANTS

Michelle I. Burgess
Erin L. Cain
Courtney L. Fuller
Angela V. Granville
Jennifer L. Hellman
Kenya I. Kilpatrick

Barbie LeonGuerrero
Jo-van E. Mangum
Annette E. Mathis
Margaret A. McCaskil
Aretha D. McCormick
Laurie R. Mills

Denise Molloy
Allyson N. Richardso
Janice Robson
Linda S. Sheriff
Penny M. Spears
Rokeya M. Thomas

Amiee L. Thompson
Michelle C. Tyson
Kelly J. Watson
Valerie K. Wood

“The road to success is paved in Starbucks”



You've got what it takes to be a super STAR!
When you focus on pampering faces, you'll produce sizzling sales which will earn you STAR-licious Monthly Rewards loaded up on a Starbucks Gift Card !!!

Choose the size of YOUR dream this quarter...

Tall (\$300ws), Grande (\$600ws) or Venti (\$900ws)?



*gift card amount is based upon on your wholesale achievements in the month.



Celebrate You!



May Birthdays

Birthdays	Day
Nancy A. Higgins	1
Susan E. Jernigan	2
Shala C. Lamothe	2
Maria Genualdi	3
Deana O. Nance	4
Angela S. Thompson	4
Tammie J. Lingerfelt	5
Myrisha M. Goodson	9
Marciava A. Warrell	12
Patricia Kemp	14
Allie M. Martin	15
Tara L. Waaser	16
Carolyn M. Grizzell	17
Faye Riddle	17
Virginia C. Karch	20
Kristen M. Anderson	21
Kimberly Pennington	25
Pattie A. Robinson	25
Stephanie L. Franklin	26
Gloria Carney	27
Amanda M. Monroe	28
Teresa A. McNeil	29
Juanita Wellington	29
Cathy W. Potter	31

May Anniversaries

Anniversaries	Years
Jenny Bryant-Lewis	19
Constance M. Kadetz	17
Debra B. McElroy	17
Sarah E. Shidler	12
Shirley J. Willis	11
Laurie R. Mills	7
Y. Martinez-Rivas	6
Linda P. Strawter	6
Emily S. Podunajec	5
Kristen M. Anderson	5
Tam T. Nguyen-Wilke	5
Haley T. LaRose	5
Kelly J. Watson	4
Amanda M. Hinen	4
Jennifer I Gutierrez	3
Kacie A. Holdaway	3
Sarah R. Cingolani	2
Cathy W. Potter	2
Dawn Cain	2
Rachael M. Thomas	2
Dana N. Armstrong	2
Maria Genualdi	2
Tammie J. Lingerfelt	1
Nicole R. Ritter	1
Sylvia G. Fanlo	1
Lea S. Johnson	1
Sarah K. Grein	1
Kimberly Kinnerup	1
Michelle McLaughlin	1
Amiee L. Thompson	1
Tara L. Waaser	1
Katherine R. Mercer	1
Monique Flores	1
Maria A. Keith	1
Kasey Harkness	1
Vikki R. Hogan	1
Nicki K. Kempel	1
Holly Young	1

March Love Checks

13% Recruiter Commission Level	
C. West-Galbreath	\$340.18
Pattie A. Robinson	\$1,116.28
9% Recruiter Commission Level	
Kathy O. Newman	\$45.29
Terry Sharritts	\$43.02
4% Recruiter Commission Level	
Patricia Smith	\$120.86
Melissa M. Coleman	\$70.95
Sandra Braswell	\$42.54
Nicole R. Ritter	\$37.66
Jennifer L. Hellman	\$36.22
Jennifer A. Lombardi	\$34.40
Travi L. Rambali	\$25.27
Courtney L. Fuller	\$24.05

Star Consultant Quarterly Contest

CONGRATULATIONS On-Target Stars! Quarter 4 ends June 15.

Consultant Name	Current Wholesale Production	\$1,800 Sapphire	\$2,400 Ruby	\$3,000 Diamond	\$3,600 Emerald	\$4,800 Pearl
SANDRA BRASWELL	\$1,814.25	STAR	\$585.75	\$1,185.75	\$1,785.75	\$2,985.75
KHALILAH DENNEY	\$1,805.00	STAR	\$595.00	\$1,195.00	\$1,795.00	\$2,995.00
KIMBERLY CURTIS	\$1,800.50	STAR	\$599.50	\$1,199.50	\$1,799.50	\$2,999.50
PATRICIA SMITH	\$1,218.00	\$582.00	\$1,182.00	\$1,782.00	\$2,382.00	\$3,582.00
JENNIFER LOMBARDI	\$1,030.00	\$770.00	\$1,370.00	\$1,970.00	\$2,570.00	\$3,770.00
MICHELLE SMITH	\$863.25	\$936.75	\$1,536.75	\$2,136.75	\$2,736.75	\$3,936.75
LASHAUN HARRIS-BYRD	\$640.00	\$1,160.00	\$1,760.00	\$2,360.00	\$2,960.00	\$4,160.00
TOMICA KELTON-HARRIS	\$609.00	\$1,191.00	\$1,791.00	\$2,391.00	\$2,991.00	\$4,191.00
KATHY NEWMAN	\$586.50	\$1,213.50	\$1,813.50	\$2,413.50	\$3,013.50	\$4,213.50
JESSICA FLYNN	\$511.75	\$1,288.25	\$1,888.25	\$2,488.25	\$3,088.25	\$4,288.25
SHARON ROBERTS	\$430.00	\$1,370.00	\$1,970.00	\$2,570.00	\$3,170.00	\$4,370.00
EDTISHIA BELL	\$413.00	\$1,387.00	\$1,987.00	\$2,587.00	\$3,187.00	\$4,387.00
SUSAN GRENON	\$407.75	\$1,392.25	\$1,992.25	\$2,592.25	\$3,192.25	\$4,392.25

<p>\$150 w/s each week during the quarter will earn you A SAPPHIRE STAR! That's only \$300 per week in retail sales!</p>	<p>\$200 w/s each week during the quarter will earn you A RUBY STAR! That's only \$400 per week in retail sales!</p>	<p>\$250 w/s each week during the quarter will earn you A DIAMOND STAR! That's only \$500 per week in retail sales!</p>	<p>\$300 w/s each week during the quarter will earn you AN EMERALD STAR! That's only \$600 per week in retail sales!</p>	<p>\$350 w/s each week during the quarter will earn you A PEARL STAR! That's only \$1,000 per week in retail sales!</p>
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Be a Star Consultant!

March 16th - June 15th, 2014

For contest details please see www.marykayintouch.com



the Eagle Area is Soaring to the

Smoky Mountains



The future Eagle Area will be celebrating our STARS the weekend of September 3rd - 6th of 2015 on our TOP TRIP to the Smoky Mountains. Come stay with Rob & Pattie and our WINNERS in this beautiful "10" bedroom breathtaking Chalet!!

(Challenge Dates: April 1, 2014 - March 31, 2015)

Earn the Top Trip by completing any of the following:

Achieve 4 Quarters of Star Consultant Status
Add 10 Qualified Recruits

Debut as a NEW Eagle Area Sales Director

My Directors: 4 Quarter Diamond Star OR 10 Qualified Recruits

Special Treat for YOU & your HUSBAND:

Be invited to the Elite Top Trip with your husband & enjoy arriving one day EARLY!!! You'll receive a special night of recognition and dinner with Rob & Pattie.

Earn your Elite Trip by completing any of the following:

*Achieve 4 Quarters of RUBY+ Star Consultant Status
Add 15+ Qualified Recruits

Debut as a NEW Eagle Area Sales Director

My Directors: Queens Court of Sales OR 15 Qualified Recruits

Welcome New Consultants

New Consultant	From	Sponsored by
Edtishia L. Bell	NEW BERN, NC	Aretha McCormick
Rosa M. Caviness	FORT CAMPBELL, KY	Courtney Fuller
Catie M. Drewry	FAYETTEVILLE, NC	Melissa Coleman
Jessica Flynn	ABERDEEN, MD	Pattie Robinson
LaShaun Harris-Byrd	SEVERN, MD	Patricia Smith
Tomica Kelton-Harris	GAITHERSBURG, MD	Patricia Smith
Janice Lara-mendez	MERCED, CA	Valerie Wood
Felicia Lewis	CORDOVA, TN	Cynthia West-Galbreath
Margaret P. Lombardi	COLUMBIA, SC	Jennifer Lombardi
Margaret Mills	NORFOLK, VA	Sandra Braswell
Heidi L. Pinkerton	HOPE MILLS, NC	Jennifer Lombardi
Michelle M. Smith	HYATTSVILLE, MD	Patricia Smith
Sherry L. Thames	LINDEN, NC	Linda Sheriff
Merissa Ward	FAYETTEVILLE, NC	Nicole Ritter

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

Name	Amount	Name	Amount	Name	Amount
Jessica Flynn	\$2,893.25	Rokeya M. Thomas	\$256.50	Dana N. Armstrong	\$225.50
T. Kelton-Harris	\$1,801.50	Lauren E. Eifert	\$253.00	Marion F. Patterson	\$225.00
Nicole R. Ritter	\$1,591.50	Maria Genualdi	\$250.00	Catherine Sacco	\$225.00
Linda S. Sheriff	\$1,430.75	Erin L. Cain	\$246.50	Edtishia L. Bell	\$225.00
Sherri C. Scott	\$1,118.00	Ernestine Thomas	\$245.25	Margaret Mills	\$225.00
Jo-van E. Mangum	\$905.50	Jennifer L. Hellman	\$243.00	Dawn Cain	\$225.00
Kathy O. Newman	\$843.00	Denikka D. Harris	\$242.50	Charlotte F. Lloyd	\$216.50
Michelle I. Burgess	\$788.50	Susan A. Grenon	\$239.00	Mary L. Simpkins	\$198.00
Heidi L. Pinkerton	\$622.50	Alyson P. Cunningham	\$236.00	Margaret A McCaskill	\$153.50
Michelle M. Smith	\$618.00	Aretha D. McCormick	\$234.50	Noveta J. Keys	\$125.50
Patricia Smith	\$611.50	Emily F. Spruill	\$232.50	Juanita L. Edwards	\$122.50
C. West-Galbreath	\$604.00	Tyler G. Rambali	\$232.50	Angela V. Granville	\$121.50
LaShaun Harris-Byrd	\$602.00	Sarah E. Shidler	\$231.50	Linda L. Hacker	\$119.00
Sandra Braswell	\$601.25	Annette E. Mathis	\$231.00	Maria R. Dudley	\$114.50
Rosa M. Caviness	\$601.25	Calista V. Dunn	\$230.00	Donna C. Cranford	\$110.25
Jennifer A. Lombardi	\$488.50	E. Washington-Bennet	\$228.50	Rachel N. Poteet	\$95.50
Patricia Kemp	\$468.50	Margaret P. Lombardi	\$228.50	Kasey Harkness	\$86.75
Patricia V. Walker	\$416.00	Vicki Bell	\$228.00	Megan L. Alcorn	\$78.00
Sue A. Lanka Pollnow	\$399.25	Lori K. Hoskins	\$227.50	Laurie R. Mills	\$74.75
Terry Sharritts	\$375.50	Karen D. Dawson	\$227.50	Kelly J. Watson	\$68.00
Danielle R. Kocher	\$374.00	Shirley B. Williams	\$227.25	Seania King	\$30.00
Jan M. Amacker	\$340.50	Faith H. Braswell	\$227.00	Carrie M. Proffit	\$30.00
Donna M. Williams	\$324.00	Amiee L. Thompson	\$226.50	Kastle A. Likens	\$26.00
Amy E. Giezentanner	\$310.00	Heidi U. Scheffler	\$226.50	Courtney L. Fuller	\$17.00
Jenny K. Musselman	\$289.50	Gloria Carney	\$226.25	Sirena S. McCauley	\$9.00
Jenny A. Eckenrode	\$276.00	Kristen W. Galbreath	\$226.00	Pattie A. Robinson	\$999.00
Janice M Lara-mendez	\$271.50	Joann Morales	\$225.75		

TOP 10

MOST IMPORTANT REASONS TO ATTEND SEMINAR 2014

10

SPECIAL EVENTS: Dinners and special moments of a lifetime with NSDs and your Area. Receive recognition for your achievements. Enjoy rubbing elbows and hearing incredible life stories of the Consultants and Directors, establishing lifelong relationships and learning how to make your dreams come true!

9

CURIOSITY SATISFIED: Ever wonder what the Manufacturing Plant looks like and how those products get into those jars and tubes? Take a tour of the Manufacturing Plant!

8

FUN: You will laugh, sing, dance and have so much fun while increasing your business know-how. Plus go Mary Kay shopping at the EXPO with company-approved vendors. At the EXPO you can pick up your Star Consultant prize, spin a wheel for great fun prizes, and much, much more!

7

VALUE: This is a tax-deductible training trip. Registration includes 5 meals, plus a generous FREE PRODUCT GIFT (usually the newest products)! Plus most years the Company has special promotions available only to Consultants and Directors who attend Seminar.

6

CAMARADERIE: Some of your fondest memories of Seminar will be when we are sharing ideas and goal-setting! Come meet unit members from other locations. Bring your husband, too.

5

INSPIRATION: New National Sales Directors and the Top Directors, National Sales Directors and Queens of each Court share their stories with you... You'll think to yourself, "If she can do it, so can I!"

4

GLAMOUR: Broadway-quality SHOWS! And the excitement continues as many, many TOP achievers, dressed in sequins and finery, pick up diamond rings, bees, and bar pins on the stage.

3

PRODUCT KNOWLEDGE AND SALES VISION: Be among the "First to Know!" The Company always launches NEW PRIZE promotions and NEW PRODUCT lines at Seminar.

2

EDUCATION: Top Directors and NSDs! Learn the latest and greatest, taught by the Best of the Best!

1

MOTIVATION: You see the BIG Picture of Mary Kay as you watch thousands of Consultants and Directors walk across the stage to receive prizes! Get up close and personal with a Pink Cadillac or BMW and have your picture taken in it! You will soon be visualizing yourself receiving recognition at the next Seminar for YOUR achievements.