

Eagle National Area

Everyone Achieving Greater Levels of Excellence



June 2014 Newsletter—April Results

Pattie Robinson

Independent Future Exec. Sr. Sales Director



Court of Sales



	NAME	YTD TOTAL
1	Jennifer A. Lombardi	\$20,401.00
2	Kathy O. Newman	\$15,363.50
3	Allyson N Richardson	\$15,068.00
4	C. West-Galbreath	\$13,497.00
5	Linda S. Sheriff	\$12,442.50
6	Patricia Smith	\$11,138.50
7	Devon D. Adams	\$10,757.50
8	Nicole R. Ritter	\$10,452.00
9	Michelle I. Burgess	\$9,494.00
10	Sherri C. Scott	\$9,231.50



Court of Sharing



	NAME	SEMINAR QUALIFIED
1	Melissa M. Coleman	5
2	Patricia Smith	4
3	Nicole R. Ritter	3
4	Allyson N Richardson	3
5	Sandra Braswell	1
6	Amiee L. Thompson	1
7	C. West-Galbreath	1
8	Courtney L. Fuller	3
9	T. Kelton-Harris	1
10	Shalanda R. Gross	1



Building Our Eagle National Area!

Unit GOALS

Seminar 2014

- MILLION!
- Building our NSD AREA

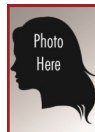
APRIL QUEENS

Queen of Sales



Cynthia West-Galbreath

Queen of Sharing



Shalanda Gross

Queen of Wholesale



April Harris

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



Cynthia Y. West-Galbreath

TEAM LEADERS

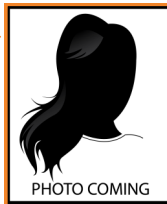


Melissa M. Coleman



Travi L. Rambali

STAR RECRUITERS



Sandra Braswell



Nicole R. Ritter



Kathy O. Newman



Patricia Smith

SENIOR CONSULTANTS

Michelle I. Burgess
Erin L. Cain
Jenny A. Eckenrode
Courtney L. Fuller
Angela V. Granville
Shalanda R. Gross
Jennifer L. Hellman
Tomica E. Kelton-Har
Kenya I. Kilpatrick
Jo-van E. Mangum
Annette E. Mathis
Margaret A. McCaskil
Aretha D. McCormick
Laurie R. Mills
Denise Malloy
Allyson N. Richardso

Janice Robson
Linda S. Sheriff
Michelle M. Smith
Penny M. Spears
Amiee L. Thompson
Michelle C. Tyson
Kelly J. Watson
Valerie K. Wood



Jennifer A. Lombardi



Terry Sharritts



Teresa A. McNeil



The future Eagle Area will be celebrating our **STARS** aboard the Independence of the Seas cruise ship on our **TOP TRIP**. Come cruise with Rob & Pattie and our **WINNERS!!**

(Challenge Dates: July 1, 2014 - June 30, 2015)

Earn the Cruise by completing any (1) of the following:

- * Achieve 4 Quarters of Star Consultant Status
- * Add 12 Qualified Recruits
- * Debut as a NEW Eagle Area Sales Director

Earn the Cruise for you AND your husband:

- * Achieve 4 Quarters of Pearl+ Star Consultant Status
or
- * Add 24+ Qualified Recruits

My Directors: You can earn the cruise too! Ask Pattie for details.

We are STRETCHING to hit our STRETCH GOALS by June 30th!



Celebrate You!



June Birthdays

Birthdays	Day
Lisa Gibbons	3
Chenae N. Kirkland	3
Felicia Lewis	5
Tyler G. Rambali	7
Tierra L. Edgerton	8
LaShaun Harris-Byrd	9
Terry Sharritts	9
Jennifer I Gutierrez	10
Faith M. Campbell	11
Kacie A. Holdaway	12
Barb L. Buck	13
Sylvia G. Fanlo	14
Keron D. Fitts	17
Christina Hendricks	17
Kathy O. Newman	19
Connie L. Roller	19
JoAnna Hallman	22
Kimberly Kinnerup	24
Ernestine Thomas	24
Luci Murray	28
Kathleen F. Taylor	28
Jennifer A. Lombardi	30

June Anniversaries

Anniversaries	Years
Mary F. Murphy	15
JoAnna Hallman	13
Aleena O. Horton	13
Paula D. Bradford	12
Dorothy Joseph	8
Cheryl A. Ruble	7
Marquita R. Johnson	6
Wendy O'Neill	4
Suzy G. Spiegelberg	4
Kathleen F. Taylor	4
Stacey R. Vasquez	2
Christine B. Daniels	2
Susan E. Jernigan	2
Elizabeth I. Luey	2
Katie M. Triska	1
Sarah L. Voss	1
Rachel N. Poteet	1
Barbara G. Ronnfeldt	1
Rebecca Marquez	1
Krystyna L. Stern	1
Kenya I. Kilpatrick	1
Carol A. Thompson	1
Kelly N. Kale	1
Allyson N Richardson	1
Sharon E. Williford	1
Cheryl F. Green	1
Nkeesia T. Hall	1
Candria A. Chapman	1
Tara H. Holt	1

April Love Checks

13% Recruiter Commission Level
Pattie A. Robinson \$416.62

9% Recruiter Commission Level
Patricia Smith \$278.62
Melissa M. Coleman \$120.83
Kathy O. Newman \$55.53
Travi L. Rambali \$41.22
C. West-Galbreath \$25.25

4% Recruiter Commission Level
Nicole R. Ritter \$82.70
T. Kelton-Harris \$72.20
Sandra Braswell \$58.34
Angela V. Granville \$20.22
Teresa A. McNeil \$18.38



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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
APRIL HARRIS	\$3,073.50	*****	*****	STAR	\$526.50	\$1,726.50
PATRICIA SMITH	\$2,728.75	*****	STAR	\$271.25	\$871.25	\$2,071.25
KHALILAH DENNEY	\$2,209.00	STAR	\$191.00	\$791.00	\$1,391.00	\$2,591.00
SANDRA BRASWELL	\$2,037.25	STAR	\$362.75	\$962.75	\$1,562.75	\$2,762.75
KIMBERLY CURTIS	\$1,800.50	STAR	\$599.50	\$1,199.50	\$1,799.50	\$2,999.50
JENNIFER LOMBARDI	\$1,378.50	\$421.50	\$1,021.50	\$1,621.50	\$2,221.50	\$3,421.50
KATHY NEWMAN	\$1,207.00	\$593.00	\$1,193.00	\$1,793.00	\$2,393.00	\$3,593.00
MICHELLE SMITH	\$902.75	\$897.25	\$1,497.25	\$2,097.25	\$2,697.25	\$3,897.25
PATTIE ROBINSON	\$835.50	\$964.50	\$1,564.50	\$2,164.50	\$2,764.50	\$3,964.50
LINDA HACKER	\$704.00	\$1,096.00	\$1,696.00	\$2,296.00	\$2,896.00	\$4,096.00
KRISTEN ARGUETA	\$689.00	\$1,111.00	\$1,711.00	\$2,311.00	\$2,911.00	\$4,111.00
LASHAUN HARRIS-BYRD	\$640.00	\$1,160.00	\$1,760.00	\$2,360.00	\$2,960.00	\$4,160.00
T KELTON-HARRIS	\$609.00	\$1,191.00	\$1,791.00	\$2,391.00	\$2,991.00	\$4,191.00
C WEST-GALBREATH	\$528.50	\$1,271.50	\$1,871.50	\$2,471.50	\$3,071.50	\$4,271.50
JESSICA FLYNN	\$523.75	\$1,276.25	\$1,876.25	\$2,476.25	\$3,076.25	\$4,276.25
KELLY MILLER	\$505.50	\$1,294.50	\$1,894.50	\$2,494.50	\$3,094.50	\$4,294.50
SHARON ROBERTS	\$489.50	\$1,310.50	\$1,910.50	\$2,510.50	\$3,110.50	\$4,310.50
TERRY SHARRITTS	\$489.50	\$1,310.50	\$1,910.50	\$2,510.50	\$3,110.50	\$4,310.50
SUSAN GRENON	\$489.25	\$1,310.75	\$1,910.75	\$2,510.75	\$3,110.75	\$4,310.75
ANGIE SWAILS	\$455.00	\$1,345.00	\$1,945.00	\$2,545.00	\$3,145.00	\$4,345.00
MARION PATTERSON	\$450.00	\$1,350.00	\$1,950.00	\$2,550.00	\$3,150.00	\$4,350.00
ARETHA MCCORMICK	\$420.00	\$1,380.00	\$1,980.00	\$2,580.00	\$3,180.00	\$4,380.00
EDTISHIA BELL	\$413.00	\$1,387.00	\$1,987.00	\$2,587.00	\$3,187.00	\$4,387.00
LINDA SHERIFF	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00

\$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!

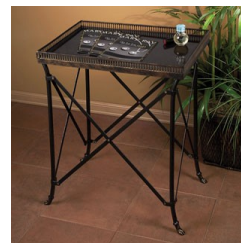
That's only \$600 per week in retail sales!

\$350 w/s each week during the quarter

will earn you

A PEARL STAR!

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



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Fun new products for Summer 2014

\$35



Honey Dew Satin Hands



*Triple Layer
Tinted Balm*

\$10



*Glide on
confidence with 10 new
True Dimensions™*

\$18



*Mary Kay At
Play™
Bold Fluid
Eyeliner*

\$10



*Illuminate your eyes with 5
new mineral neutrals*

\$7



\$25

*Limited-Edition Beauty
That Counts® Journey of
Dreams™ Eau de Toilette*



Free

*Gift With \$40 Purchase
FREE** Mini TimeWise®
Microdermabrasion Set and
Mini Indulge® Soothing Eye
Gel in a black mesh bag.*



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Welcome New Consultants

New Consultant	From	Sponsored by	New Consultant	From	Sponsored by
Kristen A. Argueta	FAYETTEVILLE, NC	Nicole Ritter	Carol Palmer	FT WASHINGTON, MD	Shalanda Gross
Taylor A. Benenhaley	WILMINGTON, NC	Kristen Argueta	Candice M. Paye	MIDDLE RIVER, MD	Angela Granville
Miriam Braswell	LAUREL, MD	Sandra Braswell	Anameris Sasso	COLUMBIA, MD	Shalanda Gross
Jacqueline Charles	MARLTON, NJ	Kimberly Curtis	Sharetta Scarborough	HALETHORPE, MD	Shalanda Gross
Kimberly Curtis	NOTTINGHAM, MD	Shalanda Gross	Yarida Shuler	COLUMBIA, MD	Shalanda Gross
Khalilah D. Denney	FORT WASHINGTON, MD	Tomica Kelton-Harris	Antionette M. Smith	BOWIE, MD	Patricia Smith
Karen E. Epps	ATLANTA, GA	Kimberly Curtis	Jacqueline E. Smith	RADCLIFF, KY	Kimberly Curtis
Helga Gomez	SANFORD, NC	Pattie Robinson	Elizabeth A. Steffen	RAEFORD, NC	Jennifer Lombardi
Shalanda R. Gross	BALTIMORE, MD	Pattie Robinson	Hilda Williamson	NEWPORT NEWS, VA	Sandra Braswell
April K. Harris	OWINGS, MD	Patricia Smith	Assata S. Wilson	CONCORD, NC	Jo-van Mangum
Paige L. Jones	BEALETON, VA	Michelle Smith	Celia Wolff	FORT BRAGG, NC	Pattie Robinson
Kimberely Marcotte	SAINT CLOUD, FL	Tomica Kelton-Harris	Rose M. Wright	BOWIE, MD	Michelle Smith
Tanika R. McNeil	BOWIE, MD	Patricia Smith			

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

Name	Amount	Name	Amount	Name	Amount
April K. Harris	\$1,962.00	Celia Wolff	\$235.00	C. West-Galbreath	\$120.50
Sandra Braswell	\$1,902.00	Kasey Harkness	\$235.00	Heidi L. Pinkerton	\$110.00
Khalilah D. Denney	\$1,805.00	Sarah M. Runkle	\$232.00	Janice M Lara-mendez	\$105.00
Kimberly Curtis	\$1,800.50	Laurie R. Mills	\$230.50	Karen D. Dawson	\$98.50
Patricia Smith	\$1,458.50	Felicia Lewis	\$230.50	Jo-van E. Mangum	\$88.00
Jennifer A. Lombardi	\$1,378.50	Rose M. Wright	\$230.50	Terry Sharritts	\$81.00
Kristen A. Argueta	\$689.00	Tam T. Nguyen-Wilke	\$230.00	Seania King	\$68.00
T. Kelton-Harris	\$609.00	Leslie J. Edsall	\$230.00	Rachel N. Poteet	\$54.50
Allegra L. Emanuel	\$505.50	Emily S. Podunajec	\$229.50	Barbie LeonGuerrero	\$50.50
Sharon R. Roberts	\$430.00	Amanda M. Monroe	\$229.50	Pamela H. Ruiz	\$50.00
Linda S. Sheriff	\$402.00	Denise Molloy	\$229.50	Jessica Flynn	\$44.75
Nicole R. Ritter	\$397.00	Linda L. Hacker	\$229.50	LaShaun Harris-Byrd	\$38.00
Karen Q. Fawcett	\$385.00	Janice L. Arnold	\$229.00	Carolyn L. Martin	\$33.00
Aretha D. McCormick	\$350.00	DanDee R. Wonch	\$228.50	Maria R. Dudley	\$31.00
Theresa Y. Evans	\$267.50	Aleena O. Horton	\$228.50	Jan M. Amacker	\$27.50
Michelle M. Smith	\$260.25	Carol Palmer	\$228.50	Connie L. Roller	\$22.50
Jeanette Rackley	\$257.50	Melissa M. Coleman	\$227.50	Patricia Kemp	\$22.00
Pam A. Shotwell	\$257.50	Tanika R. McNeil	\$226.50	Lori K. Hoskins	\$17.00
Crystal L. Linville	\$256.00	Valerie G. House	\$226.00	Jennifer L. Hellman	\$17.00
Dorotea T. Watkins	\$251.75	Kelly N. Kale	\$226.00	Kelly J. Watson	\$10.00
Brenda B. Delaune	\$242.00	Edtishia L. Bell	\$188.00	Kastle A. Likens	\$7.50
R. Barron-Voigt	\$237.50	Susan A. Grenon	\$168.75	Pattie A. Robinson	\$616.00
Annette E. Mathis	\$237.00	Nancy A. Moore	\$163.50		
Jenny Bryant-Lewis	\$236.00	Carolyn R. Sternberg	\$148.00		

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Time to get down to Business Girls!

DON'T LET ANYTHING STOP YOU THIS MONTH! CHOOSE FAITH OVER FEAR!

IT'S TIME.....for you to make some serious money! How much money do you need in the next month or the next 6 months to make a big difference for your family? It's time to make some!!!!

PUT MARY KAY ON 30 NEW FACES = 7.5 PER WEEK



SELL \$67 PER FACE = \$2,000 IN SALES

ORDER 50% = \$1,000 WHOLESALE

TAKE HOME = \$800 NET PROFIT

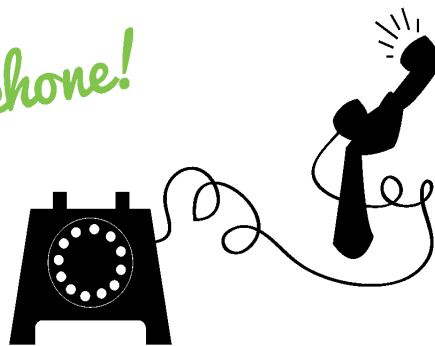
AVERAGE \$30-\$50+ PER HOUR!!!



No matter if your goal is big or small - when you reach it -you'll be amazed at how the victory will feel! Can you see it? Can you taste it? I want so badly to see you have everything you desire & I know that if we continue to work TOGETHER we can make it happen!

So... be **WILLING** to do some things different, be **WILLING** to make some changes, be **WILLING** to work a little more than you have been, be **WILLING** to stretch a until the pain goes away and the hurt feels good, be **WILLING** to step out of your comfort zone and meet the women you have to....All of this will build your customer base and your TEAM!!

Get on the phone!



Stop rationalizing why not to do it! Choose **FAITH** over fear! Visualize, Verbalize, Internalize, & Actualize the goal! You have it with in you...you can do it! Get uncomfortable with where you are - because if you keep doing what you are doing you are going to keep getting what you are getting!! This is it gang! This is the time!

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