



# Purposefully Driven Unit

Director ShaRita Alexander-Hall

April 2014 Newsletter



## Women who Invest!

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

Name	Amount
Angela D. Tolerson	\$3,719.00
S. Williams-Carter	\$1,801.50
Melanie F. Hehl	\$311.00
Christie L. Davis	\$225.00
Tyesha Corbett	\$74.50
Tatiana J. Mackel	\$45.00
LaShawn K. Hurst	\$17.00
Patricia E. Hansen	\$16.00
Consuella A Anderson	\$15.00
S. Alexander-Hall	\$981.25

### Unit GOALS

#### Seminar 2014

- Cadillac Bound
- Build Wall to Wall Leaders
- Increase Unit Size to 100+ Active Unit Members!

### Celebrate

Birthdays	Day
Angela Danita Tolerson	2
Kirenjeet Kaur	5
Dannisha Catherine Powell	21
Michelle Denise Vereen	26
Sharon Michelle Ramos Diaz	29
Tanale Shevuan Timberlake	29

Anniversaries	Years
LaToya Portee	2
Melanie Harris	1
LaChanze Denise Anderson	1
Selicia Walker	1
Tanale Shevuan Timberlake	1
Kirenjeet Kaur	1
LaShawn Krystal Hurst	1
Tkeyah Ayeisha McLeod	1
Alohalani Alohalani Hose	1
Jeanell Marie Alston	1
Consuella Antionina Anderson	1

### MARCH QUEENS

#### Queen of Sales

Tyesha Corbett

#### Queen of Sharing

Tyesha Corbett

# You're a *Star!*

3rd Quarter Stars  
December 16 - March 15, 2014

SHARITA  
ALEXANDER-HALL  
Emerald Star

ANGELA  
TOLERSON  
Emerald Star

PATRICIA  
HANSEN  
Ruby Star

LATOYA  
PORTEE  
Sapphire Star

TYESHA  
CORBETT  
Sapphire Star

STEPHANIE  
WILLIAMS-CARTER  
Sapphire Star

\$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!

## Welcome New Consultants

**New Consultant**  
Monique Hyland  
Sharon M. Ramos Diaz

**From**  
FAYETTEVILLE, NC  
FAYETTEVILLE, NC

**Sponsored by**  
ShaRita Alexander-Hall  
Tyesha Corbett

## Seminar 2014 Scoreboard

### COURT OF SALES TOP 10

1	Elsie E. Jordan	\$9,081.50
2	Angela D. Tolerson	\$8,309.00
3	Melanie F. Hehl	\$6,408.00
4	LaToya Portee	\$5,399.00
5	Patricia E. Hansen	\$5,291.50
6	Tyesha Corbett	\$4,325.50
7	S. Williams-Carter	\$4,015.00
8	Consuella A Anderson	\$3,433.00
9	Aquisha L. Powell	\$2,453.00
10	Christie L. Davis	\$2,324.00

\$12,000 RTL *Elite Unit Court*  
\$20,000 RTL *Princess Court*  
\$36,000 RTL *National Court*



### COURT OF SHARING TOP 10

1	Elsie E. Jordan	1	\$84.31
2	S. Alexander-Hall	7	\$1,286.45



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 Unit & Area Court or 24 qualified team members for National Court.

# Purposefully Driven Unit 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.

### STAR RECRUITERS

Recruiter :**Consuella A. Anderson**  
Melanie F. Hehl  
Dymetra L. Miller  
Jenica N. Miller  
Jayanna M. White

### SENIOR CONSULTANTS

Recruiter :**Elsie E. Jordan**  
Tyesha Corbett

## YOUR NAME HERE!

You need 3 active team members!



There's always room for more!



*\*To become ACTIVE you must place a \$225 wholesale order*

# Share the

*love*

April 1 -30 2014



**START!**

During April, your new team members can start a Mary Kay business for only \$75!\*

That \$25 savings makes it even more beautiful, don't you think? Share the dream, share the love!



*Building Wall to Wall Leaders...*

# CRUISING *to* SUCCESS



Earn a FREE Cruise to the Bahamas in February 2015 with your Director all by becoming a STAR CONSULTANT between

**March 16, 2014 - September 15, 2014**

EARN your STAR in 1 of the 2 QT's and receive...

**Pearl Star = FREE Cruise with you and your Spouse**

**Emerald Star = FREE Cruise for you**

**Diamond Star = 3/4 Cruise paid by Director**

**Ruby Star = 1/2 Cruise paid by Director**

**Sapphire Star = 1/4 Cruise paid by Director**

*There's More.....*

Increase your star status by one star level or more in the 2nd promotion quarter and receive a \$50 airline voucher.



Terri Young  
Sr. Sales Director  
Fayetteville, NC



Janae Jantz  
Sr. Sales Director  
Edmond, Ok



Tammy Bryant  
Sales Director  
Fayetteville, NC



ShaRita  
Alexander-Hall  
Sales Director  
Spring Lake, NC



Nicole Staton  
Sales Director  
Fort Bragg, NC



Denise Bullard  
Sales Director  
Lawton, OK