



# Purposefully Driven Unit

Director ShaRita Alexander-Hall

June 2014 Newsletter


## Women who Invest!

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

Name	Amount
Angela D. Tolerson	\$1,317.00
Jennifer C. Daniels	\$603.00
Mindy Etienne	\$600.50
Consuella A Anderson	\$319.50
Melanie F. Hehl	\$302.50
Rebekah J. Covas	\$231.00
Atiya M. Baker	\$230.00
Christie L. Davis	\$225.00
Sharon M. Ramos Diaz	\$20.50
Tyesha Corbett	\$20.00
S. Alexander-Hall	\$1,252.00

### Power Class of the Month

In the Power Class of the Month for June, **Independent National Sales Director Somer Fortenberry** shares helpful tasks and tips to encourage Independent Beauty consultants who want to advance in their Mary Kay businesses. For more powerful conversation, mark your calendars for the Power Class Live Chat on Wednesday, June 11, at 4 p.m., Central time!



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### MAY QUEENS

#### Queen of Sales

Tyesha Corbett

#### Queen of Sharing

Put Your Name Here

### Celebrate

Birthdays	Day
Dominga R. Joseph	2
Sabine Casey	6

Anniversaries	Years
Dymetra L. Miller	1

### Unit GOALS

#### Seminar 2014

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

# 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
S ALEXANDER-HALL	\$2,483.00	*****	STAR	\$517.00	\$1,117.00	\$2,317.00
ANGELA TOLERSON	\$1,867.00	STAR	\$533.00	\$1,133.00	\$1,733.00	\$2,933.00
TYESHA CORBETT	\$784.50	\$1,015.50	\$1,615.50	\$2,215.50	\$2,815.50	\$4,015.50
S RAMOS DIAZ	\$664.50	\$1,135.50	\$1,735.50	\$2,335.50	\$2,935.50	\$4,135.50
MELANIE HEHL	\$613.50	\$1,186.50	\$1,786.50	\$2,386.50	\$2,986.50	\$4,186.50
JENNIFER DANIELS	\$603.00	\$1,197.00	\$1,797.00	\$2,397.00	\$2,997.00	\$4,197.00
MINDY ETIENNE	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
CHRISTIE DAVIS	\$422.00	\$1,378.00	\$1,978.00	\$2,578.00	\$3,178.00	\$4,378.00

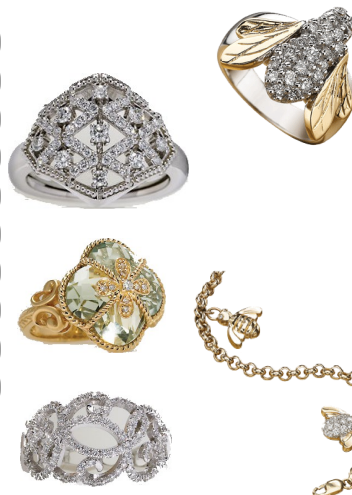
Place a single \$400 WS order in June to receive this stunning Follow Your Heart pendant



## Seminar 2014 Scoreboard

### COURT OF SALES TOP 10

- 1 Angela D. Tolerson \$12,010.00
- 2 Melanie F. Hehl \$7,121.00
- 3 Tyesha Corbett \$5,842.50
- 4 LaToya Portee \$5,489.00
- 5 Patricia E. Hansen \$5,381.50
- 6 Consuella A Anderson \$4,269.00
- 7 S. Williams-Carter \$4,015.00
- 8 Christie L. Davis \$2,774.00
- 9 Jenica N. Miller \$2,633.00
- 10 LaShawn K. Hurst \$2,328.50



### COURT OF SHARING TOP 10

- 1 Tyesha Corbett 1 \$26.58
- 2 Angela D. Tolerson 1 \$24.02
- 3 S. Alexander-Hall 7 \$1,601.82



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

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

### YOUR NAME HERE!

You need 3 active  
team members!



#### SENIOR CONSULTANTS

Recruiter :**Consuella A. Anderson**

Melanie F. Hehl

Jenica N. Miller

\* Dymetra L. Miller

\* Jayanna M. White

Recruiter :**Tyesha Corbett**

Sharon M. Ramos Diaz

Shytavia M. Woods

Recruiter :**Angela D. Tolerson**

Mindy Etienne

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



You are going to look  
so good

in

**RED**

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# Fun new products for Summer 2014



Triple Layer  
Tinted Balm

\$10



Glide on  
confidence with 10 new  
True Dimensions™

\$18

\$35



Honey Dew Satin Hands



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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