



Purposefully Driven Unit

Director ShaRita Alexander-Hall

May 2014 Newsletter

Women who Invest!

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

Name	Amount
Tyesha Corbett	\$674.50
Sharon M. Ramos Diaz	\$644.00
Angela D. Tolerson	\$434.50
Jenica N. Miller	\$228.00
Consuella A Anderson	\$44.50
S. Alexander-Hall	\$784.50

APRIL QUEENS

Queen of Sales

Tyesha Corbett

Queen of Sharing

Angela Tolerson

Tyesha Corbett

Celebrate

Birthdays	Day
Atiya M. Baker	9
Jayanna M. White	10
Juquetta F. Dantzler	21

Anniversaries	Years
S. Alexander-Hall	4
Jayanna M. White	1
LaQuinta S. Thomas	1
Melanie F. Hehl	1
Jenica N. Miller	1
Zheanelle S. Robb	1

May 1st - 31st, 2014

Sell \$1,000 in a week!

suggested retail

Mary Kay Ash always rose to meet a challenge!
To celebrate Mary Kay's birthday on May 12th, rise to the challenge and have a GRAND WEEK in May!

WIN A GRAND*

*See MaryKayinTouch.com for more details.

Have a GRAND WEEK in May!

Happy Birthday Mary Kay Ash May 12th

1,000 GRAND WEEK 1,000

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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
SHARITA ALEXANDER-HALL	\$1,759.50	\$40.50	\$640.50	\$1,240.50	\$1,840.50	\$3,040.50
TYESHA CORBETT	\$739.00	\$1,061.00	\$1,661.00	\$2,261.00	\$2,861.00	\$4,061.00
SHARON RAMOS DIAZ	\$644.00	\$1,156.00	\$1,756.00	\$2,356.00	\$2,956.00	\$4,156.00
ANGELA TOLERSON	\$550.00	\$1,250.00	\$1,850.00	\$2,450.00	\$3,050.00	\$4,250.00

\$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!

Welcome New Consultants

New Consultant

Ashlee Connors
Jennifer C. Daniels
Mindy J. Etienne
Yalena K. Lopez
Shytavia M. Woods

From

FAYETTEVILLE, NC
RAEFORD, NC
FAYETTEVILLE, NC
SPRING LAKE, NC
BLACKVILLE, SC

Sponsored by

ShaRita Alexander-Hall
ShaRita Alexander-Hall
Angela Tolerson
ShaRita Alexander-Hall
Tyesha Corbett

Seminar 2014 Scoreboard

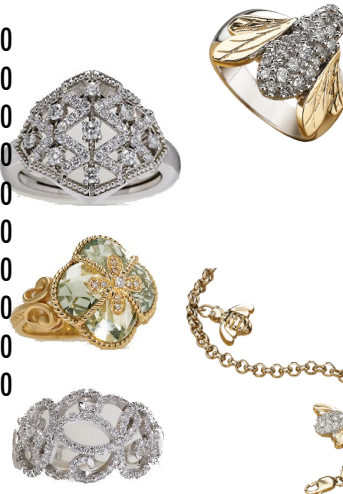
COURT OF SALES TOP 10

1	Angela D. Tolerson	\$9,306.00
2	Elsie E. Jordan	\$9,171.50
3	Melanie F. Hehl	\$6,498.00
4	Tyesha Corbett	\$5,802.50
5	LaToya Portee	\$5,489.00
6	Patricia E. Hansen	\$5,381.50
7	S. Williams-Carter	\$4,015.00
8	Consuella A Anderson	\$3,612.00
9	Jenica N. Miller	\$2,633.00
10	LaShawn K. Hurst	\$2,328.50

\$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	\$111.29
2	Tyesha Corbett	1	\$25.76
3	S. Alexander-Hall	6	\$1,293.07



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 :**Tyesha Corbett**
Sharon M. Ramos Diaz
Shytavia M. Woods

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*



You are going to look so good

in

RED

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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.