



THE OVERFLOW UNIT NEWS

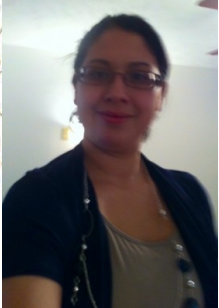


February 2014 Recognition & Results

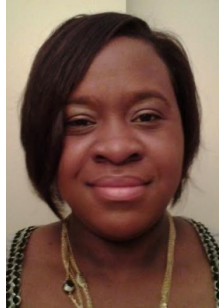
Congratulations On-Target Stars:

Here's how much you need to finish your next star by 3/15/14

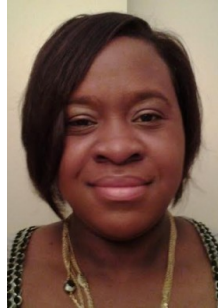
Star Achieved	Name	WS Needed for Next Star
Emerald	Anna Fairley	\$1,192.00
Sapphire	Martha Benitez	\$592.00
Sapphire	Courtney Halstead	\$595.00
	Kimberly Barnes	\$581.00
	Marcy Kent	\$1,006.00
	Lawanda Pittman	\$1,052.00
	Adriena Myles	\$1,058.00
	Teresa Johnson	\$1,199.00
	Jermaine Pierce	\$1,200.00
	Joan Heard	\$1,200.00
	Doris Kirby	\$1,200.00
	Tamara Moore	\$1,408.00
	Lisa Carter	\$1,464.00
	Tasha Wright-Knox	\$1,519.00
	Tanika Green	\$1,560.00
	Samantha Smith	\$1,574.00
	Taisha Wright	\$1,590.00
	Davina Hopkins	\$1,594.00
	Lashawna Allen	\$1,594.00
	Jachell McKoy	\$1,597.00
	Jason Smith	\$1,598.00
	Mary Swanner	\$1,599.00
	Victoria Jumper	\$1,600.00
	Vivian Melendez	\$1,600.00
	Ryan Lanaux	\$1,600.00



Martha Benitez
Queen of Wholesale



Anna Fairley
Queen of Sharing



Anna Fairley
Top Love Check

Welcome New Consultants

Name:

Tiffany Robinson
Aishah Person
Teresa Johnson
Adriena Myles
Amelia Flournoy
Lashawna Allen
Martha Benitez
Joan Heard
Ryan Lanaux
Jermaine Pierce

Sponsored By:

Tamara Moore
Lawanda Pittman
LaKeshia Chisholm
LaKeshia Chisholm
Jason Smith
Anna Fairley
Anna Fairley
Anna Fairley
Anna Fairley
Anna Fairley

When I first conceived the idea of Mary Kay Cosmetics, it was my dream to build a company based on the Golden Rule. It was and is my sincere desire that each and every one of our Consultants learns to live by this beautiful rule, not only in her career but also in her personal life. I have found the Golden Rule is the secret of a happy, fulfilled life. If there ever is a question about how to deal with a situation, simply put yourself in the place of the other person and treat that person as you would want to be treated. I promise you that, in the long run, you will always gain much more than you may lose.

~Mary Kay Ash



Celebrating 50 years: Mary Kay Ash taught us how—go live your dream!
One Woman Can!

Dear Ladies of Legacy,

We're in the final four months of this seminar year! How will yours end? These four months are similar to the close of a skin care class. You've done the work. You've spent the year showing our product to others, telling your I-story, painting a picture of what our product can do for them, and you've come to the part where you ask them, "What would you like to take home tonight?"

March is the moment for movement, fun and color! What color should you paint your world this month? I vote for Green or RED! We usually associate green with March for St. Patrick's Day- and who isn't looking forward to some extra money this time of year? It's earned by holding classes! Lots and lots of classes. This is the perfect month to book them as well. We have fabulous new products, Discover What You Love, and the weather is changing so that we all want to get out of the house and are looking for the next fabulous thing to do with our girlfriends! It's time. Time to come out of the "hibernation" you've been in all winter and give your business some air! It's time to dust off your calendar, call your clients and book, coach, sell and share! Mary Kay is giving you all the tools you need to make it a success!

Do you want a free car? A family vacation? How about grocery money? Just what do you want to "take home" and achieve by seminar? Together, we can map out a plan to make your dream a reality- all you have to do is keep at it till it's done! You can achieve whatever goal you have by building your team and helping them step on up! Mary Kay is making it so easy with their great team-building promotions, the launch of some amazing spring products, and our incredible opportunity.

It's time to move on up to Red Jacket! It takes just a little more effort to share our career opportunity. It's easy to go from Sr. Consultant to Red Jacket, but that extra effort can make all the difference in the world! A Red Jacket shows that you're willing to work a little longer, a little harder, a little more. It shows you are willing to step on up from a fun hobby to a part-time consultant. Red Jackets are more likely to be star consultants, since they're out holding appointments to meet those prospects. Anyone who has been in this business for a little while and is working full circle should be a Red Jacket! If you hold 1 class a week, you should definitely be one!

Focus on moving up just one step, and you'll be amazed what it can do for you! Without a goal- you won't be able to measure your success! Not only can you wrap up your end-of-the-year goals, but you can shoot for the moon next year with the momentum you'll have!

Love and Belief, La'Keshia

What's Your Personal Measure of Success?



You can make your own luck in Mary Kay, so

decide this month what you'd like to achieve and make your goals and dreams a reality!

- I can donate ____ to my favorite charity.
- I have a roster of clients that I love working with.
- I make more money than I do now.
- I am working no more than ____ hours a week and have time for other things too.
- I see myself or my work on the front cover of a magazine or paper.
- I land an invitation to speak at a conference.
- I can afford to put a down payment on a house/car/kid's school/piece of art.
- I find myself looking forward to Monday morning.
- I earned a free car.

March is Medals Month!

There has never been an easier time to earn your own Gold Medal! Think of the pride you'll feel when sharing our opportunity and changing someone's life! Begin today by sharing with one person. Then watch your team grow into a unit of your own!

The Mathematical Power of Simple Duplication

- Month 1: You + 1 = 2
- Month 2: 2 + 2 = 4
- Month 3: 4 + 4 = 8
- Month 4: 8 + 8 = 16
- Month 5: 16 + 16 = 32
- Month 6: 32 + 32 = 64
- Month 7: 64 + 64 = 128
- Month 8: 128 + 128 = 256
- Month 9: 256 + 256 = 512
- Month 10: 512 + 512 = 1024
- Month 11: 1024 + 1024 = 2048
- Month 12: 2048 + 2048 = 4096

The choice is yours!

Our Top 5 Wholesale Orders For February

MARY KAY
one woman canSM
 50 YEARS



Martha Benitez

Anna Fairley

Courtney Halstead

Kimberly Barnes

Adriena Myles

Year To Date Court of Personal Sales

1	Anna Fairley	\$10,729.00
2	Courtney Halstead	\$7,881.00
3	Kimberly Barnes	\$4,694.00
4	Martha Benitez	\$4,179.00
5	Wanshienda Tatum	\$4,089.50
6	Jonathan Bryson	\$3,935.00
7	Candy Lofton	\$3,625.00
8	Tamara Moore	\$2,959.00
9	Tanika Green	\$2,681.00
10	Lisa Carter	\$2,296.00
11	Tasha Wright-Knox	\$2,277.50
12	Lawanda Pittman	\$1,761.00
13	Miehisa Zahorski	\$1,749.00
14	Marcy Kent	\$1,734.00
15	Adriena Myles	\$1,665.00
16	Rakiaha Graves	\$1,469.00
17	Teresa Johnson	\$1,466.50
18	Charisse Brown	\$1,465.00
19	Jermaine Pierce	\$1,465.00
20	Uniqua Kelly	\$1,465.00
21	Kevin Gardner	\$1,465.00
22	Debbie Taylor	\$1,465.00
23	Doris Kirby	\$1,347.00
24	William Tatum Sr.	\$1,244.00
25	Kim Reid	\$1,072.50
26	Joan Heard	\$1,020.00
27	Lynette Ampadu	\$947.50
28	Wanda Tatum	\$822.00
29	Brandy Robinson	\$822.00
30	Jachell McKoy	\$816.50



Thank You Consultants Who Invested in Their Business in February

- Martha Benitez
- Anna Fairley
- Courtney Halstead
- Kimberly Barnes
- Adriena Myles
- Teresa Johnson
- Jermaine Pierce
- Joan Heard
- Tanika Green
- Lashawna Allen
- Davina Hopkins
- Jachell McKoy
- Mary Swanner
- Tamara Moore
- Ryan Lanaux
- Marcy Kent
- Lawanda Pittman
- Kim Reid
- Lisa Carter

PCP Participants:

Tasha Wright-Knox



Welcome Back Consultants

Jachell McKoy

Recruiters and Their Teams

OT Car Driver

Anna Fairley

Jermaine Pierce
Joan Heard
Lashawna Allen
Martha Benitez
Ryan Lanaux

Team Leaders

Anna Fairley

Jermaine Pierce
Joan Heard
Lashawna Allen
Martha Benitez
Ryan Lanaux

Senior Consultants

Candy Lofton

Lynette Ampadu
Mary Swanner
* Brandy Robinson
* Kilei Green-Luafulu
* MiOshi Sweet
* Sophia Jeudy

Samantha Smith

Jason Smith

Tamara Moore

Davina Hopkins
* Tiffany Robinson



The Rewards Are Crystal Clear!

Becoming a Wall to Wall Leader just got bling-ier! Directors who achieve the Building Wall to Wall Leaders Challenge and their Senior will receive an invitation to the ice cream social at the Prize Party at Seminar 2014 where they will pick up one or more of these gorgeous, crystal-studded bracelets!

Debut during the promotion period and receive the beautiful pyramid bracelet with royal blue crystals to match the 2014 suit.

Debut by July 1, 2014, and you can pick up your bracelet at the Prize Party at Seminar 2014. If you don't attend, it will be mailed to you.

Qualified Year to Date Sharing Court

Anna Fairley	3 Qualified	\$391.04
Wanshienda Tatum	1 Qualified	\$63.99



Make plans now to be in the 2014 Court of Sharing! Just 24 qualified new team members for the year!

Love Checks: Sharing the Opportunity

13% Recruiter Commission

Anna Fairley	\$443.82
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4% Recruiter Commission

Tamara Moore	\$8.22
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<u>April Birthdays</u>		Rulie Garrett	1
Javarzeiya Walker	3	Peggy Woolard	1
Sarah Melendez	8	MiOshi Sweet	1
Ryan Lanaux	9	Lynette Ampadu	1
Juatina Dunham	10	Leona Garrett-Moore	1
Lashawna Allen	12	Lanita Garrett	1
Victoria Jumper	15	Kilei Green-Luafulu	1
Nakeya Shaw	15	Judilyn Knight	1
Luis Pantojalopez	15	Denise Harrington	1
Cristina Rye	21	Dashina Cofield	1
Daralyn Moore	24	Daralyn Moore	1
Taisha Wright	27	Chetarra Godfrey	1
Keytahna Kelly	30	Ayanna Jefferson	1
		Tasha Wright-Knox	1

April Anniversaries

Annie Thorpe	1
Stacie Denman	1
Sophia Jeudy	1
Shaquail Mckethan	1
Schanda Dileonardo	1

The reason a lot of people do not recognize opportunity is because it usually goes around wearing overalls looking like hard work.

~THOMAS EDISON

A Mary Kay Career Can Really Put You

In the Green!

Aye! With a career opportunity like Mary Kay, you won't need the Luck 'o the Irish to rake in the GREEN! And this is no Blarney!

S

SO MANY OPTIONS!

You can choose to do one-on-one facials, double facials, classes, internet sales, book orders, fundraisers, office sales... the possibilities are endless! And there are NO Quotas!

h

HOT PRODUCTS!

Mary Kay has amazing on-trend products! We stay current with market trends and fashions and have over 200 premium products in facial skin care, color cosmetics, body care, and fragrance!

A

ADVANCE AT YOUR OWN PACE!

How many companies allow YOU to decide when you want to be promoted? Mary Kay does! You can move up the Career Path whenever you decide! There's NO "glass ceiling" and no limit to how far you can go!

M

MONEY!

Mary Kay pays the highest commission in the Direct Sales Industry—50%! No one pays more, and very few meet this level!

R

REORDER BUSINESS!

With a consumable product like ours, your customers will wash the product down the sink every night, use it up, and need more!

O

ON-GOING EDUCATION!

Your Sales Director will be your business mentor and cheer you to success! There is also LOTS of education on your Mary Kay In Touch website and in your kit! Weekly meetings provide on-going education, support, and recognition!

C

CARS!

You can earn the use of SIX different Career Cars: a white Chevy Cruze, a black Chevy Equinox 1LT, a black Toyota Camry SE, a black BMW 320i, or the famous Pink Cadillac CTS or Cadillac SRX! Or choose \$375, \$500 or \$900 a month Cash Compensation!

K

KEEP FAMILY & FRIENDS ON YOUR CUSTOMER LIST!

It doesn't matter where they live or even if you move! Your business goes with you because there are NO territories! You can have customers and team members all over the country!

Coach Your Way To Success



La'Keshia Chisholm

Place a \$1000.00 BABE wholesale order, earn a Coach Wristlet. Styles and colors vary.



Place a \$600.00 SUPREME wholesale order, earn a Coach Pink Key Chain. Styles may vary.



Place a \$400.00 FOCUS wholesale order, earn a Pink MARY KAY Pen and Glitter and Gold Calculator



Place a \$250.00 CONSISTENCY wholesale order, earn a MARY KAY Lip Trio.



All early bird's that order \$225.00 wholesale or more by the 15th of March will go in a drawing for this beautiful Gold Tone Ripple Necklace Set



ROCKIN' RED!



La'Keshia M. Chisholm
Sales Director

Are you in a **Red Jacket?**

If not, you Should Be!

Offer your family, friends and loyal customers
the opportunity to own a Mary Kay Business
of their own! The MK Opportunity is a Great Gift!

FREE Red Jackets This month!

Add at least 3 active team members and earn
the \$50 MK rebate for your Jacket
PLUS a \$35 Visa Gift Card
from your director to cover the rest!

WOO HOO!!!



December 16, 2013 - March 15, 2014

3RD QUARTER



La'Keshia M. Chisholm
Sales Director

Star Gazer

3rd Quarter Star Consultants can earn some wonderful rewards!
Choose Your Favorite Prize Below!



PARTY TOTE



CAREER CONFERENCE
HOTEL ACCOMODATIONS



DATEBOOK COVER



DIGITAL TABLET CASE



Pearl Stars

SPECIAL BONUS

ALL EXPENSE PAID BAHAMAS CRUISE!



WHAT IT MEANS TO WEAR RED!

RED signifies vibrancy and confidence. It is an exciting color that arouses emotion and represents vitality and intensity. How appropriate that our company selected this color to identify those who employ these qualities to make their careers a success. Those with **RED JACKETS** feel very special about them. My **RED JACKET** evokes a deep sense of pride whenever I wear it.

Thanks Deborah Roebuck!



WAYS TO SHARE THE CAREER OPPORTUNITY

- Have your interviewee take a DVD home, or send them a web link and call for follow up.
- Bring Guests to weekly Unit Success Meeting.
- Bring Guests to special guest events.
- Three-way calls with your director.
- One-on-one interviews at classes, facials, or interviews!

So how do YOU go red? It's easy! All you need is 3 new team members! I earned my Red Jacket within 3 weeks of signing my agreement - so I bet you can do it faster! *Why do you want to earn your Red Jacket?*

- Red Jackets are the top 6% of our company - what other company allows you to move into a management position so quickly?!
- No more deciding what to wear to unit meetings!
- Money Money Money Money! Receive a Love Check on the 15th of each month!
- The jacket has been redesigned and is very trendy! Plus- you can choose from great options!
- Red Jackets are on their way to driving free! All it takes to go on target for your car is 5 team members! You are sooo close!
- You can do this! You are all ready for promotion - so market everyone! Get those leads, and I will help you close the recruits. Good Luck!! Thanks Leigh Ann Bender

To me, it means several things:

SELF CONFIDENCE My **Red Jacket** shows trust, belief, boldness and assurance. Many of us have lacked in this area at one time or another. My **Red Jacket** gives me confidence. It tells me I have reached a certain level of achievement. I have set a goal, attained it, and am making a success out of my business.

DETERMINATION It shows that my work is purposeful and worthwhile and that what I am doing is a credit to those represented by this jacket and to myself. It gives me determination to keep going forward and to let nothing hinder me from becoming successful.

PERSISTENCE It shows that I can hurdle obstacles that appear in my path and keep my mind shut against negativity. It means "stick-to-it-iveness" and refusing to let people or projects sidetrack me from my primary objective.

In a word, my **Red Jacket** symbolizes **SUCCESS** !! Not just mine, but also the successes of all those women who have made it possible for me to wear it.

MOVING ON UP IN MARCH!

SELLING Full Circle

Product Knowledge = higher sales and better customer service! The best way to sell products is to know about them. Do you know what each product does? What it's made of? How it looks on? If you don't know the answers, do you know where to find them?

For product knowledge, go to Intouch and click on Products. You'll find our Product Promise, Product Guide & Product Ingredient and Reference List. You'll also find education on Ingredients and Safety under the education toolbar (product education).

MARY KAY SAID MANY
TIMES: "NOTHING HAPPENS
UNTIL SOMEBODY SELLS
SOMETHING."

Learn Mary Kay's Power Statements! Under the Product Guide, you'll find information and descriptions of each product we sell. With most products, you'll also find a "Power Statement."

Power Statement Examples:

Lipstick- Long-wearing, stay-true color glides on with a lightweight, creamy texture and delivers maximum color impact that lasts.

Satin Hands Pampering Set: Rough, dry hands are instantly cleansed, softened and moisturized in three easy steps with the Satin Hands Pampering Set.

There are two great reasons for speaking in positives. First, people understand what you have to say more readily when it's stated positively. In fact, Johns Hopkins psychologist Dr. Herbert Clark quantitatively demonstrated that, on average, a person understands positively-worded statements one third more quickly than those with negative phrases. The second, more powerful reason is that positive, active words and statements are exactly the kind of "gets things done" images that do help get things done. To be perceived as a person who has definite answers, knows where you are going, and has authority, you must speak that way! By: George R. Walther

DARE TO DREAM!



MARY KAY®
MAKEOVER DAY
March 8, 2014

Mary Kay Dates to Remember:

- **April 1:** 2014 Team Up For Women Challenge Begins. Online DIQ commitment form available 12:01 am CST until midnight on the 3rd.
- **April 7:** Priority Awards Seminar Registration begins. World Health Day History. National "No Housework Day." Try Our Satin Hands!
- **April 13:** Palm Sunday
- **April 15:** Tax Day! PCP last day to enroll online for the Summer 2014 mailing of The Look. Passover begins.
- **April 18:** Good Friday. Company Holiday. All Company and branch offices closed.
- **April 20:** Easter Sunday
- **April 22:** Earth Day
- **April 23:** Administrative Professionals Day
- **April 25:** Arbor Day
- **April 29:** Last day for consultants to place telephone orders (until 10pm CST).
- **April 30:** Last business day of the month. Priority Awards Seminar 2014 Registration ends. Online agreements accepted until midnight CST. Last day of the month for consultants to place online orders (until 9pm CST). Orders & Agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count towards this month's production.

Building
WALL
to**WALL**
Leaders



Class of 2014



We're stronger than our fears and more competent than our worries. The next time you find yourself worrying, step back for a moment and reflect on past worries. Doesn't it seem all too familiar? Is it possible that you're merely repeating a mental exercise? Do you think the worry is going to help? Aren't you going to do whatever you're worried about anyway? What's the point of the worry? I think these are really important questions. And I believe that if you take the time to reflect on them, you'll agree that if you "feel the fear and do it anyway," all will be well. And once you get the hang of it, the worries begin to go away.



Don't Worry, Make Money By: Richard Carlson, Ph. D.



LA'KESHIA CHISHOLM
INDEPENDENT SALES DIRECTOR OF
THE OVERFLOW UNIT

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Password: awesome

Return Service Requested

**WHO WILL HELP US MEET OUR
SEMINAR 2014 GOALS?**

350,000 Wholesale

30 Star Consultants

10 Red Jackets

3 Offspring Sales Director

TO THE AWESOME:

Dealing With "NO"

By Sarah Scaffidi

It's a one-word answer. The word "NO." Some people really have a tough time accepting the fact that they are going to hear the word NO fairly often. They get discouraged and feel rejected because they look at the word NO as a negative. Nothing could be further from the truth. The word no simply means that nothing changes. Think about it. You approach your neighbor and ask her to be a hostess; she says NO - what changed? Is she still your neighbor? Yes. Did your income go up or down? NO. Nothing changed. It can't be a negative; to be negative, things would have to get worse, and they didn't. Everything remained exactly the same.

On the other hand, suppose she had said YES. Now, there are some positive changes. She received YOUR COMPANY'S INCENTIVE FREE (a positive). You gain several more customers, potential hostesses and consultants (another positive), and you earn more money (another positive). You can see by this example that there are no negatives in our business. There are only positives and times when nothing changes. Set a goal for yourself of getting 100 NO's crossed out within the next five days. If you want to see your business explode with growth, take this exercise seriously. Here is a hint that will make this easier. Triple up. Ask someone to:

1. Become a Consultant with YOUR COMPANY. If they say NO, cross out NO and ask them to....
2. Become a Hostess. If they say NO, cross out a second NO and ask them to...
3. Give a customer referral. If they say no again you have already gotten three NO's!

You will never be better at getting NO's than you are right now. The more you do this, the tougher it becomes to get those 100 NO's. You will find that a YES will creep in there every once in a while. Don't take this exercise lightly . . . it works! Get those NO's now while it is still easy for you to do so. Don't wait until it becomes difficult for people to tell you NO! That time will come soon enough.

NO