



THE OVERFLOW UNIT NEWS



March 2014 Recognition & Results

Reach Your Dreams. Go for the Gold!

Congrats to Our Quarter 3 Stars!

Our Stars can reserve their Seminar 2014 seat with priority registration today!

~~Pearl~~

LaKeshia Chisholm

~~Emerald~~

Anna Fairley

~~Sapphire~~

Martha Benitez

Courtney Halstead

Kimberly Barnes



Connie Lowe
Queen of Wholesale



Tamara Moore
Queen of Sharing



Tamara Moore
Top Red Jacket

Welcome New Consultants

Name:

Janet McAlister

Nikki Johnson-Hopkin

Brenda Martin

Connie Lowe

Sponsored By:

Tamara Moore

Tamara Moore

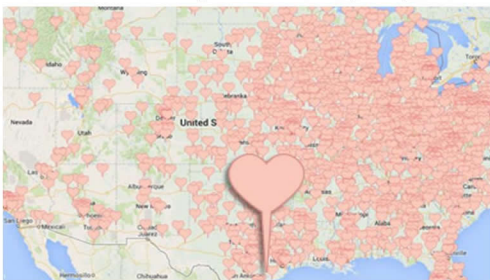
LaKeshia Chisholm

LaKeshia Chisholm

We Set Another Amazing Record!

58,808! That's the new Mary Kay record for the most number of makeovers conducted in 24 hours! That's right — during the MK Makeover Day on March 8, 58,808 women attended events in your homes, training centers and the live event at our World Headquarters in Dallas! What an amazing number! And here's another amazing number... 11,640, the number of Consultants who participated in the makeover day! It was truly an exciting day, and we're thrilled that so

many women around the country had the chance to experience a wonderful makeover, and to "discover what they love" about Mary Kay products.



discover what you

LOVE™



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

Dear Ladies of Legacy,

Hats off to those of you who attended Career Conference! What an inspiration and true motivation!!! I always come home dreaming big, setting God-sized goals, and feeling re-energized! Make the commitment now to attend SEMINAR this July! You will not believe the excitement! Dreams are born here! I want each of you to be a part of dreaming bigger than ever before. The stories, training, information, and preparation for what's coming and making your dreams a reality are amazing!

It's time for an amazing April! Color is everywhere! Our new products are making news and are quite a splash of color! I've already heard so many success stories from our unit members about our amazing new foundations. Plus, MK has just launched the Foundations for All section to take the guess work out of things. It's hard not to get excited about them. Have you ordered yours? If not, now is the time—especially so you are prepared for Mother's Day!! Make sure to stock up on basics as well for all of the color appointments you'll be holding this month. They are so easy to book!

There are so many women just waiting for the perfect opportunity to come their way, and with the **Share the Love Promotion**, now is the perfect time! We all could use some extra spending money right now. Mary Kay makes a great part-time supplemental income in any household. How do you spot your next potential recruit? She'll be a great hostess who loves our products! Mary Kay can fit just about any personality type! The key to a successful team relationship is in choosing a high caliber woman with whom you enjoy working. Make sure to have each potential team member hold a class before holding the interview. If she is not willing and excited about hostessing a class, she probably won't want to hold them as a consultant either. By selecting team members who are excited about what Mary Kay has to offer, you will also select women who are willing to use this opportunity to fulfill their needs & dreams. Plus, Doug Shulman, the commissioner of the IRS, notes that "80% of Americans get an average of a \$3,000 refund," so now is the perfect time for them to get started.

Have you considered the fact that Mary Kay is a part of your path so that you can enrich another's life? I believe that you are not here by chance or coincidence! This is your time to step up to the plate, reach out, and SHINE! Make a point of offering the Mary Kay opportunity to each person that you have not approached and that you think would make a quality team member! Let them say no. There are so many grand opportunities for New Consultants right now! Go onto the Mary Kay website and get excited about all that they are offering! We have amazing products! We have amazing opportunities! We have an amazing circle of friends, support, belief, and materials to help us succeed in Mary Kay. The choice is ours! Make the choice, TODAY, to make your dreams come true!! Set your goals, and then plan to make them happen each day! I know you can do it! I believe in you! You are here for a time such as this! Make each day count!

Love and Belief, La'Keshia



Does your day ever feel like this? But First...

I can't wait to make my booking calls today, but first I am going to tidy up a bit, just in case someone stops by. You know, while I am tidying up, I should really throw a load of laundry in the wash. Oh, while I am in the laundry room, I should sweep this kitchen floor, and clean up those counter tops from making the kids' breakfast. Oh, I really need to take out the trash... you know, those flowers probably need to be watered. Back inside to do my phone calls... Oh, the laundry is done, I better fold that and put it away. Guess I'll watch my favorite show while I fold. You know, I should check out that website they mentioned before I forget... Oh— look at all these e-mails I have from friends, I'll just check those for a second. I should call Sue and see how she is— she sounded down. Sue mentioned this great sale at the store, I should go check it out while I have a minute. I better hurry home and start dinner! My, how time has flown today!

teamUP
for Women!
Team Up to Make a Difference
Mary Kay Ash believed in the power of women — especially when they work together to help others. Today, The Mary Kay Foundation carries on this legacy with *Team Up for Women!* From **now until May 12**, Consultants are reaching out to women everywhere in our annual *Team Up for Women!* fundraiser.

What better way to honor Mary Kay's birthday than by supporting her Foundation? With your help, we have donated more than \$55 million to fund research for cures for cancers that affect women and to provide grants to women's shelters and other non-profit agencies to help stop domestic violence. As you know, these two causes were close to Mary Kay's heart, so we honor our Founder's legacy of giving during Team up for Women fundraiser.

**THE MARY KAY
FOUNDATION**

MARY KAY
one woman canSM
 50 YEARS



Our Top 5 Wholesale Orders For March



Connie
Lowe



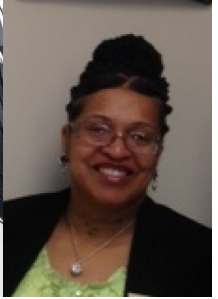
Tiffany
Robinson



Kimberly
Barnes



Janet
McAlister



Teresa
Johnson

Year To Date Court of Personal Sales

1 Anna Fairley	\$10,729.00
2 Courtney Halstead	\$7,881.00
3 Kimberly Barnes	\$5,967.00
4 Martha Benitez	\$4,179.00
5 Wanshienda Tatum	\$4,089.50
6 Jonathan Bryson	\$3,935.00
7 Tamara Moore	\$3,661.00
8 Candy Lofton	\$3,625.00
9 Tasha Wright-Knox	\$2,741.50
10 Tanika Green	\$2,681.00
11 Teresa Johnson	\$2,422.50
12 Lisa Carter	\$2,296.00
13 Connie Lowe	\$2,016.00
14 Lawanda Pittman	\$1,817.00
15 Miehisa Zahorski	\$1,749.00
16 Tiffany Robinson	\$1,749.00
17 Adriena Myles	\$1,748.00
18 Marcy Kent	\$1,734.00
19 Kim Reid	\$1,547.50
20 Rakiaha Graves	\$1,469.00
21 Janet McAlister	\$1,465.00
22 Jermaine Pierce	\$1,465.00
23 Charisse Brown	\$1,465.00
24 Doris Kirby	\$1,347.00
25 William Tatum Sr.	\$1,244.00
26 Samantha Smith	\$1,161.00
27 Jachell McKoy	\$1,070.00
28 Joan Heard	\$1,020.00
29 Mary Swanner	\$1,015.00



Thank You Consultants Who Invested in Their Business in March

- Connie Lowe
- Tiffany Robinson
- Kimberly Barnes
- Janet McAlister
- Teresa Johnson
- Tamara Moore
- Mary Swanner
- MiOshi Sweet
- Samantha Smith
- Kim Reid
- Tasha Wright-Knox
- Jachell McKoy
- Adriena Myles
- Lawanda Pittman



**What's New from Mary Kay At Play!
 Eye Crayon, \$10**

Teal Me More, Over the Taupe

Baked Eye Trio, \$10

Electric Spring, Sunset Beach

Lip Crayon, \$10

Purple Punch, Coral Me Crazy

Jelly Lip Gloss, \$10

Violet Vixen, Poppy Love

We all play in our own way. You decide your color mood – keep it simple, go bold or reinvent!



How many administrative professionals do you know that are not truly appreciated? Share the Mary Kay Opportunity with them today! Don't forget that National Sales Director Lisa Madson was a part-time administrative assistant before she started selling Mary Kay!



Welcome Back Consultants

- Samantha Smith
- MiOshi Sweet



Recruiters and Their Teams

Team Leaders

Anna Fairley

- Jermaine Pierce
- Joan Heard
- Lashawna Allen
- Martha Benitez
- Ryan Lanaux

Star Team Builders

Tamara Moore

- Davina Hopkins
- Janet McAlister
- Tiffany Robinson
- * N. Johnson-Hopkins

Senior Consultants

Candy Lofton

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

Samantha Smith

- Jason Smith

KNOW YOUR GOALS

You can't manage your time if you don't know what you're trying to accomplish. When you have well-defined goals, you also know if you're on track to meet them, and if your time reflects your priorities. If you spend more time doing things that aren't helping you meet your goals, it's time to refocus!!

Vague generalizations and wishy-washy statements aren't good enough. For example, if someone says, "My goal is to be financially independent," what does that really mean? For some people, financial independence is having \$50 million saved and invested. For others it's earning \$100,000 a year. For someone else it's being debt-free. What is it for you? What's your number? If this is an important goal for you, take the time to figure it out.



Qualified Year to Date Sharing Court

Anna Fairley	3 Qualified	\$391.04
Tamara Moore	2 Qualified	\$53.68
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

4% Recruiter Commission

Tamara Moore	\$53.68
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May Birthdays

Alicia Blount	3
Beverly Glover	7
Delaina Whitley	15
Schanda Dileonardo	15
Toni Freeman	19
Wanda Tatum	30

May Anniversaries

Beverly Glover	1
Valerie Thompson	1
Taisha Wright	1
Sherifa Talley	1
Samantha Smith	1
Kimberly Spann	1
Jonathan Spann	1
Grace Smith-Orr	1
Demetrics Gholar	1
Delaina Whitley	1
Clarissa Glover	1
Wanshienda Tatum	1

Sharing the LOVE

And Watch your Business Grow



La'Keshia M. Chisholm
Independent Mary Kay
Sales Director

**\$250.00 Consistency
Wholesale Order**

Earn Heart Hoop Earrings
with Rhinestones



**\$400.00 Focus
Wholesale Order**
Earn Hello Sunshine Money Bag
(styles may vary)



**\$600.00 Supreme
Wholesale Order**
Earn Hello Sunshine Tote
(styles may vary)



\$800.00 Royal Wholesale Order
Earn

Hello Sunshine Money Bag and Tote



**\$1,000.00 Queen Bee
Wholesale Order**
Earn Rhinestone Jel- Watch



All Early Bird's that order **\$225.00** or more wholesale by the
15th of April will go into a drawing for this beautiful
Designer Inspired Textured and Rhinestone Sunglasses



La'Keshia M. Chisholm
Sales Director



Sharing the **LOVE** Until We See...

RIED!

Add three or more
new team members
this month you earn
a **Special One on
One Coaching Call**
from a
Top Sales Director
in Mary Kay.

*All first time
Red Jackets will
receive a
Special Debuting
Ceremony.*

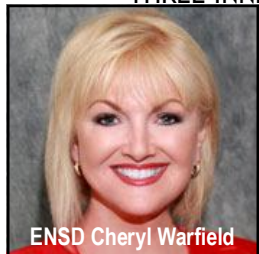


**Sponsor a new team member
to receive the Share the love button.**

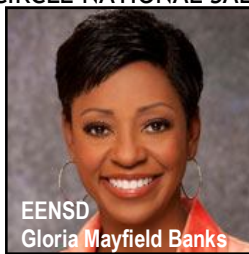
THREE INNER CIRCLE NATIONAL SALES DIRECTORS



NSD Morayma Rosas



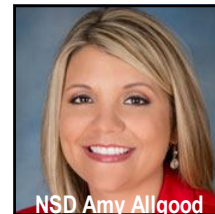
ENSD Cheryl Warfield



EENSND Gloria Mayfield Banks



ENSD Sonia Paez



NSD Amy Allgood



NSD Beth Piland



NSD Andrea Newmar



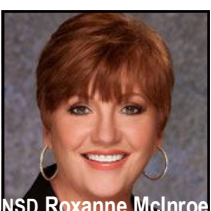
NSD Maureen Myers



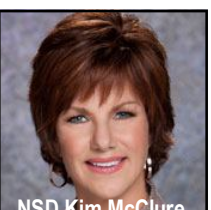
NSD Sabrina Goodwin Monday



NSD Diane Mentiply



NSD Roxanne McInroe



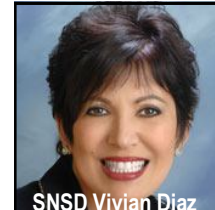
NSD Kim McClure



SNSD Suzanne Brothers



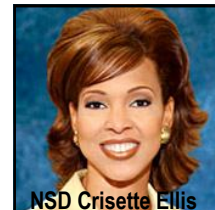
NSD Tammy Grayk



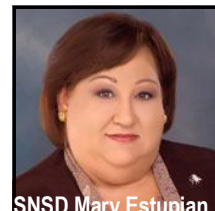
SNSD Vivian Diaz



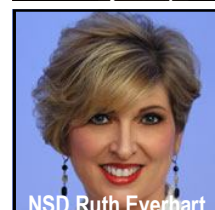
SNSD Evelinda Diaz



NSD Crisette Ellis



SNSD Mary Estupian



NSD Ruth Everhart

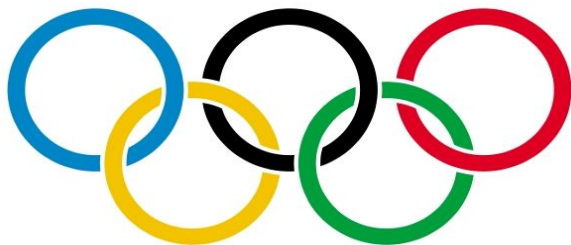
COME ABOARD OUR GOLD MEDAL CRUISE!

For Consultants & Directors

Contest dates to earn Gold Medals:

January 2014 - June 2014

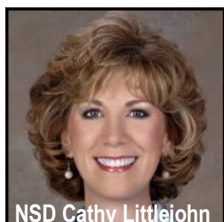
- **Be a Gold Medal Winner and you get to join us on the Mary Kay GOLD MEDAL cruise!**
- **Get 2 Gold Medals and you can bring your family & spouse/spice!**
- **Get 3 Gold Medals and you can join the NSDs for a special luncheon on the cruise!**
- **Get 4 Gold Medals and you get to have a special dinner at the Captain's Table!**



Featuring 25 NSDs!

September 5-8, 2014

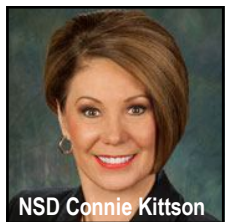
Prices of Cruise & Details are on back of flier



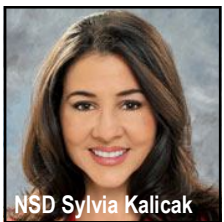
NSD Cathy Littlejohn



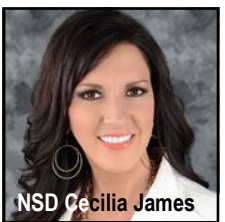
SNSD Maureen Ledda



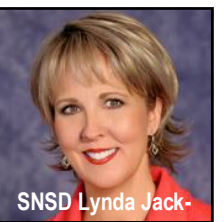
NSD Connie Kittson



NSD Sylvia Kalicak



NSD Cecilia James



SNSD Lynda Jack-

SHARE THE LOVE TEAM-BUILDING PROMOTION

During the month of April, you can Discover What You Love about Mary Kay with the new Share the Love Team-Building Promotion. Let me share the love and passion I have for my Mary Kay business and "pass it on."

From April 1 – 30, new Consultants who sign their Agreements during the month of April can:

- Purchase your Starter Kit for just \$75, plus tax and shipping.*
- Receive free shipping on an initial \$600 or more Section 1 wholesale order that is placed by May 31, 2014.*
- Receive a \$100 credit on an initial \$1,800 or more Section 1 wholesale order that is placed by May 31, 2014 (in addition to free shipping on the initial order).*

* Contact me or see www.marykay.com for more details – and get ready to Share the Love!

discover what you

LOVE™

**WE LOVE GIVING WOMEN
THE OPPORTUNITY TO
BUILD THEIR DREAMS,
WHICH IS WHY YOU
CAN START YOUR
MARY KAY BUSINESS
FOR ONLY \$75 IN APRIL!**

Opportunity Awaits!

MOTHERS SPEND EACH DAY THINKING ABOUT OPPORTUNITIES WE'D LIKE TO PROVIDE FOR OUR CHILDREN.

BETTER SCHOOLS / COLLEGE EDUCATION

GIFTS / TOYS / A WELCOMING HOME


A LIFE THAT WILL INSPIRE THEM!

BEING ABLE TO STAY HOME

MORE CREATIVE OPPORTUNITIES

BEING HOME WHEN THEY GET HOME

NO FINANCIAL STRESS



Our Mary Kay Opportunity can help you make any of these dreams a reality! Choose to hostess your own Mary Kay Skin Care Class today, and see if you'd be interested in doing what I do.

Mary Kay Ash founded this company to give women everywhere the opportunity to have the life of their dreams. Take a chance on yourself today.

"YOU CAN HAVE ANYTHING IN THIS WORLD YOU WANT. IF YOU WANT IT BADLY ENOUGH AND YOU'RE WILLING TO PAY THE PRICE."

~MARY KAY ASH

GIVE YOURSELF PERMISSION TO SUCCEED

by Dr. John Maxwell

Particularly when I speak to groups, I am asked about success, and one question always stands out from all the others: Why don't more of us really go after the things we want in life? What holds us back? What makes us "settle" when we could "soar"?

This week, a client gave me part of the answer. He enlisted in the Navy after high school, stayed for 26 years, then worked for the phone company for 12 more years. Finally, at age 57, he quit and started his own business. It's not a large business - his largest sale last month was \$77, and his average sale is less than \$8. He sells sandwiches on the mall, downtown. He has several push carts, and hires college students to make and sell the spicy sandwiches. Last month people stood in line, outside in our winter weather, to buy 47,233 of his sandwiches. He's getting rich, one sandwich at a time.

I asked him what changed from the days when he preferred the security of a steady paycheck. His answer was important. He said, "Only one thing changed. I gave myself permission to try."

What a concept! He gave himself permission to try!

Success is not an accident. Living well is not an accident! Having the things we desire and the life we love is the result of "going for it!" It's the result of having a plan, and taking action! When I look at extraordinary parents, skilled teachers, wealthy business people, winning athletes or successful artists, I see people who gave themselves permission to succeed. They went after it. They took risks. They probably failed or made mistakes, but they kept on trying. They didn't hold back or play it safe or take the easy path! As Jim said, he gave himself "permission to try." Here are 10 permissions to give yourself, if you truly want to succeed in life:

1. Give yourself permission to try.
2. Give yourself permission to fail.
3. Give yourself permission to ask for help or guidance.
4. Give yourself permission to make mistakes.
5. Give yourself permission to look foolish or silly.
6. Give yourself permission to want what you truly want.
7. Give yourself permission to have doubts and try anyway.
8. Give yourself permission to astound your critics.
9. Give yourself permission to stand out.
10. Give yourself permission to succeed!

We hold ourselves back far too much! Yes, sometimes circumstances are difficult, but more often than not, that is the excuse we use to keep ourselves locked in our familiar routines. More often, the real limitation is within ourselves. Most people don't want to run for President or do anything really dangerous or outrageous. Most of the things we want are entirely possible, if we would only try. Other people have done them, and so can we. The greatest successes in life often include a loving family, meaningful work, caring friends, and a measure of financial independence. Extraordinary success is often not even visible to others, because the most important victories happen within the human heart. And in those secret places, the only thing holding you back is your willingness to try. Give yourself permission to succeed.

DARE TO DREAM!



Building
WALL
to**WALL**
Leaders



Class of 2014



Mary Kay Dates to Remember:

- **May 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd. Seminar 2014 registration and Seminar souvenir ordering opens for those registered for Seminar.
- **May 10:** PCP early ordering privilege of the new Summer 2014 promotional items begins for consultants who enrolled in The Look for Summer 2014.
- **May 11:** Mother's Day
- **May 12:** Mary Kay Ash's Birthday
- **May 15:** PCP last day of online enrollment for the Month 2 mailer.
- **May 16:** PCP summer issue of The Look mails.
- **May 26:** Memorial Day. All Company and branch offices closed. Postal holiday.
- **May 29:** Last day of the month for consultants to place telephone orders (until 10pm CST).
- **May 30:** Last business day of the month. Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count toward this month's production.
- **May 31:** Last day of the month to place online orders until 9pm CST. Online agreements accepted until midnight CST.

Habits are the patterns of your behavior. Habits are dangerous because they can make your life a series of mindless actions. Many people go through their entire lives living a life of habituation. They get up at the same time, jump in the shower with their mind racing, eat the same breakfast day after day, drive the same roads to work, and do the same tasks at the office each day. The neuropathways of the brain get reinforced over and over again, day after day, year after year, decade after decade. Our life can become a collection of mindless, almost thoughtless habits.

I hope you have seen the movie *Groundhog Day*, where actor Bill Murray plays Phil, an arrogant weather forecaster who gets trapped in a time warp that has him reliving the same day over and over. He gets up every day repeating his same behavior and gets the same results. He gets very frustrated until finally one day he changes his behavior. Phil's life totally changes when he changes. It is difficult to discover true happiness when we are living each day as if it were Groundhog Day. For many of us it feels like stepping on the same treadmill each day, with it preprogrammed to the same speed and an exact length of time, therefore yielding the exact same results each day. Albert Einstein said it best. "Insanity is doing the same thing over and over again and expecting different results." The principle of cause and effect ties into the problem of habituation. So many of the individuals I have counseled over the years have lived lives entrenched in habituation and their precious lives have passed them by.

Taken from: A Life In Balance: Nourishing the Four Roots of True Happiness By: Dr. Kathleen Hall



LA'KESHIA CHISHOLM
INDEPENDENT SALES DIRECTOR OF
THE OVERFLOW UNIT

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awesomeachiever@gmail.com
www.team-chisholm.com
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:



There's so much to LOVE this year.
Pack your bags, grab your girlfriends and head to Dallas for the best four days of your life! You'll find prizes, recognition, education, lasting friendships, dazzling shows, glitz and glamour, and so much more! You'll want to experience all Seminar offers.

Ruby: July 16 – 19

Sapphire: July 20 – 23

Emerald: July 23 – 26

Pearl: July 27 – 30

Diamond: July 30 – Aug. 2

LOCATION: Kay Bailey Hutchison Convention Center

FEE: \$195 (if received by June 16) Visit

www.MaryKayInTouch.com (Events / Special Events) for details

Priority registrants can order fun Seminar souvenirs and even get a 15 percent discount beginning April 7. All other registrants can order at regular price beginning May 1.