



MARCH 2014 EDITION  
FEBRUARY RESULTS

# ERVIN'S Energetic Entrepreneurs

SENIOR SALES DIRECTOR STACY ERVIN



**Monthly T.E.A.M. Goals**  
**\$20,000 wholesale**  
**20 New Unit Members**  
**Together Everyone Achieves More!**



## Seminar 2014 Goals

- .\$650,000 Unit Club**
- .5 Offspring Directors**
- .100 Stars (25 per Quarter)**
- .5 Consultants in Sharing & Sales Courts**

Congrats to  
Teresa Suttles  
Pearl Estrada  
Jessica Ervin  
Billie Jo Kitts  
Gloria Perry  
Angel McCollum



Nisha Jackson  
Cheryl Sance-Goodspeed  
Jean Magee  
For earning their heart earrings  
for a \$250 whsl order



Congrats to:  
Nicole Kelly  
Cassandra Clay  
Zena Campbell for earning  
their Blue Cluster Ring for  
placing a \$450 order.

## February Queens

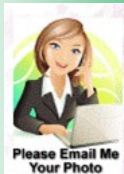
### *Queen of Wholesale*



*Renae Robinson*  
**\$670.75**

### *Queen of Sharing*

*Elizabeth Blackwell*  
**2 Team Members**



### *Queen of Retail Sales*

*Position Open*  
Based on Weekly Accomplishment  
Sheets turned in to Stacy



Way to go Renae Robinson  
Elizabeth Blackwell !  
She earned her Beautiful  
Blue Earrings for placing a  
\$650 whsl order!



Congrats to Angella Douglas & Elizabeth Blackwell for earning their heart earrings for building their team in February!



New Team Members Amber Cadenhead, Yvonne McNeal, Simone Bertley, La Tonya Hunter & Contessa Smith also earned their Heart Earrings for joining our MK

# Welcome New Business Owners



## New Consultant

Simone Y. Bertley  
Amber L. Cadenhead  
La Tonya S. Hunter  
Yvonne J. McNeal  
Contessa Smith

## From

SAN ANTONIO, TX  
SAN ANTONIO, TX  
METAIRIE, LA  
SAN ANTONIO, TX  
CONVERSE, TX

## Sponsored by

Elizabeth Blackwell  
Stacy Ervin  
Elizabeth Blackwell  
Stacy Ervin  
Angella Douglas

Congrats to those who invested in themselves and their business  
By registering for Career Conference!

**Renae Robinson**                      **Cheryl Sance-Goodspeed**  
**Elizabeth Blackwell**                      **Kimberly Erney**  
**Doris Gale**                      **Venus Marshall**  
**Jennifer Aquino**                      **Gloria Snapp**  
**Felecia Haley & Stacy Ervin**

March 28-29, San Antonio, TX



## February Production

Thanks to the following consultants for working their business and placing an active order!


Renae L. Robinson	\$670.75	Phyllis J. Young	\$229.50
Elizabeth Blackwell	\$653.00	Cecelia A. Rouse	\$229.00
Nicole Kelley	\$603.50	Akela M. Ealy	\$225.00
Cassandra K. Clay	\$501.50	Venus Marshall	\$224.50
Zena A. Campbell	\$491.00	Ariel Prince	\$211.50
Teresa M. Suttles	\$406.00	Marianne Brantley	\$206.50
Pearl M. Estrada	\$351.50	Dana N. Fountain	\$206.00
Jessica M. Ervin	\$336.50	Tina D. Robinson	\$204.50
Billie Jo Kitts	\$290.50	Doris J. Gale	\$202.00
Gloria A. Perry	\$276.00	Yvonne J. McNeal	\$201.50
Angel McCollum	\$268.50	Cathy B. McShane	\$201.00
C. Sance-Goodspeed	\$254.50	Laverne S. Haggray	\$200.50
Nisha Jackson	\$254.50	Runnette B. Lewis	\$200.50
Jean Magee	\$250.00	Sandra A. Cervantes	\$200.50
Joshua D. Carrillo	\$245.00	Terrie D. Williams	\$200.00
Gidjetta Y Jefferson	\$244.00	Stacy O. Ervin	\$600.00
Kimberly A. Erney	\$237.00		
Cynthia D. Lewis	\$232.00		

Share your love for our products and  
watch your business grow!





# Hello Sunshine!




Order \$250 wholesale  
and receive your 2 strand  
pearl stretch bracelet!



Order \$450  
wholesale and  
receive your  
Silver Tone  
Crystal Bling  
Earrings!




Order \$650  
wholesale and  
receive your  
Gaga Inspired  
Sunglasses



Order \$850 wholesale and receive  
your Gold Glass Pearl and  
Glass Bead Set



Order \$1050 wholesale and  
receive your Black Chic  
Metal Watch!

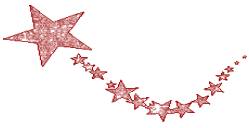


Order \$1500 wholesale and receive  
your choice of one of these HOT  
spring colored designer inspired bags!

Promotions are based on items that are currently available from suppliers, however, markets change, back orders can occur or a supplier can discontinue items without our knowledge. If this occurs we will work diligently to find acceptable substitution. There might be a slight variation of style and color due to dye-lot issues and availability.

# Third-Quarter On-Target Stars!

## December 16 to March 15, 2014



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
GLORIA PERRY	\$1,499.50	\$300.50	\$900.50	\$1,500.50	\$2,100.50	\$3,300.50
STACY ERVIN	\$1,413.50	\$386.50	\$986.50	\$1,586.50	\$2,186.50	\$3,386.50
BILLIE JO KITTS	\$1,157.75	\$642.25	\$1,242.25	\$1,842.25	\$2,442.25	\$3,642.25
ANGELLA DOUGLAS	\$948.50	\$851.50	\$1,451.50	\$2,051.50	\$2,651.50	\$3,851.50
ELIZABETH BLACKWELL	\$875.00	\$925.00	\$1,525.00	\$2,125.00	\$2,725.00	\$3,925.00
PEARL ESTRADA	\$811.00	\$989.00	\$1,589.00	\$2,189.00	\$2,789.00	\$3,989.00
ORALIA TORRES	\$732.00	\$1,068.00	\$1,668.00	\$2,268.00	\$2,868.00	\$4,068.00
CHERYL SANCE-GOODSPEED	\$708.50	\$1,091.50	\$1,691.50	\$2,291.50	\$2,891.50	\$4,091.50
RENAE ROBINSON	\$687.75	\$1,112.25	\$1,712.25	\$2,312.25	\$2,912.25	\$4,112.25
NICOLE KELLEY	\$603.50	\$1,196.50	\$1,796.50	\$2,396.50	\$2,996.50	\$4,196.50
MYRTLE NEELY	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
RIMIKO ABBOTT	\$585.00	\$1,215.00	\$1,815.00	\$2,415.00	\$3,015.00	\$4,215.00
GLORIA SNAPP	\$584.50	\$1,215.50	\$1,815.50	\$2,415.50	\$3,015.50	\$4,215.50
CANDITA STANLEY	\$581.50	\$1,218.50	\$1,818.50	\$2,418.50	\$3,018.50	\$4,218.50
JESSICA ERVIN	\$544.00	\$1,256.00	\$1,856.00	\$2,456.00	\$3,056.00	\$4,256.00
TINA ROBINSON	\$531.50	\$1,268.50	\$1,868.50	\$2,468.50	\$3,068.50	\$4,268.50
CASSANDRA CLAY	\$501.50	\$1,298.50	\$1,898.50	\$2,498.50	\$3,098.50	\$4,298.50
ZENA CAMPBELL	\$491.00	\$1,309.00	\$1,909.00	\$2,509.00	\$3,109.00	\$4,309.00
DORIS GALE	\$484.50	\$1,315.50	\$1,915.50	\$2,515.50	\$3,115.50	\$4,315.50
NANCY TRIVINO	\$443.00	\$1,357.00	\$1,957.00	\$2,557.00	\$3,157.00	\$4,357.00
SHARRON WHITE	\$442.50	\$1,357.50	\$1,957.50	\$2,557.50	\$3,157.50	\$4,357.50
RUNETTE LEWIS	\$413.25	\$1,386.75	\$1,986.75	\$2,586.75	\$3,186.75	\$4,386.75
TERESA SUTTLES	\$406.00	\$1,394.00	\$1,994.00	\$2,594.00	\$3,194.00	\$4,394.00
TERRIE WILLIAMS	\$406.00	\$1,394.00	\$1,994.00	\$2,594.00	\$3,194.00	\$4,394.00

# Be a Star to Qualify for Priority Registration for Seminar 2014!

**THIS QUARTER ENDS ON SATURDAY, MARCH 15TH!**

*Stars get priority when it comes to registering for Seminar!*

*Qualify when you are a Sapphire Star Consultant or above!*

Remember that when registration opens for Seminar it is processed on a first-come, first-serve basis with Star Consultants receiving priority. This means registration could close early due to reaching capacity and facility restrictions. So be a Star and register early.

Do not risk missing out at this fabulous event.



**CAN YOU SMELL IT? CAN YOU SEE YOURSELF DRIVING IT? YOU ARE WORTH IT!**  
**You & your family deserve it!**  
**The work is \$0000 worth it! Are you ready for the commitment!?**

**Decide today and take action!**

**Keep these rules in mind as you work to earn those keys...**

1. **Be wary of negative people.** Cease to talk about your Mary Kay career with people who are always dumping on you. They could be your best friend, relative, another Consultant, husband or your boss at work. Talk about other things with those people.
2. **Always remember fast is best.** Work the numbers. It's OK to be crazy for a while in this business. You don't feel as many bumps on the way up!
3. **Learn to work with clear-cut deadlines.** Whenever I see a Consultant who is not where she wants to be, I know she has not learned to be a deadline person. Be careful you don't sell out your dreams just because it gets tough!
4. **Be realistic.** How hard are you willing to work?
5. **Make a commitment.** Eliminate all other options.
6. **Loosen up. Are you having fun?** Ask yourself, "If I'm not having fun, how can I attract other people to this?"
7. **Remember** – if you don't do it, someone else will . . .
8. **Someone needs to see you** do it first so it will be believable to them.
9. **Remember, you are not only special, you are gifted.** Your gift is from God, and you must share that gift. Give it away. Don't forget the parable of the talents: that which we don't use is taken away.
10. **Find a person** who has crystal clear understanding of where you are and is willing to help you. This person may change throughout your career. They are not easily found. But you must find this one person. This is not someone to whine to, but rather a person who believes in you, loves you in spite of your faults and encourages you every step of the way. Your part is to trust this

## Share What You Love during the Final Four!

### March

Spring Break

17 - St. Patrick's Day



### April

20 - Easter

23 - Administrative Professional's Day

### May

5 - Cinco de Mayo

5-9 - Teacher Appreciation Week

6-12 - National Nurse's Week

11 - Mother's Day

12 - Mary Kay's Birthday

26 - Memorial Day

Proms & Graduations



### June

14 - Flag Day

15 - Father's Day

## Plan Your Final Four Months to Seminar!

Seminar registration will begin in April for Priority Registration and May for all Sales Force Members.

### Make Your Plan Now!

- Mark the Seminar dates in your calendar.
- Estimate your travel & food expenses.
- Plan to get to Seminar without putting a dent in your budget

Plan to set aside a specific portion of sales from each class or facial for your Seminar fund.

- ### Four Methods to Pay your Way!
- 1 Set up Bookings.
  - 2 Do Faces
  - 3 Hold Interviews
  - 4 Recruit New Team Members

### Plan to Reduce Expenses

- Brown Bag it whenever possible
- Contact your director and sister consultants or to arrange to carpool to Dallas.
- Share a room with sister consultants and pay only 25% of the room cost.

**YOU CAN DO IT!**



# Seminar 2014 Queen's Courts



## Court of Sales

## Court of Sharing



**YTD Queen of Sales  
Seminar 2014  
Myrtle Jo Neely**



**YTD Queen of Sharing  
Seminar 2013  
Renae Robinson**

Name	YTD Total
1 Myrtle J. Neely	\$6,885.00
2 Angelique M. Lewis	\$6,381.00
3 Billie Jo Kitts	\$5,487.00
4 Renae L. Robinson	\$5,462.00
5 Venus Marshall	\$5,401.00
6 Ariel Prince	\$4,884.00
7 Oralia Torres	\$4,272.00
8 Angella A. Douglas	\$3,789.00
9 Cheryl Sance-Goodspeed	\$3,505.00
10 Gloria A. Perry	\$3,410.00

Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1 Renae L. Robinson	5	\$560.25
2 Cheryl Sance-Goodspeed	1	\$59.98
3 Felecia S. Haley	1	\$55.66

*Do you know someone who needs  
Mary Kay in her life? Call her today!*

## Love Checks

### 13% Recruiter Commission Level

Stacy O. Ervin \$1,391.00

### 9% Recruiter Commission Level

Renae L. Robinson \$128.75

### 4% Recruiter Commission Level

Angella A. Douglas	\$19.64
Cheryl Sance-Goodspeed	\$11.04
Sabina Mata	\$9.48
Jessica M. Ervin	\$8.46
Gloria L. Snapp	\$7.50
Angel McCollum	\$4.04

# Pearl Seminar 2014!

### Personal Sales Courts

#### National Court of Sales

\$36,000 Retail  
(earn beautiful jewelry)

#### Pearl Go Give Area Court of Sales

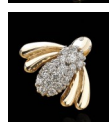
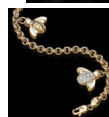
\$20,000 Retail

#### Ervin's Court of Sales

\$10,000 Retail



Check out  
these  
2014  
National  
Court  
Awards!



### Sharing Courts

#### National Court of Sharing

24 qualified Recruits  
(earn beautiful jewelry)

#### Pearl Go Give Area Court Sharing

12 Qualified\* Recruits

#### Ervin's Court of Sharing

5 Qualified\* Recruits

\*Qualified = \$600 whls order

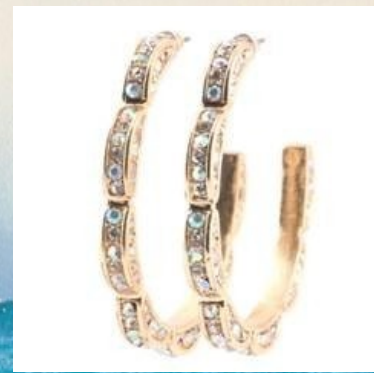


## **Flippin' Wild About Your Business!**



**Each one reach one you and your  
new team member will earn these  
beautiful bangles!**

**Two new active team  
members and you  
earn the Sparkle &  
Shine 3 sided Earrings!**



**Three new active team members and you earn  
a darling gold tone Ripple Necklace Set!**

**Four new active team members  
and earn your Geometric Taupe  
Designed Sunglasses!**



**Go on-target for your Cruze with \$5000 in team  
wholesale and earn this stunning bracelet to match  
your 2014 Director's suit!**



# Celebrating You...in April!

## Anniversaries Years

Donna M. Robinson	18
Tracy L. Jacobs	11
Frances M. Lester	5
Gloria L. Snapp	5
Terrie D. Williams	3
Bianca M. Cortez	3
Marianne Brantley	3
Jennifer Revels	3
Cynthia D. Lewis	3
Saleena H. Alvarado	2
Nicole Kelley	2
Felecia N. Woods	2
Sabina Mata	2
Shanice A. Vaughan	1

Charmaine T. Bride	1
Jessica M. Guerrero	1
Leticia Holloway	1
Jennie Trujillo	1
Nicole Rawls	1
Joshua D. Carrillo	1
Nikita V. Carter	1
Erica J. Brady	1
Emily Dyese	1
Laurel M. Gideon	1
Ronecia F. Jones	1
Tonya L. Robbins	1

Martha J. Watson	3
Verla D. Davis	5
Valarie Melvin	6
Rhonda R. Harris	8
Ameaka Lockhart	8
Jessica M. Guerrero	20
B. Allen-Dickens	21
Nicole Rawls	23
Nikita V. Carter	24
Nancy D. Trivino	27
Timeka Stephens	29

## Birthdays Day

Gidjetta Y Jefferson	3
----------------------	---



## Are Your Customers Weekend Warriors? They Will Love the NEW CC Cream!

*From the Mary Kay Blog by Jennifer Harris, manager in US Product Marketing.*

"I try to find time saving plans any way I can since having these extra moments with my family are precious. Because of the time and effort spent during the work week on my natural beauty/glamorous appearance, I tend to want to rebel a bit on the weekends - yoga pants, skip the hair washings, and just be 'au naturel.'" Well, at least for the most part, when I leave the house. I am thrilled to have now found my perfect new multi-tasking Saturday & Sunday assistant - the new Mary Kay® CC Cream! This is my new weekend warrior! Mary Kay CC Cream offers 8-in-1 benefits, in a light-weight Complexion Corrector cream, to achieve effortless beauty providing a natural flawless look.

I can simply follow up my daily skin care regimen with a few pumps of this complexion covering wonder with just my fingertips, swipe a few strokes of my Lash Love Mascara in I (heart) brown, add a swipe of Satin Lips Lip Balm and get on with my weekend in less than two minutes flat, never glancing at a mirror again.

I appear natural, effortless, without anyone knowing I had a little help from my Mary Kay. Best part, it has my sunscreen in it, my good skin loving benefits, and looks and feels like I have nothing on, my skin stays hydrated, and glowing with youthful radiance! "

### **BENEFITS of Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15**

- 1. Protects:** Against damaging UVA and UVB rays with broad-spectrum SPF15\*.
- 2. Brightens:** Instantly amplifies skin luminosity and brightens the complexion.
- 3. Corrects** with Lightweight Coverage: Mineral-based pigments help correct the look of imperfections and improve your overall complexion with lightweight coverage that doesn't give that "made-up" appearance.
- 4. Minimizes** Redness: Provides visible relief and minimizes the appearance of skin redness. It was even tested on women with rosacea who agreed it helps diminish the look of redness.

- 5. Conceals:** Instantly conceals the appearance of blemishes. It also conceals dark circles and dark shadows as it blends beautifully with your skin tone. It soothes and nourishes acne-prone skin and calms troubled skin.
- 6. Hydrates:** For 10 hours. Skin feels instantly hydrated. It provides nourishing comfort without feeling oily or greasy.
- 7. Reduces** Visible Signs of Aging: Fine lines appear less noticeable. It also helps minimize the appearance of pores while visibly improving skin's texture.
- 8. Defends:** Against skin-damaging free radicals thanks to powerful antioxidants.

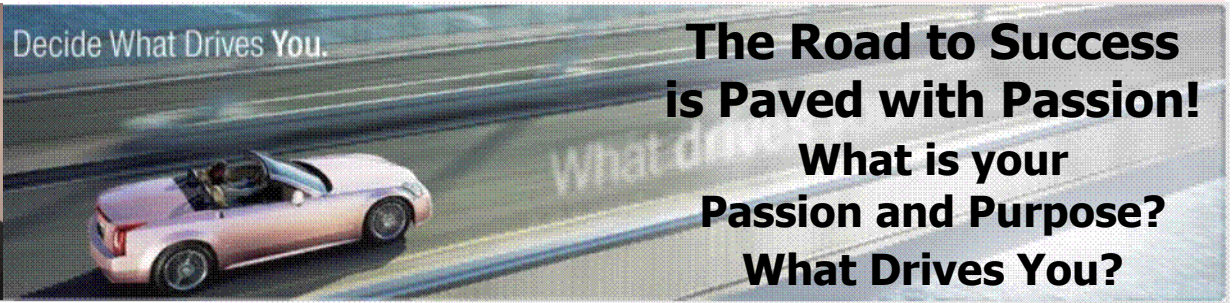








Decide What Drives You.



**The Road to Success  
is Paved with Passion!  
What is your  
Passion and Purpose?  
What Drives You?**

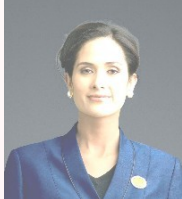
**OFFSPRING SALES DIRECTORS**



**Leola  
Taylor**



**Nonika  
Allen**



Your Name  
Here



**FUTURE DIRECTORS /DIQ**



**Renae  
Robinson**



Your Name  
Here



Your Name  
Here



**TEAM LEADERS** with 5 - 7 Active Team Members



Your Name  
Here



Your Name  
Here



Your Name  
Here



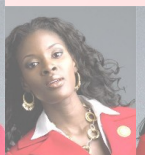
**STAR TEAM BUILDERS / RED JACKETS** with 3 - 4 Active Team Members



Your Name  
Here



Your Name  
Here



Your Name  
Here



Your Name  
Here



Your Name  
Here



Your Name  
Here



**SENIOR CONSULTANTS** with 1 - 2 Active Team Members

**Rimiko Abbott  
Andrea Diaz Barraza  
Angella Douglas  
Jessica Ervin**

**Felecia Haley  
Nicole Kelley  
Sabina Mata  
Angel McCollum**

**Linda Reed-Hill  
Cheryl Sance-Goodspeed  
Gloria Snapp  
Gail Veliz**

**Welcome Back!**

Joshua Carrillo of San Antonio, TX  
Dana Fountain of Alpharetta, GA  
Nisha Jackson of San Antonio, TX  
Cynthia Lewis of Syracuse, NY  
Runnette Lewis of Statesboro, GA  
Cathy McShane of San Antonio, TX  
Phyllis Young of Prince Frederick, MD

It's great to have you back!

**Look who's building their  
teams in February:**

Name	Recruits
Elizabeth Blackwell	2
Angella A. Douglas	1
Stacy O. Ervin	2





# ERVIN'S Energetic Entrepreneurs March 2014

SENIOR SALES DIRECTOR STACY ERVIN

Sun	Mon	Tue	Wed	Thu	Fri	Sat
2 Conference Call 8:30-9:00 pm CST 641-715-3620 Access Code: 898489# Customer Service	3 Monday Night Live Customer Appreciation	4 <b>Book Sell Recruit</b>	5 New Consultant Orientation Stacy's Home 7:00-8:30 pm	6 <b>Book Sell Recruit</b>	7 RSVP for Beauty Escapes by 7 pm	8 Mary Kay Global Makeover Day Success Studios 10:00 am - 12:00 pm 2:00 - 4:00 pm
9 Conference Call 8:30-9:00 pm CST 641-715-3620 Access Code: 898489# Time Management	10 Monday Night Live 6:30-Training/SCC 7:30-Meeting	11 <b>Book Sell Recruit</b>	12 New Consultant Orientation Stacy's Home 7:00-8:30 pm	13	14 RSVP for Beauty Escapes by 7 pm	15 Beauty Escapes Success Studios 10:15 am - 1:00 pm Quarter 3 Ends ~ Finish
16 Conference Call 8:30-9:00 pm CST 641-715-3620 Access Code: 898489# How to Work with your	17 Monday Night Live 6:30-Training/SCC 7:30-Meeting	18 <b>Book Sell Recruit</b>	19 New Consultant Orientation Stacy's Home 7:00-8:30 pm	20 <b>Book Sell Recruit</b>	21 RSVP for Beauty Escapes by 7 pm	22 Beauty Escapes Success Studios 10:15 am - 1:00 pm
23 Conference Call 8:30-9:00 pm CST 641-715-3620 Access Code: 898489# How to Promote Yourself to the Next Position	24 Monday Night Live 6:30-Training/SCC 7:30-Meeting	25 <b>Book Sell Recruit</b>	26 New Consultant Orientation Stacy's Home 7:00-8:30 pm	27	28 Last day to order by phone Career Conference in	29
30 No Conference Call	31 Monday Night Live 6:30-Training/SCC 7:30-Meeting Last day to order online	Stacy's Home 120 Montesa Ct Cibolo, TX 78108 210-566-3555	Conference Call Sunday 8:30-9:00 pm CST 641-715-3620 Access Code: 898489#	Monday Night Live Success Studios 431 Wolfe Rd, Ste 201 San Antonio, TX 78216		



**Stacy Ervin**  
*Senior Sales Director*  
120 Montesa Ct  
Cibolo, TX 78108  
(210) 317-8762

servinmk@sbcglobal.net  
www.unitnet.com/servin



*To my Energetic Entrepreneur:*

## Finish Strong for the Final Four

"The person who wins the race does not slow down, but speeds up, when nearing the end. When the challenges become more difficult, the winning response is to become more determined. Achievement belongs to those who finish strong. Achievement comes to those who have 100% of the effort required, all the way to the finish line.

What does it take to finish strong? It takes commitment and a positive sense of purpose every step of the way. Many people start strong, with lots of enthusiasm. Yet their own complaints and doubts along the way drain them, so that there's nothing left as they're nearing the goal. Winners finish strong because they value and appreciate the opportunity to make the effort. Winners finish strong because they carry a strong sense of positive purpose all the way to the finish line. Start strong, stay strong, and finish strong by always remembering why you're do-

