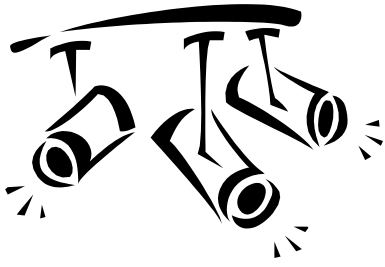


# Spotlight on Team Builders!

## Recruiters' and Their Teams



### TEAM LEADERS:

Recruiter: Deborah Shockey

Janice Cain \*  
Deborah DeTray  
Kelly Gericke  
Kelly Smith\*  
Shannon Witte  
Sharon Miles\*  
Lizza Morales-Lewis  
Sally Steffel  
Cynthia Stuckey  
Christina Sutter

Recruiter: Christina Sutter

Kathleen Yarrington\*  
Bobbie DeTar  
Shannon Gnau  
Lisa Gustin  
Angela McCoy  
Carolyn Linnemeier\*  
Sandra Kenemore  
Madonna Butler

### STAR TEAM BUILDERS

Recruiter: Stacie Whetstone

Stephanie Demar  
Deborah Shockey  
Leslie Taylor

Francis Diehl \*

Carolyn Richard\*  
Teresa Erford  
Rachel Molina

### SENIOR CONSULTANTS:

Recruiter: Shannon Gnau  
Kimberly Shatto

**\*To become ACTIVE you must place a \$200 wholesale order.**



Left: Janice with National Sales Director Brenda Segal

Right: Rosemary & Stephanie

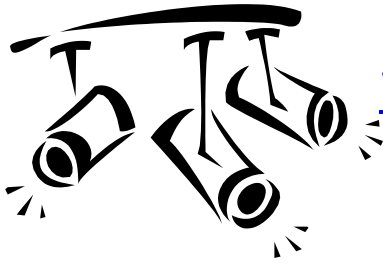
Below: Elaine, Stephanie, Gina & Rosemary



**Club Red**



**Saturday workshop**



## Working with Accountability!

### December Weekly Sales

Rosemary McAtee- \$308, 228  
Joyce Nelson- \$315  
Bobbie DeTar-\$226.50, 246.60, 151, 66

### January Weekly Sales

JoAnne Alvarez -\$609, 477, 255, 177  
Sheila Counterman- \$264.50  
Janee Garrett -\$241.40, 192  
Bobbie DeTar -\$196, 166  
Rosemary McAtee- \$171

### December Radical Reorders

Joyce Nelson- \$270.00  
Bobbie DeTar- \$167.40, 111.50

### January Radical Reorders

Sheila Counterman- \$264.50  
Janee Garrett- \$241.40, 192  
Bobbie DeTar -\$157, 106  
Joyce Nelson -\$ 45, 36  
JoAnne Alvarez -\$42.00



### December Facial Sales

Rosemary McAtee- \$106, 44

### January Facial Sales

JoAnne Alvarez- \$117.00  
Bobbie DeTar- \$39.00

### December Classes Sales

Rosemary McAtee- \$98.00

### January Classes Sales

JoAnne Alvarez- \$291, 272.50, 250.50, 186, 135, 18  
Rosemary McAtee-\$89, 60  
Bobbie DeTar- \$60

### December Back to Basics

Rosemary McAtee – 3  
Bobbie DeTar – 1

### January Back to Basics

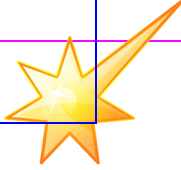
JoAnne Alvarez – 6  
Bobbie DeTar – 1

**Thank you for being  
accountable with your weekly  
accomplishment sheets!**

# We Invested in Product

*Thank you for your orders in December and January*

Kelly Gericke	JoAnne Alvarez	Gabrielle Caspar	Deborah DeTray
Michelle Childers	Margaret Hossler	Angela McCoy	Carolyn Linnemeier
Deborah Shockey	Sheila Counterman	Donna Kosta	Sharon Miles
Christina Sutter	Bobbie DeTar	Sally Steffel	Cynthia Stuckey
Leslie Taylor	Jessica Till	Sara Valentine	Stacie Whetstone
Shannan Witte	Shannon Gnau	Rachel Molina	Lisa Gustin
Angela Heintzelman	Lizza Morales – Lewis	Joy Forbes	Ashley McCracken
MaDonna Butler	Janice Govin		



## **SHOOTING FOR THE COURTS!**

Top 10 in Retail sales January 2014

(Based on verified wholesale orders placed to the company as of prior month-end)

Consultant	YTD Retail	YTD Bonus & PCP	YTD Total
<b>1. Jo Anne Alvarez</b>	<b>\$6251</b>	<b>\$80</b>	<b>\$6331</b>
2. Michelle Childers	\$5255	\$610	\$5865
3. Deborah Shockey	\$4862	\$282	\$5144
4. Kelly Gericke	\$2890	\$241	\$3131
5. Roberta DeTar	\$2640	\$362	\$3002
6. Christina Sutter	\$2815	\$126	\$2941
7. Kimberly Shatto	\$2927		\$2927
8. Sandra Kenemore	\$2352		\$2352
9. Shannan Witte	\$2310	\$20	\$2330
10. Shannon Gnau	\$2014	\$214	\$2228

*Thank You from Mary Kay*

**13% Recruiter Commission for December**

Deborah Shockey – \$263

Janice Govin – \$756

+ Director Commission

**9% Recruiter Commission**

Christina Sutter – \$50

**4% Recruiter Commission**

Stacie Whetstone – \$73



*Thank You from Mary Kay*

**13% Recruiter Commission for January**

Janice Govin – \$528

+ Director Commission

**9% Recruiter Commission**

Deborah Schockey – \$137

Christina Sutter – \$87

**4% Recruiter Commission**

Stacie Whetstone – \$32



# COMPLETED SILVER WINGS For New Consultants

Angela Heintzleman  
JoAnne Alvarez

Happy February Birth-  
day'

**Lori Dugan—6th**  
**Christina Sutter— 8th**  
**Cindy Cantrell— 19th**  
**Eva Anzaldua— 25th**

## Preferred Customer Participation

Bethany Tran	Margaret Hossler
Jessica Till	Bobbie DeTar
Deborah Shockey	Cindy Cantrell
Donna Kosta	Janice Govin

Happy Mary Kay  
Anniversary  
February

**Sandra Kenemore—9 years!!**  
**MaDonna Butler— 8 years!**  
**Angela McCoy— 7 years!**  
**Tina Vallejo— 1 year!**

Mary Kay Anniversaries in March

**Shaw Reinoehl—16 years**  
**Cynthia Stuckey-9 years**  
**Kelly Gericke— 8 years**  
**Lora Dugan-5 years**  
**Robin Sears— 4 years**  
**Shannan Witte— 4 years**  
**Anna Powers— 1 year**

Happy March Birthday'

**Mary Baron—2nd**  
**Deborah DeTray —4th**

## Club Red Guest Night



Above: JoAnne Alvarez and her husband Joel and her guest Christine



Above: Gabby & Eva  
Left: Bobbie with her guests Bianca and Morgan

