

pamela's powerful cadillac performers
Director Pamela Sparks



APRIL 2014 EDITION WITH MARCH RESULTS

unit goals

SEMINAR YEAR 2014

- \$650,000 Unit Club
- 200 Unit Members
- 5 Grand Achievers
- 8 Four Quarter Stars
- 20 Red Jackets
- Active in 10 States!

april queens

QUEEN OF WHOLESALE



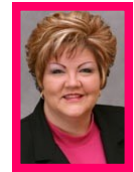
Esther Mayberry
Redford, MI
Career:
\$1,673.00

QUEEN OF SALES



Lisa Fitzpatrick
Hoover, AL
Career: Legal
\$4,037.00

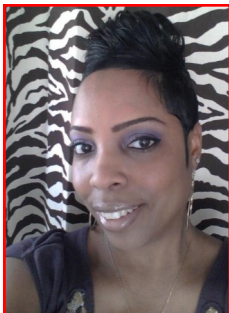
QUEEN OF SHARING



Leslie Venable
Mc Calla, AL
Career: Retired RN
1 NEW member



Rockin' Reds



#1 Tisha Andry
of Inkster, MI
\$3,407.50



Lisa
Fitzpatrick



Tabitha
Tillman



Debbie
Rogers



Sakema
Porterfield



Daphne
Lincoln

14 Red Jackets to go by Seminar!
Who's next?



april



BIRTHDAYS & ANNIVERSARIES



Birthdays

	Day
Daphne T. Lincoln	5
Y. Zapata Colorado	6
Nikisha Davis	12
Tana R. Patton	12
Jackie Patterson	16
Jenee D. Brown	17
Tisha M. Andry	19
Keaundria Marshall	22
Tiffany M. Felton	26
Jada H. Hinkle	29

Anniversaries

	Years
Alandris P. Burnes	7
KaWitta L. Johnson	5
Carol L. Jackson	5
Sherita Zorns	4
Ebonye Underwood	3
Brooke C. Bobbitt	3
Wallieshia D. Austin	3
Sheri S. Lawrence	3
Samantha Williamson	3
Jessica Durrah	2
Tandra McClure	1
Juandrill R. Foster	1
Jennifer N. Huey	1
Lakisha S. Andry	1
Y. Zapata Colorado	1
S. Pope-Maxwell	1
Teacha D. Smith	1
Jennifer D. Jolley	1
Tiara S. Turner	1
Angela D. Brady	1
Angela Bailey	1
P. Hernandez Guzman	1
Monisha Dixon	1
Jada H. Hinkle	1
Nikki K. Richardson	1
Donna Sargent	1
Glynnis Warner	1
Tanisha R. Streeeter	1
Sheena S. Turner	1
Rosa Aguilar	1
Lakeshia P. Marshall	1
Laurie L. Turner	1

top 10 in retail sales

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

CONSULTANT

YTD TOTAL

1	Debbie S. Rogers	\$25,738.50
2	Lisa M. Fitzpatrick	\$12,751.50
3	Sonya L. Tinker	\$11,623.00
4	Tabitha J. Tillman	\$11,186.00
5	Semon Wade	\$10,273.50
6	Amy R. Howell	\$7,201.50
7	Debbie L. Stevens	\$6,714.00
8	Leslie N. Venable	\$6,033.00
9	Ileana Weatherspoon	\$5,779.00
10	Lashonda S. Williams	\$5,278.50



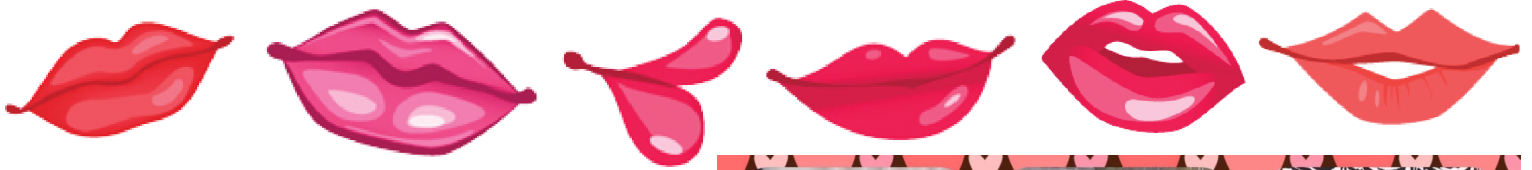
tops in team building

CONSULTANT

SEMINAR QUALIFIED

1	Debbie S. Rogers	2	\$338.91
2	Tisha M. Andry	2	\$249.35
3	Teacha D. Smith	4	\$181.44
4	Julia Kerr	1	\$108.42
5	Lashonda S. Williams	1	\$57.56
6	Deborah Wilson	1	\$55.01
7	Esther S. Mayberry	1	\$48.18
8	Blanca Mendoza Vite	1	\$47.18
9	Courtney L. Moffett	1	\$37.90
10	Tiara S. Turner	1	\$34.98
	Pamela J. Sparks	5	\$1,087.42

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 Area Court or 24 qualified team members for National Court.



You're a *star*

3rd Quarter Stars
December 16 - March 15, 2014

- Debbie Rogers - Pearl**
- Ileana Weatherspoon - Ruby**
- Lisa Fitzpatrick- Ruby**
- Deborah Wilson- Ruby**
- Sessee Mayberry - Ruby**
- Semon Wade - sapphire**
- Sonya Tinker -sapphire**
- Tabitha Tillman - sapphire**
- Pam Sparks- Pearl**



aim for the stars!

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
DEBBIE ROGERS	\$1,249.75	\$550.25	\$1,150.25	\$1,750.25	\$2,350.25	\$3,550.25
TEACHA SMITH	\$1,153.00	\$647.00	\$1,247.00	\$1,847.00	\$2,447.00	\$3,647.00
LISA FITZPATRICK	\$983.50	\$816.50	\$1,416.50	\$2,016.50	\$2,616.50	\$3,816.50
VERONICA CRENSHAW	\$970.00	\$830.00	\$1,430.00	\$2,030.00	\$2,630.00	\$3,830.00
PAMELA SPARKS	\$884.75	\$915.25	\$1,515.25	\$2,115.25	\$2,715.25	\$3,915.25
LAURA CASTONE	\$803.50	\$996.50	\$1,596.50	\$2,196.50	\$2,796.50	\$3,996.50
BERNARD WEATHERSPOON	\$640.00	\$1,160.00	\$1,760.00	\$2,360.00	\$2,960.00	\$4,160.00
NIKISHA DAVIS	\$613.50	\$1,186.50	\$1,786.50	\$2,386.50	\$2,986.50	\$4,186.50
LANA KYLE	\$572.50	\$1,227.50	\$1,827.50	\$2,427.50	\$3,027.50	\$4,227.50
ESTHER MAYBERRY	\$538.50	\$1,261.50	\$1,861.50	\$2,461.50	\$3,061.50	\$4,261.50
ROLANDA ROGERS	\$483.50	\$1,316.50	\$1,916.50	\$2,516.50	\$3,116.50	\$4,316.50
ANDREA JACKSON	\$464.75	\$1,335.25	\$1,935.25	\$2,535.25	\$3,135.25	\$4,335.25
BROOKE BOBBITT	\$429.75	\$1,370.25	\$1,970.25	\$2,570.25	\$3,170.25	\$4,370.25
MARISA MCCONICO	\$409.50	\$1,390.50	\$1,990.50	\$2,590.50	\$3,190.50	\$4,390.50
DEBORAH WILSON	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00



spotlight on team builders

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.

TEAM LEADERS

Recruiter :Lisa M. Fitzpatrick

Jenee D. Brown
Lisa Florence
Julia Kerr
Marquita Lawson
Marisa McConico
Landris Smith
Marvlon Tarver



* Owedya R. Harrell
* Markesha B. Kennedy
* Sherita Zorns

Recruiter :Debbie S. Rogers

Angela D. Brady
Laura C. Jones
Jackie Patterson
Kim A. Smith
Deborah Wilson
* Wendy Butts



* Jennifer D. Jolley

Recruiter :Tabitha J. Tillman

Sharon A. Glass
Candida C. McCary
Debbie S. Rogers
Raylene W. Thedford
Kim H. Watson
Erica N. Chambers
* Maria Fair
* Amber Kitchens



STAR RECRUITERS

Recruiter :Tisha M. Andry

Esther S. Mayberry
Teacha D. Smith
Semon Wade



Recruiter :Daphne T. Lincoln

Evelyn R. Chaudron
Renee McManus
Megan Walden



Recruiter :Sakema Porterfield

Vickie D. Jones
Debbie L. Stevens
Tamarra L. Tippet
* S. Porterfield
* Emetrice D. Russell



SENIOR CONSULTANTS

Recruiter :Lisa Florence

Sonjia Spigner

Recruiter :Amanda Foster

Daphne T. Lincoln
* Donna Dancy

Recruiter :Amy R. Howell

Brooke C. Bobbitt

Recruiter :Julia Kerr

Jessica Durrah
Leslie N. Venable

Recruiter :Esther S. Mayberry

Laura M. Castone

Recruiter :Blanca E. Mendoza Vi

Yuridia Reyes
Tomas Uriostegui
* Yazmin Benitez
* Veronica Figueroa

Recruiter :Rolanda M. Rogers

Angela Thomas
Lashonda S. Williams
* Kendra P. Jacobs

Recruiter :Teacha D. Smith

Tammy D. Jackson
* Latoya King
Latesha H. Miller
* Quentina L. Moorer
* Tana R. Patton

Recruiter :Ileana Weatherspoon

Diana M. Duarte
Blanca Mendoza Vite

Recruiter :Lashonda S. Williams

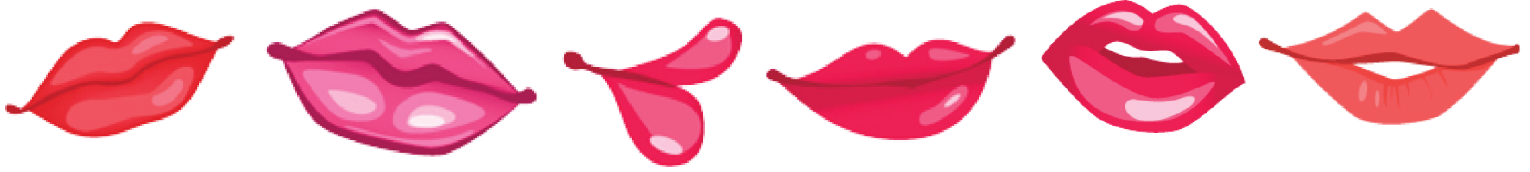
Shantavis Q. Dorsey
Courtney L. Moffett
Nikisha Davis

Recruiter :Deborah Wilson

Lana Kyle



**To become ACTIVE you must place
a \$225 wholesale order*



from the director's chair

Hello Powerful Performers!

Congratulations on a great March and with the Company Starter Kit Promotion of \$75 — we are bound to have an even greater April! Records are going to be broken and foundations for businesses are going to be strong!

We are in the last quarter of the Seminar Year. It's time to decide.....Will I finish this Seminar year Better Off than last year? Will I go to Seminar in Dallas Texas? I recommend you do whatever it takes to get there. The first thing you'll want to do is register (\$195.00). If you qualified for Priority Registration, you can register this month. Next, depending on where you live, you'll want to plan and/or pay for your transportation to Dallas. If you're flying and you book your flight in May, you should still be able to get a great fare. After that, you make your hotel reservation. At some point you'll need to decide if you want one, two, or three roommates to help defray the cost of the room. You'll want to plan on having around \$100 to cover evening meals while you're there. After that, it's time to find the right dress for our Area Awards Night and Mary Kay's Award's Night. Did you know that it's not too late for you to be recognized either in our NSD's Courts or Mary Kay's Courts? Just find your place to win, create your plan, and go to work. You would be amazed at how much you can accomplish in a little less than three months!

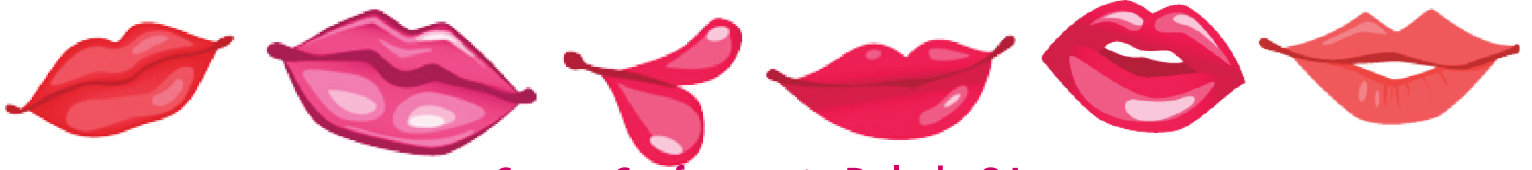
So what's your assignment the next three months? First, if you qualify for Priority Registration, get registered this month. Then get your products ready for all of those Spring sales you're going to have. After that, determine how you will get to Seminar. Next, find the perfect dress(es) and last, book your hotel room. You can decide how many roommates you want later.

I love love love being your Director. I love to watch you embrace one another and every new consultant, whether they are in our unit or not, and every guest. The love you have for one another, how you encourage and uplift one another is truly a gift. Mary Kay Ash herself would be so very proud of you! You live and work the Mary Kay way. You are truly carrying on the legacy she worked so hard to build.

Huge Hugs,

LOVE CHECKS

13% Recruiter Commission Level	
Pamela J. Sparks	\$1,317.74
9% Recruiter Commission Level	
Debbie S. Rogers	\$133.07
Tabitha J. Tillman	\$108.56
Lisa M. Fitzpatrick	\$100.62
4% Recruiter Commission Level	
Tisha M. Andry	\$114.86
Esther S. Mayberry	\$48.18
Deborah Wilson	\$30.52
Sakema Porterfield	\$28.96
Ileana Weatherspoon	\$22.56
Lashonda S. Williams	\$19.72
Amy R. Howell	\$17.19
Julia Kerr	\$16.20



Career Conference in Duluth, GA



We rocked the Cadillac March!! So proud to be a Pink Cadillac Unit!!



We had a great representation of ladies from east Alabama too!



Deborah Wilson & Debbie Rogers earned the special luncheon and dined in style!!



Tisha Andry & Semon Wade traveled from Inkster, MI to be a part of the excitement, wow!

Beat Our Best Contest

\$100 Visa Gift Card will be given away very month that we beat our BEST month in either Category

Wholesale: \$23,912

New Unit Members: 35

Beat our Best Winner:

Tammy Jackson
of Hoover, AL

Congratulations to Most
\$100 Days: Lisa
Fitzpatrick - 15 days
reported!
\$100 Day Drawing
Winner



\$100 Day Challenge

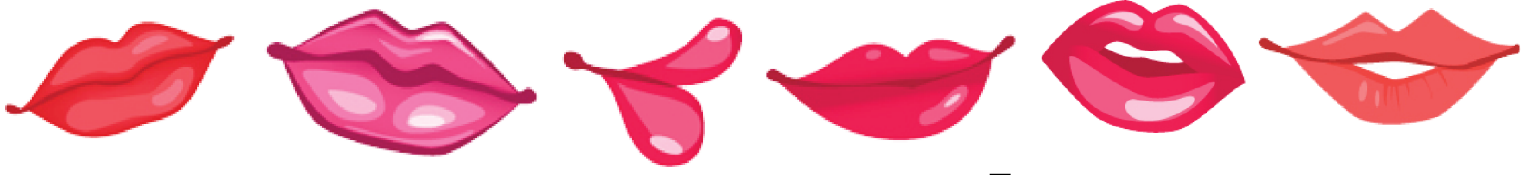
Report your \$100 days daily
via email or text to

205. 790. 1275 or

psparks3@marykay.com

- A prize for the most \$100 days reported for the month
- A prize drawing from each entry

It' s fun, cash and prizes!!!

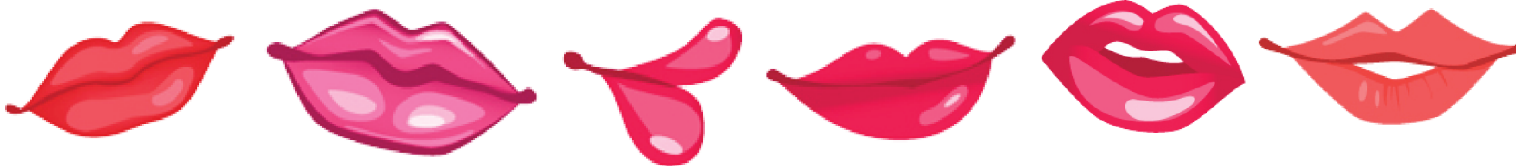


welcome new consultants!

New Consultant	From	Sponsored by
Tameka Crawford	BIRMINGHAM, AL	Pamela Sparks
Inga D. Pike	BIRMINGHAM, AL	Leslie Venable
Bernard Weatherspoon	BIRMINGHAM, AL	NONE

we invested in product last month!

<u>Name</u>	<u>Amount</u>	<u>Name</u>	<u>Amount</u>	<u>Name</u>	<u>Amount</u>
Esther S. Mayberry	\$1,673.00	Diana M. Duarte	\$291.00	Jackie Patterson	\$227.00
Lisa M. Fitzpatrick	\$1,556.25	Patricia Stephens	\$280.50	Jessica Durrah	\$226.00
Deborah Wilson	\$1,211.00	Blanca Mendoza Vite	\$273.00	Sonjia Spigner	\$225.50
Laura M. Castone	\$1,204.50	Raylene W. Thedford	\$271.50	Teva L. Payne	\$225.00
Semon Wade	\$1,191.00	Courtney L. Moffett	\$261.00	Melissa A. Bellamy	\$225.00
Tabitha J. Tillman	\$938.25	Tamara S. Jackson	\$259.25	Megan Walden	\$225.00
Debbie S. Rogers	\$800.75	LaKesha W. Douglas	\$254.50	Ileana Weatherspoon	\$191.50
Amy R. Howell	\$796.00	Vickie D. Jones	\$254.00	Leslie N. Venable	\$179.00
Veronica N. Crenshaw	\$792.50	Marvlon Tarver	\$249.50	Tandra McClure	\$134.00
Lana Kyle	\$763.00	Tammy D. Jackson	\$248.50	Quentina L. Moorer	\$121.00
B. Weatherspoon	\$640.00	Glynnis Warner	\$242.00	Stacey L. Morgan	\$112.00
Tisha M. Andry	\$536.00	Tammarra L. Tippett	\$241.50	Evelyn R. Chaudron	\$112.00
Alandris P. Burnes	\$514.50	Sandra Canada	\$241.50	Neicy Palmer	\$105.00
Brooke C. Bobbitt	\$429.75	Andrea M. Jackson	\$235.50	Julia Kerr	\$102.00
Marisa McConico	\$409.50	Lashonda S. Williams	\$234.00	Erica M. Cosby	\$67.00
Sonya L. Tinker	\$403.50	Jose Gonzalez	\$233.50	Kenya M. Thomas	\$56.00
Jenee D. Brown	\$357.00	Shantavis Q. Dorsey	\$232.00	Laura C. Jones	\$40.50
Sakema Porterfield	\$317.50	Sheri S. Lawrence	\$228.75	Laquita R. Bush	\$34.50
Angela H. Riddle	\$305.75	Debbie L. Stevens	\$228.50	Teacha D. Smith	\$7.50
Rolanda M. Rogers	\$296.50	Yuridia Reyes	\$227.00	Pamela J. Sparks	\$847.50



mark your calendars

Consultants who "show up", "GO UP"
GUESTS ARE THE LIFELINE OF YOUR BUSINESS - BRING GUESTS!!

Check out our new & improved website:

www.pamsparksmk.com



Every Monday Night @ 6:30 pm

The Pretty Place

2531 Rocky Ridge Road, Suite 113

Vestavia, AL

Face models are needed every week!

MARK YOUR CALENDARS

Sunday Night Power Call, EVERY Sunday Night @ 9pm cst 712-432-1680 access code 202766#

Weekly Success Express Monday Nights @ 6:30pm

April 26 NSD Cecilia James National Area Debut

April 30- Last day consultants can place orders... you no longer have to assign orders to your Director on the last day of the month unless it is after 9pm. Just call your director if you place your order after 9!



Want to become a member of the Class of 2014?

Help build women with Mary Kay. Have your name placed on the "GREAT WALL" of Mary Kay leaders. Be a woman of vision, influence, commitment & heart.

Your path to success will be rewarded with fabulous perks and prizes befitting a Mary Kay Independent Sales Director. When you debut as an Independent Sales Director from Aug. 1, 2013, through July 1, 2014, you will receive several fantastic rewards:

- A beautiful Class of 2014 ring* to match your 2013-2014 Sales Director suit
- A stunning Badgley Mischka handbag*
- Free registration to Leadership Conference 2014 if you debut between Aug. 1, 2013, and Jan. 1, 2014
- Free registration to Seminar 2014 if you debut between Feb. 1 and July 1, 2014

Introduce yourself as a Mary Kay Independent Sales Director –

It has a nice ring to it!