

pamela's powerful cadillac performers  
Director Pamela Sparks



FEBRUARY 2014 EDITION WITH JANUARY 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!

february queens

QUEEN OF WHOLESALÉ



Debbie Rogers  
Birmingham, AL  
Career: Teacher  
\$2,093.00

QUEEN OF SALES



Debbie Rogers  
Birmingham, AL  
Career: Teacher  
\$3,223.25

QUEEN OF SHARING



Debbie Rogers  
Birmingham, AL  
Career: Teacher  
2 NEW member



Rockin' Reds



#1 Tabitha Tillman  
\$2,334.74



Debbie Rogers

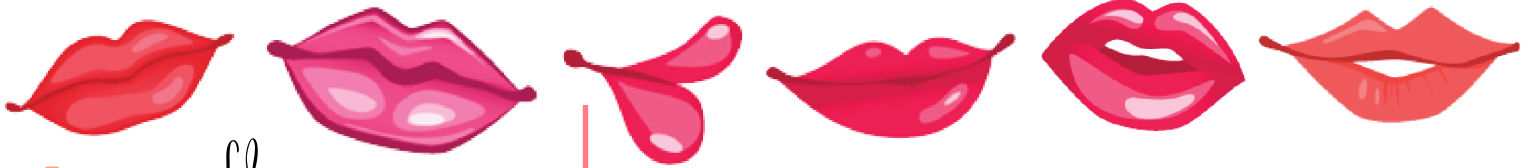


Lisa Fitzpatrick



Sakema Porterfield

15 Red Jackets to go  
to meet our Seminar Goal  
of 20 Red Jackets!!!



February  
**BIRTHDAYS & ANNIVERSARIES**



<b>Birthdays</b>	<b>Day</b>
Jillian T. Cross	1
Sondra A. Ford	3
Amber Kitchens	5
Alicia R. Lumpkin	5
Pamela J. Sparks	5
Julia Kerr	7
Melisa Jones	9
Wendy Butts	18
Brooke C. Bobbitt	21
Vickie D. Jones	22
Christian T. Harris	23
Leslie N. Venable	25
Laura C. Jones	28

<b>Anniversaries</b>	<b>Years</b>
Linda Cunningham	9
Chaqueta L. Daniel	8
Melisa Jones	4
Cheryl L. Boykin	3
Alicia R. Lumpkin	3
Teva L. Payne	2
Gricelda Lugo	1
Adrienne G. Crawford	1
Vickie D. Jones	1
Erica Y. Melton-Vann	1

**LOVE CHECKS**

13% Recruiter Commission Level	
Pamela J. Sparks	\$463.78
9% Recruiter Commission Level	
Lisa M. Fitzpatrick	\$23.13
4% Recruiter Commission Level	
Tabitha J. Tillman	\$92.70
Blanca Mendoza Vite	\$26.14
Lisa Florence	\$24.21
Sakema Porterfield	\$22.82
Ileana Weatherspoon	\$21.56
Lashonda S. Williams	\$17.46
Julia Kerr	\$17.36

**top 10 in retail sales**

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

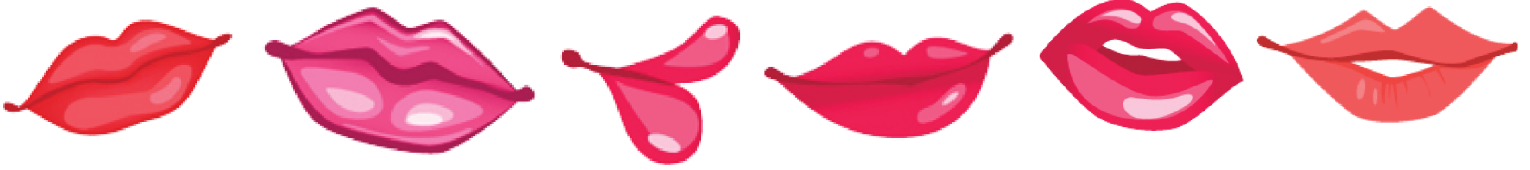
<b>CONSULTANT</b>	<b>YTD TOTAL</b>
1 Debbie S. Rogers	\$20,966.00
2 Sonya L. Tinker	\$9,801.00
3 Tabitha J. Tillman	\$7,814.50
4 Semon Wade	\$7,692.50
5 Lisa M. Fitzpatrick	\$7,455.00
6 Debbie L. Stevens	\$5,652.50
7 Amy R. Howell	\$5,465.00
8 Leslie N. Venable	\$5,065.00
9 Donna Sargent	\$4,808.50
10 Sakema Porterfield	\$4,363.00



**tops in team building**

<b>CONSULTANT</b>	<b>SEMINAR QUALIFIED</b>	
1 Teacha D. Smith	4	\$176.60
2 Tisha M. Andry	1	\$106.59
3 Julia Kerr	1	\$89.46
4 Lashonda S. Williams	1	\$47.12
5 Blanca Mendoza Vite	1	\$38.10
6 Courtney L. Moffett	1	\$37.90
7 Tiara S. Turner	1	\$32.30
8 Debbie L. Stevens	1	\$24.90
9 Lisa Florence	1	\$24.21
10 Donna Sargent	1	\$24.00
11 Pamela J. Sparks	2	\$635.19

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.



# aim for the stars!

**CONGRATULATIONS On-Target Stars! Quarter 3 ends March 15.**

Consultant Name	Current Wholesale Production	\$1,800 Sapphire	\$2,400 Ruby	\$3,000 Diamond	\$3,600 Emerald	\$4,800 Pearl
PAMELA SPARKS	\$2,852.50	****	STAR	\$147.50	\$747.50	\$1,947.50
DEBBIE ROGERS	\$2,495.50	****	STAR	\$504.50	\$1,104.50	\$2,304.50
SONYA TINKER	\$1,235.00	\$565.00	\$1,165.00	\$1,765.00	\$2,365.00	\$3,565.00
LISA FITZPATRICK	\$855.50	\$944.50	\$1,544.50	\$2,144.50	\$2,744.50	\$3,944.50
SEMON WADE	\$641.50	\$1,158.50	\$1,758.50	\$2,358.50	\$2,958.50	\$4,158.50
DEBORAH WILSON	\$605.50	\$1,194.50	\$1,794.50	\$2,394.50	\$2,994.50	\$4,194.50
SONJIA SPIGNER	\$605.25	\$1,194.75	\$1,794.75	\$2,394.75	\$2,994.75	\$4,194.75
AMY HOWELL	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
DEBBIE STEVENS	\$510.50	\$1,289.50	\$1,889.50	\$2,489.50	\$3,089.50	\$4,289.50
COURTNEY MOFFETT	\$507.50	\$1,292.50	\$1,892.50	\$2,492.50	\$3,092.50	\$4,292.50
ILEANA WEATHERSPOON	\$475.50	\$1,324.50	\$1,924.50	\$2,524.50	\$3,124.50	\$4,324.50
TOMASA URIOSTEGUI	\$448.00	\$1,352.00	\$1,952.00	\$2,552.00	\$3,152.00	\$4,352.00
LESLIE VENABLE	\$434.00	\$1,366.00	\$1,966.00	\$2,566.00	\$3,166.00	\$4,366.00
MARVLON TARVER	\$425.00	\$1,375.00	\$1,975.00	\$2,575.00	\$3,175.00	\$4,375.00
BLANCA MENDOZA VITE	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50
DONNA SARGENT	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00



## Beat Our Best Contest

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

Wholesale: \$23,500

New Unit Members: 35

Congratulations to Most \$100 Day Winner:  
**Debbie Rogers of Hoover, AL**  
 Drawing Winner:  
**Sonya Tinker of Bessemer, AL**




### \$100 Day Challenge

Report your \$100 days daily via email or text to 205. 790. 1275 or [psparks3@marykay.com](mailto: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!!!



# 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.

#### FUTURE DIRECTORS

##### Recruiter :Lisa M. Fitzpatrick

Jenee D. Brown  
Lisa Florence  
Owedya R. Harrell  
Markesha B. Kennedy  
Julia Kerr  
Marisa McConico  
Landris Smith  
Marvlon Tarver  
Sherita Zorns



#### STAR RECRUITERS

##### Recruiter :Sakema Porterfield

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



##### Recruiter :Debbie S. Rogers

Angela D. Brady  
Wendy Butts  
Jennifer D. Jolley  
Laura C. Jones  
\* Brianna Huffman  
Jackie Patterson  
Deborah Wilson



##### Recruiter :Tabitha J. Tillman

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



#### SENIOR CONSULTANTS

##### Recruiter :Tisha M. Andry

Teacha D. Smith  
Semon Wade

##### Recruiter :Lisa Florence

Sonjia Spigner

##### Recruiter :Amanda Foster

Donna Dancy  
Daphne T. Lincoln

##### Recruiter :Amy R. Howell

Brooke C. Bobbitt  
\* Jada H. Hinkle

##### Recruiter :Julia Kerr

Leslie N. Venable

##### Recruiter :Daphne T. Lincoln

Evelyn R. Chaudron  
\* Renee McManus  
\* Megan Walden

##### Recruiter :Blanca E. Mendoza Vi

Yuridia Reyes  
Tomasia Uriostegui  
\* Martha Acevedo  
Yazmin Benitez  
\* Veronica Figueroa

##### Recruiter :Courtney L. Moffett

Taquisha Nunnally  
\* Teresa L. Beecham

##### Recruiter :Rolanda M. Rogers

Lashonda S. Williams  
\* Kendra P. Jacobs

##### Recruiter :Donna Sargent

Krystle Foster  
\* Ronnesia B. Harris

##### Recruiter :Teacha D. Smith

Tammy D. Jackson  
\* Polly N. Davis  
\* Tiffany M. Felton  
\* Latoya King  
Latesha H. Miller  
\* Quentina L. Mooror  
\* Tana R. Patton

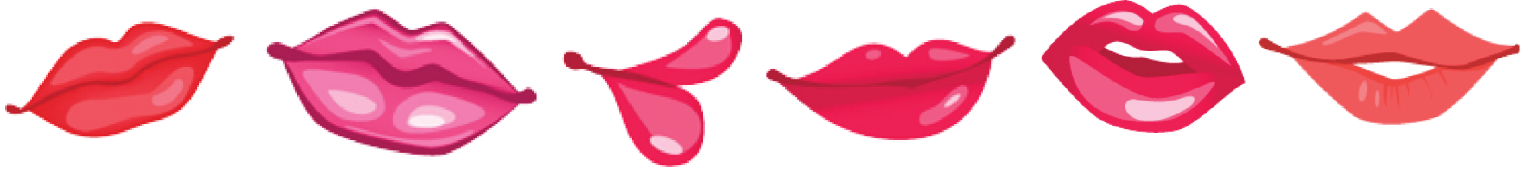
##### Recruiter :Ileana Weatherspoon

Diana M. Duarte  
Blanca Mendoza Vite

##### Recruiter :Lashonda S. Williams

Courtney L. Moffett

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



from the director's chair

**Hello Powerful Performers!**

Congratulations Performers for being ranked #17 in the state of AL and #3 in Cecilia James' National area for the month of January. We couldn't do it without you!! Let's go for #1!

Congratulations to all consultants that attended a January Jumpstart event in THREE STATES!! You are making an investment in your business growth and future every time you attend a MK event! Amy Howell, Debbie Rogers, Tabitha Tillman, Leslie Venable, Debbie Stevens, Sakema Porterfield, Melissa Bellamy, Lisa Florence, Teacha Smith, Lashonda Williams, Tana Patton, Laura Jones, Tisha Andry, Semon Wade, Marvelon Tarver & Marisa McConico

I love my Mary Kay! I love that I have been able to build a business that allows to me to work from. I love that I have girlfriends who help me grow personally and spiritually. I love that my clients are my friends and that I make new friends every day. I love that each and every one of you have been placed in my life for a reason and I appreciate that you are a part of my unit and future area. I love my Mary Kay!

During the month of February, ask yourself, how can I add value to my client's lives? How can I make them feel special? You see, when we care for others, we build lifelong relationships. Here's an idea for February: How about adding chocolate to reorder bags and dropping in notes about why you specifically appreciate this person. Perhaps you can suggest skin care supplements to help winterize their skin.

I am excited to celebrate all of your achievements this month! I believe in you!

Huge Hugs,

5 REASONS WHY YOU SHOULD ATTEND

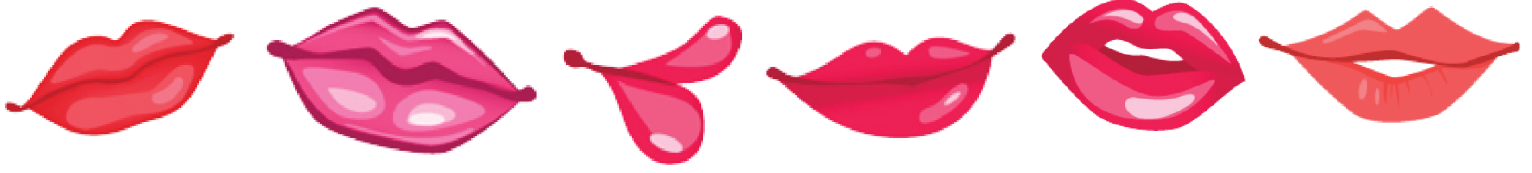
# Career Conference 2014

1. Value vs. Cost
2. Bonding Time
3. Idea Sharing
4. See it First
5. Celebrate

Created by MKVirtualOffice.com

## Career Conference Special Luncheon

Independent Beauty Consultants and Independent Sales Directors who from Dec. 1, 2013, through Feb. 28, 2014, add two qualified\* new personal team members will be invited to this special luncheon held in their honor. Qualified\* new Independent Beauty Consultants who add one new qualified\* team member from Dec. 1, 2013, through Feb. 28, 2014, also will



Debbie Rogers with Sr. National Sales Director Cindy Fox @ The Pretty Place January Jumpstart



Semon Wade & Tisha Smith with National Sales Director Bettye Bridges in Michigan



Melissa Bellamy, Teacha Smith, Pam Sparks, Lisa Florence & Lashonda Williams at the James Area Winter Retreat in Georgia

## Close Out

If any of your clients use these products, call them today for **LAST CHANCE SALES!** Stock up now!

The following products will be available while supplies last:

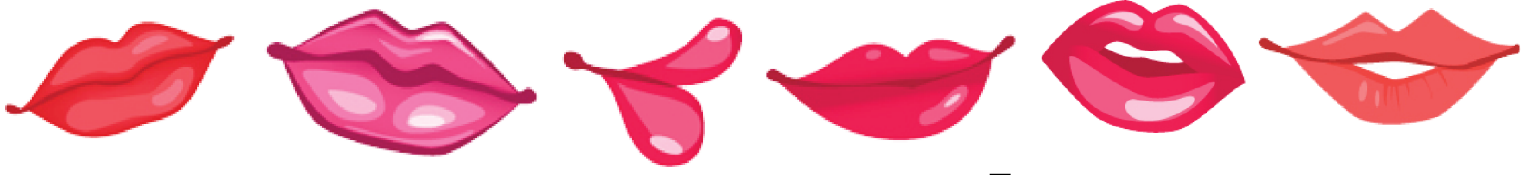
- ☞ Creme Lipstick in Hibiscus (due to low sales).
- ☞ All shades of the Mineral Bronzing Powder (due to the launch of the new Bronzing Powders).
- ☞ All shades of the Tinted Moisturizer (due to the launch of the CC Cream Sunscreen Broad Spectrum 15).
- ☞ Liquid Eyeliner in Black (due to the launch of Gel Eyeliner).

In order to keep the At Play line rotating, the following will be available while supplies last:

- ☞ Baked Eye Trios in Ocean View & Tuxedo.
- ☞ Eye Crayons in Green Tea & In The Navy.
- ☞ Jelly Lip Glosses in Crushed Plum & Hot Tamale.
- ☞ Lip Crayons in Candied Apple & Violet Love.



Tabitha Tillman & Leslie Venable being recognized as Star Consultants with SNSD Cindy Fox



# welcome new consultants!

## New Consultant

Laquita R. Bush  
 Diana M. Duarte  
 Kimberly Mcgee  
 Latesha H. Miller  
 Neicy Palmer  
 Jackie Patterson  
 Kimberly C. Perry  
 Alexis Robinson  
 Deontranise Taylor  
 Hattie M. Tubbs  
 Deborah Wilson

## From

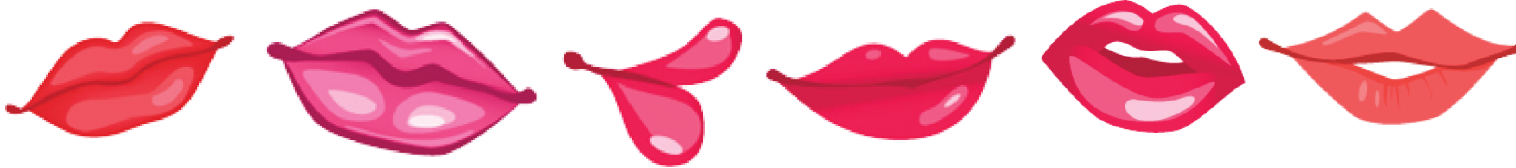
IRONDALE, AL  
 WARRIOR, AL  
 BENTONVILLE, AR  
 BIRMINGHAM, AL  
 BIRMINGHAM, AL  
 HELENA, AL  
 SELMA, AL  
 HOOVER, AL  
 FULTONDALE, AL  
 NORTHPORT, AL  
 HELENA, AL

## Sponsored by

Pam Sparks  
 Ileana Weatherspoon  
 Pam Sparks  
 Teacha Smith  
 Pam Sparks  
 Debbie Rogers  
 Pam Sparks  
 Kenya Thomas  
 Pam Sparks  
 Sonya Tinker  
 Debbie Rogers

# we invested in product last month!

Name	Amount	Name	Amount	Name	Amount
Debbie S. Rogers	\$2,093.00	Stacey L. Morgan	\$248.00	Vickie D. Jones	\$200.00
Lisa M. Fitzpatrick	\$632.00	Tammy D. Jackson	\$246.50	Sonya L. Tinker	\$187.00
Sonjia Spigner	\$605.25	Tabitha J. Tillman	\$245.00	Sandra Canada	\$72.00
Tomasa Uriostegui	\$448.00	Laura C. Jones	\$241.75	Krystle Foster	\$71.50
Courtney L. Moffett	\$436.50	Samantha Williamson	\$235.00	Teacha D. Smith	\$69.50
Leslie N. Venable	\$434.00	Jose Gonzalez	\$216.00	Sheri S. Lawrence	\$69.50
Donna Sargent	\$400.00	Marvlon Tarver	\$213.50	Kendra P. Jacobs	\$55.00
Debbie L. Stevens	\$370.50	Sakema Porterfield	\$212.00	Kenya M. Thomas	\$54.00
Diana M. Duarte	\$335.50	Sharon A. Glass	\$209.50	Sherita Zorns	\$43.50
Ileana Weatherspoon	\$326.00	Chaqueta L. Daniel	\$206.50	Melissa A. Bellamy	\$20.50
Rolanda M. Rogers	\$318.50	Yuridia Reyes	\$205.50	Tandra McClure	\$15.00
Semon Wade	\$288.50	Blanca Mendoza Vite	\$203.50	Lashonda S. Williams	\$12.00
Amy R. Howell	\$256.00	Japera D. Lane	\$201.00	Pamela J. Sparks	\$1,535.75



## mark your calendars

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

Check out our unit website: [www.unitnet.com/psparks](http://www.unitnet.com/psparks)  
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

February 28- 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!

March 8, Saturday Sizzle 10 a.m.

March 28-29, 2014 : Career Conference in Duluth, GA. If you're outside of the Birmingham area or GA, please check Intouch for a location and date near your city. Our goal is 34 consultants to attend!



## 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!**