



pamela's powerful cadillac performers

Director Pamela Sparks



MARCH 2014 EDITION WITH FEBRUARY 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!

### march queens

#### QUEEN OF WHOLESALE



Debbie Rogers  
Birmingham, AL  
Career: Teacher  
\$1,505.50

#### QUEEN OF SALES



Lisa Fitzpatrick  
Hoover, AL  
Career: Legal  
\$3,054.00

#### QUEEN OF SHARING



Lashonda Williams  
Phenix City, AL  
Career: Full Time MK  
2 NEW members



## Rockin' Reds



#1 Debbie Rogers  
\$3,785.75



Tabitha  
Tillman



Lisa  
Fitzpatrick

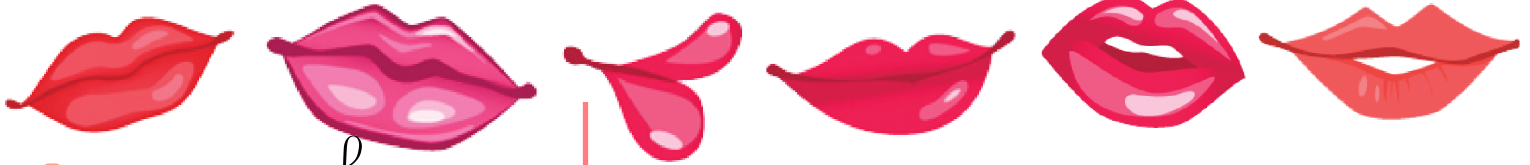


Tisha  
Andry



Sakema  
Porterfield

15 Red Jackets to go  
to meet our Seminar Goal  
of 20 Red Jackets by June 30!



march



## BIRTHDAYS & ANNIVERSARIES



Birthdays	Day
Tanisha L. Canida	2
Marisa McConico	3
Lillie H. Williams	7
Sonjia Spigner	13
Katie Hall	17
Tammy D. Jackson	17
Stacey L. Morgan	17
Amanda Foster	18
Angela D. Brady	25
Jami-Marie Grimes	26
Donna Dancy	31

Anniversaries	Years
Pamela J. Sparks	11
Sondra A. Ford	7
Stacey L. Morgan	7
Marisa McConico	5
Sandra Canada	4
Patricia Stephens	4
Lakesha S. Crayton	2
Valerie P. Johnson	2
Felicia Foy Nealy	1
Cherell R. Brandon	1
Lisa Derringer	1
Lillie H. Williams	1
NaTasha B. Foy	1
Nancy H. Harris	1
Belem Leonard	1
Angela H. Riddle	1
Katharine R. McKenzie	1
Tamara S. Jackson	1
Keaundria Marshall	1
Owedya R. Harrell	1
Tameka Walker	1

## LOVE CHECKS

13% Recruiter Commission Level	
Debbie S. Rogers	\$296.43
Lisa M. Fitzpatrick	\$161.66
Pamela J. Sparks	\$1,259.99
4% Recruiter Commission Level	
Tabitha J. Tillman	\$81.86
Tisha M. Andry	\$36.60
Sakema Porterfield	\$32.49
Deborah Wilson	\$24.49
Rolanda M. Rogers	\$18.32
Daphne T. Lincoln	\$17.37
Ileana Weatherspoon	\$15.48

## 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	\$24,097.00
2	Sonya L. Tinker	\$10,796.00
3	Lisa M. Fitzpatrick	\$9,589.00
4	Tabitha J. Tillman	\$9,269.50
5	Semon Wade	\$7,806.50
6	Debbie L. Stevens	\$6,257.00
7	Leslie N. Venable	\$5,675.00
8	Amy R. Howell	\$5,554.50
9	Ileana Weatherspoon	\$5,396.00
10	Lashonda S. Williams	\$4,810.50



## tops in team building

### CONSULTANT

### SEMINAR QUALIFIED

1	Debbie S. Rogers	2	\$209.49
2	Teacha D. Smith	4	\$176.60
3	Tisha M. Andry	2	\$134.79
4	Julia Kerr	1	\$101.26
5	Lashonda S. Williams	1	\$47.12
6	Blanca Mendoza Vite	1	\$38.10
7	Courtney L. Moffett	1	\$37.90
8	Tiara S. Turner	1	\$32.30
9	Debbie L. Stevens	1	\$24.90
10	Deborah Wilson	1	\$24.49
	Pamela J. Sparks	4	\$883.21

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.



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	\$4,607.00	*****	*****	*****	STAR	\$193.00
DEBBIE ROGERS	\$4,001.00	*****	*****	*****	STAR	\$799.00
LISA FITZPATRICK	\$1,960.00	STAR	\$440.00	\$1,040.00	\$1,640.00	\$2,840.00
ILEANA WEATHERSPOON	\$1,704.00	\$96.00	\$696.00	\$1,296.00	\$1,896.00	\$3,096.00
SONYA TINKER	\$1,436.00	\$364.00	\$964.00	\$1,564.00	\$2,164.00	\$3,364.00
DEBORAH WILSON	\$1,418.00	\$382.00	\$982.00	\$1,582.00	\$2,182.00	\$3,382.00
TABITHA TILLMAN	\$1,368.50	\$431.50	\$1,031.50	\$1,631.50	\$2,231.50	\$3,431.50
LANA KYLE	\$970.75	\$829.25	\$1,429.25	\$2,029.25	\$2,629.25	\$3,829.25
TISHA ANDRY	\$958.00	\$842.00	\$1,442.00	\$2,042.00	\$2,642.00	\$3,842.00
SEMON WADE	\$839.50	\$960.50	\$1,560.50	\$2,160.50	\$2,760.50	\$3,960.50
DEBBIE STEVENS	\$812.75	\$987.25	\$1,587.25	\$2,187.25	\$2,787.25	\$3,987.25
DIANA DUARTE	\$810.00	\$990.00	\$1,590.00	\$2,190.00	\$2,790.00	\$3,990.00
LESLIE VENABLE	\$729.00	\$1,071.00	\$1,671.00	\$2,271.00	\$2,871.00	\$4,071.00
ESTHER MAYBERRY	\$700.00	\$1,100.00	\$1,700.00	\$2,300.00	\$2,900.00	\$4,100.00
AMY HOWELL	\$649.25	\$1,150.75	\$1,750.75	\$2,350.75	\$2,950.75	\$4,150.75
BETTY BRAXTON	\$630.00	\$1,170.00	\$1,770.00	\$2,370.00	\$2,970.00	\$4,170.00
MARVLON TARVER	\$625.00	\$1,175.00	\$1,775.00	\$2,375.00	\$2,975.00	\$4,175.00
BLANCA MENDOZA VITE	\$607.00	\$1,193.00	\$1,793.00	\$2,393.00	\$2,993.00	\$4,193.00
SONJIA SPIGNER	\$605.25	\$1,194.75	\$1,794.75	\$2,394.75	\$2,994.75	\$4,194.75
LAQUITA BUSH	\$602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
NEICY PALMER	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
JACKIE PATTERSON	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
JULIA KERR	\$541.25	\$1,258.75	\$1,858.75	\$2,458.75	\$3,058.75	\$4,258.75
ALANDRIS BURNES	\$514.50	\$1,285.50	\$1,885.50	\$2,485.50	\$3,085.50	\$4,285.50
COURTNEY MOFFETT	\$507.50	\$1,292.50	\$1,892.50	\$2,492.50	\$3,092.50	\$4,292.50
STACEY MORGAN	\$500.00	\$1,300.00	\$1,900.00	\$2,500.00	\$3,100.00	\$4,300.00
SANDRA CANADA	\$473.50	\$1,326.50	\$1,926.50	\$2,526.50	\$3,126.50	\$4,326.50
LAURA JONES	\$458.25	\$1,341.75	\$1,941.75	\$2,541.75	\$3,141.75	\$4,341.75
DAPHNE LINCOLN	\$451.50	\$1,348.50	\$1,948.50	\$2,548.50	\$3,148.50	\$4,348.50
TOMASA URIOSTEGUI	\$448.00	\$1,352.00	\$1,952.00	\$2,552.00	\$3,152.00	\$4,352.00
JOSE GONZALEZ	\$438.00	\$1,362.00	\$1,962.00	\$2,562.00	\$3,162.00	\$4,362.00
ROLANDA ROGERS	\$425.00	\$1,375.00	\$1,975.00	\$2,575.00	\$3,175.00	\$4,375.00
VICKIE JONES	\$409.00	\$1,391.00	\$1,991.00	\$2,591.00	\$3,191.00	\$4,391.00
LANDRIS SMITH	\$406.00	\$1,394.00	\$1,994.00	\$2,594.00	\$3,194.00	\$4,394.00
DONNA SARGENT	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00

<p>\$150 w/s each week during the quarter will earn you <b>A SAPPHIRE STAR!</b> That's only \$300 per week in retail sales!</p>	<p>\$200 w/s each week during the quarter will earn you <b>A RUBY STAR!</b> That's only \$400 per week in retail sales!</p>	<p>\$250 w/s each week during the quarter will earn you <b>A DIAMONDSTAR!</b> That's only \$500 per week in retail sales!</p>	<p>\$300 w/s each week during the quarter will earn you <b>AN EMERALD STAR!</b> That's only \$600 per week in retail sales!</p>	<p>\$350 w/s each week during the quarter will earn you <b>A PEARL STAR!</b> That's only \$1,000 per week in retail sales!</p>
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# 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

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



#### TEAM LEADERS

##### Recruiter :Debbie S. Rogers

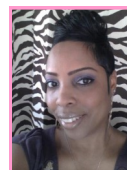
Angela D. Brady  
Wendy Butts  
Jennifer D. Jolley  
Laura C. Jones  
Jackie Patterson  
Kim A. Smith  
Deborah Wilson  
\* Brianna Huffman



#### STAR RECRUITERS

##### Recruiter :Tisha M. Andry

Esther S. Mayberry  
Teacha D. Smith  
Semon Wade



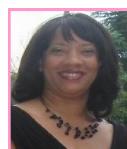
##### Recruiter :Sakema Porterfield

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



##### Recruiter :Tabitha J. Tillman

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



#### SENIOR CONSULTANTS

Recruiter :Lisa Florence  
Sonjia Spigner

Recruiter :Amanda Foster  
Donna Dancy  
Daphne T. Lincoln

Recruiter :Julia Kerr  
Leslie N. Venable  
# Jessica Durrah

Recruiter :Daphne T. Lincoln  
Evelyn R. Chaudron  
Renee McManus  
\* Megan Walden

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

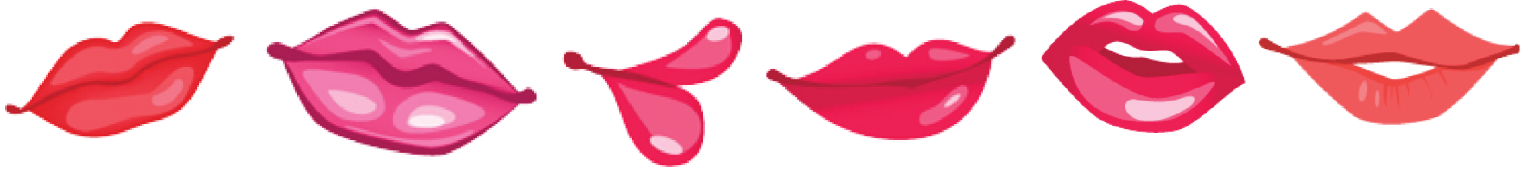
Recruiter :Teacha D. Smith  
Tammy D. Jackson  
\* Latoya King  
Latesha H. Miller  
\* Quentina L. Mooror  
\* Tana R. Patton

Recruiter :Ileana Weatherspoon  
Diana M. Duarte  
Blanca Mendoza Vite

Recruiter :Lashonda S. Williams  
Courtney L. Moffett  
Nikisha Davis  
Shantavis Q. Dorsey

Recruiter :Deborah Wilson  
Lana Kyle

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



from the director's chair

## Hello Powerful Performers!

We are in the Final Four! That's four months before the end of the Mary Kay year! How are you doing on your yearly goal? Did I hear you say "nobody wants to book" or "no one has any money"? Do you think you've got it hard trying to cultivate new clients? You think it's tough to keep your business going? Think about what Mary Kay must have endured when No One knew anything about her or what an awesome company this was going to be 50 years later. Below are words of wisdom from Mary Kay that will hopefully help you to understand that nothing good comes without a price and you either pay now for success and play later or you can play now and pay later when you find that you are not where you want or need to be financially.

"I was taught to put my best effort into anything I did, and I can honestly say I've always done that. Still there were many times when I failed, many times when I was disappointed. We didn't set the world on fire from the first day; disappointments, setbacks and work have created the company as it is today. I envisioned a company in which any woman could become just as successful as she wanted to be. The doors would be wide open to an opportunity for women who were willing to pay the price and had the courage to dream."

Remember, it takes faith and belief to have a powerful attitude and be a power player! Here are some things that Mary Kay herself had to say about faith.

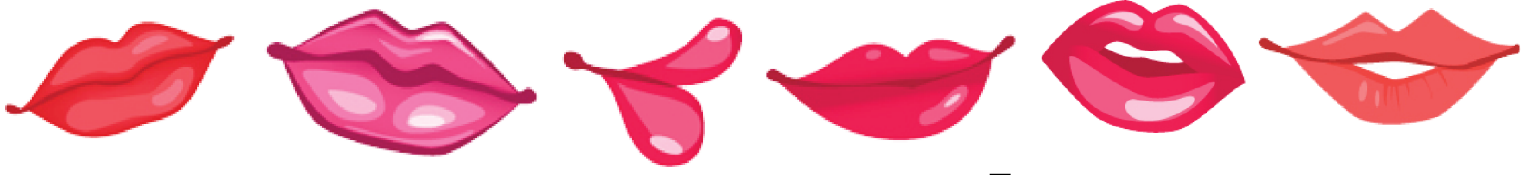
1. The only chain and shackles that prevent any of us from realizing our life's dreams are those that we ourselves forge in the fires of doubt. Is there really any reason to chain ourselves to mediocrity? A person is actually a product of her own thoughts. When you take the brakes off your thinking, you can achieve big things.
2. It is far better to dare mighty things, to win glorious triumphs, though often times you are going to experience failure, than to rank with those poor souls who neither enjoy much nor suffer much because they live in the shadow of life that knows neither victory nor defeat.
3. Faith is wanting something with all your heart. Faith is taking a chance on something before you are sure how everything will work out. Almost anything can be accomplished by the person who really wants to succeed. But no woman will ever believe she can move a mountain unless she really wants that mountain to move.

What will your life be? It's your choice!!! Are you going to focus on the things that you think you can't do, while others are doing them, or are you going to take responsibility for your future and do the things that will make your financial dreams come true.

**Congratulations to these ladies making their goals a reality. They all moved up in February: Debbie Rogers, Team Leader Tisha Andry, Star Team Builder Deborah Wilson, Sr. consultant!**

Huge Hugs,



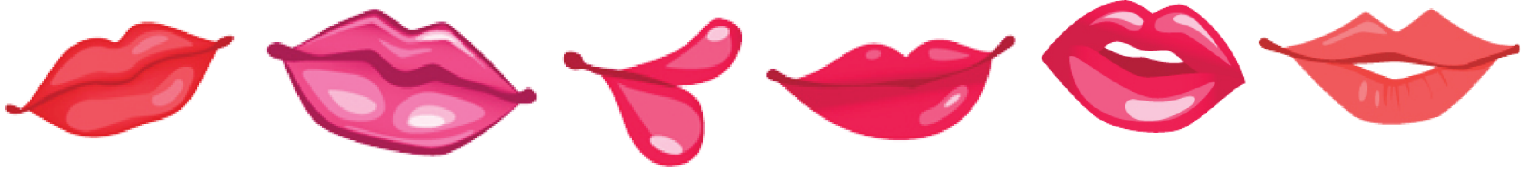


# welcome new consultants!

<b>New Consultant</b>	<b>From</b>	<b>Sponsored by</b>
Laura M. Castone	SOUTHFIELD, MI	Esther Mayberry
Erica N. Chambers	BIRMINGHAM, AL	Tabitha Tillman
Veronica N. Crenshaw	PELHAM, AL	Pamela Sparks
Nikisha Davis	SCOTT AIR FORCE, IL	Lashonda Williams
Shantavis Q. Dorsey	PHENIX CITY, AL	Lashonda Williams
Lana Kyle	BIRMINGHAM, AL	Deborah Wilson
Esther S. Mayberry	REDFORD, MI	Tisha Andry
Kim A. Smith	MARBURY, AL	Debbie Rogers

# we invested in product last month!

<u>Name</u>	<u>Amount</u>	<u>Name</u>	<u>Amount</u>	<u>Name</u>	<u>Amount</u>
Debbie S. Rogers	\$1,505.50	Candida C. McCary	\$269.50	Tisha M. Andry	\$208.00
Ileana Weatherspoon	\$1,378.00	Stacey L. Morgan	\$252.00	Andrea M. Jackson	\$206.50
Lisa M. Fitzpatrick	\$1,032.00	Angela D. Brady	\$242.75	Landris Smith	\$204.00
Deborah Wilson	\$1,010.50	Daphne T. Lincoln	\$239.00	Blanca Mendoza Vite	\$203.50
Tabitha J. Tillman	\$717.50	Sondra A. Ford	\$234.00	Julia Kerr	\$202.75
Esther S. Mayberry	\$648.00	Angela Thomas	\$230.50	Brenda J. Foy	\$201.00
Lana Kyle	\$612.25	Lashonda S. Williams	\$227.50	Marvlon Tarver	\$200.00
Laquita R. Bush	\$602.50	Evelyn R. Chaudron	\$225.00	Diana M. Duarte	\$183.50
Neicy Palmer	\$601.50	Jose Gonzalez	\$222.00	Donna Dancy	\$107.00
Jackie Patterson	\$601.00	Laura C. Jones	\$216.50	Sherita Zorns	\$85.00
Sonya L. Tinker	\$497.50	Kenya M. Thomas	\$215.75	Krystle Foster	\$70.00
Betty Braxton	\$427.00	Marquita Lawson	\$212.50	Chaqueta L. Daniel	\$61.00
Sandra Canada	\$401.50	Teacha D. Smith	\$210.00	Rolanda M. Rogers	\$57.00
Lisa Florence	\$339.25	Angela H. Riddle	\$210.00	Semon Wade	\$57.00
Debbie L. Stevens	\$302.25	Kim A. Smith	\$209.50	Amy R. Howell	\$44.75
Tammarra L. Tippett	\$301.00	Renee McManus	\$209.25	Sakema Porterfield	\$23.75
Leslie N. Venable	\$295.00	Vickie D. Jones	\$209.00	LaKesha W. Douglas	\$16.00
Kim H. Watson	\$271.50			Pamela J. Sparks	\$2,363.75



## 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](http://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

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!

March 31- 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!**