



COURAGEOUS CONQUERORS NEWSLETTER



Full steam ahead to the Pink Cadillac!

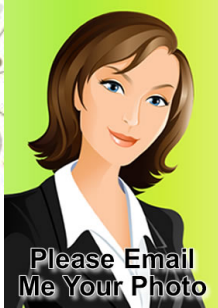


January 2014 Recognition & Results

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 3/15/14

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
	Margaret Howse	\$696	\$1,104
	Jalisia Davis	\$621	\$1,179
	Sadrita Barnes	\$618	\$1,182
	Regina Hickson	\$498	\$1,302
	Catherine Moore	\$327	\$1,473
	Tijwana Ketter	\$253	\$1,547
	Renee Williams	\$238	\$1,562
	Gwen Hough	\$217	\$1,583
	Gwen Barton	\$214	\$1,586
	Sheronda Sinclair	\$202	\$1,598
	Monica Hood	\$201	\$1,599
	Brenda Floyd	\$200	\$1,600
	Gina Thompson	\$71	\$1,729
	Chantel Grier	\$20	\$1,780
	Shandrea Lasco	\$8	\$1,792

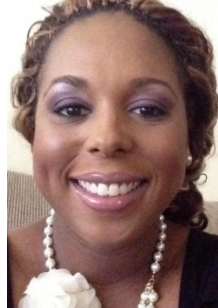


Please Email Me Your Photo

Sadrita Barnes
Queen of Wholesale



Regina Hickson
Queen of Sharing



Margaret Howse
Top Love Check

Welcome New Consultants

Name:

Jalisia Davis
Viviana Cisneros
Staci Williams
Erica Potter
Donna Hughes

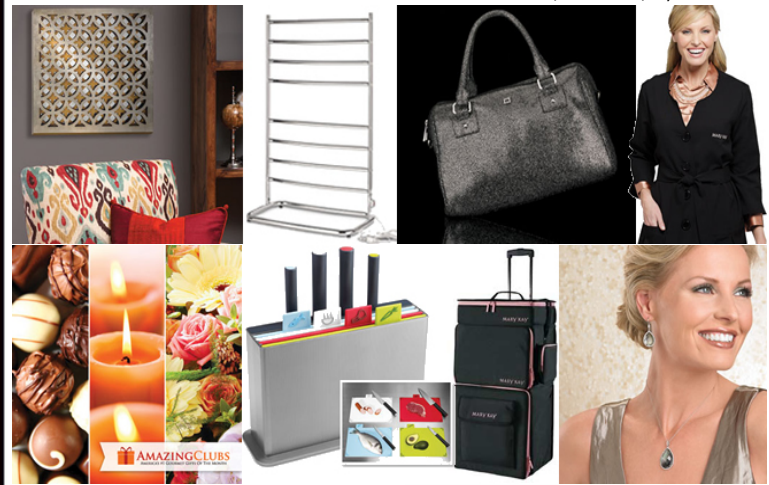
Sponsored By:

Tijwana Ketter
Tijwana Ketter
Regina Hickson
Regina Hickson
Candace Jones

Are you in the Red Zone?

Now is the perfect time to recruit! Women are always looking for some extra cash, and they want a career that's meaningful! By focusing on providing opportunities for others, you'll see doors open for you! You can move on up this month by sharing the opportunity and getting in the RED ZONE! Stay focused, accept the challenge, and Career Conference will hold a red jacket and lots of green cash, too!

Have you made a commitment to move your business forward? You'll look so great in your new red jacket or director's suit! Will you choose to climb the career path for Career Conference?



Celebrating 50 years: Mary Kay Ash taught us how—go live your dream! **One Woman Can!**

Dear Hey, Dolls!,

I'm so excited about this month. It's time to register for Career Conference, get excited about our new products, and share our incredible opportunity with those around us. We're lucky enough to have a company that holds conferences all around the nation to make it easy for us to attend. I hope you'll join us! This is such an exciting time to be a part of such an amazing company. It's hard to believe it's been 50 years since Mary Kay began Mary Kay, Inc., and I'm so grateful to her for her insight into women. I love that this company encourages us to share ideas, dare to dream big, and to encourage each other along the way. It's easy to understand why our conferences are so amazing and an energizing part of my career each year.

We all know February is centered around sharing love. While the focus is sharing love for our spouse and children, that feeling permeates our lives this month. It's one we share with our friends, family and everyone around us. It makes the cold days warmer and happier. I've begun to feel the same way about warm chattering. At first it can be a little challenging talking to a stranger, but then I began to realize- we do it all the time. We help someone pick up something she's dropped or compliment her outfit or tell her how adorably cute her child is. Warm chattering is just taking the next step to offer her an opportunity as well. I encourage you to reach out and talk with the woman next to you in line, at the store, or wherever. Even if you don't take the next step to offer her your card, take a moment to encourage her and make her feel special today. That gesture will never be a bad thing, and it will make you feel great too.

I am so ready for spring to be here. I know you are too! Our new products are the perfect way to jump start this season. It's time to say goodbye winter blues and "Hello, Sunshine Collection!" I cannot even tell you how excited I am about our Complexion Corrector Cream Sunscreens, not to mention the eyeliner, pedicure set, and new @ Play products. It's time to spring into action now and have something to be excited about at Career Conference.

There are a lot of great sayings out there. Dream Big. Trust Yourself. Keep Trying. No Regrets. Enjoy Life. We see them and we are inspired, but how often do we truly make a plan to apply them to our lives? We all know they're true. We know that we should live in the moment, quit beating ourselves up, and dream of a life bigger than the one we have now. Will you join me in making those dreams a reality this year? Will you take an action step each day towards that dream? Just one small step per day can be the difference between regret and success. I encourage you to stop and think, "What's the next action I can take towards my goal?" It may be cleaning up your office so you can get on the phone tomorrow. Hopefully it will be dusting off your profiles and calling customers to check in and book classes, interviews, and more. Whatever your next step is, email or text me so I can encourage you along the way. We can make our dreams come true- one day at a time!

Love and Belief, Candy

Use the winter weather to your advantage! When it's this cold, you just want to stay inside, and so do your customers. This is the perfect time to follow up with prospects, make PCP calls, and reach out. It's also the perfect time to share info on our great new products and schedule appointments! Make this winter weather count, and you'll be ready to

Spring Into
ACTION!



Love Letters to Live By:

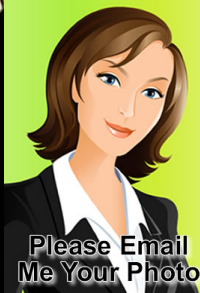
Valentines are love letters with simple statements of affection. I would like to give you a valentine to explain as fundamentally as possible what love really is. One basic definition of love, as a verb, is "to value." Love should be a verb, not a noun or adverb. Love is an active emotion. It is not static. Love is one of the few experiences in life that we can best keep by giving it away. Love is the act of demonstrating value for and looking for the good in another person.

- **L- is for Listen.** To love someone is to listen unconditionally to his values and needs without prejudice.
- **O-is for Overlook.** To love someone is to overlook the flaws and the faults in favor of looking for the good.
- **V-is for Voice.** To love someone is to voice your approval of him on a regular basis. There is no substitute for honest encouragement, positive "strokes," and praise.
- **E-is for Effort.** To love someone is to make a constant effort to spend the time, to make the sacrifice, to go the extra mile to show your interest.

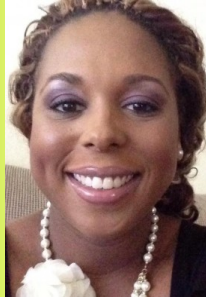
Taken from: Seeds of Greatness by Denis Waitley

MARY KAY
one woman canSM
 50 YEARS

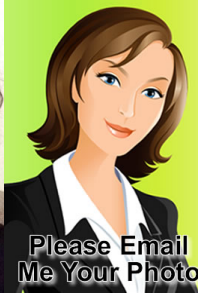
Our Top 5 Wholesale Orders For January



Sadrita Barnes



Margaret Howse



Catherine Moore



Tijwanna Ketter



Regina Hickson

Year To Date Court of Personal Sales

1	Margaret Howse	\$9,469.50
2	Alpha Robinson	\$3,560.00
3	Regina Hickson	\$3,464.00
4	Tijwanna Ketter	\$3,431.50
5	Renee Williams	\$1,860.00
6	Gina Thompson	\$1,613.00
7	Sadrita Barnes	\$1,382.00
8	Robin Sullivan	\$1,351.00
9	Catherine Moore	\$1,191.00
10	Desiree Williams	\$1,099.50
11	Jacqueline Currie	\$1,092.00
12	Natalie McClinton	\$863.50
13	Shawnika Franklin	\$816.00
14	Shaon McCullough	\$800.00
15	Bertha Clark	\$687.00
16	Shandrea Lasco	\$568.00
17	Chantel Grier	\$507.00
18	Angela Jenkins	\$460.00
19	Gwen Hough	\$449.50
20	Ivory Wilmore	\$445.00



Thank You Consultants Who Invested in Their Business in January

Sadrita Barnes	\$617.50
Margaret Howse	\$416.50
Catherine Moore	\$327.00
Tijwanna Ketter	\$252.50
Regina Hickson	\$218.50
Monica Hood	\$200.50
Renee Williams	\$115.00
Janisha Cain	\$50.00
Shandrea Lasco	\$8.00

PCP Participants:

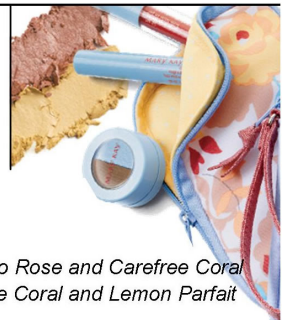
- Renee Williams
- Tijwanna Ketter
- Margaret Howse
- Regina Hickson



Limited Edition Hello, Sunshine Collection

Purchase-With-Purchase Offer: You can get the Sunshine Wristlet for only \$5 with the purchase of at least \$40 of any Hello, Sunshine Collection items. These include:

- Lip Gel, \$16, *Cherry Twist*
- Springy Eye Duo, \$16 each, *Summer Sunset and Stonewashed*
- Creamy Lip Color, \$16 each, *Retro Rose and Carefree Coral*
- Nail Lacquer, \$9.50 each, *Carefree Coral and Lemon Parfait*



Thinking is the very essence of and the most difficult thing to do in business and in life. Empire builders spend hour-after-hour on mental work... while others party. If you're not consciously aware of putting forth the effort to exert self guided integrated thinking... then you're giving in to laziness and no longer control your life -David Kekich



Recruiters and Their Teams

Star Team Builders

Margaret Howse

- Bertha Clark
- Regina Hickson
- Renee Williams
- * Crystal Stamper
- * Donna Demouchet
- * Jamica Hines
- * Kara Turrentine
- * Kimika Thorpe
- * Kristen Mitchell
- * LaKisha Newby
- * Myra Stalling
- * Natalie McClinton
- * Reshunda Curry
- * Rochelle Padgett
- * Shaon McCullough
- * Sylvester Lee
- * T. Humphrey-Joseph
- * Vera Vaughn

Senior Consultants

Chantel Grier

Sadrita Barnes



It's time to Share Your Love of our Opportunity and Move On Up for Career Conference!

When you add **two qualified** new personal team members from December 1 to February 28, you'll be invited to a special **Career Conference Luncheon** held in your honor!!

Qualified **new** Consultants who add **one** new qualified team member from Dec. 1-Feb. 28 will also be invited to attend the luncheon.

When you achieve and maintain a new step on the career path of **Team Leader, Future Director, or DIQ by Feb 28, you'll receive a name badge ribbon and onstage recognition!!**

See Intouch For Details & More Info.



Qualified Year to Date Sharing Court

Chantel Grier

1 Qualified

\$24.70



Make plans now to be in the 2014 Court of Sharing! Just 24 qualified new team members for the year!



Love Checks: Sharing the Opportunity

4% Recruiter Commission

Margaret Howse

\$13.34

March Birthdays

Madeliene Del Sol	2
Kayla Hudson	3
Vera Vaughn	8
Kristen Mitchell	17
Marquita Holt	25
Khadijah M Al'Najare	28

March Anniversaries

Tijwana Ketter	2
Kim Cole	2
Deirdra Haynes	2
Shawnika Franklin	1
Myra Stalling	1
Madeliene Del Sol	1
LaVonya Ethridge	1
Kendra Butler	1
Jamica Hines	1
Brenda Floyd	1
Aqila Robinson	1
Andrea Henderson	1

Join Us! Do it for you!



Coming to a City Near You

Mar. 28 – 29, Charlotte, NC I

Dates to Remember

- **February 4:** Registration for the first week of Career Conference (March 21-22 & 23-24) begins at midnight CST.
- **February 7:** Registration for the 2nd week (March 28-29 & 30-31) begins at 12am CST.
- **February 28:** Registration deadline



**You can Register on InTouch:
Click Events/Special Events
2014/ Career Conference 2014**

Registration Fee:

\$90 and you'll receive a
product giveaway.

50
YEARS | **one woman can**
MARY KAY

LIMITED EDITION
HELLO,
SUNSHINE!
COLLECTION

Purchase-With-Purchase Offer:
You can get the Sunshine Wristlet
for only \$5 with the purchase of at
least \$40 of any Hello, Sunshine
Collection items. These include:

Lip Gel, \$16, Cherry Twist
Springy Eye Duo, \$16 each,
Summer Sunset and Stonewashed
Creamy Lip Color, \$16 each, Retro Rose & Carefree Coral
Nail Lacquer, \$9.50 each, Carefree Coral & Lemon Parfait



Delivers eight benefits
in one step

**COMPLEXION
CORRECTION CREAM
SUNSCREEN BROAD
SPECTRUM SPF 15:**

Available in Very Light, Light-to-Medium,
Medium-to-Deep, Deep. \$20, each

BRONZING POWDER:

Sweep on a sun-kissed glow!
Available in Light-Medium
and Medium-Dark, \$18



MARY KAY @ PLAY NEW SHADES:

Eye Crayon, \$10 Teal Me More, Over the Taupe
Baked Eye Trio, \$10 Electric Spring, Sunset Beach
Lip Crayon, \$10 Purple Punch, Coral Me Crazy
Jelly Lip Gloss, \$10 Violet Vixen, Poppy Love



GEL EYELINER

WITH EXPANDABLE
BRUSH APPLICATOR:

Jet Black, \$18

Pencil precise. Liquid
intense. Gel smooth.

**LIMITED EDITION LEMON PARFAIT
PEDICURE COLLECTION:**

Includes: Lemon Parfait Foot Gel, Pumice
Stone, Emery Board, Toe Separators and
Lemon Parfait Foot Fizzies in a Gift Bag, \$28



DARE TO DREAM!



MARY KAY®
MAKEOVER DAY
March 8, 2014

Mary Kay Dates to Remember:

- **March 1:** Online DIQ commitment form available beginning 12:01am CST until midnight on the 3rd.
- **March 4:** Mardi Gras
- **March 5:** Ash Wednesday
- **March 8:** Mary Kay Makeover Day! International Women's Day!
- **March 9:** Daylight Saving Time begins.
- **March 15:** End of the Quarter! Quarter 3 star contest ends.
- **March 16:** Quarter 4 Star Consultant quarterly contest begins. PCP Summer online enrollment for The Look & Month 2 mailer begins.
- **March 17:** St. Patrick's Day
- **March 20:** First day of spring!
- **March 21:** Week 1 of Career Conference 2014 begins.
- **March 28:** Week 2 of Career Conference begins. Last day of the month for consultants to place telephone orders (until 10pm CST).
- **March 31:** Last day of the month for consultants to place online orders (until 9pm CST). Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count toward this month's production. Online agreements accepted until midnight CST.

Building
WALL
toWALL
Leaders



Class of 2014



MAKE IT YOUR CHOICE -- Ralph Marston

Whatever there is to be done, make it your choice to do it. Rather than resenting that you must do it, or feeling guilty about the fact that you should do it, simply choose to do it.

From all the available possibilities, choose what you know is right. Choose, and put the power and commitment of your intention behind your actions. Choose to do it, and you make yourself vastly more effective. Choose to do it, and be in positive control of your own destiny.

Feeling that you're forced to do it, or obligated to do it, or that you have no choice, will only weigh you down. So choose to do it and free yourself from those useless burdens.

Choose to do it not because you must, not because you should, but because you know it is best. In every moment, in every situation, make it your choice to do what is best. Make it your choice, and you'll make it great.



CANDY JONES
 INDEPENDENT SALES DIRECTOR OF
 COURAGEOUS CONQUERORS

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 candycoledds@gmail.com

Return Service Requested



**Words of Wisdom
 From Mary Kay Ash**

In the 1980's, it was common to hear a woman proclaim, "I want to have it all." By this, she meant she wanted a successful career while being a wonderful wife and mother. Wanting it all is an admirable goal, but some women run into trouble when they try to translate that dream into reality. It's no easy matter for both a husband and wife to work full-time and manage a family. Compromises are unavoidable.

Place Your Orders Today! Don't forget: Mary Kay will raise the minimum active status order amount from \$200 to \$225 in Section 1 orders effective March 1, so stock up on your favorites this month at a great rate!



Spring is almost here along with new trends and fashions for the season! Pretty pastels rock the spring runway, so give your customers a fashion preview. Then reveal the newest Mary Kay makeup trends that complement the looks. The MK *Trend Report & Look* are your go-to resources for showing your customers how to pair MK makeup with spring fashions.

It's where you'll find everything you need to spring into action and help re-energize your Mary Kay business. The trend this quarter is all about taking off or just kicking back. It's time to play, explore and discover. So beauty is carefree and effortless. And the products offered this quarter are right on the money! Think easy-out-the-door makeup, retro-inspired looks and spring break essentials.



Effective Feb. 16, 2014, shipping and handling charges will increase as follows:

- **Customer Delivery Service orders shipping and handling charges will increase to \$5.75.**
- **Mainland U.S. product orders & Starter Kits will increase to \$9.35.**