



Darlene's

Bold Believers

Go confidently in the direction of your Dreams!
LIVE the life you've imagined.

Darlene Wrenn
Senior Sales Director

April Newsletter—March Results

Unit Goals by Seminar 2014

20 Star Consultants

5 Red Jackets

Car Driver

75 Unit Members

\$350 Unit Club & Cadillac

Career Conference

Wow what a GREAT time!!!



Front Row left: Valerie Offutt, Gale Phillips Back Row left:
Stacey Fiederer, Marie Robinson, Darlene Wrenn, Melissa
Johnson, Sarah Jones, and Donna Markle



Darlene with Off-Spring Sales Director
Laura DeBadts crossing stage for
on-target Court of Sales

MARCHING TOWARDS CADILLAC SEMINAR 2014 ²

Follow The Steps to Success



Senior Consultant

(1-2 active Team Members)

4% commission

Star Team Builder

RED JACKET

(3+active Team Members)

Senior Consultants benefits plus \$50 Red Jacket Rebate. Eligible for \$50 bonuses & Star Recruiter Pin

Team Leader

(5+active Team Members)

All previous benefits plus 9-13% Commission & Team Leader Pin

On-Target For Car!

(5+active & 5,000 wholesale 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

Interviews Held

Melissa Johnson sent her customers to our unit website 2 watch videos and fill out survey. She's Cruzin to earn that free car!!!

Send your prospects to www.darlenewrenn.com, click on career opportunity. Have them watch and fill out survey. Simple and you never know you may have a new business associate???

New Faces in March

Melissa Johnson 9
AWESOME!!!!



Director in Qualification

(5 active personals building to 24 in 1-4 months 18,000 wholesale with 1,800 from DIQ 10 of 24 must have \$600 + during qualification) Production during qualification counts toward car! Eligible to become Director and earn Unit Commissions and Unit bonuses – Eligible to wear the exclusive Director suit



Third Quarter Stars!



Congratulations, You go Girls!!!



Ruby Star



Emerald Star

Stars Drive Cars!



On-target **ALL-STAR** Consistency Challenge!!!

Both Melissa and Beth are on target to finish 4 quarter stars



Congratulations!

Finish your Star this Quarter ending June 15th and come Celebrate Saturday June 21st with Darlene

 **Look who's invested
in their business in March!**

| | |
|--|------------|
| Melissa Johnson | \$1,728.50 |
| Beth McCaskill | \$716.25 |
| Kelly Canney | \$320.75 |
| Bethany Truax | \$259.00 |
| Brenda Contento | \$245.50 |
| Phyllis Guest | \$225.00 |
| Cindy Bush | \$163.00 |
| Joyce Malloy | \$152.00 |
| Katharine Blaisdell | \$143.00 |
| Carrie Gray  | \$138.50 |
| Julie Benedict | \$138.25 |
| Cindy Hirt | \$131.00 |
| Tammy Argus | \$101.50 |
| Carol Markle | \$84.00 |
| Gale Phillips | \$77.00 |
| Lisa Knutsen | \$36.50 |
| Lynne Moore | \$35.00 |

 **Preferred
Customer
ProgramSM**
RELATIONSHIP BUILDING FOR RESULTS

Summer 2014

April 15: Last day to enroll online for the Summer 2014 Preferred Customer ProgramSM mailing of *The Look*.

May 10: Early ordering privilege of the new Summer 2014 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Summer 2014 through the Preferred Customer ProgramSM.

May 15: Last day of online enrollment for the Month 2 mailer.

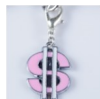
May 16: Summer issue of *The Look* mails.*

June 10: Summer 2014 Preferred Customer ProgramSM mailing of the Month 2 mailer begins.

*Allow 7-10 business days for delivery.

Charm Winners

Melissa Johnson 4 charms



discover what you
LOVETM

I've challenged myself to hold at least 5 parties and share the MK opportunity with 5 women in April!

Who would like to run this race with me????

**Here's a script that will help you get back in touch with your customers,
sell, book and share the MK opportunity,**

Getting back in touch with your customers, booking and sharing the Opportunity

Hi _____ this is _____ with Mary Kay and I'm so glad I caught you home. Do you have just a minute or two? Great! I'm dedicating myself to the best possible customer service, realizing how truly busy women are today. I'm on a personal mission to streamline my business and to find out what's important to you. Would you mind answering a few questions for me? Great! Do you enjoy receiving our Mary Kay Look Book 4 times a year? Have you remembered to get your free sample out of it each time?

Since I'm really focusing on great customer service, how would you prefer I contact you? By phone, email, text? OK, let me check your contact information to be sure I have everything correct. How often would you like to be contacted? Once a month, every other month, or every 3 months? Would you like me to contact you when I'm running a special? And, don't forget, you can always contact me any time in between!

You have been a customer for a long time, and I realize that people's interests change. Just so I can help you best, what products are you most interested in now... skin care and anti-aging products, color cosmetics, body care, fragrance, or all of the above?

Speaking of good customer service, are there any products you will be running out of before I contact you next? How would you like to receive those products for free? When she says yes, say, I would love to get together with you and 2 of your friends and in return I'll give you your order free! Is there any reason why we could schedule a time this week or next?

One more question...

I'm looking for sharp women like yourself that might be looking for something more, maybe earning a little extra money, or just looking for something fun to do on the side. Is there any reason why we couldn't get together so I can share a little information about this awesome company? It may or may not be for you and whatever you decide is fine with me. looking for sharp women that are looking for something more. It may or may not be for you and whatever you decide is fine with me. I'll have a gift for you just for listening. Great! When is good for you, I have _____ or _____ open this week.

Monthly Queen

You Go Girl!

Drum Roll Please

Give it up for
Give it up for



Queen of Sales
Melissa Johnson

Bravo

Awesome Job

Weekly Accomplishments

Results from March

Parties & Shows held(\$100+)

| | |
|-----------------|------------|
| Melissa Johnson | \$1,041.50 |
| Melissa Johnson | \$322.00 |
| Melissa Johnson | \$173.00 |
| Cindy Bush | \$133.00 |
| Melissa Johnson | \$129.00 |

Weekly Retail Sales (\$250 +)

| | |
|-----------------|------------|
| Melissa Johnson | \$1,041.50 |
| Melissa Johnson | \$772.00 |
| Melissa Johnson | \$296.00 |



Let's Celebrate

March Squares Contest Winner!

Melissa Johnson
24 squares

Happy Birthday in April

| | |
|-----------------|----|
| Lisa Frost | 5 |
| Tara Lyon | 9 |
| Laurie Hogan | 11 |
| Kelly Canney | 12 |
| Mallory Winters | 12 |
| Dianne Garner | 21 |
| Jody Monroe | 27 |

Happy Anniversary in April Years

| | |
|-------------------|----|
| Kathleen DeLucia | 18 |
| Cynthia Jones | 12 |
| Roxanne Jackson | 10 |
| Sue Fitzgerald | 7 |
| Nichole Loop | 3 |
| Bethany Truax | 3 |
| Connie Biviano | 3 |
| Joanne Millington | 2 |
| Dianne Garner | 2 |
| Nichole Martin | 1 |

\$ 100 Days in March

| | |
|-----------------|---|
| Melissa Johnson | 8 |
| Donna Markle | 2 |
| Joyce Malloy | 2 |
| Beth McCaskill | 2 |