



*Darlene's*

# Bold Believers

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

*Darlene Wrenn*  
Senior Sales Director

June Newsletter—May Results

## Stars Drive Cars!



### On Target to finish Star.....

Melissa Johnson needs \$961.50 for Sapphire

Beth McCaskill needs \$473 for Sapphire

Joyce Malloy need \$1,218 for Sapphire

Bethany Truax needs \$1,313.50 for Sapphire

Kimberly Cronk needs \$1,365 for Sapphire

Katharine Blaisdell needs \$1,376.50 for Sapphire



# MARCHING TOWARDS CADILLAC SEMINAR 2014 <sup>2</sup>

## 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 grow-  
ing 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**

**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**



**100 Interviews By June 30th!!**

**Send your prospects to**  
**[www.darlenewrenn.com](http://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???**





## Fall 2014

**June 16:** Fall 2014 Preferred Customer Program<sup>SM</sup> online enrollment (monthly and quarterly) begins.

**July 15:** Last day to enroll online for the Fall 2014 Preferred Customer Program<sup>SM</sup> mailing of *The Look*.

**Aug. 10:** Early ordering privilege of the new Fall 2014 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Fall 2014 through the Preferred Customer Program<sup>SM</sup>.

**Aug. 15:** Fall issue of *The Look* mails.\* Last day of online enrollment for the Month 2 mailer.

**Sept. 23:** Fall 2014 Preferred Customer Program<sup>SM</sup> Mailing of the Month 2 mailer begins.\*

## Weekly Accomplishments

Results from May

### Parties & Shows held( \$100+)

Melissa Johnson	\$884.00
Melissa Johnson	\$91.00

### Facials

Joyce Malloy	\$61.00
--------------	---------

### Weekly Retail Sales (\$200 +)

Melissa Johnson	\$956.00
Joyce Malloy	\$235.00
Melissa Johnson	\$228.00



# Look who's invested in their business in May!



Melissa Johnson	\$780.00	Heather Darrow	\$228.00
Coreen Perkins	\$601.50	Rebecca Smith	\$227.00
Beth McCaskill	\$457.00	Sue Maxfield	\$226.50
Stacie Backus	\$404.00	Valerie Offutt	\$225.00
Lisa Frost	\$363.75	Katherine Blaisdell	\$188.50
Cindy Bush	\$350.00	Shelly VanGorder	\$99.00
Gale Phillips	\$337.50	Bethany Truax	\$99.00
Lynne Moore	\$264.00	Kimberly Cronk	\$91.00
Joyce Malloy	\$230.50	Nichole Loope	\$52.00

## Kick off summer sales!



You Go  
Girls!



**May Challenge  
Winners**

Melissa Johnson \$1,184 Retail Sales

# Training Center

5

## Booking Card....

This is the most BEAUTIFUL warm chatting or drawing card I have EVER seen!!!

I suggest you print on cardstock, put the winner card and 5 of the "guest" cards in a clear cello bag with your business card & tie with a pretty ribbon.

Give to every woman you meet as you are out & about.

Be sure to get her name & phone # to call and schedule her Pampering Appointment, so she gets her \$15 FREE product.

DO THIS...and let me know your results☺


Here's to lots of new clients resulting in lots of MONEY for YOU☺

celebrate  
*Girlfriends*  
AND THIS FREE \$15 GIFT CARD

**Congratulations on being a winner of a Deluxe Pampering Sessions. Your Deluxe Pampering Session entitles you to the following:**

- \* *Satin Lips Treatment*
- \* *Satin Hands Treatment*
- \* *TimeWise Skincare Facial and Color Makeover*
- \* *This \$15 Gift Card for FREE Products of Your Choice*
- \* *5 Girlfriend Vouchers*

I have enclosed the five vouchers for you to be able to share your pampering session with friends. These vouchers entitle each of your guests (above the age of 20) to \$10 in free products of their choice, so make sure they bring their voucher with them. PLUS, when you have all four/five girlfriends attend, you will receive an additional \$10 on your gift card.



Only Redeemable with:


MARY KAY

celebrate  
*Girlfriends*  
AND THIS FREE \$15 GIFT CARD

**Congratulations on being a winner of a Deluxe Pampering Sessions. Your Deluxe Pampering Session entitles you to the following:**

- \* *Satin Lips Treatment*
- \* *Satin Hands Treatment*
- \* *TimeWise Skincare Facial and Color Makeover*
- \* *This \$15 Gift Card for FREE Products of Your Choice*
- \* *5 Girlfriend Vouchers*

I have enclosed the five vouchers for you to be able to share your pampering session with friends. These vouchers entitle each of your guests (above the age of 20) to \$10 in free products of their choice, so make sure they bring their voucher with them. PLUS, when you have all four/five girlfriends attend, you will receive an additional \$10 on your gift card.



Only Redeemable with:

MARY KAY

*celebrate*  
**Girlfriends**

CONGRATULATIONS On being chosen as an honored guest of:


---

This voucher entitles you to a Deluxe Pampering Session.  
Your Deluxe Pampering session includes:

- \* *Satin Lips and Satin Hands Treatment*
- \* *TimeWise Skincare Facial and Color Makeover*
- \* *This \$10 Products of Your Choice*

Must present this voucher to receive your \$10 in FREE Products.

*\*This is a time for you to be pampered, so please, no children if at all possible.*



Only Redeemable with:

MARY KAY

*celebrate*  
**Girlfriends**

CONGRATULATIONS On being chosen as an honored guest of:


---

This voucher entitles you to a Deluxe Pampering Session.  
Your Deluxe Pampering session includes:

- \* *Satin Lips and Satin Hands Treatment*
- \* *TimeWise Skincare Facial and Color Makeover*
- \* *This \$10 Products of Your Choice*

Must present this voucher to receive your \$10 in FREE Products.

*\*This is a time for you to be pampered, so please, no children if at all possible.*



Only Redeemable with:

MARY KAY

*celebrate*  
**Girlfriends**

CONGRATULATIONS On being chosen as an honored guest of:


---

This voucher entitles you to a Deluxe Pampering Session.  
Your Deluxe Pampering session includes:

- \* *Satin Lips and Satin Hands Treatment*
- \* *TimeWise Skincare Facial and Color Makeover*
- \* *This \$10 Products of Your Choice*

Must present this voucher to receive your \$10 in FREE Products.

*\*This is a time for you to be pampered, so please, no children if at all possible.*



Only Redeemable with:

MARY KAY

*celebrate*  
**Girlfriends**

CONGRATULATIONS On being chosen as an honored guest of:


---

This voucher entitles you to a Deluxe Pampering Session.  
Your Deluxe Pampering session includes:

- \* *Satin Lips and Satin Hands Treatment*
- \* *TimeWise Skincare Facial and Color Makeover*
- \* *This \$10 Products of Your Choice*

Must present this voucher to receive your \$10 in FREE Products.

*\*This is a time for you to be pampered, so please, no children if at all possible.*



Only Redeemable with:

MARY KAY



## Welcome New Unit Members

<u>Name</u>	<u>From</u>	<u>Recruiter</u>
Debbie Gross	Verona, NY	Darlene Wrenn



### Happy Birthday in June

Cynthia Jones	3
Rachel Stedman	7
Donna Markle	11
Katharine Blaisdell	14
Jennifer Johnson	15



### \$ 100 Days in May

Melissa Johnson 11  
Joyce Malloy 1

### Happy Anniversary in June Years

Donna Markle	20
Tammy Argus	10
Tara Lyon	8
Melissa Robert	8
Cindy Bush	7
Mandy Ellis	7
Carrie Gray	7
Kelly Canney	6
Gale Phillips	5

Let's Celebrate!