



*Darlene's*

# Bold Believers

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

*Darlene Wrenn*  
Senior Sales Director

March Newsletter—February Results

## Seminar 2014 Courts



### Court of Sales Top 15



1. Beth McCaskill	\$14,964.50
2. Melissa Johnson	\$8,923.00
3. Joyce Malloy	\$3,644.00
4. Bethany Truax	\$3,407.00
5. Shelly VanGorder	\$3,075.50
6. Lynne Moore	\$3,051.00
7. Cindy Bush	\$2,995.00
8. Audrey Aloï	\$2,995.00
9. Donna Markle	\$2,969.00
10. Stacie Backus	\$2,799.00
11. Sue Maxfield	\$2,572.00
12. Kimberly Cronk	\$2,552.00
13. Cindy Hirt	\$2,310.50
14.. Gale Phillips	\$2,207.00
15. Brenda Contento	\$1,936.00

### Unit Goals

#### by Seminar 2014

20 Star Consultants

5 Red Jackets

Car Driver

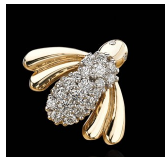
75 Unit Members

\$350 Unit Club

Cadillac

### Court of Sharing

Cindy Bush 1



# 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 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

### 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



### Interviews Held

Who will hold the most interviews in March???

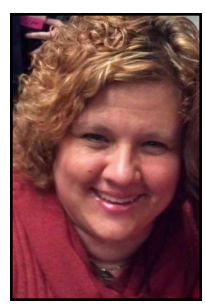
### New Faces

Who will facial the most new Faces in March???



# Star Power!!!

Melissa Johnson and Beth McCaskill  
have already finished their star!!!  
Congratulations!! You go Girls!!!

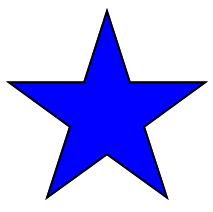


Ruby Star



Sapphire Star

## Stars Drive Cars!



\$600 in retail sales  
per week in a  
quarter will earn you  
Emerald Star

\$1000 in retail sales  
per week in a  
quarter will earn you  
Pearl Star



\$300 in retail sales  
per week in a  
quarter will earn you  
Sapphire Star

\$400 in retail sales  
per week in a  
quarter will earn you  
Ruby Star

\$500 in retail sales  
per week in a  
quarter will earn you  
Diamond Star

**Finish your Star and come Celebrate Saturday  
March 22nd with Darlene  
Quarter ends March 15th!**

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

Melissa Johnson	\$1,414.50	Brenda Contento	\$207.00
Beth McCaskill	\$650.50	Cindy Bush	\$206.00
Kimberly Cronk	\$309.50	Rita Dawson	\$206.50
Stacie Backus	\$304.75	Ingrid Roos	\$205.00
Bethany Truax	\$295.50	Joanne Millington	\$204.50
Kathyleen DeLucia	\$286.50	Laurie Hogan	\$203.50
Joyce Malloy	\$284.75	Sue Maxfield	\$203.00
Donna Markle	\$284.50	Lisa Knutsen	\$201.00
Gale Phillips	\$276.50	Heather Darrow	\$151.00
Sarah Jones	\$252.00	Cindy Hirt	\$100.00
Sue Fitzgerald	\$228.50	Lynn Brown	\$87.50
Carol Markle	\$218.50	Rebecca Smith	\$69.00
Tammy Argus	\$212.50	Katharine Blaisdell	\$68.50
Shelly VanGorder	\$209.50	Mallory Winters	\$49.00
Jody Monroe	\$207.75		

**Thanks for supporting our Unit goal in February to have a 13% increase from last year. You're AMAZING and I appreciate YOU ALL!**



Welcome to Your  
**HELLO, SUNSHINE!** Hub

**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 *Mary Kay*<sup>®</sup> products offered this quarter are right on the money! Think easy-out-the-door makeup, retro-inspired looks and spring break essentials. Check back in a couple of weeks for the full story. But for now, the party ideas below can get you started on the road to success!



**Help Your Customers Take a Vacation From the Ordinary.**

Throw a travel-themed party with Polaroid cameras or Instagram available so each of your customers can capture her unique *Mary Kay*<sup>®</sup> look with a retro filter.

Plan your own road trip with your friends, and bring your favorite *Mary Kay*<sup>®</sup> products for the perfect party in an exciting and wondrous new place.



- Take pictures of all of your friend's new experiences to post on Facebook and Twitter, and be sure to post which *Mary Kay*<sup>®</sup> products were used to get your fun new looks.
- Challenge yourself and your customers to try new looks for different activities that you do on your adventures.

# Welcome New Unit Members

Name

Valerie Offutt

From

Canastota, NY

Recruiter

Donna Markle

## Monthly Queens

**Drum Roll Please**

**Give it up for**  
*Give it up for*

**You Go Girls!**

**Queen of Sales**  
Melissa Johnson



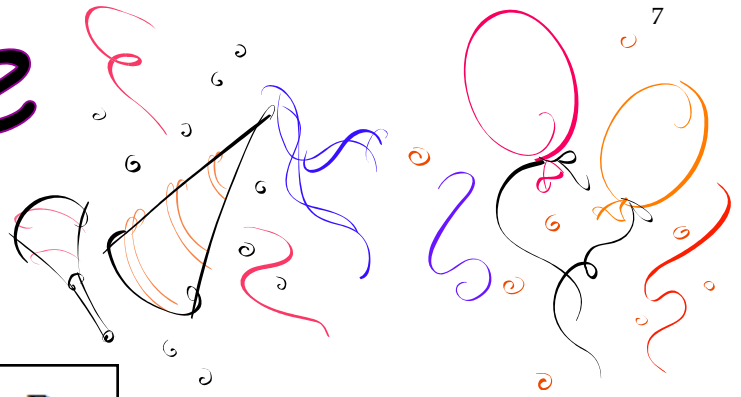
**Bravo**

**Queen of Sharing**  
Donna Markle



**Awesome Job**

# Celebrate



<u>Happy Birthday in March</u>	<u>Day</u>
Heather Darrow	3
Nicole M. Martin	3
Kellyann O Mara	3
Julie Benedict	8
Kathyleen A. DeLucia	9
Robin S. Ackerman	10
Ingrid C. Roos	19
Brenda Contento	26



**February Squares  
Contest Winner!**  
Melissa Johnson  
21 squares

<u>Happy Anniversary in March</u>	<u>Years</u>
Darlene M. Wrenn	22
Lynne S. Moore	9
Anita M. Besharat	8

## \$100 Days

Melissa Johnson 4  
Donna Markle 2

