

NEWTON M-PACT NATION

AUGUST 2013

JULY RESULTS

Inner Circle



#1 Patrice Smith—\$ 10,309



Peek at some of the jewelry YOU can WIN for Seminar 2014



GOLD CIRCLE
5 OR MORE RECRUITS



Joy = 5
Westbrooks



TOP 10 DIRECTORS



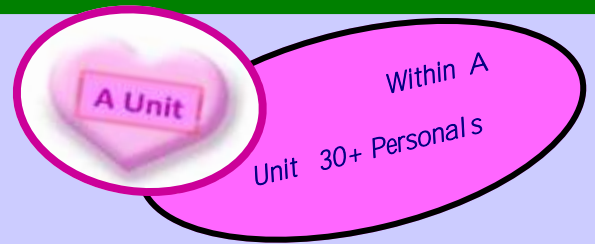
	Name	Wholesale	Bonus
1	Patrice Smith	\$10,309.00	\$1,000
2	Isabel Vargas	\$7,573.50	\$700
3	Coty Trevino	\$7,449.25	\$700
4	Alethia Ramsey	\$7,139.50	\$700
5	Satarro Purnell	\$6,572.25	\$600
6	Joy Westbrooks	\$6,277.25	\$600
7	Susan Lafferty	\$5,758.25	\$500
8	Vinette Harris	\$5,501.00	\$500
9	Katie Nichols	\$5,236.75	\$500
10	Yolanda Sherrod	\$5,006.00	\$500
	Wanda Ellis	\$4,468.25	
	Shirley Nichols	\$4,431.00	
	Latrelle Dennis	\$4,036.25	
	Erika Guajardo	\$4,014.25	



SEPTEMBER Anniversaries

Director's Anniversary: Years
Earnestine Mobley 5

Unit's Anniversary: Years
Julia Barber 18
Katie Nichols 17
Angela Borino 1



Wanda Ellis	29
Viveca Wilson	28
Myree Francis	27
Sherian Wynn	26
Kimberly Gordon	26
Erika Guajardo	26
Erika Cantu	26
Susan Lafferty	25
Alethia Ramsey	24
Shirley Nichols	23
Annabel Cruz	23
Lupita Villarreal	23
Cassandra Scott	21
Julia Barber & Tania Harris—20 ea	Annette Gordon & Isabel Vargas—18 ea
LeShea Nixon—17	Authea Smith & Felicia Scott—16 ea
Jennifer Flesher —14	Vinette Harris & Angela Borino - 13 ea
Charmayne Mayowa - 11	Rachel James & Opal Hill - 9 ea

IT'S STAR TIME !!!

UNIT SIZE

Mary Kay Honors Club Units with 125 or More

Patrice Smith 221
Coty Trevino 128

On Fire 100's

Satarro Purnell 115
Susan Lafferty 113
Alethia Ramsey 112
Katie Nichols 100

Sensational 80's & 90's

Joycelyn Westbrook 88
Julia Barber 82

Fabulous 50's, 60's & 70's

Erika Guajardo 63
Charmayne Wilson-Mayowa 58
Yolanda Sherrod 56
Isabel Vargas 55
Felicia Scott 51
Annabel Cruz 50

Forty & Movin' UP

Shirley Nichols 49
Tania Harris 48
Earnestine Nash-Mobley 44
Myree Francis 44



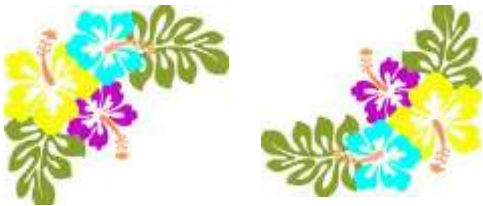
Patrice Smith \$ 4,048.90

Yolanda Sherrod	\$2,548.42
Joy Westbrook	\$2,295.24
Latrell Dennis	\$2,269.71
Coty Trevino	\$2,233.61
Isabel Vargas	\$2,063.62
Satarro Purnell	\$1,949.00
Alethia Ramsey	\$1,942.39
Katie Nichols	\$1,898.08
Wanda Ellis	\$1,783.74
Vinette Harris	\$1,692.09
Susan Lafferty	\$1,489.96
Erika Guajardo	\$1,097.23
Lupita Villarreal	\$938.43
Shirley Nichols	\$749.87
Julia Barber	\$642.82
Earnestine Mobley	\$522.46

PERSONAL SUCCESS

13% Checks

Latrell Dennis	\$521.59
Wanda Ellis	\$502.87
Patrice Smith	\$404.50
Yolanda Sherrod	\$397.64
Joy Westbrooks	\$377.65
Satarro Purnell	\$295.26
Erika Guajardo	\$234.49



Look!!

Win this at Leadership 2014
Debut Between Aug 1, 2013 – Jan 1, 2014 .You & Your Senior Director, who attend, will win this Badgley Michka BAG at New Orleans. Debut an offspring & received the matching wallet + \$100 for each offspring.



Director's Personal Wholesale Scoreboard

Shirley Nichols	\$1,256
Alethia Ramsey	\$953
Erika Guajardo	\$805
Latrell Dennis	\$624
Joy Westbrooks	\$609
Satarro Purnell	\$604
Julia Barber	\$604
Patrice Smith	\$601
Yolanda Sherrod	\$601
Viveca Wilson	\$601
Katie Nichols	\$600
Wanda Ellis	\$600



Director's Personal Sharing Scoreboard

GOLD Medal

****See Gold Circle - Page 1****

Silver Medal

Four Recruits

Bronze Medal

Three Recruits
 Earnestine Mobley & Angela Borino

Two Recruits
 Susan Lafferty, Cassandra Scott & Myree Francis

Congratulations

New Director Class of 2014

New Director

Jennifer Flesher
 Kim Gordon
 Lupita Villarreal
 LeShea Nixon

Sr. Director

Angela Borino
 Patrice Smith
 Coty Trevino
 Joy Westbrooks

Debut Mo

Aug 2013
 Aug 2013
 Aug 2013
 Aug 2013

Debut Between Aug 1, 2013 & Jul 1, 2014 Win this 2014 Class Ring



STAIRWAY TO NATIONAL

Directors In Qualification

If you remember back to your DIQ Days and how it felt to get encouragement, sending a postcard of support would be great!

Cheryl Ball Lorraine Newton's Unit
2718 Green Meadow Ct., Missouri City, TX 77489

Rosemary Flores Maria Vargas' Unit
2103 Whitewing Ave., McAllen, TX 78501

Barbara Williams Alethia Ramsey's Unit
2147 Starling Rd., Dothan, AL 36303

Viola Morris Lorraine Newton's Unit
26930 Temple Park Ln., Cypress, TX 77433

Rosa Trevino Annabel Cruz's Unit
721 N Kika De La Garza Blvd., LaJoya TX 78560

Linda Swanson Tania Harris' Unit
1008 Cotton Ave. SW, Birmingham, AL 35211

Sandi Sudduth Shirley Nichols' Unit
803 27TH St. W, Jasper, AL 35501

Nazya Ramsey Alethia Ramsey's Unit
2147 Starling Rd., Dothan, AL 36303

Cynthia Minnifield Alethia Ramsey's Unit
569 Avenue A, Uniondale, NY 11553

Karen Salters Patrice Smith's Unit
714 Church St., Tupelo, MS 38804

Tamara Tippet Charmayne Mayowa's Unit
1519 26 St. N., Columbus, MS 39701

Karen Long Joy Westbrooks' Unit
17107 Dawn Shadows Dr., Humble, TX 77346

Stella Afinni Julia Barber's Unit
6622 Highwind Bend Ln., Katy, TX 77449

Roni Johnson Felicia Scott's Unit
20111 Redwick Ct., Spring, TX 77388

Janice Palmer Patrice Smith's Unit
3419 Willow Ridge Dr., Tuscaloosa, AL 35405

Courtney Travis Patrice Smith's Unit
1638 Ridgebriar Dr., Houston, TX 77014

Angela Whitfield Patrice Smith's Unit
3591 Hazelhedge Dr., Memphis, TN 38116

Andrea Wilson Charmayne Mayowa's Unit
2202 Rosewood St., Tupelo, MS 38801



Elite Executive Sr.
Directors
(8+ Offspring)

Executive Sr. Directors
(5-7 Offspring)
Patrice Smith

Future Executive Sr. Directors
with 3-4 Offspring
Katie Nichols

Sr. Directors with 2 Offspring
Erika Guajardo, Tanya Kage,
Coty Trevino & Satarro Purnell

Sr. Directors with 1 Offspring
Authea Hall Smith, Felicia Scott,
Alethia Ramsey, Isabel Vargas,
Annabel Cruz, Latrelle Dennis,
Joy Westbrooks & Angela Borino



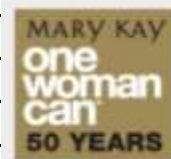
STAR DIRECTOR PROGRAM

Quarter "4" 2013 & YTD 2013 FINAL YEAR END

Sapphire Stars	Ruby Stars	Diamond Stars	Emerald Stars	Pearl Stars
				
Authea Smith	Tania Harris	Rachel James	Annette Gordon	Katie Nichols
Opal Hill	Alethia Ramsey	Satarro Purnell	Patrice Smith	Myree Francis
	Felicia Scott	Annabel Cruz	Sherian Wynn	Shirley Nichols
	Maria Vargas		Viveca Wilson	Wanda Ellis
			Erika Cantu	
			Norma Rodriguez	

SAPPHIRE STAR 5-9 <u>Unit</u> Stars \$300 Bonus	RUBY STAR 10-14 <u>Unit</u> Stars \$400 Bonus	DIAMOND STAR 15-19 <u>Unit</u> Stars \$500 Bonus	EMERALD STAR 20-24 <u>Unit</u> Stars \$500 Bonus	PEARL STAR 25 or more <u>Unit</u> Star \$500 Bonus
4th Quarter	4th Quarter	4th Quarter	4th Quarter	4th Quarter
Coty Trevino	Joy Westbrooks			
Satarro Purnell	Patrice Smith			
Erika Guajardo				
Katie Nichols				
Charmayne Mayowa				

<u>YTD</u> SAPPHIRE STAR Director 20-39 <u>Unit</u> Stars	<u>YTD</u> RUBY STAR Director 40-59 <u>Unit</u> Stars
Coty Trevino-37	Patrice Smith-47
Satarro Purnell-33	
Katie Nichols-32	
Joy Westbrooks-30	
Alethia Ramsey-24	
Susan Lafferty-23	
Isabel Vargas-23	
Felicia Scott-22	
<u>YTD</u> DIAMOND STAR Director 60-79 <u>Unit</u> Stars	<u>YTD</u> EMERALD STAR Director 80-99 <u>Unit</u> Stars



Go for the **Gold!**

Celebrating 50 Years of Rich Rewards

Star Sales Director Program June 16, 2013 – June 15, 2014

<u>YTD</u> DIAMOND STAR Director 60-79 <u>Unit</u> Stars	<u>YTD</u> EMERALD STAR Director 80-99 <u>Unit</u> Stars	<u>YTD</u> PEARL STAR Director Over 100 <u>Unit</u> Stars

DEVELOP A MINIMUM OF 20 STAR CONSULTANTS AND
ACHIEVE PERSONAL STAR CONSULTANT STATUS EACH QUARTER OF THIS
MARY KAY SEMINAR YEAR FROM JUNE 16, 2013 - JUNE 15, 2014 WIN A SPECIAL PRIZE!!!

CAR DRIVERS

CADILLAC

Coty Trevino
Earnestine Mobley
Susan Lafferty
Joy Westbrooks



Katie Nichols
Patrice Smith
Satarro Purnell



WIN
a
Cadillac
WIN
your
National

M-Pact Area Achieves Again !!!

Brand New Cadillac Escalade Hybrid

Alethia Ramsey	Felicia Scott	Isabel Vargas	Julia Barber	Yolanda Sherrod

Premier Club

Grand Achievers On-Target Grand Achievers



Annabel Cruz Erika Guajardo Latrelle Dennis Sherian Wynn Vinette Harris

Name	Unit	No. of Team Mbrs	Team Prod
Anna Franz	Maria Vargas	13	\$5,001



Angela Borino Annette Gordon Authea Smith Charmayne Mayowa Erika Cantu Kim Gordon Latrelle Dennis Shirley Nichols Tania Harris



Y-T-DATE SCOREBOARD

Personal Retail Sales

Shirley Nichols	\$2,572
Alethia Ramsey	\$1,956
Erika Guajardo	\$1,659
Latrell Dennis	\$1,278
Joy Westbrooks	\$1,248
Satarro Purnell	\$1,239
Patrice Smith	\$1,232
Yolanda Sherrod	\$1,232
Viveca Wilson	\$1,231
Wanda Ellis	\$1,230
Katie Nichols	\$1,230
Julia Barber	\$1,228
Felicia Scott	\$733

Personal Recruiting

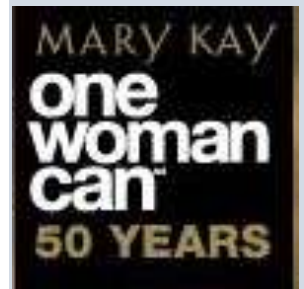
	SeminarQual
Joy Westbrooks	2
Wanda Ellis	1
Satarro Purnell	1
Erika Cantu	1
Katie Nichols	1
Susan Lafferty	1

Unit Retail Sales

Patrice Smith	\$20,609
Isabel Vargas	\$16,336
Joy Westbrooks	\$13,454
Satarro Purnell	\$13,273
Alethia Ramsey	\$12,737
Vinette Harris	\$10,959
Coty Trevino	\$10,861
Yolanda Sherrod	\$10,797
Katie Nichols	\$10,783
Wanda Ellis	\$9,818
Shirley Nichols	\$9,022
Latrell Dennis	\$8,827
Lupita Villarreal	\$8,261
Erika Guajardo	\$8,118
Julia Barber	\$8,067
Earnestine Mobley	\$5,244
Jennifer Flesher	\$3,974
Viveca Wilson	\$3,684
Felicia Scott	\$3,492
Norma Rodriguez	\$3,014

Unit Recruiting

	SeminarQual
Joy Westbrooks	2
Susan Lafferty	2
Erika Cantu	1
Lupita Villarreal	1
Katie Nichols	1
Satarro Purnell	1
Wanda Ellis	1



Top 15 in M-Pact Area Courts

CONSULTANT COURT OF SALES

Name	Unit	Y-T-D Retail
Shirley Singh	Vinette Harris	\$9,500
Paola Garzon	Susan Lafferty	\$4,159
Faviola Sanchez	Coty Trevino	\$4,151
Patricia Gordon	Earnestine Mobley	\$4,134
Leonardo Rios	Isabel Vargas	\$4,040
Melinda Williams	Wanda Ellis	\$4,018
Viola Morris	Lorraine Newton	\$3,985
Barry Davis	Isabel Vargas	\$2,954
Nancy Quintanilla	Lorraine Newton	\$2,688
Sandi Sudduth	Shirley Nichols	\$2,471
Cheryl Batts	Lorraine Newton	\$2,058
Tammy Harbin	Lorraine Newton	\$2,056
Yuriria Leyva	Coty Trevino	\$1,905
Irma Ayala	Lupita Villarreal	\$1,882

CONSULTANT COURT OF SHARING

Name	Unit	Q Team YTD
Crizelda Garcia	Lupita Villarreal	1
Cheryl Batts	Lorraine Newton	1
Rita Villanueva	Susan Lafferty	1



RECRUITING BONUSES

Unit Development Bonus

Qualified Recruits 5+=\$500; 3 & 4=\$300

\$500 Bonus in JULY

Latrell Dennis - 5

Yolanda Sherrod - 5

\$300 Bonus in JULY

4: Wanda Ellis

3 ea: Patrice Smith
Joy Westbrooks
Isabel Vargas
Lupita Villarreal

100+
CONGRATULATIONS
"70" NEW TEAM MEMBERS
IN THE MONTH OF JULY !!

Personal Recruiting Bonus

Receive \$100 for each Personal Qualified Recruit

\$500 ea: Latrelle Dennis & Yolanda Sherrod

\$400: Wanda Ellis

\$200: Joy Westbrooks

\$100 ea: Susan Lafferty, Katie Nichols,
Patrice Smith, Earnestine Mobley,
Satarro Purnell, Erika Cantu,
Jennifer Flesher & Lupita Villarreal

10 & UP CLUB	
Joy Westbrooks	8
Patrice Smith	7
Coty Trevino	5
Lupita Villarreal	5
Cassandra Scott	5
5 & Up Club	
Alethia Ramsey	4
Susan Lafferty, Myree Francis, Angela Borino & Earnestine Mobley	3 ea
Isabel Vargas, Katie Nichols, Wanda Ellis, Julia Barber & Viveca Wilson	2 ea
Satarro Purnell, Yolanda Sherrod, Erika Guajardo, Felicia Scott, Annabel Cruz, Erika Cantu & Sherian Wynn	1 ea



NEW DIRECTOR TRACKING
WIN an additional \$3,000



**** WINNER!!!!!! ****

NAME	DEBUT MON	MO OF CONT	TOT ADJ UNIT WHSL	TOT PERS QUAL RECR	ADJ UNIT WHSL NEEDED	PERS QUAL REC NEEDED
Myree Francis	05/13	FINAL	\$ 6,497	1	\$ 8,503	2
Wanda Ellis	05/13	3FINAL	\$ 5,314	4	\$ 9,684	REC MET
Sherian Wynn	06/13	2ND	\$ 5,036	1	\$ 9,964	2
Kim Gordon	07/13	1ST	0	0	\$ 15,000	3
LeShea Nixon	07/13	1ST	\$ 540	0	\$ 14,461	3
Lupita Villarreal	07/13	1ST	\$ 4,213	0	\$ 10,787	3
Jennifer Flesher	07/13	1ST	\$ 3,857	0	\$ 11,143	3

FABULOUS 50'S
 (\$1,000 Bonus)

Achieve a total of \$30,000 in adjusted Unit Wholesale and need 50 unit team members by the end of 6 months of debut

NAME.	DEBUT MO	MO OF CONT.	TOT ADJ UNIT WHSL	TOTAL UNIT SIZE	ADJ UNIT WHSL NEEDED	INCREASE IN UNIT SIZE NEEDED
Rachel James	02/13	FINAL	\$ 11,996	22	\$ 18,004	28
Viveca Wilson	03/13	5TH	\$ 15,517	30	\$ 14,483	20
Erika Cantu	03/13	5TH	\$ 15,199	30	\$ 14,801	20
Myree Francis	05/13	3RD	\$ 7,881	43	\$ 14,801	7
Wanda Ellis	05/13	3RD	\$ 5,526	28	\$ 22,119	22
Sherian Wynn	06/13	2ND	\$ 5,036	34	\$ 24,964	16
Kim Gordon	07/13	1ST	0	27	\$ 30,000	23
LeShea Nixon	07/13	1ST	\$ 540	26	\$ 29,460	24
Lupita Villarreal	07/13	1ST	\$ 4,213	38	\$ 25,787	12
Jennifer Flesher	07/13	1ST	\$ 3,857	27	\$ 26,143	23

HONORS SOCIETY
 (\$1,000 Bonus)

Achieve 50 Unit Members and a minimum of \$60,000 in adjusted Unit Wholesale at the end of 12 months of debut

NAME.	DEBUT MO	MO OF CONT.	TOT ADJ UNIT WHSL	TOT UNIT SIZE.	ADJ UNIT WHSL NEEDED	INCR IN UNIT SIZE NEEDED
Angela Borino	09/12	11TH	\$ 44,496	12	\$ 15,504	38
Cassandra Scott	01/13	7TH	\$ 16,076	32	\$ 43,924	18
Latrelle Dennis	01/13	7TH	\$ 37,564	31	\$ 22,346	19
Rachel James	02/13	6TH	\$ 11,996	22	\$ 48,004	28
Viveca Wilson	03/13	5TH	\$ 15516	30	\$ 44,483	20
Erika Cantu	03/13	5TH	\$ 15199	30	\$ 44,801	20
Myree Francis	05/13	3RD	\$ 7,881	43	\$ 52,119	22
Wanda Ellis	05/13	3RD	\$ 5,526	28	\$ 54,474	16
Sherian Wynn	06/13	2ND	\$ 5,036	34	\$ 54,964	23
Kim Gordon	07/13	1ST	0	27	\$ 60,000	24
LeShea Nixon	07/13	1ST	\$ 540	26	\$ 59,460	12
Lupita Villarreal	07/13	1ST	\$ 4,213	38	\$ 55,787	23
Jennifer Flores	07/13	1ST	\$ 3,857	27	\$ 56,143	22



MESSAGE FROM THE HEART & CHALLENGES

M-Pact Directors, as we kick off a brand new year; keep in mind for the month of August:

*Double Credit for new Qualified recruits up to 6 (these will count for 12) toward the Queens Court Of Sharing Seminar 2014!

*Our annual Star-BQ will be held for those completing their stars by September 15 (tip: get half their order in August the other half by September 15th to finish their stars.)

*Help your leaders get their 10 active this month to submit for DIQ by September 1st; that way she will have her full 4 months to complete her qualifications and attend leadership as a Director!
Let's make these first months count!

Living The Dream
Lorraine

LEADERSHIP 2014

Jan. 12-15; Diamond, Emerald, Pearl
Jan. 15-18 Ruby, Sapphire, Canada

VIP MARDI GRAS VIP PRE-PARTY

- On-target for the \$500,000 Circle of Achievement and above (\$250,000 estimated unit retail production)
- On-target Double Star or Triple Star Achievement



MASQUERADE BALL

- 13 unit Stars in Q1/Q2 combined, and is also a Star Consultant in both quarters
- New Independent Sales Directors who debut Oct. 1- Dec. 1, can qualify to attend when they have at least six unit Stars Q2, and is also a Q2 Star

Q1 & Q2 Star Consultants:	
Total # of Stars	



July 1 - Dec. 31, 2013

Month	Goal	Actual
July		
August		
September		
October		
November		
December		
# of Months Achieved 13% increase		

MARDI GRAS PARTY



- On-target for the \$300,000 Circle of Achievement or above (\$150,000 estimated unit retail production)

Month	Wholesale	Est. Retail
July		
August		
September		
October		
November		
December		
TOTAL		

- On-target for the Queen's Court of Personal Sales with at least \$18,000 in personal retail production:

Month	Wholesale	Retail
July		
August		
September		
October		
November		
December		
TOTAL		

- On-target for the Queen's Court of Sharing with at least 12 qualified new personal team members:

New Personal Qualified	
TOTAL	

- Independent Sales Directors and their Senior Independent Sales Directors who achieve one of the following:

Those who achieve Honor's Society or Triple Crown from Jan. 1, 2013, through Jan. 1, 2014

Those who achieve On The Move or Fabulous 50s from July 1, 2013, through Jan. 1, 2014



If you see something that needs correction please let
Carol know at: snov46c@gmail.com

NSD Lorraine Newton

7611 Shannondale Drive

Sugar Land, TX 77479

Website: www.lorrainenewton.com

Email: mk_krisma@hotmail.com

Office: (281) 545-1978

TO:

IT'S JULY ST★R TIME !!!



2014

**Top Sales Director Trip
Maui, Hawaii
Sep. 15-21, 2014**

