

NEWTON M-PACT NATION

DECEMBER 2013

NOVEMBER RESULTS

Inner Circle



#1 Patrice Smith
\$ 22,001



#2 Satarro Purnell
\$ 21,573



#3 Joy Westbrooks
\$ 12,049



#4 Katie Nichols
\$ 11,200



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

TOP 10 DIRECTORS



	Name	Wholesale	Bonus
1	Patrice Smith	\$22,001	\$2,200
2	Satarro Purnell	\$21,573	\$2,100
3	Joy Westbrooks	\$12,049	\$1,200
4	Katie Nichols	\$11,200	\$1,100
5	Coty Trevino	\$7,112	\$700
6	Rosemary Flores	\$5,344	\$500
7	Earnestine Mobley	\$5,248	\$500
8	Jennifer Flesher	\$5,052	\$500
9	Viola Morris	\$5,016	\$500
10	Felicia Scott	\$4,734	
	Erika Guajardo	\$4,302	
	Vinette Harris	\$4,177	
	Yolanda Sherrod	\$4,160	
	Annette Gordon	\$4,160	
	Isabel Vargas	\$4,155	
	Annabel Cruz	\$4,150	
	Susan Lafferty	\$4,004	
	Myree Francis	\$4,001	
	Julia Barber	\$4,001	
	Lupita Villarreal	\$4,001	

Patrice 51

Joy 47 Satarro 34 Viveca 33 Earnestine 33

Viola Morris	27
Katie Nichols	26
Erika Guajardo	25
Vinette Harris	25
Yolanda Sherrod	25
Susan Lafferty	23
Coty Trevino	23
LeShea Nixon	22
Kim Gordon	21
Annette Gordon	19
Shirley Nichols	19
Lupita Villarreal	19
Cassandra Scott	18
Sherian Wynn	17
Julia Barber	17
Myree Francis	17
Annabel Cruz	17
Rosemary Flores 15a	Jennifer Flesher 14
Angela Borino 13	Authea Smith, Felicia Scott & Opal Hill 12 ea
Isabel Vargas 11	

JANUARY Anniversaries

Director's Anniversary: Years
Erika Guajardo 5

Unit's Anniversary: Years
Patrice Smith 9
Cassandra Scott 1

IT'S STAR TIME !!!

UNIT SIZE

Mary Kay Honors Club Units with 125 or More

Patrice Smith 293

On Fire 100's

Satarro Purnell 113

Joycelyn Westbrooks 113

Katie Nichols 105

Sensational 80's & 90's

Coty Trevino 95

Susan Lafferty 83

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

Julia Barber 58

Earnestine Nash-Mobley 58

Erika Guajardo 53

Forty & Movin' UP

Yolanda Sherrod 48

Annabel Cruz 48

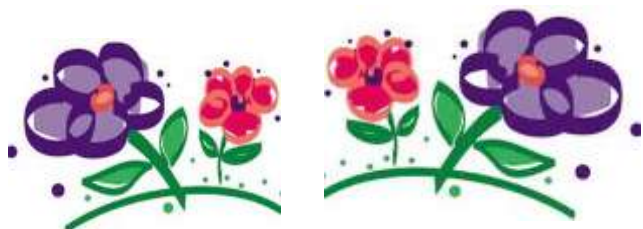
Viveca Wilson 46

Myree Francis 41

Top Director

Satarro Purnell \$ 6,672.98

Patrice Smith	\$6,001.48
Katie Nichols	\$4,100.03
Joy Westbrooks	\$3,347.12
Viola Morris	\$2,722.17
Coty Trevino	\$2,326.98
Erika Guajardo	\$1,695.12
Earnestine Mobley	\$1,621.35
Annette Gordon	\$1,575.91
Rosemary Flores	\$1,494.66
Jennifer Flesher	\$1,378.80
Isabel Vargas	\$1,250.58
Myree Francis	\$953.37
Vinette Harris	\$864.84
Felicia Scott	\$820.43
Yolanda Sherrod	\$731.54
Susan Lafferty	\$691.08
Annabel Cruz	\$671.39
Lupita Villarreal	\$666.50
Julia Barber	\$641.78
Viveca Wilson	\$639.18
Cassandra Scott	\$553.86
Angela Borino	\$506.97



PERSONAL SUCCESS

13% Checks

Satarro Purnell	\$716.69
Erika Guajardo	\$685.36
Patrice Smith	\$617.70
Viola Morris	\$570.15
Annette Gordon	\$435.14
Coty Trevino	\$376.16
Viveca Wilson	\$265.40
Katie Nichols	\$261.11
Jennifer Flesher	\$222.04
Annabel Cruz	\$131.95

Director's Personal Wholesale Scoreboard

Patrice Smith	\$3,177.00
Jennifer Flesher	\$3,089.00
Annabel Cruz	\$1,705.00
Yolanda Sherrod	\$1,277.50
Satarro Purnell	\$1,201.00
Lupita Villarreal	\$1,187.00
Katie Nichols	\$1,028.50
Coty Trevino	\$801.50
Erika Guajardo	\$773.00
Joy Westbrooks	\$631.00
Viola Morris	\$629.75
Annette Gordon	\$611.50
Rosemary Flores	\$604.50
Viveca Wilson	\$600.50

Director's Personal Sharing Scoreboard

GOLD Medal

See Gold Circle - Page 1

Silver Medal
Four Recruits

Joy Westbrooks

Bronze Medal

Three Recruits

Earnestine Mobley, Annette Gordon & Susan Lafferty

Two Recruits

Satarro Purnell, Vinette Harris, Myree Francis, Lupita Villarreal, Viveca Wilson & LeShea Nixon

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.



Congratulations

New Director Class of 2014

New Director

Viola Morris
Rosemary Flores
Jennifer Flesher
Kim Gordon
Lupita Villarreal
LeShea Nixon

Sr. Director

Lorraine Newton
Isabel Vargas
Angela Borino
Patrice Smith
Coty Trevino
Joy Westbrooks

Debut Month

Sep 2013
Aug 2013
Jul 2013
Jul 2013
Jul 2013
Jul 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 DIO Days and how it felt to get encouragement, sending a postcard of support would be great!

Lynn Dorvil Joy Westbrook's Unit
19100 Glenwest Dr Apt 935, Friendswood, TX 77546

Anna Franz Rosemary Flores' Unit
PO Box 5303, Hidalgo, TX 78557

Carmen Buford Satarro Purnell's Unit
11906 Fortune Park Dr., Houston, TX 77047

Martha Turner Katie Nichols' Unit
1619 Develon Dr., Mesquite, TX 75149

Mona Dixon Katie Nichols' Unit
2706 Feather Green Trl., Fresno, TX 77545

Sandi Suddeth Shirley Nichols' Unit
803 27th St. W, Jasper, AL 35501

Yulonda Petty Yolanda Sherrod's Unit
1012 9th St. S, Columbus, MS 39701

Tyheshia Dobbs Katie Nichols' Unit
7411 Pebblemill Ln., Houston, TX 77086



Elite Executive Sr.
Directors
(8+ Offspring)

Executive Sr. Directors
(5-7 Offspring)

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

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



Sr. Directors with 1 Offspring
Authea Hall Smith, Felicia Scott,
Isabel Vargas, Joy Westbrooks &
Angela Borino



STAR DIRECTOR PROGRAM

Quarter "1" 2014 & YTD 2014

Sapphire Stars	Ruby Stars	Diamond Stars	Emerald Stars	Pearl Stars
				
Annette Gordon	Angela Borino	Myree Francis	Sherian Wynn	Katie Nichols
Alethia Ramsey	Jennifer Flesher	Erika Guajardo	Viola Morris	Patrice Smith
Rosemary Flores		LeSjea Nixon	Kim Gordon	Satarro Purnell
Annabel Cruz			Shirley Nichols	
Opal Hill/Isabel				
Vargas/Felicia Scott				

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
1st Quarter	1st Quarter	1st Quarter	1st Quarter	1st Quarter
Joy Westbrooks				
Satarro Purnell				
Isabel Vargas				
Patrice Smith				
Earnestine Mobley				
Coty Trevino				
Katie Nichols				
Erika Guajardo				
<u>YTD</u> SAPPHIRE STAR Director 20-39 <u>Unit</u> Stars	<u>YTD</u> RUBY STAR Director 40-59 <u>Unit</u> Stars			
			 <p>Go for the Gold! Celebrating 50 Years of Rich Rewards Star Sales Director Program June 16, 2013 – June 15, 2014</p>	
<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

Erika Guajardo



Felicia Scott



Isabel Vargas



Julia Barber



Yolanda Sherrod



Premier Club



Grand Achievers On-Target Grand Achievers



Angela Borino



Annabel Cruz



Annette Gordon



LeShea Nixon



Sherian Wynn



Shirley Nichols



Vnette Harris

Name	Unit	No. of Team Mbrs	Team Prod
Janice Palmer	Patrice Smith	10	\$5,000
Carmen Buford	Satarro Purnell	14	\$7,688



Y-T-DATE SCOREBOARD

Personal Retail Sales

Jennifer Flesher	\$15,976
Patrice Smith	\$15,741
Viola Morris	\$13,512
Annabel Cruz	\$10,209
Yolanda Sherrod	\$10,147
Satarro Purnell	\$9,723
Erika Guajardo	\$9,594
Katie Nichols	\$8,662
Viveca Wilson	\$8,572
Angela Borino	\$7,981
Annette Gordon	\$7,718
Myree Francis	\$7,555
Joy Westbrooks	\$7,416
Shirley Nichols	\$6,665
Lupita Villarreal	\$6,026
Rosemary Flores	\$6,013
Felicia Scott	\$5,779
Earnestine Mobley	\$5,503
Sherian Wynn	\$4,873
Kim Gordon	\$4,866

Personal Recruiting

	SeminarQual
Joy Westbrooks	20
Katie Nichols	15
Yolanda Sherrod	14
Vinette Harris	13
Viola Morris	12
Patrice Smith	12
Earnestine Mobley	11
Viveca Wilson	11
Satarro Purnell	10
LeShea Nixon	10
Erika Guajardo	9
Coty Trevino	8
Myree Francis	8
Lupita Villarreal	5
Annette Gordon	4
Julia Barber	4
Cassandra Scott	3
Rosemary Flores	3
Sherian Wynn	3
Susan Lafferty	3

Unit Retail Sales

Patrice Smith	\$162,411
Satarro Purnell	\$159,011
Joy Westbrooks	\$130,785
Katie Nichols	\$122,380
Earnestine Mobley	\$82,884
Coty Trevino	\$76,159
Yolanda Sherrod	\$64,872
Erika Guajardo	\$61,596
Susan Lafferty	\$57,029
Rosemary Flores	\$53,868
Vinette Harris	\$52,472
Julia Barber	\$50,274
Isabel Vargas	\$45,349
Jennifer Flesher	\$43,918
Viveca Wilson	\$42,340
Myree Francis	\$40,683
Annabel Cruz	\$40,469
Felicia Scott	\$39,880
Lupita Villarreal	\$38,539
Annette Gordon	\$35,063

Unit Recruiting

	SeminarQual
Joy Westbrooks	25
Katie Nichols	18
Satarro Purnell	18
Earnestine Mobley	16
Patrice Smith	12
Coty Trevino	12
Yolanda Sherrod	11
Rosemary Flores	10
LeShea Nixon	9
Vinette Harris	8
Viola Morris	8
Myree Francis	7
Susan Lafferty	7
Viveca Wilson	7
Erika Guajardo	6
Lupita Villarreal	5
Cassandra Scott	4
Annette Gordon	4
Julia Barber	4

Top 15 in M-Pact Area Courts

CONSULTANT COURT OF SALES

Name	Unit	Y-T-D
Shirley Singh	Vinette Harris	\$34,422
Adrian Gantt	Satarro Purnell	\$13,813
Patricia Gordon	Earnestine Mobley	\$11,892
Anna Franz	Rosemary Flores	\$11,416
Linda Marion	Joy Westbrooks	\$10,516
Tanya Douglas	Felicia Scott	\$10,049
Mavis Boyd	Earnestine Mobley	\$9,482
Carmen Buford	Satarro Purnell	\$9,477
Tammy Harbin	Lorraine Newton	\$9,459
Kelley Roscoe	Patrice Smith	\$8,873
Candy Ybarra	Coty Trevino	\$8,868
Rosalyn Ott	Earnestine Mobley	\$8,750
Brittany Hicks	Joy Westbrooks	\$8,731
Linda Swanson	Patrice Smith	\$8,556
Latonya Webber	Yolanda Sherrod	\$8,454

CONSULTANT COURT OF SHARING

Name	Unit	Q Team	YTD
Carmen Buford	Satarro Purnell		11
Anna Franz	Rosemary Flores		8
Rosalyn Ott	Earnestine Mobley		7
Brittany Hicks	Joy Westbrooks		7
Mavis Boyd	Earnestine Mobley		4
Mona Dixon	Katie Nichols		4
Avis Jenkins	Susan Lafferty		4
Patricia Gordon	Earnestine Mobley		3
Martha Turner	Katie Nichols		3
Michelle Harris	Katie Nichols		3
Tania Harris	Patrice Smith		3
Yulonda Petty	Yolanda Sherrod		3
12 Consultants with			
2 Qualified recruits			

RECRUITING BONUSES



**CONGRATULATIONS
"87" NEW TEAM MEMBERS
IN THE MONTH OF NOVEMBER !!**

Unit Development Bonus

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

\$500 Bonus in NOVEMBER

Satarro Purnell - 6

\$300 Bonus in NOVEMBER

3 ea: Annette Gordon,
Katie Nichols,
Earnestine Mobley,
Joy Westbrooks &
Rosemary Flores

Personal Recruiting Bonus

Receive \$100 for each Personal Qualified Recruit

\$300: Annette Gordon

\$200 ea: Myree Francis &
Isabel Vargas

\$100 ea: Katie Nichols,
Satarro Purnell,
Joy Westbrooks,
Viveca Wilson &
Yolanda Sherrod

Joy Westbrooks	12
Katie Nichols	10
10 & UP CLUB	
Patrice Smith	8
Satarro Purnell	7
Coty Trevino	7
Earnestine Mobley	7
Rosemary Flores	5
5 & Up Club	
Felicia Scott, Susan Lafferty & Myree Francis	4 ea
Vinette Harris, Annette Gordon & LeShea Nixon	3 ea
Yolanda Sherrod, Lupita Villarreal & Viveca Wilson	2 ea
Erika Guajardo & Annabel Cruz	1 ea



NEW DIRECTOR TRACKING
WIN an additional \$3,000



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

ON THE MOVE (\$1,000 Bonus)		Achieve a total of \$15,000 in adjusted Unit Wholesale and add 3 or more Personal Qualified (\$600) team members by the end of 3 months of debut				
NAME	DEBUT MON	MO OF CONT	TOT ADJ UNIT WHSL	TOT PERS QUAL RECR	ADJ UNIT WHSL NEEDED	PERS QUAL REC NEEDED
Viola Morris	09/13	FINAL	\$ 15,307	3	WLSL MET	REC MET

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
Sherian Wynn	06/13	FINAL	\$ 13,817	21	\$ 16,182	29
Kim Gordon	07/13	5TH	\$ 4,365	7	\$ 25,635	43
LeShea Nixon	07/13	5TH	\$ 11,663	17	\$ 18,337	33
Lupita Villarreal	07/13	5TH	\$ 16,702	22	\$ 13,298	28
Jennifer Flesher	07/13	5TH	\$ 17,008	18	\$ 12,992	32
Rosemary Flores	08/13	4TH	\$ 22,883	17	\$ 7,117	33
Viola Morris	09/13	3RD	\$ 15,703	25	\$ 14,297	22

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
Cassandra Scott	01/13	11TH	\$ 25,135	26	\$ 34,865	24
Viveca Wilson	03/13	9TH	\$ 31,727	43	\$ 28,723	7
Myree Francis	05/13	7TH	\$ 23,579	41	\$ 36,421	9
Sherian Wynn	06/13	6TH	\$ 14,019	17	\$ 45,981	33
Kim Gordon	07/13	5TH	# 4,365	7	\$ 55,635	43
LeShea Nixon	07/13	5TH	\$ 11,663	17	\$ 48,337	33
Lupita Villarreal	07/13	5TH	\$ 16,702	22	\$ 43,298	28
Jennifer Flesher	07/13	5TH	\$ 17,008	18	\$ 42,992	32
Rosemary Flores	08/13	4THD	\$ 22,883	17	\$ 37,117	33
Viola Morris	09/13	3RD	\$ 15,703	28	\$ 44,297	22



MESSAGE FROM THE HEART & CHALLENGES

M-Pact Area, December is a critical month, it's the Turning Point of our Seminar Year. Will you have momentum going into January? Well it starts right now! I am challenging each of you to have **3 New Red Jackets** by the time we meet for Leadership Conference in New Orleans. Let's start with the NEW, Let's add some New fresh Leadership to our teams. We know the quickest way to ignite your current unit is to bring in New hotshots! Each Director who has **3 NEW** Red Jackets by Jan 15th will receive a Gift at Leadership. Don't miss out twice; the beautiful gift and New Leadership!

The M-Pact Area Is building a "BRICK HOUSE" in the Great Wall of Mary Kay!

Living The Dream
Lorraine

Leadership Conference 2014

January 15–18, 2014
(Ruby, Sapphire & Canada)



Mardi Gras VIP Pre-Party Reception
* On target for \$300,000 & above — \$250,000 Retail
* On-Target for Double-Star or Triple-Star

Mardi Gras Party
"On-Target Unit Circles and Seminar Courts"

UNIT PRODUCTION
\$300,000 Circle & Above (\$150,000 Retail Production)
(6 months of approx. \$31,000)

	WHOLESALE	RETAIL
July	_____	_____
August	_____	_____
September	_____	_____
October	_____	_____
November	_____	_____
December	_____	_____
Total Retail Unit Production July 1—Dec. 31	_____	

ON-TARGET COURT OF SHARING
12 Qualified Personal Team Members

1. _____ Date Qualified: _____
2. _____ Date Qualified: _____
3. _____ Date Qualified: _____
4. _____ Date Qualified: _____
5. _____ Date Qualified: _____
6. _____ Date Qualified: _____
7. _____ Date Qualified: _____
8. _____ Date Qualified: _____
9. _____ Date Qualified: _____
10. _____ Date Qualified: _____
11. _____ Date Qualified: _____
12. _____ Date Qualified: _____

Total Personal Qualified July 1—December 31: _____

ON-TARGET COURT OF SALES
Minimum \$18,000 personal retail

	WHOLESALE	RETAIL
July	_____	_____
August	_____	_____
September	_____	_____
October	_____	_____
November	_____	_____
December	_____	_____
Total Personal Retail July 1—December 31:	_____	

Option #2
New Directors achieve one of the following:

- New Independent Sales Director Programs.
- Achieve Honors Society or Triple Crown (Jan. 1, 2013–Jan. 1, 2014).
- Achieve On The Move or Fabulous 50s (July 1, 2013–Jan. 1, 2014).



watch grow!
July 1 – Dec. 31, 2013

Grow your Unit Size by 13% each month during challenge period.

	Goal from Company	Actual Unit Size	Goal Met
July			
August			
September			
October			
November			
December			

MK Manquarade Ball Day 2

Qualifications:

- 1. Sales Directors with **at least 13 Unit Star Consultants** in the combined quarters of June 16–Sept. 15, 2013 and Sept. 16–Dec. 15, 2013 who are also **Star Consultants in both quarters**, will qualify to attend.
- 2. New Sales Directors who debut Oct. 1–Dec. 1, 2013 can qualify to attend when they have **at least 8 Unit Stars** in the quarter Sept. 16–Dec. 15, 2013, and who are **also Star Consultants in that quarter**.

Color in STARS as they are completed.



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

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TO:



IT'S NOVEMBER ST★R TIME !!!

Join us!!!



2014

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

