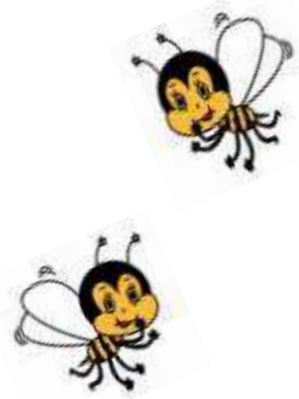


NEWTON M-PACT NATION

FEBRUARY 2014

JANUARY RESULTS

Inner Circle



#1 Patrice Smith
\$ 14,380

#4 Joy Westbrooks
\$ 11,039

GOLD CIRCLE
5 OR MORE RECRUITS

Patrice = 7 Joy = 5 Earnesti e = 5 Lynn = 5

MARY KAY
has just unveiled the...
New Black BMW as a Car Option!



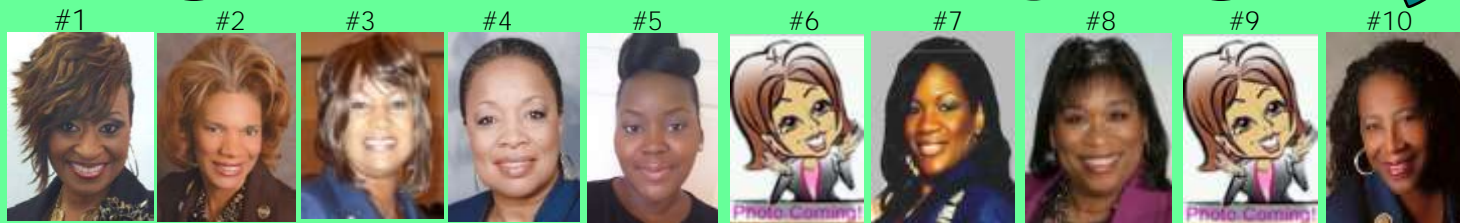
Join Me... Drive Free!



Coming Up: **CAREER CONFERENCE**
 MAR 21-22 MAR 28-29
 Galveston, TX San Antonio
 Mobile, AL — plus other ci es
 Deadline to Register February 28, 2014



TOP 10 DIRECTORS



	Name	Wholesale	Bonus
1	Patrice Smith	\$14,379.50	\$1,400
2	Joy Westbrooks	\$11,038.75	\$1,100
3	Satarro Purnell	\$8,034.00	\$800
4	Earnestine Mobley	\$7,035.75	\$700
5	Lynn Dorvil	\$6,234.50	\$600
6	Carmen Buford	\$5,618.25	\$500
7	Katie Nichols	\$5,355.75	\$500
8	Felicia Scott	\$5,235.50	\$500
9	Lupita Villarreal	\$5,084.50	\$500
10	Viola Morris	\$5,068.50	\$500
	Martha Turner	\$5,047.75	\$500
	Annette Gordon	\$5,011.50	\$500
	Susan Lafferty	\$4,727.50	
	Jennifer Flesher	\$4,343.50	
	Cassandra Scott	\$4,077.50	
	Shirley Nichols	\$4,076.50	
	Myree Francis	\$4,022.75	
	Erika Guajardo	\$4,005.50	
	Annabel Cruz	\$4,000.50	

Katie Nichols	28
Satarro Purnell	27
Martha Turner	27
Viola Morris	27
Susan Lafferty	25
Carmen Buford	24
Annette Gordon	23
Lupita Villarreal	21
Vinette Harris	21
Anna Franz	21
Shirley Nichols	20
Erika Guajardo	20
Cassandra Scott	20
Lynn Dorvil	19
Coty Maldonado	19
Myree Francis	19
Julia Barber	17
Annabel Cruz, Felicia Scott & Yolanda Sherrod 16 ea	Sherian Wynn & LeShea Nixon 15 ea
Angela Borino & Jennifer Flesher 14 ea	Opal Hill 12
Rosemary Flores & Isabel Vargas 9 ea	Authea Smith 8

MARCH Anniversaries

Director's Anniversary: Years
Angela Borino 3

Unit's Anniversary: Years
Coty Maldonado 4
Viveca Wilson 1

IT'S ST★R TIME !!!

UNIT SIZE

Mary Kay Honors Club Units with 125 or More

Patrice Smith **212**

On Fire 100's

Sensational 80's & 90's

Satarro Purnell **88**
Katie Nichols **87**
Joy Westbrooks **79**
Coty Maldonado **77**
Susan Lafferty **75**

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

Earnestine Nash-Mobley **57**
Julia Barber **54**

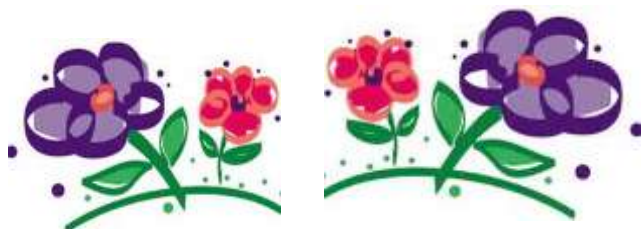
Forty & Movin' UP

Viveca Wilson **48**
Myree Francis **43**

Top Director

Joy Westbrooks \$ 4,770.59

Patrice Smith	\$4,517.07
Satarro Purnell	\$3,097.83
Katie Nichols	\$2,907.84
Earnestine Mobley	\$2,649.76
Annette Gordon	\$1,837.44
Martha Turner	\$1,804.06
Carmen Buford	\$1,787.16
Lynn Dorvil	\$1,703.92
Viola Morris	\$1,594.51
Felicia Scott	\$1,550.65
Lupita Villarreal	\$1,518.07
Shirley Nichols	\$1,499.54
Erika Guajardo	\$1,383.68
Cassandra Scott	\$1,052.84
Jennifer Flesher	\$819.82
Susan Lafferty	\$815.33
Myree Francis	\$755.34
Annabel Cruz	\$582.17
Julia Barber	\$520.74



PERSONAL SUCCESS

13% Checks

Joy Westbrooks	\$921.67
Patrice Smith	\$592.12
Martha Turner	\$547.85
Cassandra Scott	\$522.76
Erika Guajardo	\$512.33
Satarro Purnell	\$510.45
Annette Gordon	\$485.94
Carmen Buford	\$456.79
Viola Morris	\$435.60
Shirley Nichols	\$369.59
Katie Nichols	\$343.10
Lupita Villarreal	\$257.08
Felicia Scott	\$246.09
Myree Francis	\$232.38
Anna Franz	\$187.59

Look!!

**Win this at Leadership 2014
Debut Between Aug 1, 2013 – Jan 1,
2014 .You & Your Senior Director,
who attend, will win this Badgley
Mickha BAG at New Orleans.
Debut an offspring & received the**

**matching
wallet +
\$100 for each
offspring.**



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



Director's Personal Wholesale Scoreboard

Annabel Cruz	\$2,402.25
Erika Guajardo	\$2,061.50
Viola Morris	\$1,717.75
Carmen Buford	\$1,503.50
Patrice Smith	\$1,500.25
Cassandra Scott	\$1,220.00
Satarro Purnell	\$1,201.50
Lupita Villarreal	\$1,097.50
Jennifer Flesher	\$1,073.50
Myree Francis	\$1,005.75
Felicia Scott	\$934.50
Anna Franz	\$900.75
Annette Gordon	\$859.50
Joy Westbrooks	\$661.50
Shirley Nichols	\$629.00
Yolanda Sherrrod	\$603.75
Lynn Dorvil	\$602.50
Katie Nichols	\$601.00
Martha Turner	\$600.50

Director's Personal Sharing Scoreboard

GOLD Medal

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

Silver Medal
Four Recruits

Lupita Villarreal

Bronze Medal

Three Recruits
Shirley Nichols
Annabel Cruz
Angela Borino

Two Recruits

Satarro Purnell, Carmen Buford,
Katie Nichols, Martha Turner,
Annette Gordon
& Jennifer Flesher



Congratulations

New Director Class of 2014

New Director

Martha Turner
Carmen Buford
Lynn Dorvil
Anna Franz
Viola Morris
Rosemary Flores
Jennifer Flesher
Lupita Villarreal
LeShea Nixon

Sr. Director

Katie Nichols
Satarro Purnell
Joy Westbrooks
Rosemary Flores
Lorraine Newton
Isabel Vargas
Angela Borino
Coty Maldonado
Joy Westbrooks

Debut Month

Jan 2014
Jan 2014
Jan 2014
Dec 2013
Sep 2013
Aug 2013
Jul 2013
Jul 2013
Jul 2013

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!

[Brittany Hicks](#) Lynn Dorvil's Unit
5455 Richmond Ave. #3095, Houston, TX 77056

[Angela Gordon](#) Lorraine Newton's Unit
800 Wells St., Diboll, TX 775941

[Patience Harris](#) Myree Francis' Unit
12715 Southspring Dr., Houston, TX 77047

[Yulonda Petty](#) Yolanda Sherrod's Unit
1012 9th St. S, Columbus, MS 39701

[Janice Palmer](#) Patrice Smith's Unit
3419 Willow Ridge Dr., Tuscaloosa, AL 35405

[Mona Dixon](#) Katie Nichols' Unit
2706 Feather Green Trl., Fresno, TX 77545

[Sandi Suddeth](#) Shirley Nichols' Unit
803 27th St. W, Jasper, AL 35501

[Tyheshia Dobbs](#) Katie Nichols' Unit
7411 Pebblemill Ln., Houston, TX 77086



Elite Executive Sr.
Directors
(8+ Offspring)

Executive Sr. Directors
(5-7 Offspring)
Katie Nichols

Future Executive Sr. Directors
with 3-4 Offspring
Satarro Purnell

Sr. Directors with 2 Offspring
Erika Guajardo, Joy Westbrooks
Coty Maldonado & Patrice Smith

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



STAR DIRECTOR PROGRAM

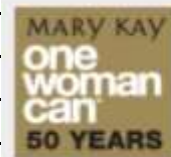
Quarter "2" 2014 & YTD 2014

Sapphire Stars	Ruby Stars	Diamond Stars	Emerald Stars	Pearl Stars
				
	Sherian Wynn	Katie Nichols	Annette Gordon	Viola Morris
	Earnestine Mobley	Shirley Nichols	Myree Francis	Joy Westbrook
	Yolanda Sherrod	Erika Guajardo	Satarro Purnell	Jennifer Flesher
	Annabel Cruz		Anna Franz	
	Opal Hill			

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
2nd Quarter	2nd Quarter	2nd Quarter	2nd Quarter	2nd Quarter
Katie Nichols	Joy Westbrooks			
Patrice Smith	Satarro Purnell			
Earnestine Mobley				
Susan Lafferty				
Shirley Nichols				
Yolanda Sherrod				



YTD SAPPHIRE STAR Director 20-39 <u>Unit</u> Stars	YTD RUBY STAR Director 40-59 <u>Unit</u> Stars	
YTD DIAMOND STAR Director 60-79 <u>Unit</u> Stars	YTD EMERALD STAR Director 80-99 <u>Unit</u> Stars	YTD PEARL STAR Director Over 100 <u>Unit</u> Stars



Go for the **Gold!**

Celebrating 50 Years of Rich Rewards

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

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



Patrice Smith

Satarro Purnell



Susan Lafferty



Joy Westbrooks



Katie Nichols



WIN a

Cadillac



WIN your

National

M-Pact Area Achieves Again !!!



Brand New 2014 Cadillac Escalade

Coty Maldonado



Erika Guajardo



Felicia Scott



Isabel Vargas



Julia Barber



Premier Club



Grand Achievers On-Target Grand Achievers



Angela Borino



Anna Franz



Annabel Cruz



Annette Gordon



Carmen Buford

Name	Unit	No. of Team Mbrs	Team Prod
Martha Turner	Katie Nichols		



Earnestine Mobley



LeShea Nixon



Sherian Wynn



Shirley Nichols



Vinette Harris



Viola Morris



Yolanda Sherrord

Earn the use of a **NEW! BMW 320i** starting January 2014.

[Learn More >](#)



Y-T-DATE SCOREBOARD

Personal Retail Sales

Jennifer Flesher	\$23,694
Patrice Smith	\$21,103
Viola Morris	\$18,879
Annabel Cruz	\$15,291
Anna Franz	\$14,512
Erika Guajardo	\$13,901
Carmen Buford	\$13,851
Yolanda Sherrod	\$12,722
Satarro Purnell	\$12,280
Angela Borino	\$12,017
Annette Gordon	\$11,707
Joy Westbrooks	\$11,594
Katie Nichols	\$11,207
Martha Turner	\$10,837
Myree Francis	\$9,792
Shirley Nichols	\$9,502
Lupita Villarreal	\$8,718
Viveca Wilson	\$8,711
Felicia Scott	\$8,264
LeShea Nixon	\$8,079

Personal Recruiting

	Seminar Qual
Joy Westbrooks	26
Katie Nichols	23
Earnestine Mobley	15
Viveca Wilson	15
Carmen Buford	14
Yolanda Sherrod	14
Patrice Smith	13
Vinette Harris	13
Viola Morris	12
LeShea Nixon	12
Satarro Purnell	10
Martha Turner	10
Erika Guajardo	10
Myree Francis	9
Coty Maldonado	8
Anna Franz	8
Lupita Villarreal	7
Annette Gordon	6
Shirley Nichols	5

Unit Retail Sales

Patrice Smith	\$228,403
Satarro Purnell	\$189,792
Joy Westbrooks	\$180,731
Katie Nichols	\$172,638
Earnestine Mobley	\$108,276
Coty Maldonado	\$87,039
Susan Lafferty	\$79,404
Yolanda Sherrod	\$76,695
Julia Barber	\$73,249
Erika Guajardo	\$71,625
Vinette Harris	\$69,131
Jennifer Flesher	\$63,436
Viola Morris	\$56,366
Lupita Villarreal	\$56,243
Felicia Scott	\$56,229
Rosemary Flores	\$55,175
Viveca Wilson	\$53,750
Annette Gordon	\$53,730
Annabel Cruz	\$52,679
Myree Francis	\$52,678

Unit Recruiting

	Seminar Qual
Joy Westbrooks	35
Katie Nichols	32
Earnestine Mobley	21
Satarro Purnell	20
Patrice Smith	14
Coty Maldonado	13
Yolanda Sherrod	11
Viveca Wilson	11
LeShea Nixon	11
Myree Francis	10
Rosemary Flores	9
Lupita Villarreal	8
Vinette Harris	8
Viola Morris	8
Susan Lafferty	7
Erika Guajardo	7
Annette Gordon	6
Cassandra Scott	5
Julia Barber	5
Shirley Nichols	5

Top 15 in M-Pact Area Courts

CONSULTANT COURT OF SALES

Name	Unit	Y-T-D Retail
Shirley Singh	Vinette Harris	\$48,364
Adrian Gantt	Satarro Purnell	\$15,309
Patricia Gordon	Earnestine Mobley	\$12,318
Cheri Eaglin	Katie Nichols	\$12,279
Tammy Harbin	Lorraine Newton	\$12,187
Janice Palmer	Patrice Smith	\$11,677
Tanya Douglas	Felicia Scott	\$11,417
Mavis Boyd	Earnestine Mobley	\$10,942
Rosalyn Ott	Earnestine Mobley	\$10,836
Yvette Carter	Carmen Buford	\$10,777
Linda Marion	Joy Westbrooks	\$10,516
Kelley Roscoe	Patrice Smith	\$10,456
Paula Brown	Viveca Wilson	\$9,991
Brittany Hicks	Lynn Dorvil	\$9,842
Candy Ybarra	Coty Maldonado	\$9,382

CONSULTANT COURT OF SHARING

Name	Unit	Q Team YTD
Rosalyn Ott	Earnestine Mobley	13
Brittany Hicks	Lynn Dorvil	7
Mavis Boyd	Earnestine Mobley	7
Mona Dixon	Katie Nichols	7
Avis Jenkins	Susan Lafferty	4
Patricia Gordon	Earnestine Mobley	4
Amanda Ocasio	Joy Westbrooks	4
Michelle Harris	Martha Turner	3
Tania Harris	Patrice Smith	3
Yulonda Petty	Yolanda Sherrod	3
13 Consultants with		
2 Qualified recruits		

RECRUITING BONUSES

Unit Development Bonus

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

\$500 Bonus in JANUARY

Joy Westbrooks - 5

\$300 Bonus in JANUARY

Earnestine Nash-Mobley - 4

Shirley Nichols - 3

100+
CONGRATULATIONS
"98" NEW TEAM MEMBERS
IN THE MONTH OF JANUARY !!

Personal Recruiting Bonus

Receive \$100 for each Personal Qualified Recruit

\$500: Joy Westbrooks

\$300 ea: Earnestine Nash-Mobley & Shirley Nichols

\$200 ea: Annette Gordon & Katie Nichols

\$100 ea: Patrice Smith, Martha Turner, Carmen Buford, Lynn Dorvil, Erika Guajardo, Felicia Scott, Jennifer Flesher & Lupita Villarreal

Patrice Smith	14
10 & UP CLUB	
Lynn Dorvil	9
Satarro Purnell	6
Earnestine Mobley	6
Lupita Villarreal	6
Joy Westbrooks	5
Carmen Buford	5
5 & Up Club	
Katie Nichols & Felicia Scott	4 ea
Martha Turner, Jennifer Flesher, Shirley Nichols, Annabel Cruz, Julia Barber, Coty Maldonado & Angela Borino	3 ea
Annette Gordon & Susan Lafferty	2 ea
Viola Morris, Cassandra Scott, Myree Francis, Erika Guajardo, Anna Franz, Yolanda Sherrod, Viveca Wilson & Rosemary Flores	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
Anna Franz	12/13	2ND	\$ 4,387	0	\$10,613	3
Martha Turner	01/14	1ST	\$ 5,048	1	\$ 9,952	2
Carmen Buford	01/14	1ST	\$ 5,618	1	\$ 9,382	2
Lynn Dorvil	01/14	1ST	\$ 6,235	1	\$ 8,765	2

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
LeShea Nixon	07/13	FINAL	\$ 16,150	19	\$ 13,850	31
Lupita Villarreal	07/13	FINAL	\$ 19,772	25	\$ 10,228	25
Jennifer Flesher	07/13	FINAL	\$ 22,049	18	\$ 7,951	32
Rosemary Flores	08/13	6TH	\$ 22,933	9	\$ 7,067	41
Viola Morris	09/13	5TH	\$ 25,776	29	\$ 4,224	21
Anna Franz	12/13	2ND	\$ 4,387	26	\$ 25,613	24
Martha Turner	01/14	1ST	\$ 5,048	36	\$ 24,952	14
Carmen Buford	01/14	1ST	\$ 5,618	36	\$ 24,382	14
Lynn Dorvil	01/14	1ST	\$ 6,235	35	\$ 23,765	15

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	FINAL	\$ 26,803	29	\$ 33,197	21
Viveca Wilson	03/13	11TH	\$ 37,115	48	\$ 22,885	2
Myree Francis	05/13	9TH	\$ 29,451	43	\$ 30,549	7
Sherian Wynn	06/13	8TH	\$ 18,200	17	\$ 41,800	33
LeShea Nixon	07/13	7TH	\$ 16,193	19	\$ 43,807	31
Lupita Villarreal	07/13	7TH	\$ 24,857	31	\$ 35,143	19
Jennifer Flesher	07/13	7TH	\$ 26,392	26	\$ 33,608	24
Rosemary Flores	08/13	6TH	\$ 22,933	9	\$ 37,067	41
Viola Morris	09/13	5TH	\$ 25,776	29	\$ 34,224	21
Anna Franz	12/13	2ND	\$ 4,387	26	\$ 55,613	24
Martha Turner	01/14	1ST	\$ 5,048	36	\$ 24,952	14
Carmen Buford	01/14	1ST	\$ 5,618	36	\$ 24,382	14
Lynn Dorvil	01/14	1ST	\$ 6,235	35	\$ 23,765	15



MESSAGE FROM THE HEART & CHALLENGES

Hello M-Pact Area, "TURN IT UP"! The BMW Recruiting Cards are working. They are Slick, Hot and Poppin'. I hope you all are using the BMW as a recruiting tool. February is the month to get your ladies into DIQ so they will have their full 4 months to complete qualifications before Seminar! Don't rest, the time to "TURN IT UP" is NOW. The Final 4 starts next month. Are you in place to achieve your Goals? Starting today put the Power in your Business, put the Power in your Paycheck and put the Power in your Future!

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

Living The Dream
Lorraine

JANUARY, FEBRUARY, MARCH

ROCKIN' RED Challenge!



Lorraine Newton
NATIONAL SALES DIRECTOR



- DIRECTORS •
*HAVE 3 NEW QUALIFIED PERSONAL RECRUITS AND
*ORDER \$600 EACH MONTH
- CONSULTANTS •
*HAVE 3 NEW QUALIFIED RECRUITS AND
*ORDER \$600 PERSONAL ORDER

Make an M-Pact!

Don't miss out on a piece of History! Celebrate Mary Kay's 50th Anniversary with this elegant commemorative watch!!!

If you see something that needs correct on please let Carol know at: snw46c@gmail.com

NSD Lorraine Newton

7611 Shannondale Drive

Sugar Land, TX 77479

Website: www.lorrainenewton.com

Email: mk_krisma@hotmail.com

Office: (281) 224-6128

TO:



IT'S JANUARY ST★R TIME !!!

Join us!!!



2014

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

