

NEWTON M-PACT NATION

JANUARY 2014

DECEMBER RESULTS

Inner Circle



#1 Katie Nichols
\$ 20,327



#2 Patrice Smith
\$ 18,326



#3 Satarro Purnell
\$ 13,153



#4 Joy Westbrooks
\$ 12,039

GOLD CIRCLE
5 OR MORE RECRUITS

Joy = 8

Katie = 6



The M-Pact Area is Building a "Brick House"

In the Great Wall of Mary Kay

TOP 10 DIRECTORS



	Name	Wholesale	Bonus
1	Katie Nichols	\$20,327	\$2,000
2	Patrice Smith	\$18,326	\$1,800
3	Satarro Purnell	\$13,153	\$1,300
4	Joy Westbrooks	\$12,039	\$1,200
5	Julia Barber	\$7,556	\$700
6	Susan Lafferty	\$6,399	\$600
7	Vinette Harris	\$5,418	\$500
8	Earnestine Mobley	\$5,078	\$500
9	Jennifer Flesher	\$5,041	\$500
10	Viola Morris	\$4,829	
	LeShea Nixon	\$4,487	
	Viveca Wilson	\$4,252	
	Yolanda Sherrod	\$4,110	
	Sherian Wynn	\$4,068	
	Angela Borino	\$4,044	
	Opal Hill	\$4,022	
	Shirley Nichols	\$4,017	
	Annette Gordon	\$4,005	

Earnestine Mobley	29	2
Satarro Purnell	29	0
Katie Nichols	27	6
Viola Morris	26	0
Vinette Harris	25	0
Annette Gordon	22	2
Susan Lafferty	22	0
Erika Guajardo	21	0
Yolanda Sherrod	21	0
Anna Franz	21	0
Cassandra Scott	20	2
Coty Trevino	20	0
Myree Francis	19	1
Lupita Villarreal	17	1
Julia Barber	16	0
Shirley Nichols	16	0
Rosemary Flores, Sherian Wynn, Annabel Cruz & LeShea Nixon 15 ea	Felicia Scott 14	
Opal Hill & Jennifer Flesher 12 ea	Angela Borino 11	
Isabel Vargas 9	Authea Smith 8	

FEBUARY Anniversaries

Director's Anniversary: Years

Viola Ross-Morris 18
Isabel Vargas 4

Unit's Anniversary: Years

Joy Westbrooks 5

IT'S ST R TIME !!!

UNIT SIZE

Mary Kay Honors Club Units with 125 or More

Patrice Smith **257**

On Fire 100's

Katie Nichols 123
Satarro Purnell 122
Joycelyn Westbrooks 107

Sensational 80's & 90's

Coty Trevino 85
Susan Lafferty 85

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

Julia Barber 56
Earnestine Nash-Mobley 52

Forty & Movin' UP

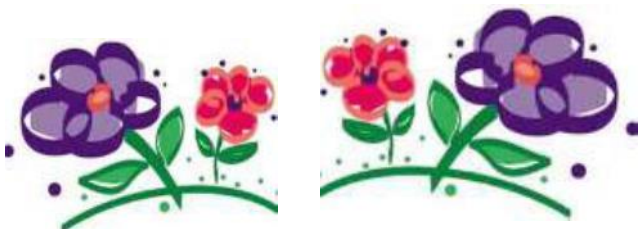
Viveca Wilson 49
Myree Francis 46
Yolanda Sherrod 44
Erika Guajardo 43



Top Director

Katie Nichols \$ 9,099.44

Patrice Smith	\$7,484.78
Joy Westbrooks	\$5,995.68
Satarro Purnell	\$5,284.22
Julia Barber	\$2,672.29
Susan Lafferty	\$2,496.99
Earnestine Mobley	\$2,383.07
Vinette Harris	\$1,613.98
Viveca Wilson	\$1,479.63
Jennifer Flesher	\$1,465.52
Angela Borino	\$1,354.08
Viola Morris	\$1,170.91
Coty Trevino	\$1,139.23
Erika Guajardo	\$926.37
Annette Gordon	\$906.42
LeShea Nixon	\$888.79
Shirley Nichols	\$880.88
Sherian Wynn	\$878.22
Opal Hill	\$836.36
Isabel Vargas	\$836.05
Yolanda Sherrod	\$809.51
Lupita Villarreal	\$600.29



PERSONAL SUCCESS

13% Checks

Katie Nichols	\$694.92
Angela Borino	\$626.80
Patrice Smith	\$547.63
Viola Morris	\$543.11
Joy Westbrooks	\$506.29
Annette Gordon	\$385.74
Shirley Nichols	\$358.64
Sherian Wynn	\$349.44
Opal Hill	\$313.50
Jennifer Flesher	\$310.25
Yolanda Sherrod	\$275.24
Anna Franz	\$187.30

Director's Personal Wholesale Scoreboard

Jennifer Flesher	\$2,654
Angela Borino	\$1,876
LeShea Nixon	\$1,601
Sherian Wynn	\$1,380
Joy Westbrooks	\$1,201
Earnestine Mobley	\$1,075
Patrice Smith	\$1,067
Annette Gordon	\$1,038
Opal Hill	\$803
Shirley Nichols	\$703
Viola Morris	\$652
Yolanda Sherrod	\$612
Katie Nichols	\$605
Anna Franz	\$602

Director's Personal Sharing Scoreboard

GOLD Medal

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

Silver Medal
Four Recruits

Bronze Medal
Three Recruits

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

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

Sr. Director

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

Debut Mo

Dec 2013
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 DIQ Days and how it felt to get encouragement, sending a postcard of support would be great!

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

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

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

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 Pettv 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
&

Sr. Directors with 2 Offspring

**Erika Guajardo, Coty Trevino,
Satarro Purnell & Patrice Smith**

Sr. Directors with 1 Offspring

**Authea Hall Smith, Felicia Scott,
Isabel Vargas, Joy Westbrooks,
Angela Borino & Rosemary Flores**



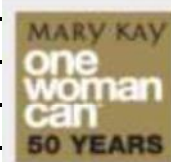
STAR DIRECTOR PROGRAM

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

C
A
D
I
L
L
A
C

Earnestine Mobley
Susan Lafferty
Joy Westbrooks

Katie Nichols
Patrice Smith
Satarro Purnell










WIN
a
Cadillac



WIN
your
National

M-Pact Area Achieves Again !!!

*Wait for it,
Wait For IT,
WAIT FOR IT!!!*

Brand New Cadillac Escalade Hybrid

Coty Trevino	Erika Guajardo	Felicia Scott	Isabel Vargas	Julia Barber	Yolanda Sherrod
					



Premier Club



Grand Achievers

On-Target Grand Achievers

				
Angela Borino	Anna Franz	Annabel Cruz	Annette Gordon	
				
LeShea Nixon	Sherian Wynn	Shirley Nichols	Vinette Harris	Viola Morris

Name	Unit	No. of Team Mbrs	Team Prod
Carmen Buford	Satarro Purnell	21	\$5,025.50
Martha Turner	Katie Nichols	17	\$5,693.25

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

Learn More >



Newton M-Pact Area

"Building Wall to Wall Leaders!" -- Leadership 2014

Most Improved Year-to-Date

Retail	
#1	Joy Westbrooks
2	Yolanda Sherrod
3	Erika Guajardo
4	Vinette Miekle Harris
5	Shirley Nichols
6	Patrice Smith
7	Katie Nichols
8	Annette Gordon
9	Julia Barber
10	Opal Hill

Unit Size	
#1	Patrice Smith
2	Vinette Miekle Harris
3	Erika Guajardo
4	Shirley Nichols
5	Joy Westbrooks
6	Yolanda Sherrod
7	Katie Nichols
8	Opal Hill
9	Susan Lafferty
10	Annette Gordon

Recruits	
#1	Opal Hill
2	Yolanda Sherrod
3	Joy Westbrooks
4	Vinette Miekle Harris
5	Erika Guajardo
6	Katie Nichols
7	Patrice Smith
8	Annette Gordon
9	Susan Lafferty
10	Coty Trevino

Court of Unit Sales	
Q	Patrice Smith
2	Katie Nichols
3	Joy Westbrooks
4	Coty Trevino
5	Yolanda Sherrod
6	Susan Lafferty
7	Julia Barber
8	Vinette Miekle Harris
9	Erika Guajardo
10	Rosemary Flores




Productivity	
#1	Yolanda Sherrod
2	Katie Nichols
3	Joy Westbrooks
4	Vinette Meikle Harris
5	Annette Gordon
6	Julia Barber
7	Erika Guajardo
8	Shirley Nichols
9	Opal Hill
10	Patrice Smith

Wholesale	
#1	Erika Guajardo
2	Joy Westbrooks
3	Yolanda Sherrod
4	Shirley Nichols
5	Vinette Meikle Harris
6	Katie Nichols
7	Patrice Smith
8	Julia Barber
9	Annette Gordon
10	Opal Hill

Best Overall Unit	
#1	Opal Hill
2	Yolanda Sherrod
3	Joy Westbrooks
4	Vinette Meikle Harris
5	Erika Guajardo
6	Katie Nichols
7	Patrice Smith
8	Shirley Nichols
9	Annette Gordon
10	Julia Barber

Court of Unit Sharing	
Q	Joy Westbrooks
2	Katie Nichols
3	Patrice Smith
4	Coty Trevino
5	Yolanda Sherrod
6	Viveca Wilson
7	LeShea Nixon
8	Rosemary Flores
9	Vinette Meikle Harris
10	Viola Ross-Morris



Rookie Year-to-Date

Retail	
#1	Rosemary Flores
2	Viveca Wilson
3	Viola Ross-Morris
4	Lupita Villarreal
5	Myree Francis
6	LeShea Nixon
7	Angela Borino
8	Sherian Wynn
9	Cassandra Scott
10	Anna Franz

Unit Size	
#1	Viveca Wilson
2	Myree Francis
3	Cassandra Scott
4	Viola Ross-Morris
5	Lupita Villarreal
6	Anna Franz
7	LeShea Nixon
8	Sherian Wynn
9	Rosemary Flores
10	Angela Borino

Recruits	
#1	Myree Francis
2	Viveca Wilson
3	Cassandra Scott
4	Lupita Villarreal
5	Rosemary Flores
6	LeShea Nixon
7	Sherian Wynn
8	Angela Borino
9	Viola Ross-Morris
10	Anna Franz

Court of Personal Sharing	
Q	Joy Westbrooks
2	Katie Nichols
3	Viveca Wilson
4	Yolanda Sherrod
5	Vinette Meikle Harris
6	Patrice Smith
7	LeShea Nixon
8	Viola Ross-Morris
9	Erika Guajardo
10	Coty Trevino



Productivity	
#1	Angela Borino
2	Viola Ross-Morris
2	Rosemary Flores
3	LeShea Nixon
4	Lupita Villarreal
5	Viveca Wilson
6	Anna Franz
7	Sherian Wynn
9	Myree Francis
10	Cassandra Scott

Wholesale	
#1	Rosemary Flores
2	Viveca Wilson
3	Lupita Villarreal
4	Viola Ross-Morris
5	Myree Francis
6	LeShea Nixon
7	Angela Borino
8	Sherian Wynn
9	Cassandra Scott
10	Anna Franz

Best Overall Unit	
#1	Viveca Wilson
2	Lupita Villarreal
3	Rosemary Flores
4	Myree Francis
5	Viola Ross-Morris
6	LeShea Nixon
7	Angela Borino
8	Cassandra Scott
9	Sherian Wynn
10	Anna Franz

Court of Personal Sales	
Q	Patrice Smith
2	Viola Ross-Morris
3	Anna Franz
4	Angela Borino
5	Yolanda Sherrod
6	Annabel Cruz
7	Joy Westbrooks
8	Katie Nichols
9	Annette Gordon
10	Erika Guajardo



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	\$ 15,641	3	WLSL MET	REC MET
Anna Franz	12/13	1ST	\$ 2,043	0	\$12, 975	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
Sherian Wynn	06/13	FINAL	\$ 13,817	21	\$ 16,182	29
LeShea Nixon	07/13	6TH	\$ 16,150	19	\$ 13,850	31
Lupita Villarreal	07/13	6TH	\$ 19,772	25	\$ 10,228	25
Jennifer Flesher	07/13	6TH	\$ 22,049	18	\$ 7,951	32
Rosemary Flores	08/13	5TH	\$ 23,089	17	\$ 6,911	33
Viola Morris	09/13	4TH	\$ 20,470	28	\$ 9,530	22
Anna Franz	12/13	1ST	\$ 2,043	25	\$ 27,957	25

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	12TH	\$ 26,803	29	\$ 33,197	21
Viveca Wilson	03/13	10TH	\$ 35,979	49	\$ 24,021	1
Myree Francis	05/13	8TH	\$ 25,428	46	\$ 34,572	4
Sherian Wynn	06/13	7TH	\$ 17,885	18	\$ 42,115	32
LeShea Nixon	07/13	6TH	\$ 16,150	19	\$ 43,850	31
Lupita Villarreal	07/13	6TH	\$ 19,772	25	\$ 40,228	25
Jennifer Flesher	07/13	6TH	\$ 22,049	18	\$ 37,951	32
Rosemary Flores	08/13	5TH	\$ 23,089	17	\$ 36,911	33
Viola Morris	09/13	4TH	\$ 20,470	28	\$ 39,530	22
Anna Franz	12/13	1ST	\$ 2,043	25	\$ 57,957	25



MESSAGE FROM THE HEART & CHALLENGES

M-Pact Area,

B M W ! S H U T U P

BMW: BOLD MOTIVATED WOMEN (Need Only Apply)

M-Pact Area, this is the Game Changer we have been waiting for. This is the Image Changer we have been waiting for. WHAT ARE YOU WAITING FOR??? This car is appealing to everyone the Gen Y's, the professional women, and men.

Our conversation needs to be this to our prospects~ Mary Kay is now offering the 2014 BMW let me show you how you can earn one in the next 6 months! I Challenge each one of you to get into your Black BMW by Seminar. For those of you already in your Cadillac I challenge you to develop at least 1 BMW car driver by Seminar. Please don't let this opportunity pass you by!

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 correction please let Carol know at: snow46c@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 DECEMBER ST★R TIME !!!

Join us!!!



2014

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

