

NEWTON M-PACT NATION

OCTOBER 2013

SEPTEMBER RESULTS

Inner Circle



#1 Katie Nichols
\$ 14,971



#2 Patrice Smith
\$ 13,748



#3 Earnestine Mobley
\$ 12,317



#4 Joy Westbrooks
\$ 12,007



#5 Satarro Purnell
\$ 11,010



#6 Susan Lafferty
\$ 10,991

GOLD CIRCLE
5 OR MORE RECRUITS



LeShea Nixon 8



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



TOP 10 DIRECTORS



	Name	Wholesale	Bonus
1	Katie Nichols	\$14,971	\$1,400
2	Patrice Smith	\$13,748	\$1,300
3	Earnestine Mobley	\$12,317	\$1,200
4	Joy Westbrooks	\$12,007	\$1,200
5	Satarro Purnell	\$11,010	\$1,100
6	Susan Lafferty	\$10,991	\$1,000
7	Erika Guajardo	\$8,094	\$800
8	LeShea Nixon	\$7,386	\$700
9	Coty Trevino	\$7,035	\$700
10	Vinette Harris	\$6,128	\$600
	Isabel Vargas	\$5,664	\$500
	Rosemary Flores	\$5,384	\$500
	Yolanda Sherrod	\$5,134	\$500
	Felicia Scott	\$5,016	\$500
	Viola Morris	\$5,009	\$500
	Myree Francis	\$5,001	\$500
	Julia Barber	\$4,023	
	Viveca Wilson	\$4,021	

A Unit

Within A Unit 30+ Personal's

Patrice 45

Joy 44, Yolanda 41, Satarro 39, Earnestine 33, Kim 30

Viveca Wilson	29
Coty Trevino	29
Latrell Dennis	28
Erika Guajardo	28
Katie Nichols	26
LeShea Nixon	26
Sherian Wynn	25
Lupita Villarreal	25
Susan Lafferty	24
Viola Morris	23
Tania Harris	24
Cassandra Scott	22
Myree Francis	22
Shirley Nichols	22
Vinette Harris	22
Wanda Ellis & Erika Cantu 20 ea	Alethia Ramsey — 19
Felicia Scott & Annabel Cruz — 17ea	Authea Smith - 16
Rosemary Flores, Julia Barber & Annette Gordon 15 ea	Jennifer Flesher —14
Isabel Vargas - 10	Rachel James & Opal Hill - 8 ea

NOVEMBER Anniversaries

Director's Anniversary: Years

Satarro Purnell 14
 Cassandra Scott 11
 Coty Trevino 4
 Rosemary Flores 3
 Vinette Harris 3

Unit's Anniversary: Years

IT'S STAR TIME !!!

UNIT SIZE

Mary Kay Honors Club Units with 125 or More

Patrice Smith	<u>230</u>
Satarro Purnell	126

On Fire 100's

Coty Trevino	111
Susan Lafferty	102
Alethia Ramsey	102
Joycelyn Westbrooks	100
Katie Nichols	100

Sensational 80's & 90's

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

Erika Guajardo	72
Julia Barber	62
Earnestine Nash-Mobley	56
Yolanda Sherrod	56

Forty & Movin' UP

Myree Francis	47
Tania Harris	45
Felicia Scott	40
Annabel Cruz	40
Shirley Nichols	49
Lupita Villarreal	40

Patrice Smith \$ 6,152.86

Katie Nichols	\$5,958.90
Earnestine Mobley	\$4,739.36
Joy Westbrooks	\$4,521.02
Erika Guajardo	\$4,219.03
Satarro Purnell	\$4,093.17
LeShea Nixon	\$3,833.85
Susan Lafferty	\$3,246.67
Vinette Harris	\$2,648.11
Coty Trevino	\$2,638.81
Isabel Vargas	\$2,109.16
Yolanda Sherrod	\$1,889.98
Viola Morris	\$1,557.42
Felicia Scott	\$1,535.42
Myree Francis	\$1,455.83
Rosemary Flores	\$1,326.63
Viveca Wilson	\$771.36
Julia Barber	\$728.55



PERSONAL SUCCESS

13% Checks

Erika Guajardo	\$955.31
Patrice Smith	\$920.34
LeShea Nixon	\$873.70
Earnestine Mobley	\$738.21
Katie Nichols	\$643.31
Joy Westbrooks	\$490.85
Viola Morris	\$406.25
Felicia Scott	\$375.44
Satarro Purnell	\$337.51
Myree Francis	\$305.76
Viveca Wilson	\$248.69

Director's Personal Wholesale Scoreboard

Viola Morris	\$1,884.00
Isabel Vargas	\$1,803.50
Viveca Wilson	\$1,205.50
Rosemary Flores	\$1,201.00
Earnestine Mobley	\$1,138.00
Myree Francis	\$1,131.50
Felicia Scott	\$968.00
Annabel Cruz	\$904.25
LeShea Nixon	\$665.00
Jennifer Flesher	\$646.50
Patrice Smith	\$636.75
Joy Westbrooks	\$618.00
Erika Guajardo	\$603.00
Satarro Purnell	\$601.00
Katie Nichols	\$600.00

Director's Personal Sharing Scoreboard

GOLD Medal

See Gold Circle - Page 1

Silver Medal

Four Recruits

Bronze Medal

Three Recruits

Patrice Smith, Erika Guajardo, Vinette Harris & Earnestine Mobley

Two Recruits

Coty Trevino & Tania Harris

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

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

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

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

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

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

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



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, 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

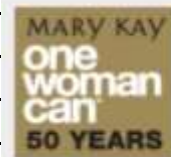


STAR DIRECTOR PROGRAM

Quarter "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			
<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		



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

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



Erika Guajardo



Felicia Scott



Isabel Vargas



Julia Barber



Yolanda Sherrod



Premier Club



Grand Achievers On-Target Grand Achievers



Angela Borino



Annabel Cruz



Annette Gordon



Erika Cantu



Latrelle Dennis



LeShea Nixon



Sherian Wynn



Tania Harris



Vinette Harris

Name	Unit	No. of Team Mbrs	Team Prod
Rosalyn Ott	Earnestine Mobley	5	\$5,027.00



Y-T-DATE SCOREBOARD

Personal Retail Sales

Viola Morris	\$9,950
Angela Borino	\$5,759
Viveca Wilson	\$5,175
Myree Francis	\$5,009
LeShea Nixon	\$4,783
Erika Guajardo	\$4,365
Annette Gordon	\$4,299
Joy Westbrooks	\$4,254
Felicia Scott	\$4,214
Patrice Smith	\$4,118
Annabel Cruz	\$3,972
Earnestine Mobley	\$3,967
Alethia Ramsey	\$3,956
Rosemary Flores	\$3,943
Satarro Purnell	\$3,943
Kim Gordon	\$3,938
Isabel Vargas	\$3,935
Katie Nichols	\$3,924
Yolanda Sherrod	\$3,896
Shirley Nichols	\$3,793

Personal Recruiting

	SeminarQual
Katie Nichols	12
Joy Westbrooks	11
LeShea Nixon	10
Yolanda Sherrod	10
Viveca Wilson	9
Vinette Harris	8
Viola Morris	7
Coty Trevino	6
Patrice Smith	6
Erika Guajardo	6
Satarro Purnell	6
Earnestine Mobley	5
Lupita Villarreal	5
Myree Francis	5
Cassandra Scott	2
Susan Lafferty	2
Sherian Wynn	2
Tania Harris	2
Authea Smith	2

Unit Retail Sales

Patrice Smith	\$72,960
Katie Nichols	\$61,168
Joy Westbrooks	\$60,340
Earnestine Mobley	\$53,005
Satarro Purnell	\$51,960
Coty Trevino	\$49,313
Erika Guajardo	\$43,369
Susan Lafferty	\$35,107
Yolanda Sherrod	\$33,200
Vinette Harris	\$32,859
Isabel Vargas	\$31,563
Julia Barber	\$28,487
LeShea Nixon	\$26,130
Viveca Wilson	\$23,909
Lupita Villarreal	\$23,658
Felicia Scott	\$23,251
Rosemary Flores	\$22,994
Annabel Cruz	\$22,395
Myree Francis	\$20,914
Shirley Nichols	\$17,609

Unit Recruiting

	SeminarQual
Earnestine Mobley	10
Katie Nichols	10
Joy Westbrooks	9
Coty Trevino	9
LeShea Nixon	9
Yolanda Sherrod	8
Susan Lafferty	7
Satarro Purnell	7
Patrice Smith	6
Erika Guajardo	6
Vinette Harris	6
Viveca Wilson	5
Myree Francis	4
Lupita Villarreal	4
Cassandra Scott	3
Rosemary Flores	3

ALOHA



Top 15 in M-Pact Area Courts

CONSULTANT COURT OF SALES

Name	Unit	Y-T-D Retail
Shirley Singh	Vinette Harris	\$21,121
Patricia Gordon	Earnestine Mobley	\$9,190
Anna Franz	Rosemary Flores	\$9,056
Rosalyn Ott	Earnestine Mobley	\$7,330
Mavis Boyd	Earnestine Mobley	\$7,236
Candy Ybarra	Coty Trevino	\$6,737
Tammy Harbin	Lorraine Newton	\$6,001
Nicole Juarez	Erika Guajardo	\$5,915
Paola Garzon	Susan Lafferty	\$5,524
Emma Giles	Earnestine Mobley	\$5,413
Jessica Terry	Satarro Purnell	\$4,963
Linda Swanson	Tania Harris	\$4,736
Kelley Roscoe	Patrice Smith	\$4,693
Cynthia Torres	Lupita Villarreal	\$4,686
Maria Medrano	Erika Guajardo	\$4,595

CONSULTANT COURT OF SHARING

Name	Unit	Q Team YTD
Carmen Buford	Satarro Purnell	4
Avis Jenkins	Susan Lafferty	4
Rosalyn Ott	Earnestine Mobley	3
Mavis Boyd	Earnestine Mobley	3
Martha Turner	Katie Nichols	3
Anna Franz	Rosemary Flores	3
Vanessa Trevino	Annabel Cruz	2
Tiffany Huerta	Coty Trevino	2
Rachel Acevedo	Coty Trevino	2
Melissa Garcia	Coty Trevino	2
Tabitha Quintero	Erika Guajardo	2
Tammy Harbin	Lorraine Newton	2
Heather Burnett	Opal Hill	2
Yulonda Petty	Yolanda Sherrod	2

RECRUITING BONUSES



**CONGRATULATIONS
"98" NEW TEAM MEMBERS
IN THE MONTH OF SEPTEMBER !!**

Unit Development Bonus

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

\$500 Bonus in SEPTEMBER

LeShea Nixon - 8

Earnestine Mobley - 7

Patrice Smith - 5

\$300 Bonus in SEPTEMBER

4 ea: Joy Westbrooks,
Erika Guajardo,
Vinette Harris & Yolanda Sherrod,

3 ea: Susan Lafferty,
Katie Nichols & Satarro Purnell

Personal Recruiting Bonus

Receive \$100 for each Personal Qualified Recruit

\$800: LeShea Nixon

\$500: Patrice Smith

\$400 ea: Earnestine Mobley,
Erika Guajardo & Vinette Harris

\$300: Joy Westbrooks

\$200: Yolanda Sherrod

\$100 ea: Susan Lafferty, Katie Nichols,
Julia Barber, Satarro Purnell
& Coty Trevino

Patrice Smith	10
10 & UP CLUB	
Erika Guajardo	8
LeShea Nixon	8
Katie Nichols	7
Earnestine Mobley	7
Coty Trevino	7
Myree Francis	7
5 & Up Club	
Joy Westbrooks, Satarro Purnell & Yolanda Sherrod	4 ea
Vinette Harris, Isabel Vargas, Rosemary Flores & Annette Gordon	3 ea
Susan Lafferty, Tania Harris, Alethia Ramsey & Cassandra Scott	2 ea
Felicia Scott, Julia Barber, Jennifer Flores, Erika Cantu & Latrelle Dennis	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
Kim Gordon	07/13	FINAL	\$ 4,001	0	\$ 10,999	3
LeShea Nixon	07/13	FINAL	\$ 11,417	9	\$ 3,583	REC MET
Lupita Villarreal	07/13	FINAL	\$ 10,909	3	\$ 4,091	REC MET
Jennifer Flesher	07/13	FINAL	\$ 7,778	0	\$ 7,222	3
Rosemary Flores	08/13	2ND	\$ 10,790	0	\$ 4,210	3
Vilola Morris	09/13	1ST	\$ 5,009	0	\$ 9,991	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
Myree Francis	05/13	5TH	\$ 15,536	39	\$ 14,464	11
Wanda Ellis	05/13	5TH	\$ 5,930	22	\$ 24,070	28
Sherian Wynn	06/13	4TH	\$ 9,852	32	\$ 20,148	18
Kim Gordon	07/13	3RD	\$ 4,001	29	\$ 25,999	21
LeShea Nixon	07/13	3RD	\$ 11,452	29	\$ 18,548	21
Lupita Villarreal	07/13	3RD	\$ 11,509	36	\$ 18,491	14
Jennifer Flesher	07/13	3RD	\$ 7,820	27	\$ 22,180	23
Rosemary Flores	08/13	2ND	\$ 10,790	30	\$ 19,210	20
Viola Morris	09/13	1ST	\$ 5,009	25	\$ 24,991	24

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	9TH	\$ 19,531	28	\$ 40,469	22
Latrelle Dennis	01/13	9TH	\$ 38,344	25	\$ 21,656	25
Rachel James	02/13	8TH	\$ 11,996	11	\$ 48,004	39
Viveca Wilson	03/13	7TH	\$ 24,853	39	\$ 35,147	11
Erika Cantu	03/13	7TH	\$ 16,173	22	\$ 43,827	28
Myree Francis	05/13	5TH	\$ 15,536	39	\$ 44,464	11
Wanda Ellis	05/13	5TH	\$ 5,930	22	\$ 54,070	28
Sherian Wynn	06/13	4TH	\$ 9,852	32	\$ 50,148	18
Kim Gordon	07/13	3RD	# 4,001	29	\$ 55,999	21
LeShea Nixon	07/13	3RD	\$ 11,452	29	\$ 48,548	21
Lupita Villarreal	07/13	3RD	\$ 11,509	46	\$ 548,491	14
Jennifer Flesher	07/13	3RD	\$ 7,820	27	\$ 52,180	23
Rosemary Flores	08/13	2ND	\$ 10,790	30	\$ 49,210	20
Viola Morris	09/13	1ST	\$ 5,009	26	\$ 54991	24



MESSAGE FROM THE HEART & CHALLENGES

Hello M-Pact Area Directors,
Our Autumn Advances are over WOW!!! the best ever!
It's time for a Powerful finish of your Leadership 2014 Goals. I have beautiful gifts from China for New Directors (since seminar) and their Seniors. I will also have gifts from China for the Director with the most New Directors and the Director with the most DIQ's and Future Directors attending leadership. Let the next 60 days put you in my winners circle at Leadership 2014!!!

Living The Dream
Lorraine

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



Mardi Gras VIP Pre-Party Reception
* On target for \$500,000 & 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 Manquerade Ball Day 2

Qualifications:

- i. 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.
- ii. 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

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 SEPTEMBER ST★R TIME !!!



2014

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

