

NEWTON M-PACT NATION

SEPTEMBER 2013

AUGUST RESULTS

Inner Circle



#1 Satarro Purnell
\$ 11,001



#2 Coty Trevino
\$ 10,368



#3 Patrice Smith
\$ 10,137

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



GOLD CIRCLE

5 OR MORE RECRUITS



#4 Katie Nichols
\$ 10,031



VINETTE = 8

6 EA: Earnestine Joy

Katie

Yolanda

5 EA: Coty

Patrice

Satarro

Tania

Wanda

TOP 10 DIRECTORS

#1 #2 #3 #4 #5 #6 #7 #8 #9 #10



	Name	Wholesale	Bonus
1	Satarro Purnell	\$11,001	\$1,100
2	Coty Trevino	\$10,368	\$1,000
3	Patrice Smith	\$10,137	\$1,000
4	Katie Nichols	\$10,031	\$1,000
5	Earnestine Mobley	\$9,567	\$900
6	Joy Westbrooks	\$9,007	\$900
7	Erika Guajardo	\$8,016	\$800
8	Annabel Cruz	\$6,255	\$600
9	Lupita Villarreal	\$5,880	\$500
10	Rosemary Flores	\$5,405	\$500
	Viveca Wilson	\$5,108	\$500
	Yolanda Sherrod	\$5,060	\$500
	Julia Barber	\$5,012	\$500
	Susan Lafferty	\$4,976	
	Jennifer Flesher	\$4,440	
	Felicia Scott	\$4,188	
	Cassandra Scott	\$4,118	
	Shirley Nichols	\$4,083	
	Sherian Wynn	\$4,081	
	Vinette Harris	\$4,073	
	Myree Francis	\$4,039	
	Opal Hill	\$4,011	
	Angela Borino	\$4,009	
	Annette Gordon	\$4,001	
	Kim Gordon	\$4,001	
	LeShea Nixon	\$4,000	

Joy
45

Patrice
45

Satarro 43

Yolanda 43

Earnestine 34

Katie 32

Coty 32

Kim 30

Latrelle 30

Viveca Wilson	29
Wanda Ellis	29
Erika Guajardo	28
Susan Lafferty	26
Sherian Wynn	26
Myree Francis	25
Guadalupe Villarreal	25
Shirley Nichols	24
Vinette Meikle Harris	24
Erika Cantu	23
Tania Harris	22
Annabel Cruz	22
Alethia Ramsey	21
Cassandra Scott	21
Julia Barber — 19	LeShea Nixon — 18
Isabel Vargas — 17	Annette Gordon, Authea Smith & Felicia Scott—16EA
Rosemary Flores —15	Jennifer Flesher —14
Angela Borino & Opal Hill - 11 ea	Rachel James & Charmayne Mayowa - 10 ea

OCTOBER Anniversaries

Director's Anniversary: Years

Charmayne Mayowa 9

Rachel James 4

Viveca Wilson 3

Unit's Anniversary: Years

IT'S STAR TIME !!!

UNIT SIZE

Mary Kay Honors Club Units with 125 or More

Patrice Smith	<u>209</u>
Satarro Purnell	146
Coty Trevino	129

On Fire 100's

Susan Lafferty	119
Alethia Ramsey	107
Joycelyn Westbrooks	107

Sensational 80's & 90's

Katie Nichols	98
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Fabulous 50's, 60's & 70's

Julia Barber	79
Erika Guajardo	71
Yolanda Sherrod	60
Charmayne Wilson-Mayowa	55
Earnestine Nash-Mobley	53
Felicia Scott	50

Forty & Movin' UP

Annabel Cruz	49
Shirley Nichols	49
Isabel Vargas	48
Myree Francis	48
Tania Harris	47
Lupita Villarreal	41



Katie Nichols \$ 4,822.01

Patrice Smith	\$4,509.09
Coty Trevino	\$4,189.22
Satarro Purnell	\$3,851.30
Joy Westbrooks	\$3,334.12
Erika Guajardo	\$3,118.56
Earnestine Mobley	\$2,952.89
Viveca Wilson	\$2,747.81
Yolanda Sherrod	\$2,300.09
Lupita Villarreal	\$2,005.56
Annabel Cruz	\$1,570.83
Rosemary Flores	\$1,444.83
Julia Barber	\$1,323.96
Susan Lafferty	\$1,277.55
Vinette Harris	\$1,077.80
Sherian Wynn	\$1,056.22
Myree Francis	\$1,034.57
Jennifer Flesher	\$1,027.72
Angela Borino	\$993.27
Cassandra Scott	\$940.46
Felicia Scott	\$860.12
Annette Gordon	\$840.16
Kim Gordon	\$806.26
LeShea Nixon	\$776.88
Shirley Nichols	\$717.23
Opal Hill	\$707.40
Tania Harris	\$519.02

PERSONAL SUCCESS

13% Checks

Patrice Smith	\$736.22
Coty Trevino	\$680.45
Katie Nichols	\$633.88
Viveca Wilson	\$583.77
Lupita Villarreal	\$541.22
Erika Guajardo	\$511.58
Joy Westbrooks	\$463.26
Jennifer Flesher	\$450.58
Yolanda Sherrod	\$442.29
Sherian Wynn	\$425.72
Satarro Purnell	\$333.06
Annette Gordon	\$320.00
Myree Francis	\$309.53
Kim Gordon	\$286.13
Angela Borino	\$250.15
Annabel Cruz	\$147.42

Director's Personal Wholesale Scoreboard

Angela Borino	\$2,690.50
Kim Gordon	\$1,800.00
LeShea Nixon	\$1,557.50
Annette Gordon	\$1,539.75
Myree Francis	\$980.75
Opal Hill	\$919.75
Annabel Cruz	\$904.25
Coty Trevino	\$838.50
Lupita Villarreal	\$838.50
Joy Westbrooks	\$725.75
Alethia Ramsey	\$663.00
Patrice Smith	\$662.00
Felicia Scott	\$633.50
Yolanda Sherrod	\$627.00
Jennifer Flesher	\$606.00
Katie Nichols	\$603.00
Viveca Wilson	\$602.50
Satarro Purnell	\$602.00
Earnestine Mobley	\$601.50
Rosemary Flores	\$601.50
Erika Guajardo	\$601.00
Sherian Wynn	\$600.50

Director's Personal Sharing Scoreboard

GOLD Medal

See Gold Circle - Page 1

Silver Medal
Four Recruits

Erika Guajardo
Viveca Wilson

Bronze Medal
Three Recruits
Latrell Dennis

Two Recruits

Annabel Cruz, Lupita Villarreal,
Myree Francis & Annette Gordon



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

Rosemary Flores
Jennifer Flesher
Kim Gordon
Lupita Villarreal
LeShea Nixon

Sr. Director

Isabel Vargas
Angela Borino
Patrice Smith
Coty Trevino
Joy Westbrooks

Debut Month

Aug 2013
Jul 2013 *
Jul 2013 *
Jul 2013 *
Jul 2013 *

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



* corrected

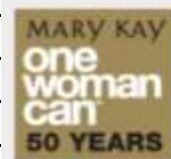
STAR DIRECTOR PROGRAM

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	
				Joy Westbrooks
				Earnestine Mobley
				Latrell Dennis
				Yolanda Sherrod
				Erika Guajardo

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

Name	Unit	No. of Team Mbrs	Team Prod
Viola Morris	Lorraine Newton	23	\$5,944



Annabel Cruz

Angela Borino

Annette Gordon

Authea Smith



Charmayne Mayowa

Erika Cantu

Erika Guajardo

Kim Gordon

Latrelle Dennis

Sherian Wynn

Shirley Nichols

Tania Harris

Vinette Harris

DIQ Anna Franz

Y-T-DATE SCOREBOARD

Personal Retail Sales

Angela Borino	\$5,554
Kimberly Gordon	\$3,753
Shirley Nichols	\$3,608
Annette Gordon	\$3,399
Alethia Ramsey	\$3,365
LeShea Nixon	\$3,248
Erika Guajardo	\$2,944
Joy Westbrooks	\$2,803
Patrice Smith	\$2,629
Yolanda Sherrod	\$2,539
Satarro Purnell	\$2,526
Viveca Wilson	\$2,519
Katie Nichols	\$2,519
Myree Francis	\$2,458
Felicia Scott	\$2,073
Annabel Cruz	\$1,959
Opal Hill	\$1,943
Coty Trevino	\$1,780
Lupita Villarreal	\$1,750
Sherian Wynn	\$1,719

Personal Recruiting

	SeminarQual
Katie Nichols	11
Viveca Wilson	9
Joy Westbrooks	8
Yolanda Sherrod	8
Coty Trevino	5
Satarro Purnell	5
Lupita Villarreal	4
Myree Francis	4
Vinette Harris	4
Erika Guajardo	2
Sherian Wynn	2
Authea Hall Smith	2
Tania Harris	2
LeShea Nixon	2



Unit Retail Sales

Patrice Smith	\$41,040
Satarro Purnell	\$36,505
Coty Trevino	\$33,612
Katie Nichols	\$32,563
Joy Westbrooks	\$32,262
Earnestine Mobley	\$26,269
Erika Guajardo	\$25,276
Yolanda Sherrod	\$21,732
Lupita Villarreal	\$20,950
Vinette Harris	\$19,660
Isabel Vargas	\$19,014
Julia Barber	\$18,277
Shirley Nichols	\$17,239
Viveca Wilson	\$15,291
Annabel Cruz	\$15,256
Alethia Ramsey	\$14,610
Jennifer Flesher	\$12,946
Felicia Scott	\$12,072
Tania Harris	\$11,996
Susan Lafferty	\$11,440

Unit Recruiting

	SeminarQual
Katie Nichols	7
Coty Trevino	6
Joy Westbrooks	5
Viveca Wilson	5
Susan Lafferty	4
Satarro Purnell	4
Yolanda Sherrod	4
Earnestine Mobley	3
Lupita Villarreal	3
Erika Guajardo	2
Myree Francis	2
Vinette Harris	2
Cassandra Scott	2



Top 15 in M-Pact Area Courts

CONSULTANT COURT OF SALES

Name	Unit	Y-T-D
Shirley Singh	Vinette Harris	\$13,533
Patricia Gordon	Earnestine Mobley	\$7,293
Anna Franz	Rosemary Flores	\$6,824
Mavis Boyd	Earnestine Mobley	\$5,585
Nicole Juarez	Erika Guajardo	\$5,027
Viola Morris	Lorraine Newton	\$5,013
Paola Garzon	Susan Lafferty	\$4,555
Jessica Terry	Satarro Purnell	\$4,474
Faviola Sanchez	Coty Trevino	\$4,469
Candy Ybarra	Coty Trevino	\$4,431
Maria-Trevino Rivera	Annabel Cruz	\$4,415
Amber Hinojosa	Erika Guajardo	\$4,254
Rosalyn Ott	Earnestine Mobley	\$4,165
Emma Giles	Earnestine Mobley	\$4,164
Cynthia Torres	Guadalupe Villarreal	\$4,152

CONSULTANT COURT OF SHARING

Name	Unit	Q Team	YTD
Viola Morris	Lorraine Newton		4
Avis Jenkins	Susan Lafferty		4
Vanessa Trevino	Annabel Cruz		2
Rachel Olivarez-Acev	Coty Trevino		2
Melissa Garcia	Coty Trevino		2
Rosalyn Ott	Earnestine Mobley		2
Mavis Boyd	Earnestine Mobley		2
Tabitha Quintero	Erika Guajardo		2
Martha Turner	Katie Nichols		2
Tammy Harbin	Lorraine Newton		2
Heather Burnett	Opal Hill		2
Anna Franz	Rosemary Flores		2
Carmen Buford	Satarro Purnell		2
5 Consultants have 1 Qualified Recruit			

RECRUITING BONUSES



**CONGRATULATIONS
"198" NEW TEAM MEMBERS
IN THE MONTH OF AUGUST !!**

Unit Development Bonus

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

\$500 Bonus in AUGUST

Coty Trevino - 6
Katie Nichols - 6
Viveca Wilson - 5

\$300 Bonus in AUGUST

4: Yolanda Sherrod

3 ea: Earnestine Mobley
Joy Westbrooks
Satarro Purnell

Personal Recruiting Bonus

Receive \$100 for each Personal Qualified Recruit

\$500 ea: Viveca Wilson & Katie Nichols

\$400: Yolanda Sherrod

\$300 ea: Joy Westbrooks & Coty Trevino

\$200ea : Myree Francis, Lupita Villarreal,
Satarro Purnell & Vinette Harris

\$100 ea: Cassandra Scott, Patrice Smith,
Sherian Wynn, Authea Smith, Tania Harris,
Earnestine Mobley, Erika Guajardo &
LeShea Nixon

Joy Westbrooks	20
Susan Lafferty	18
Satarro Purnell	14
Coty Trevino	14
Katie Nichols	12
Earnestine Mobley	12
Erika Guajardo	12
Wanda Ellis	11
Patrice Smith	10
10 & UP CLUB	
Myree Francis	9
Vinette Harris	8
Viveca Wilson	7
Yolanda Sherrod	7
Tania Harris	5
5 & Up Club	
Alnnabel Cruz & Lupita Villarreal	4 ea
Rosemary Flores, Annette Gordon & Latrelle Dennis	3 ea
Julia Barber, Sherian Wynn, Opal Hill & Cassandra Scott	2 ea
Felicia Scott, LeShea Nixon, Authea Smith & Isabel Vargas	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
Sherian Wynn	06/13	3RD	\$ 8,707	2	\$ 6,293	1
Kim Gordon	07/13	2ND	\$ 4,001	0	\$ 10,999	3
LeShea Nixon	07/13	2ND	\$ 4,031	1	\$ 10,969	2
Lupita Villarreal	07/13	2ND	\$ 8,990	2	\$ 6,009	1
Jennifer Flesher	07/13	2ND	\$ 6,354	0	\$ 8,646	3
Rosemary Flores	08/13	1ST	\$ 5,405	0	\$ 9,595	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
Viveca Wilson	03/13	FINAL	\$ 20,626	38	\$ 9,375	12
Erika Cantu	03/13	FINAL	\$ 15,457	30	\$ 14,543	20
Myree Francis	05/13	4TH	\$ 10,738	40	\$ 19,262	10
Wanda Ellis	05/13	4TH	\$ 5,739	30	\$ 24,621	20
Sherian Wynn	06/13	3RD	\$ 8,707	35	\$ 21,963	15
Kim Gordon	07/13	2ND	\$ 4,001	31	\$ 25,990	19
LeShea Nixon	07/13	2ND	\$ 4,032	26	\$ 25,969	24
Lupita Villarreal	07/13	2ND	\$ 8,991	40	\$ 21,009	10
Jennifer Flesher	07/13	2ND	\$ 6,354	28	\$ 23,646	22
Rosemary Flores	08/13	1ST	\$ 5,405	26	\$ 24,595	19

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 WHLSL NEEDED	INCR IN UNIT SIZE NEEDED
Angela Borino	09/12	FINAL	\$ 48,493	12	\$ 11,507	38
Cassandra Scott	01/13	8TH	\$ 18,491	32	\$ 41,509	18
Latrell Dennis	01/13	8TH	\$ 38,066	30	\$ 21,934	20
Rachel James	02/13	7TH	\$ 11,996	13	\$ 48,004	37
Viveca Wilson	03/13	6TH	\$ 20,625	32	\$ 39,375	18
Erika Cantu	03/13	6TH	\$ 15,457	26	\$ 44,543	24
Myree Francis	05/13	4TH	\$ 10,738	40	\$ 49,262	10
Wanda Ellis	05/13	4TH	\$ 5,739	30	\$ 54,261	20
Sherian Wynn	06/13	3RD	\$ 8,707	35	\$ 51,293	15
Kim Gordon	07/13	2ND	# 4,001	31	\$ 55,999	19
LeShea Nixon	07/13	2ND	\$ 4,031	26	\$ 55,969	24
Lupita Villarreal	07/13	2ND	\$ 8,991	40	\$ 51,009	10
Jennifer Flesher	07/13	2ND	\$ 6,354	28	\$ 53,646	20
Rosemary Flores	08/13	1ST	\$ 5,405	31	\$ 54,595	19



MESSAGE FROM THE HEART & CHALLENGES

MM-Pact, CHINA WOW!!! I can say this was the best trip I have ever taken; Beautiful Scenery, Cultural Experience, and THE SHOPPING CAPITAL OF THE WORLD!!!

I can't wait to share with you the excellent training I received from the Inner Circle Nationals.

I can't wait to share with you the new qualification from the company.

I can't wait for you to "Be All You Can Be" a Directors workshop I will began training at the Autumn Advance.

*Remember I brought Gifts from China for New Directors and their Seniors.

*DIQ's and Future Directors are invited to Leadership~I will have a special gift from China for the Director with the most in attendance.

Living The Dream
Lorraine

M-Pact

AUTUMN ADVANCE 2013

October 25-26, 2013
Northwest Forest Conference Center
12715 Telge Rd, Cypress, TX
Phone 1.800.256.3548

WORKSHOPS-Per Person Package
\$135.00 (includes 3 meals/snacks/materials)
Due by Oct. 11th. Register/Pay online at
www.lorrainenewton.com

ROOM
\$109.00* to be paid to Hotel
Block is reserved until (TBD)
Reservation Forms will be Provided
(*27.25pp per Quil, \$36.33pp Triple, \$54.50pp Double)

Hear New Director's "I Stories"
Director & Unit will develop a theme. Then create a table and dress around their theme! Prizes awarded: Grand Prize and 2 runner up tables.

Friday: Director Meeting 8:00-8:00 pm
Dinner 7:00 pm
Programs 8 pm - 11:00 pm

Saturday: Breakfast 7:30 am
Programs 9 am - 4 pm
Lunch 12:00 - 1:00

~ Build the Wall of Mary Kay ~ Workshop!
Red Jacket ~ Must have 3 Active Team Leaders ~ Must have 5 Active Future Directors ~ Must have 8 Active D.S.L.s ~ Must have Submitted for D.S.L.

"Be All That You Can Be" Directors Workshop

Basket Training—Bring Your Materials

***** SKIT *****

Director Reserved Tables (\$ Paid Unit Tables)

Bring a Pillow Case & Colored Markers

Hosting NSD Lorraine Newton

If you see something that needs correction please let Carol know at: snow46c@gmail.com

NSD Lorraine Newton

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Office: (281) 545-1978

TO:



IT'S AUGUST ST★R TIME !!!



2014

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

