



Joanne Blando
Sales Director



*One Woman Can...
be a Game Changer.
Relentlessly Pursuing Excellence.*

Celebrating 50 Years Seminar 2014

MONTHLY GOALS: 16 NEW GAME CHANGERS ADDED TO OUR UNIT

SEMINAR GOALS: 1 CAR DRIVER, FABULOUS 50's and 5 STAR CONSULTANTS

Queen of Retail



Kara Lineback

\$1,047.50

Joanne Blando

Charlotte DeLuna



Celebrations

Birthdays	Date
Lisa Bascom	May 19 th
Jessica Espinoza	May 24 th
Amy Goode	May 8 th
Yeraldine Ramirez	May 2 nd
Anna Salinas	May 20 th
Elizabeth Reece	June 11 th
Jena Riggs	June 15 th



Anniversaries	Yrs
Kara Lineback	Just Married May 24 th !
Becky Forse	4 Years in MK May 10 th



Consultant
Jessica Espinoza
Billie Hayes
Kara Lineback

Sponsored By
Shannon Brenner
Karlena Brooks
Joanne Blando

Future National Area

Looking for 16 women willing to step out and up to fill these positions. Could it be you?

DIQ (Director in Qualification)

10 + Active - Earning 9-15% Commission *Love Checks* Plus \$50 Bonus for each Qualified

POSITION OPEN

Car Driver (Grand Achiever)

14 + Active - Earning 9-15% Commission *Love Checks* Plus \$50 Bonus for each Qualified

POSITION OPEN

Future Directors

8 + Active - Earning 9-15% Commission *Love Checks* Plus \$50 Bonus for each Qualified

POSITION OPEN

Team Leaders

5-8 Active - Earning ???% Commission *Love Checks*, PLUS \$50 Team Building Bonus

Recruiter: Karlena Brooks

Charlotte DeLuna*

Angie Martinez *

Heather Meyer*

Janna Lopez

Janie Petermann*

Yeraldine Ramirez

Billie Hayes

Star Team Builders

3-4 Active - Earning ???% Commission *Love Checks*

Recruiter: Denise Garza

Dee Garza

Lucie Maldonado*

Jolene Bopp*

Lupita Morin*

Senior Consultants

1-2 Active - Earning 4% Commission *Love Checks*

Recruiter: Kristine Gregg – Lara McKeown*

Recruiter: Angela Smith - Marisa Williams*

Recruiter: Toni Tolbert – Karlena Brooks

Recruiter: Shannon Brenner – Jessica Espinoza

Recruiter: Jena Riggs

Brenda Sherman*

Shannon Brenner*



Bee Fabulous
Diamond Bee
Ring

Small
Bee
Fabulous
Bee Pin



Bee Fabulous
Charm Bracelet
& Diamond
Bee

**Start building
your Team
TODAY!**



“XOXO”
Diamond
Ring

Golden
Shamrock
Quartz Ring



Diamond
“Couture”
Scroll Ring

Entertainment
Package



**Which Prize will
you WIN???**

STAR IS THE BAR!



How to be a Sapphire Star

- \$300 retail weekly sales which equals
- \$600 wholesale orders monthly
- \$1800 wholesale for the quarter.

How to be a Ruby Star

- \$400 retail weekly sales which equals
- \$800 wholesale orders monthly
- \$2400 wholesale for the quarter.

How to be a Diamond Star

- \$500 retail weekly sales which equals
- \$1000 wholesale orders monthly
- \$3000 wholesale for the quarter.

How to be a Emerald Star

- \$600 retail weekly sales which equals
- \$1200 wholesale orders monthly &
- \$3600 wholesale for the quarter.

A year of consistent Emerald selling gets you VERY Close to Queen's Court of Sales and exclusive prizes!

On Target Star Consultants - 4th Quarter March 16 - June 15, 2014

Consultant	Current Contest Credit	Contest Credit Needed				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Kara Lineback	1807	0	593	1193	1793	2993
Denise Garza	1048	752	1352	1952	2552	3752
Janna Lopez	1045	755	1355	1955	2555	3755
Joanne Blando	940	860	1460	2060	2660	3860
Yeraldine Ramirez	804	996	1596	2196	2796	3996
Shannon Brenner	664	1136	1736	2336	2936	4136
Karlana Brooks	655	1145	1745	2345	2945	4145
Jena Riggs	504	1296	1896	2496	3096	4296
Lisa Bascom	420	1380	1980	2580	3180	4380
Roxann Harrington	411	1389	1989	2589	3189	4389
Becky Forse	392	1408	2008	2608	3208	4408
Charlotte DeLuna	323	1477	2077	2677	3277	4477
Vicky Aguirre	299	1501	2101	2701	3301	4501
Toni Tolbert	263	1537	2137	2737	3337	4537
Susan Silla	259	1541	2141	2741	3341	4541
Carolyn Spratt	107	1693	2293	2893	3493	4693
Ashley Gutierrez	19	1781	2381	2981	3581	4781

Congratulations!

KARA LINEBACK

Our 1st Star of the Quarter



June is Jumping!

Check out the ways you can Reward yourself in June!

Deadline to report Prize Choice to Joanne is July 4th.



Place **\$1000**
in
**WHOLESALE
ORDERS**
in June and receive
your choice of the
Precious Cargo
Quilted Cosmetic Case
or the



Place **\$600** in
WHOLESALE ORDERS
in June
and
receive

Place **\$400** in
WHOLESALE ORDERS
in June
and
receive



Place **\$250** in
WHOLESALE ORDERS
in June and receive
your choice of the
MK Water Bottle
or
Just in Case Emergency Kit



Kick Up Your Heels!

We're headin' for...



Leadership 2015!

These boots were made for workin'! We're workin' to build wall to wall leaders!

Earn a pair of Corral cowgirl boots from Joanne!

Contest period: May 1st -- Sept. 30th, 2014 Earn your cowgirl boots in 1 of 2 ways:

1. Place \$10,000 personal wholesale reorders and add a minimum of 5 personal qualified* team members.
- OR
2. Become a Sales Director with \$20,000 DIQ wholesale production and add a minimum of 5 personal qualified* team members.



Joanne will pick up the tab (up to \$250) for your boots ... how fun is that?

Must also be a Star Consultant in the 4th & 1st quarters!

*An Independent Beauty Consultant's initial order with the Company must equal \$600 or more in wholesale Section 1 products. The initial order must be received and accepted by the Company in the same or following calendar month that the Independent Beauty Consultant Agreement is received and accepted by the Company.

CAREER CAR PROGRAM

Get on the road to success!

Chevy Cruze



Grand Achiever

Qualifications:

- \$20,000 combined personal/team wholesale Section 1 production
- 14 active personal/team members
- You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total \$20,000 requirement.
- Your team must contribute a minimum of \$15,000 wholesale Section 1 production toward the total \$20,000 requirement.
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active personal/team members.
- You must be active.

Premier Club

Qualifications:

\$54,000 net adjusted unit wholesale production within two consecutive calendar quarters.

- \$600 car program credit counts toward required production.

Cash Compensation of up to \$500 per month.

Camry SE



Equinox 1LT

Premier Plus

January 2014 - December 2014

Qualifications:

\$75,000 net adjusted unit wholesale production within two consecutive calendar quarters.

- \$600 car program credit counts toward required production.

Cash Compensation of up to \$500 per month.

NEW!



BMW 320i

Cadillac

Qualifications:

\$96,000 net adjusted unit wholesale production within two consecutive calendar quarters.

- \$600 car program credit counts toward required production.

Cash Compensation of up to \$900 per month.



SRX

CTS

Sharing the Love Unit Contest

May 1st thru June 30th

Would You Like to Win This Collection?



Collection includes 4 fun bags that hold shoes, hair iron, lingerie and cosmetics!

How do you enter? It's Easy as 1, 2, 3!

1. YOUR PART - Share the Mary Kay Opportunity using NSD Heidi Goelzer's recorded call: 641-715-3900 access code: 91076#

OR

Share the Mary Kay Opportunity using www.joanneblando.com:
Career Opportunity Link (no password necessary)

2. HER PART - Have your PTM (Potential Team Member) Call Joanne after listening to the recorded message **OR** complete the online survey after viewing a few videos on www.joanneblando.com

3. FINAL, VITAL PART - COMPLETE and TURN in your WAS (Weekly Accomplishment Sheet) with this activity listed as an interview. Once Joanne has connected with your PTM to get her opinion, her name and then your name will be entered in the contest. This last items **MUST** be completed to enter!



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I Believe in YOU!

Get Ready to Celebrate!

discover what you
LOVE

Seminar2014

JUNE 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 Beauty & Business Night	3	4 Share the Love Conference Call	5 Q & A Conference Call	6	7 New Consultant Bootcamp
8	9 Beauty & Business Night	10	11 Share the Love Conference Call	12 Expert Eyes Event	13	14
15	16 Beauty & Business Night	17	18 Share the Love Conference Call	19 Q & A Conference Call	20	21
22	23 Beauty & Business Night	24	25 Share the Love Conference Call	26 NO EVENT	27	28
29	30 Beauty & Business Night	JULY 1	2 Share the Love Conference Call	3 Q & A Conference Call	4 Happy 4 th of July!	5

Please visit www.joanneblando.com for calendar details and seasonal promotion ideas!