



**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**



**Denise Garza**

**\$1,047.50**

**Queen of Sharing**



**Karlena Brooks**

**Gold Medal - 5**



**Consultant**

Brenda Sherman  
Shannon Brenner  
Charlotte DeLuna  
Heather Meyer  
Janie Petermann  
Janna Lopez  
Yeraldine Ramirez  
Roxann Harrington  
Vicky Aguirre

**Sponsored By**

Jena Riggs  
Jena Riggs  
Karlena Brooks  
Karlena Brooks  
Karlena Brooks  
Karlena Brooks  
Karlena Brooks  
Joanne Blando  
Joanne Blando

**May Celebrations**

<u>Birthdays</u>	<u>Date</u>
Yeradine Ramirez	2nd
Amy Goode	8th
Lisa Bascom	19th
Anna Salinas	20th



<u>Anniversaries</u>	<u>Yrs</u>
Becky Forse	4



# 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

## 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: **Jena Riggs** – Brenda Sherman\*, Shannon Brenner\*

Recruiter: **Angela Smith** - Marisa Williams\*

Recruiter: **Toni Tolbert** – Karlena Brooks



**Start building your Team TODAY!**



**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
Denise Garza	1048	752	1352	1952	2552	3752
Joanne Blando	890	910	1510	2110	2710	3910
Yeraldine Ramirez	804	996	1596	2196	2796	3996
Karlana Brooks	655	1145	1745	2345	2945	4145
Shannon Brenner	606	1194	1794	2394	2994	4194
Vicky Aguirre	299	1501	2101	2701	3301	4501
Lisa Bascom	271	1529	2101	2701	3301	4501
Susan Silla	259	1541	2141	2741	3341	4541
Jena Riggs	255	1545	2145	2745	3345	4545
Toni Tolbert	234	1566	2166	2766	3366	4566
Roxann Harrington	230	1570	2170	2770	3370	4570
Janna Lopez	226	1574	2174	2774	3374	4574
Carolyn Spratt	107	1693	2293	2893	3493	4693
Ashley Gutierrez	19	1781	2381	2981	3581	4781

Power Class  
of the Month

Go to [www.marykayintouch](http://www.marykayintouch) and find out topic and guest National who is speaking each month!!  
These are inspiring and informative!!

Most people live and die with their music still unplayed. They never dare to try.

Mary Kay Ash

# HOW TO QUIT YOUR JOB and/or REPLACE YOUR INCOME

1. Write down your yearly salary	\$ _____	<i>Example</i> \$22,000
2. Subtract out daycare expenses for the year	- \$ _____	\$10,000
	Total \$ _____	\$12,000
3. Subtract out other expenses that you would not need to pay if you were able to stay at home (dry cleaning, gas driving to and from work, eating out for lunch, etc.)	- \$ _____	\$520
	Net Total Salary \$ _____	\$11,480

4. This new total is what you would need to make in order to replace your income from your job. Write here again \$ \_\_\_\_\_ *\$11,480*

5. Figure out what your average per face is. Take all your sales from facials and skin care classes and add them up. Then add up how many total faces those sales came from. That will be your average per face. Write that dollar amount here. \$ \_\_\_\_\_ *Using the Company average of \$66/face (\$200 class divided by 3 women)*

6. Divide your Net Total Salary by your average per face. This will equal the number of faces you would need to see in order to replace your income. \_\_\_\_\_ *174 faces*

7. Keep in mind that we need to double the amount in #6 because you need to reinvest 1/2 of what you sell to keep your inventory at full inventory. So, you need to multiply your number of faces X 2. # of faces X 2 = \_\_\_\_\_ *174 X 2 = 348 faces*

8. Take your number of faces in #7 and divide by 52 weeks. This is how many faces you would need to see per week and replace your income!!! \_\_\_\_\_ *348 divided by 52 = 6.69 faces*

In the example on the right you would need to see 7 faces per week in order to replace your take home salary of \$11,480. Do you think you could do 7 faces per week and work a total of about 6-8 hours doing so? It really makes you think about how easy it can be to replace your income in a fraction of the hours that you give to your job.

Keep in mind that this formula ONLY takes into consideration new faces. You will also be receiving reorders and recruiting commissions that are not factored in!

If you are worried about your health insurance, I want you to start calling Health Insurance companies and getting quotes for your family. On average it is about \$400 per month for health insurance. To pay \$400 a month you would need to do an extra 6 faces per month to pay for your insurance! Or better yet, your recruiting commissions would pay for your insurance each month.

I hope this helps you see how easy it can be to replace your income and become a full-time Mary Kay consultant and then Sales Director.

# Brighten Profits with *Free* Summer Shades



Place **\$250 Wholesale Order in May & Receive:**  
Any 1 @ Play Product of Your Choice

Place **\$400 Wholesale Order in May & Receive:**  
Any 1 @ Play Product of Your Choice  
**Any 1 New Neutral Eye Shadow**

Retail Values From  
**\$10 - \$84**

Place **\$600 Wholesale Order in May & Receive:**  
Any 1 @ Play Product of Your Choice  
**Any 1 New Neutral Eye Shadow**  
**Any 1 New True Dimensions Lipstick**



Place **\$800 Wholesale Order in May & Receive:**  
Any 1 @ Play Product of Your Choice  
**Any 3 New Neutral Eye Shadow**  
**Any 1 New True Dimensions Lipstick**

Place **\$1000 Wholesale Order in May & Receive:**  
Any 1 @ Play Product of Your Choice  
**Any 3 New Neutral Eye Shadow**  
**Any 1 New True Dimensions Lipstick**  
**New Honey Dew Satin Hands Pampering Set**



Email Joanne @ [JoanneBlando@gmail.com](mailto:JoanneBlando@gmail.com) by June 5th to redeem your well-earned prize!

# 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 1<sup>st</sup> 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](http://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](http://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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**LOVE™**

Seminar2014

MAY 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4	5 Beauty & Business Night	6	7	8 Q & A Conference Call	9	10
11	12 Beauty & Business Night	13	14 Share the Love Conference Call	15 Love Your Lips Event	16	17
18	19 Beauty & Business Night	20	21 Share the Love Conference Call	22 Q & A Conference Call	23	24 New Consultant Bootcamp
25	26 Happy Memorial Day (no meeting)	27	28 Share the Love Conference Call	28 Mother / Daughter Makeovers	29	30
31						

Please visit [www.joanneblando.com](http://www.joanneblando.com) for calendar details and seasonal promotion ideas!