



April 2014

*Do not be conformed to this world, but be transformed by the renewing of your mind, that you may prove what is good and acceptable and perfect will of God.*

# Tempie's Transformers

Tempie Flanders, Senior Sales Director

## Court of Sales



- |                      |             |
|----------------------|-------------|
| 1. Zena Guy          | \$12,656.50 |
| 2. Tristan Artman    | \$12,046.50 |
| 3. Valerie Hewett    | \$8,209.50  |
| 4. Sandra Kilgore    | \$4,975.00  |
| 5. Marguerite Durham | \$4,633.00  |
| 6. Leslie Constable  | \$3,820.50  |
| 7. Courtney Wray     | \$3,747.00  |
| 8. Heather Henson    | \$2,741.00  |
| 9. Kia Walker        | \$2,303.00  |
| 10. Robin Macanas    | \$2,219.00  |



## Court of Sharing



- |                   |   |          |
|-------------------|---|----------|
| 1. Zena Guy       | 5 | \$546.37 |
| 2. Valerie Hewett | 1 | \$374.90 |
| 3. Carrie Richie  | 1 | \$106.07 |

Court of Recruiting is ranked based on commissions earned. However, in order to be recognized you MUST reach the minimum of 12 qualified team members for Area Court or 24 qualified team members for National Court.



## Crazy for Cadillac!



### Seminar 2014 Unit Goals

- ◆ 100 Unit Members
- ◆ Pink Cadillac
- ◆ 30 Star Consultants
- ◆ \$300,000 Unit Club
- ◆ 5 New Offspring Directors



## March Queens

Queen of Sales

Who will it be?

Queen of Sharing

Zena Guy

Queen of Wholesale

Zena Guy

# Women Sharing Their Passion!!

Results updated as of previous month. This will not affect current month orders or team members.

## Ladder Of Success



**Director in Qualification**  
(10 + Active Team Members growing to 24 in 4 months!)  
Production during DIQ counts toward Grand Prix or Cadillac!  
Eligible to be come a director and earn 13% Unit Commissions, Unit Bonuses up to \$5,000 and wear the Exclusive Directors Suit.

- Wears Red Jacket with black blouse, Black skirt & Future Director Pin Enhancer
- All below benefits



**Future Director**  
(8+ Active Team Members)  
All other benefits PLUS

- Wears Red Jacket with white blouse, Black skirt & Future Director Pin Enhancer and a fashionable Future Director Scarf



**Team Leader**  
(5-7 Active Team Members)

- All below benefits
- Wears Red Jacket with white blouse, Black skirt & Team Leader Pin Enhancer
- PLUS 9% - 13% Commissions
- \$50 Team building bonuses



**On-Target**  
(5+ Active Team Members) and \$5000 Wholesale growing to 14 Active and \$20,000 in 4 months or Less Eligible to earn the use of Career Car or \$375 Cash monthly for 2 years.



**Star Team Builder**  
**RED JACKET**  
(3-4 Active Team Members)

- Wears Red Jacket with white blouse, Black skirt & Star Team Builder Pin Enhancer
- 4% Commissions
- \$50 Rebate on Red Jacket and then eligible for team building bonuses



**Senior Consultant**  
(1-2 Active Team Members)

- Your first enhancer for your Mary Kay Pin!
- 4% Commissions

## DIQ

### Recruiter: Zena Guy

Jennifer Blythe  
Adriene Dallas  
Jocona Duffey  
Joshua Guy  
Victoria Huggins  
Sandra Kilgore  
Jenny Lowder  
Amy Reese  
Denise Schmude  
Edna Truelove  
D'Anna Boone  
Margaret Cotton  
Tammy Greenman  
Stephanie Lake  
Katherine Livingston  
Sharanna Livingston  
Holly Rowlette  
Mary-Lynn Snyder

## Star Team Builder

### Recruiter: Carrie Richie

Leslie Constable  
Valerie Hewett  
Jasie Lovick  
Elizabeth Wells  
Maria Dodge  
Jennifer Edwards  
Ananda Field  
Heidy Justiniano  
LaDonna Nelson  
Amanda O'Neal  
Damaris Oliveras  
Ashley Repsher  
Denise Van Bekkum



## Senior Consultants

### Recruiter: Kia Walker

Crystal Edmondson  
Katrina Moore

### Recruiter: Tristan Artman

Annamarie Ollis  
Kasi Cook

### Recruiter: Valerie Hewett

Tristan Artman  
Britney Cheek  
Cc V. Cotton  
Christina Hicks  
Stephanie McDougald  
Annette Murphy

There is room for your name here!

## Medal Winners

### Gold Medal

5 new team members in one month

### Silver Medal

4 new team members in one month

### Bronze Medal

3 new team members in one month

Zena Guy



# Welcome New Business Owners

These new unit members signed Consultant Agreements last month.

New Consultant	From	Recruiter
Susan Clark	RADCLIFF, KY	Courtney Wray
Kasi Cook	ROBBINSVILLE, NC	Tristan Artman
Margaret Cotton	FAYETTEVILLE, NC	Zena Guy
Mindy Foley	FAYETTEVILLE, NC	Tempie Richie-Flanders
Tammy Greenman	SPRING LAKE, NC	Sandy Kilgore
Stephanie Lake	FAYETTEVILLE, NC	Sharanna Livingston
Katherine Livingston	SPRING LAKE, NC	Sharanna Livingston
Sharanna Livingston	SPRING LAKE, NC	Zena Guy
Hettie Phillips	BLUE SPRINGS, MO	Courtney Wray



Welcome to the fabulous world of Mary Kay Cosmetics! We are proud to have YOU as a part of our TEAM! As your Director, it is my pleasure to welcome you to our unit. I know you will be a great asset to our unit. I must also congratulate you on your decision to become an independent business woman and welcome you as an associate to the company where the highest paid women in the United States work! It is my hope that you will find the realization of your dreams-whether it be money, making new friends, finding new opportunities, or taking challenges and achieving them. I am ready and eager to assist you to make your career both profitable and fun.

## Build your business with Pins & Pearls!



To achieve a Perfect Start, you'll want to facial 15 customers within your first 2 weeks.



To achieve a Power Start, you'll want to facial 30 customers within 30 days.



To achieve the Pearls of Sharing Earrings, you'll want to share the opportunity with 3 women within your first 2 weeks.



To achieve the Pearls of Sharing Bracelet, you'll want to share the opportunity with 6 women within your first month. Earrings + 3 more.



To achieve the Pearls of Sharing Necklace, you'll want to add one new personal team member who places a minimum \$600 wholesale order.



To achieve the Power Start Plus Pin, you'll want to complete your Power Start and 6 sharing appointments.

**Income Producing Activities help you do the activities that will produce income,**

- Be sure to submit your accomplishment sheets each week, online for recognition in our Monthly Newsletter!
- Also, be sure to e-mail your WEEKLY PLAN SHEETS to me.

# Ideas for Mary Kay's Birthday Week

by Deborah Dudas



Mary Kay always loved her Birthday, and we have always worked extra hard to do something incredibly special for her! Here are some ideas I'm working on this week!!

1) THE BIG DAY IS MONDAY, MAY 12TH. Plan to break your record and reach as many customers as possible today. I'll be having a Birthday Cake at my home for all stop ins and also delivering cupcakes to them in person. Talk about a great way to start your appointment. "By the way- it's Mary Kay's Birthday and this is for you!! "

2) 12% off all Mary Kay Products this week!



3) Fill out an agreement on May 12th and begin your business on our Founder's Birthday! Call every prospect you have ever had and encourage her to start on the 12th!

4) MAY BOOKING SPECIAL- Carry a filled compact with you everywhere and say- OHH MY GOODNESS, I HAVE TO TELL YOU ABOUT MY MAY BOOKING SPECIAL! (Hand her the open compact) You get this FREE with your choice of color - a \$63.50 value- FOR THE PRICE OF THE DAY YOU BOOK when you share your facial with 3 others and hold it on the day we choose today!!! SOOO if you can book it May 15, it's \$15. May 20th, it's \$20!

5) Products of the week. Have one every week now until June 30. This week's products- I am showcasing Sunless Tanning and sunscreens in honor of Sun Awareness Months- May and June!

6) Take products to show on the back of your hand.

7) I always end the PCP gift with purchase when I sign up for the new one - so I'll clean up my PCP mailing list with a last call.. After this, I give retail product bonuses. Don't forget- last day for PCP is the 15th!

8) Refer a friend to me that makes a purchase and receive a purse sized hand lotion as a bonus!

9) Overstocked on anything??? Pink Light Special this month!!

I can't wait to start fielding the calls from your excitement! HOW MANY agreements will be placed on the 12th? How many orders can go in this month? ALL MAY ORDERS COUNT BIG TIME! May is the month that our SEMINAR SEATING is reserved and we want to be as close as possible!!





Thank you for supporting our Unit by placing an order in March

- Zena Guy
- Marguerite Durham
- Valerie Hewett
- Sandra Kilgore
- Tristan Artman
- Courtney Wray
- Joshua Guy
- Edna Truelove
- Kathy Hart
- Amy Reese
- Adriene Dallas
- Crystal Edmondson
- Tempie Richie-Flanders
- Victoria Huggins

### Happy Birthday May

Consultant	Day
Carrie Richie	11
Stephanie Lake	23
Kia Walker	27



### Happy Anniversary May

Consultant	Year
Tempie Flanders	25
Heather Henson	2
Laurie Wilson	2
Heidy Justiniano	1
Christina Hicks	1



Love Checks from Mary Kay			
13% Commission		4% Commission	
Zena Guy	\$371.09	Carrie Richie	\$51.80
		Valerie Hewett	\$40.57
9% Commission			
Tempie Flanders	\$299.90		

## The One Hour Telethon Class

It's exciting to dial for dollars. You could do this over and over again, until all of your clients have been called. Call for only ONE HOUR, and at the end of this time, have a drawing for \$25 in free product. Lead into the phone conversation with *"My Director has challenged me this week to a on-hour sales contest. For every customer who purchases \$25 or more, her name goes into a drawing for \$25 in FREE Product"* Just 12 ( 1 every 5 minutes) successful calls x \$25 = \$300 in retail sales. Your profit at 50% is \$150, minus the cost (\$12.50) of the free \$25 products, for a net profit of \$137.50 for the hour!!!!



CAN YOU GET EXCITED ABOUT THAT!!!!

Ask for referrals and bookings and interviews while you're calling! "Has anyone ever taken the time to explain the Mary Kay career opportunity to you?"



# Mary Kay Ash

In mid 1963, after a lengthy and successful career in direct sales, Mary Kay Ash retired for a month. During that month, she decided to write a book to help women survive in the male-dominated business world. Sitting at her kitchen table, she made two lists: One contained the good things she had seen in companies for which she had worked, and the other featured the things she thought could be improved. When she reviewed the lists, she realized that she had inadvertently created a marketing plan for a successful "dream company." With her life savings of \$5,000 and the help of her 20-year old son, Richard Rogers, she launched Mary Kay Cosmetics on Friday, September, 13, 1963.

Mary Kay's initial goal remains the company's mission: providing women with an unlimited opportunity for personal and financial success. She adopted the Golden Rule as her guiding philosophy and encouraged employees and members of the independent sales force to prioritize their lives with god first family second and career third.

Because of her steadfast commitment to her goals and principles and her tremendous determination, dedication and hard work, Mary Kay Inc. has grown from a small direct sales company to one of the world's largest direct sellers of skin care and color cosmetics. Accordingly, the company now includes more than 1.6 million Independent Beauty Consultants in more than 30 markets worldwide.

A dynamic speaker, motivator and entrepreneur, Mary Kay was recognized for her achievements through numerous awards and honors, including:

- 2003 Greatest Female Entrepreneur in American History by Baylor University.
- 2002 Dallas Business Hall of Fame Laureate in recognition of her lifetime achievements as well as demonstrating inspiring business and community leadership, industry vision, and service as a business and a civic role model in the community.
- 2002 National Conference on Medical care and Domestic Violence Community Service Award, *now known as the Mary Kay Ash Award.*
- Legal Services of North Texas Equal Justice Award in 2001 for her work to impact women's lives.
- Most Influential Woman in Business in the 20th Century by Lifetime Television in 2000
- Texas Woman of the Century in 1999 by the Texas Women's Chamber of Commerce.
- National Business Hall of Fame election in 1996 by Fortune magazine.
- Pathfinder Award in 1995 by the National Association of Woman Business Owners.
- Business Leader of the '90s Award by the Association of Women Business Owners
- Circle of Honor Award in 1989 and Living Legend Award in 1992 by the Direct Selling Education Foundation.
- First Annual National Sales Hall of Fame Award in 1989 by the Sales and Marketing Executives of New York
- One of America's 25 most Influential Women in the 1985 *The World Almanac and Book of Facts*
- Horatio Alger Distinguished American Citizen Award in 1978

In 1980, Mary Kay's husband Mel died of cancer. Having witnessed his suffering, she became committed to the fight to find a cure for this disease. Involved in fund raising for more than 20 years, she established the Mary Kay Ash Charitable Foundation in 1996, a non profit public foundation that provides funding for research of leading cancers affecting women and supports the efforts to both prevent violence against women and help women who have been victims of abuse.

Mary Kay Inc and the Mary Kay Ash Charitable Foundation underwrote the Connecticut Public Broadcasting Inc. television documentary "Breaking the Silence: Journeys of Hope," which aired nationally on over 450 PBS stations since October 2001.

Mary Kay twice served as honorary chairman of the Texas Breast Screening Project and was instrumental in helping pass legislation in Texas for insurance coverage of mammograms. She was also active in raising funds for cancer research programs through the Susan G. Komen Breast Cancer Foundation and the American Cancer Society.

Mary Kay Ash's book, *You can Have it All*, launched August 1995 and achieved best seller status with in days of its introduction. Mary Kay's two other books included her autobiography, which has sold more than 2 million copies and Mary Kay on People Management, which was also a best-seller.

Mary Kay Ash served as chairman emeritus of Mary Kay Inc. from 1987 until her death on November 22, 2001. In mid-2001, her son and co-founder Richard Rogers resumed the role of CEO of the Company.

# Happy Mother's Day

## MOTHER - A MARVELOUS MACHINE

Possibly mothers should come with a maintenance agreement or service arrangement which provides for a complete overhaul every five years, three kids or 300,000 miles, whichever comes first!

If the Department of Labor or the Department of Consumer Affairs decides to put out a bulletin on keeping a mother running smoothly and at top efficiency, here are several points they should consider:

\* Fuel. While most mothers will run indefinitely on hot coffee and pizza burgers, an occasional gourmet meal for two in elegant surroundings will add immeasurably increased efficiency.

\* Motor. A mother's motor is probably one of the most dependable anywhere. A mother can start and reach top speed at a single cry from a sleeping child. To keep the motor at peak efficiency, regular breaks are recommended. A leisurely bath and nap every 1,000 miles, a babysitter every 10,000 miles and a 2-week vacation every 100,000 miles.

\* Battery. Batteries should be recharged regularly. Roses and candy often do the trick.

\* Carburetor. When a mother's carburetor floods, it should be treated immediately with tissue and a soft shoulder.

\* Speed. Do not drive at prolonged high speeds or breakdowns are likely, usually in the form of flooding carburetors or malfunctioning spark plug.

\* Brakes. Use brakes often and slow to a full stop regularly.

• Chassis. A mother operates best when her chassis is properly maintained. Her wardrobe should be changed as needed every fall and spring. Regular exercise should be encouraged and provided for. Tune-ups such as a change of hairdo and makeup should be a part of regular maintenance.

\* Lubrication. Mothers need regular lube jobs. Compliments are the cheapest and most satisfying type.

By following the above maintenance schedule, the average mother should last a lifetime, providing loving, efficient service.





### Words of Wisdom

Mary Kay Ash

Enthusiasm ... this one ingredient is vitally important in your climb to success. It has always been the companion of success in every worthwhile venture and every upward step in progress since the world began. Enthusiasm is that certain extra spark that makes you great! It's the inspiration that makes you wake up and live. Enthusiasm is the producer of confidence that cries to the world, "I've got what it takes" without your ever uttering a word of boast. Enthusiasm spreads like a prairie fire before the wind. It is the leaping lightening that blasts every obstacle from its path, that effectively communicates and helps you sell your ideas to others. Enthusiasm is as contagious as measles and as powerful as dynamite.

(Workshop '71 Speech)



**May-August Skin Cancer Awareness Months**

Share Skin Essential Information with all of your customers!

P.S. Also get prepared for Teacher Appreciation Week May 5-9 and Nurses Week May 6-12.

# May Promotion



## Directors Choice

\$225 WHOLESALE & 25 ITEMS SOLD	\$400 WHOLESALE & 50 ITEMS SOLD	\$600 WHOLESALE & 75 ITEMS SOLD	\$800 WHOLESALE & 100 ITEMS SOLD
1.	26.	51.	76.
2.	27.	52.	77.
3.	28.	53.	78.
4.	29.	54.	79.
5.	30.	55.	80.
6.	31.	56.	81.
7.	32.	57.	82.
8.	33.	58.	83.
9.	34.	59.	84.
10.	35.	60.	85.
11.	36.	61.	86.
12.	37.	62.	87.
13.	38.	63.	88.
14.	39.	64.	89.
15.	40.	65.	90.
16.	41.	66.	91.
17.	42.	67.	92.
18.	43.	68.	93.
19.	44.	69.	94.
20.	45.	70.	95.
21.	46.	71.	96.
22.	47.	72.	97.
23.	48.	73.	98.
24.	49.	74.	99.
25.	50.	75.	100.

Name \_\_\_\_\_

Date \_\_\_\_\_

Return to Tempie by June 3