



May 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 | \$12,806.50 |
| 2. Tristan Artman | \$12,266.50 |
| 3. Valerie Hewett | \$8,845.50 |
| 4. Sandra Kilgore | \$6,620.00 |
| 5. Marguerite Durham | \$5,171.00 |
| 6. Courtney Wray | \$3,837.00 |
| 7. Leslie Constable | \$3,820.50 |
| 8. Heather Henson | \$3,011.00 |
| 9. Kia Walker | \$2,303.00 |
| 10. Robin Macanas | \$2,219.00 |



Court of Sharing

- | | | |
|-------------------|---|----------|
| 1. Zena Guy | 5 | \$639.83 |
| 2. Valerie Hewett | 1 | \$377.50 |
| 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.



SPEAK IN SUCH A WAY THAT OTHERS LOVE TO LISTEN TO YOU.

LISTEN IN SUCH A WAY THAT OTHERS LOVE TO SPEAK TO YOU.

Crazy for Cadillac!



Seminar 2014 Unit Goals

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



April Queens

Queen of Sales

Who will it be?

Queen of Sharing

Who will it be?

Queen of Wholesale

Sandra Kilgore

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
Madonna Dawood
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

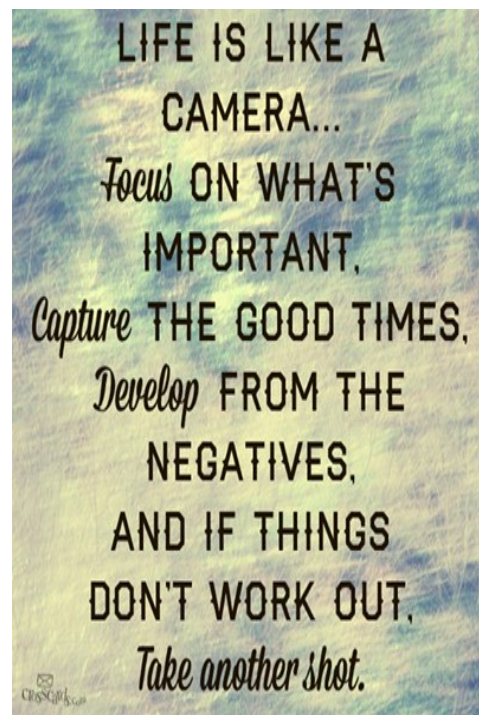
Crystal Edmondson
Katrina Moore

Recruiter: Tristan Artman

Annamarie Ollis
Kasi Cook

Recruiter: Valerie Hewett

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



Welcome New Business Owners

These new unit members signed Consultant Agreements last month.

| New Consultant | From | Recruiter |
|----------------|------------------|-------------------|
| Alissa Brown | Fayetteville, NC | Courtney Wray |
| Sara Cranford | Raleigh, NC | Valerie Hewett |
| Madonna Dawood | Erwin, NC | Zena Guy |
| Kasie Edmonds | Thomasville, NC | Marguerite Durham |
| Brandy Jones | Broadway, NC | Rebecca Nanez |



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.

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

- Sandra Kilgore 
- Angela Scott
- RoseMary Nease
- Valerie Hewett 
- Marguerite Durham 
- Laurie Wilson
- Holly Rowlette
- Jocona Duffey
- Heather Henson 
- Kasi Cook
- Tristan Artman
- Victoria Huggins
- Zena Guy
- Crystal Edmondson

Happy Birthday June

| Consultant | Day |
|------------------------|-----|
| Marguerite Durham | 1 |
| Denise Schmude | 1 |
| Jordan West | 7 |
| Kimberly Dunn | 11 |
| D'Anna Boone | 15 |
| Stacy McLellan | 16 |
| Adriene Dallas | 25 |
| Tempie Richie-Flanders | 28 |
| Karen Hogans | 29 |
| Britney Cheek | 30 |



Happy Anniversary June

| Consultant | Year |
|------------------|------|
| Catherine Vaughn | 2 |
| Carrie Richie | 2 |
| Annette Murphy | 1 |
| Elizabeth Wells | 1 |



Love Checks from Mary Kay

| | |
|--|----------------------------|
| <u>13% Commission</u> | <u>4% Commission</u> |
| You could be here. | Carrie Richie \$10.56 |
| <u>9% Commission</u> | |
| Zena Guy \$116.60 | |
| Tempie Richie-Flanders \$ 35.71 | |



All I Need to Know About Life I Learned From Shopping



\$\$\$\$ Get it NOW. Tomorrow it might be gone. \$\$\$\$ It it's on sale, you need it. \$\$\$\$
 Never ask your mother her opinion. \$\$\$\$ By the time you need it, you'll lose ten pounds.
 \$\$\$\$ Never believe anyone who says, "It's Really you!" \$\$\$\$ If they're working on commission, they're lying. \$\$\$\$ So many Mall, Shops, Stores, and Boutiques...and so little time. \$\$\$\$ If you put it on your credit card, it's not really spending money. \$\$\$\$ Always try to spend someone else's money first. \$\$\$\$ There's no such thing as compulsive shopping, just enthusiastic shopping. \$\$\$\$ Shopping is patriotic. It's good for the economy. \$\$\$\$ If you've still got checks, there must be money in the account. \$\$\$\$ You can always get more credit. \$\$\$\$ If you want it, you deserve it!



Facts to Ponder and Digest

Complete: 5 cards a day, 7 days a week = 1,825 leads a year
Results —only book 1 out of 4 = 456 bookings
Sell 1 out of 5 = 91 new customers

Complete 456 bookings a year (1 in 4 hold)
91 x 4 people = 364 customers
Buy 1 Timewise Basic = \$16,016
Buy Miracle Set = \$32,760.00

Complete 160 interviews 1 out of 5 recruits = 32 recruits

**May
your choices
reflect your
hopes,
not your
fears.**

- Nelson Mandela -

You can use this dialogue: My Director has me in a challenge to hand out 5 cards a day. Would you like one now with or without a sample? I also have some with a \$10.00 coupon...But we need to book a time now to get together. (1 in 5 will be good leads)

“Opportunity is missed by most people because it is dressed in overalls and looks like work.”
Thomas Edison

*IT IS A BEAUTIFUL
thing when a career
AND
a passion
COME TOGETHER*



**"IT TAKES
AS MUCH
ENERGY
TO WISH
AS IT DOES
TO PLAN"**

- ELEANOR ROOSEVELT

Lessons for Life

- **Hang with the winners and big thinkers.** Listen to the people who are in the positions you want to be in. Hitch your wagon to a star! Learn how to think big from those who do. Feed off their know-ledge, inspiration and experience. Don't fall prey to negative thinkers.
- **Have a dream.** Make sure that dream is one that wakes you up in the middle of the night and rocks you out of bed in the morning. Having a dream will help you stay focused and visualize your success. What you visualize, you believe and can begin to achieve.
- **Set a daily goal.** Map out a plan of attack. You need to have at least one career goal that you work toward every day. You must give this business some time if you want to experience the rewards at the end of the rainbow.
- **Share your goal with someone who can support you in achieving it.** Hook into a power source — your Director or Senior Director. She wants your success and can teach you how to achieve it. Attend events that support you in your pursuit, especially unit meetings. You'll find all the keys you need to succeed at these meetings.
- **Don't compare yourself to anybody else.** Be a first-class you, not a second-class someone else. You have the ability to achieve greatness. This career can help you develop that potential. Learn to work at your own pace and with your own style.
- **Feed your mind every day.** Read, watch or listen to something positive. Develop a library of materials from women in this Company who are making it happen. There is no one better to learn from than the person doing it right now. Surround yourself daily with messages that rekindle your excitement about this career opportunity. Practice accepting the keys to your new career car, waving to the crowd as you descend the stairs at Seminar, or debuting as a National Sales Director.
- **Realize that if it is to happen, it's up to you!** You are the captain of your ship. Take control of it. It's your future. Don't depend on others to do the work for you. Make it happen now! Your actions will inspire others to follow your lead. Make sure they are the right ones.
- **Enjoy the journey this career will provide.** Most people live their lives working for retirement — and then aren't alive or healthy enough to enjoy it. We can only count on today. Make the most of it! We have the perfect career opportunity. Don't let anyone or anything hold you back from having it all! What you do today will decide your tomorrow.



consultant power players

Gold Power

Complete 4 out of 5

- Hold 10 parties and/or see 45 faces
- Hold 15 sharing appointments
- Have 2 qualified and/or active new team members
- \$1,600 retail sales
- \$1,000 wholesale section 1 order

A party is considered 3 or more people and a minimum of \$100 in sales.

Silver Power

Complete 4 out of 5

- Hold 5 parties and/or see 30 faces
- Hold 10 sharing appointments
- Have 1 qualified and/or active new team member
- \$1,000 retail sales
- \$600 wholesale section 1 order

Bronze Power

Complete 4 out of 5

- Hold 3 parties and/or see 15 faces
- Hold 5 sharing appointments
- Have 1 new team member
- \$700 retail sales
- \$400 wholesale section 1 order

The Power Player's Contest runs by calendar month.

Name: _____

Month: _____

Return tracking sheet by the 5th of each month to your Director

Personal Retail: _____

Personal Wholesale: _____

Personal Recruits: _____ Qualified: _____

Which did you achieve? gold?
 silver?
 bronze?



Rewards

- First month completed - earn your Schafer pin
- Unit level recognition monthly
- Recognition at Schafer Area Events

Schafer
National Area

Schafer Success Line (1-559-726-1277) is designed for you to call in for training at any time you choose. Topics include marketing, inventory, first steps, time management, booking, coaching, full circle, money management and team building. The recorded sessions will teach you the basic building blocks of your business.



Mary Kay's birthday is May 12. And no one loved a challenge more than Mary Kay Ash!

So to honor the Founder, sell \$1,000 in suggested retail sales in a week!

Win a Grand!

Simply submit your tips* on our "Let's Talk" blog post, sharing how you plan on achieving the *Have a GRAND Week* sales challenge, or share your success stories (also on the "Let's Talk" blog post) once you've completed the challenge!

When you do so, you will have your name entered into a *drawing of all eligible posts* submitted that week for a chance at winning \$1,000 in American Express gift cards!

There will be three winners each week, and the winners' posts will be featured on the Company's "Let's Talk" blog

Planting a Garden

When you plant your garden may God richly bless you with a Bountiful Harvest.

Plant 3 Rows of Squash:

1. Squash Negative Attitudes
2. Squash criticism
3. Squash Fear

Plant 9 Rows of Peas:

1. Pray for your business
2. Perfect/Power Start
3. Positive Attitude
4. Preparedness
5. Perseverance
6. Promptness
7. Persistence
8. Politeness
9. Patience



Plant 5 Heads of Lettuce

1. Let us "Bee" a shining Light for others to see
2. Let us "Bee" the Best that we can be
3. Let us "Bee" a Woman of our Word
4. Let us "Bee" Achievers of our Dreams
5. Let us "Bee" always Go-Give

No Garden is complete with Turnips:

1. Turn up with a smile, even when things are difficult
2. Turn up for Company events
3. Turn up with determination
4. Turn up for meetings

Don't Forget the Carrots:

1. For your Shoulder (Queen's Court of Sharing)
2. For Your Fingers (Queens Court of Sales)

Plant a Row of Beans:

For The "Gas" you need to keep going

Water freely with patience and Cultivate with love.

There is abundance in your garden.... Because you reap what you sow.

19 Hard Things You Need To Do To Be Successful

You have to do the hard things.

- You have to make the call you're afraid to make.
- You have to get up earlier than you want to get up.
- You have to give more than you get in return right away.
- You have to care more about others than they care about you.
- You have to fight when you are already injured, bloody, and sore.
- You have to feel unsure and insecure when playing it safe seems smarter.
- You have to lead when no one else is following you yet.
- You have to invest in yourself even though no one else is.
- You have to look like a fool while you're looking for answers you don't have.
- You have to grind out the details when it's easier to shrug them off.
- You have to deliver results when making excuses is an option.
- You have to search for your own explanations even when you're told to accept the "facts."
- You have to make mistakes and look like an idiot.
- You have to try, fail and try again.
- You have to run faster even though you're out of breath.
- You have to be kind to people who have been cruel to you.
- You have to meet deadlines that are unreasonable and deliver results that are unparalleled.
- You have to be accountable for your actions even when things go wrong.
- You have to keep moving towards where you want to be no matter what's in front of you.



You have to do the hard things. The things that no one else is doing. The things that scare you. The things that make you wonder how much longer you can hold on.

Those are the things that define you. Those are the things that make the difference between living a life of mediocrity or outrageous success.

The hard things are the easiest things to avoid. To excuse away. To pretend like they don't apply to you.

The simple truth about how ordinary people accomplish outrageous feats of success is that they do the hard things that smarter, wealthier, more qualified people don't have the courage — or desperation — to do.

Do the hard things. You might be surprised at how amazing you really are.



Fraud Alert Warnings

ARE YOU RECEIVING SUSPICIOUS TEXT MESSAGES, E-MAILS OR ORDERS THROUGH YOUR MARY KAY® PERSONAL WEBSITE? IF SO, PLEASE READ THESE FAQs DESIGNED TO HELP YOU PROTECT YOUR BUSINESS FROM FRAUD

Independent Beauty Consultants have reported receiving suspicious orders coming in directly through their Mary Kay® Personal Web Sites ("PWS"), as well as "scam" text messages and emails through the "Contact Me" feature of their PWS. There is no doubt that your PWS is a great business tool for you and your customers; however, the sad fact is that internet fraud committed against online businesses is ever increasing. In fact, cyber-crime is like the flu virus: it never vanishes, it merely evolves. Many scammers are creative and persistent, so it is important that you protect your business by staying educated and informed of the newest types of scams being reported. The following information is meant to help make you aware of and to help you identify these potential scams.

Q: Why are these scammers targeting Mary Kay Independent Beauty Consultants?

A: While it may seem that Mary Kay Independent Beauty Consultants are the only targets of these scammers, please know that that is not the case. In fact, the FBI has reported that many online businesses and anyone with a presence online can be the target of these internet scammers. What is important is that you educate yourself and take measures to ensure that your business is protected.

Q: What is it the scammers are trying to do?

A: They are trying to defraud you out of money and/or Mary Kay® products.

Q: What can I do to protect my business from these scams?

A: The key is to use your judgment when you receive an order or inquiry on your PWS from a potential customer you do not know. A good rule of thumb is that if a potential order from an unknown customer seems too good to be true, it probably is!

If an unknown customer contacts you through the "Contact Me" feature of your PWS, you should be very wary if they tell you that they will be sending you a "certified" check or money order in an amount in excess of the purchase total. The customer will have you cash it, and then request that you send them the excess amount. The reality is that the check or money order is most likely fake and once your bank discovers this, you will be held responsible for the amount should you cash it. Therefore, we would recommend that you never cash checks in excess of the product order from an unknown customer and that you never send a customer the excess amount of a check or money order, especially if the bank has not cleared the original check.

With regard to credit card orders from an unknown customer, your best line of defense is to submit as much information as possible about the customer to the credit card processor to assist the processor in validating the identity of the customer. For example, Propay has an optional Address Verification System ("AVS"), where after you submit a customer's full address, Propay will send you a code telling you how well the submitted address matched to the address registered on the credit card. A low-level AVS code indicates that there may be a problem with the address provided by the customer. As an independent business owner, it is your decision whether you want to complete a transaction with a customer with a low-level AVS, or who has a zip code that does not match the credit card, but in doing so you are making a decision to accept more risk if the credit card turns out to be stolen after you have delivered the product. For more information on Propay's AVS system, please visit <https://epay.propay.com/faqmk/topfaq2.aspx>.

CAUTION



Q: What other factors should I consider when determining if an order or an inquiry is a scam?

A: There are several factors that may indicate that an order or inquiry is a scam. These include:

- The unknown customer provides an address from outside your area, making it unlikely that they used the Consultant Locator to find you. Most legitimate new customers are looking for an Independent Beauty Consultant who lives in their area.
- You may receive a strange email or text message via your cell phone from an email address inquiring about placing an order with you and requesting that all further communications be sent via email.
- If the individual communicates with you, he or she often provides a detailed explanation of why they are placing this order with you. Examples may include, but are not limited to, claiming to be deaf, claiming not to have much knowledge about computers, claiming to be hospitalized or having a child who is in the hospital, claiming that her Independent Beauty Consultant is sick or was diagnosed with cancer or claiming to be buying products for her daughter's 21st birthday party.
- The communications contains multiple misspellings and grammatical errors and/or may be written in all lowercase letters or all uppercase letters.

Q: What should I do if I receive one of these fraudulent orders, emails or texts?

A: If you receive one of these fraudulent orders, emails or texts, the best thing to do is DELETE it without responding.

Q: What should I do if I have already responded to one of these order requests, emails or texts?

A: If you have responded to one of these emails or texts, you can expect to receive multiple follow-up emails or texts trying to get the products and or money from you in a hurry. If you have fulfilled an order and have shipped it, if possible, you may try to cancel the order and intercept it from your shipping carrier and issue a credit back to the credit card that was used, if applicable. We recommend deleting any follow-up emails or texts without responding.

Q: What should I do if I received one of these fraudulent checks?

A: If you have received one of these fraudulent checks, **don't deposit it – consider reporting it!** You may want to contact your local law enforcement officials for further assistance. You may also consider filing a report with the Internet Crime Complaint Center (IC3) at www.ic3.gov. The IC3 is a partnership between the Federal Bureau of Investigation, the National White Collar Crime Center and the Bureau of Justice Assistance. IC3's mission is to serve as a vehicle to receive, develop and refer criminal complaints regarding the rapidly expanding arena of cybercrime. Our hope is that IC3 can pursue these scam artists, who are targeting many independent business owners, not just Mary Kay Independent Beauty Consultants.

Q: Besides deleting the email, what else can I do to try to prevent this scammer from contacting me further?

A: We recommend that you consider blocking the sender's email address through your Internet service provider. To place such block, generally it can be done easily through the "Options" function of your email account.

Should you have any other questions, feel free to contact the Mary Kay Legal Support Team at [\(972\) 687-5777](tel:9726875777) or via email at legalsupport@mkcorp.com. We encourage you to share this information with your area, unit and/or team members. This information can be found under the Resources tab, under Legal, Protecting Your Business from Fraud on Mary Kay InTouch®.



Tempie's



Transformers



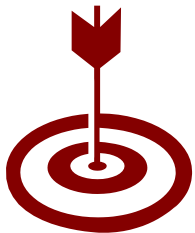
3rd. Quarter Star Consultants

Zena Guy
Sapphire Star

Tristan Artman
Sapphire Star

Valerie Hewitt
Sapphire Star

Courtney Wray
Sapphire Star

On-Target 4th. Quarter Star Consultants



Wholesale Needed to Reach

| Consultant Name | Wholesale Total for Quarter | Sapphire | Ruby | Diamond | Emerald | Pearl |
|-------------------|-----------------------------|------------|------------|------------|------------|------------|
| Marguerite Durham | \$2,134.50 | \$0.00 | \$265.00 | \$865.00 | \$1,465.00 | \$2,665.00 |
| Sandra Kilgore | \$970.50 | \$829.00 | \$1,429.00 | \$2,029.00 | \$2,629.00 | \$3,829.00 |
| Edna Truelove | \$600.75 | \$1,199.00 | \$1,799.00 | \$2,399.00 | \$2,999.00 | \$4,199.00 |
| Kathy Hart | \$532.50 | \$1,267.00 | \$1,867.00 | \$2,467.00 | \$3,067.00 | \$4,267.00 |
| Joshua Guy | \$384.50 | \$1,415.00 | \$2,015.00 | \$2,615.00 | \$3,215.00 | \$4,415.00 |
| Zena Guy | \$366.00 | \$1,434.00 | \$2,034.00 | \$2,634.00 | \$3,234.00 | \$4,434.00 |
| Angela Scott | \$350.50 | \$1,449.00 | \$2,049.00 | \$2,649.00 | \$3,249.00 | \$4,449.00 |
| Tristan Artman | \$291.50 | \$1,508.00 | \$2,108.00 | \$2,708.00 | \$3,308.00 | \$4,508.00 |
| RoseMary Nease | \$288.00 | \$1,512.00 | \$2,112.00 | \$2,712.00 | \$3,312.00 | \$4,512.00 |
| Valerie Hewett | \$264.00 | \$1,536.00 | \$2,136.00 | \$2,736.00 | \$3,336.00 | \$4,536.00 |
| Kristin Carpenter | \$255.50 | \$1,544.00 | \$2,144.00 | \$2,744.00 | \$3,344.00 | \$4,544.00 |
| Adriene Dallas | \$237.00 | \$1,563.00 | \$2,163.00 | \$2,763.00 | \$3,363.00 | \$4,563.00 |
| Laurie Wilson | \$231.75 | \$1,568.00 | \$2,168.00 | \$2,768.00 | \$3,368.00 | \$4,568.00 |
| Holly Rowlette | \$226.00 | \$1,574.00 | \$2,174.00 | \$2,774.00 | \$3,374.00 | \$4,574.00 |
| Jocona Duffey | \$225.00 | \$1,575.00 | \$2,175.00 | \$2,775.00 | \$3,375.00 | \$4,575.00 |

LOOK The Following Products are being discontinued:

Mary Kay Mineral Eye Colors:

1. Silky Caramel
2. Black Pearl
3. White Lily
4. Sienna
5. Cinnabar
6. Almond
7. Golden Vanilla



Mary Kay Mineral Eye Color Bundles:

1. Beautiful Brown
2. Brilliant Blue
3. Gorgeous Green
4. Hypnotic Hazel



Mary Kay Medium Coverage Foundations:

1. Ivory 105
2. Ivory 202
3. Beige 305
4. Bronze 808



Mary Kay Crème Lipsticks:

1. Sunny Citrus
2. Blaze
3. Sunlet Sand
4. Hot Mocha
5. Nutmeg
6. Amber Glow
7. Boysenberry
8. Midnight Red
9. Fuchsia
10. Icy Peach
11. Whisper
12. Copper Star
13. Bronzed
14. Merlot



Mary Kay Brow Tools



Mary Kay Brow Pencils:

1. Soft Black
2. Soft Auburn



- 1 If you do not go after what you want, you'll never have it.
- 2 If you do not ask, the answer will always be no.
- 3 If you do not step forward, you will always be in the same place.

May Promotion



**Mary Kay
Lip Trio**



**Glitzy & Gold
Calculator**



**Watch with True
Blue Band**

**Win
All
3**

| \$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 6