



The Yarritu Can Do Unit

Creating Vision, Inspiring Futures

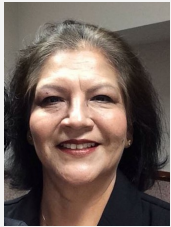
Gracie Yarritu, Future Executive Sales Director
 June 2014 Newsletter ♥ May 2014 Results & Recognition

MARY KAY
one woman can
 50 YEARS

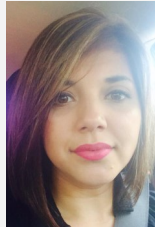
Go for the Gold!

Celebrating 50 Years of Rich Rewards

Star Consultant Program March 16 – June 15, 2014



Celia Santos
 1 Career Star
 Quarter
 Qtr 4 Sapphire



Aida Camarillo
 1 Career Star
 Quarter
 Qtr 4 Sapphire



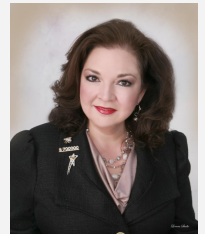
Luz Rodriguez
 1 Career Star
 Quarter
 Qtr 4 Emerald



Crystal Breland
 2 Career Star
 Quarters
 Qtr 3 Sapphire
 Qtr 4 Ruby



Imelda Singh
 4 Career Star
 Quarters
 Qtr 3 Ruby



Gracie Yarritu
 68 Career Star
 Quarters
 Qtr 3 Diamond

Contest Credit Needed

	Wholesale	Sapphire	Ruby	Diamond	Emerald	Pearl
LUZ RODRIGUEZ	\$3,010.00	*****	*****	STAR	\$590.00	\$1,790.00
CRYSTAL BRELAND	\$1,869.75	STAR	\$530.25	\$1,130.25	\$1,730.25	\$2,930.25
AIDA CAMARILLO	\$1,800.25	STAR	\$599.75	\$1,199.75	\$1,799.75	\$2,999.75
CELIA SANTOS	\$1,800.00	STAR	\$600.00	\$1,200.00	\$1,800.00	\$3,000.00
LEONILA LUCIO	\$1,607.00	\$193.00	\$793.00	\$1,393.00	\$1,993.00	\$3,193.00
ALICIA MOJICA	\$1,351.50	\$448.50	\$1,048.50	\$1,648.50	\$2,248.50	\$3,448.50
IMELDA SINGH	\$1,204.75	\$595.25	\$1,195.25	\$1,795.25	\$2,395.25	\$3,595.25
MALOREE MAREZ	\$1,201.75	\$598.25	\$1,198.25	\$1,798.25	\$2,398.25	\$3,598.25
MELISSA RODRIQUEZ	\$974.75	\$825.25	\$1,425.25	\$2,025.25	\$2,625.25	\$3,825.25
LETICIA LEAL	\$652.50	\$1,147.50	\$1,747.50	\$2,347.50	\$2,947.50	\$4,147.50
GLORIA MEYER	\$629.00	\$1,171.00	\$1,771.00	\$2,371.00	\$2,971.00	\$4,171.00
ROSA BAZAN	\$628.00	\$1,172.00	\$1,772.00	\$2,372.00	\$2,972.00	\$4,172.00
LISA MAYERS	\$610.00	\$1,190.00	\$1,790.00	\$2,390.00	\$2,990.00	\$4,190.00
CELINA REYNA	\$610.00	\$1,190.00	\$1,790.00	\$2,390.00	\$2,990.00	\$4,190.00
MARIA MIRELES	\$605.75	\$1,194.25	\$1,794.25	\$2,394.25	\$2,994.25	\$4,194.25
MARY GOMEZ	\$605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
NORMA ESPINO	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
RUTH GUERRERO	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
SHAINA VALDEZ	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00

Earn a Medal each month when you Build Your Team with Momentum!

Bronze Medal

Silver Medal

Gold Medal

3 Recruits in One Month

4 Recruits in One Month

5 Recruits in One Month



You can do it!

Get your name in the **Applause Magazine**
when you earn your **Gold Medal** with just
5 NEW RECRUITS in one month!

May Wholesale

Name	Amount
Aida F. Camarillo	\$1,800.25
Luz M. Rodriguez	\$1,208.50
Celia A. Santos	\$801.00
Leonila Lucio	\$674.00
Lisa Mayers	\$610.00
Celina Reyna	\$610.00
Mary Gomez	\$605.00
Ruth Guerrero	\$604.50
Imelda Singh	\$600.50
Rosa E. Gonzalez	\$576.50
Melissa A. Rodriguez	\$570.00
Alicia Mojica	\$436.00
Sofia Martinez	\$354.00
Rhonda Yeatts	\$328.00
Christina Sotelo	\$292.00
Maria C. Magee	\$267.50
Dora P. Rivera	\$239.50
Elena Cantu	\$236.50
Carmen Avendano	\$233.75
Alicia Gonzalez	\$232.50
Guadalupe Garcia	\$230.50
Gloria J. Meyer	\$227.00
Mary Montalvo	\$226.00
Maria Ramirez	\$225.75
Maria D. Mireles	\$204.50
Crystal S. Breland	\$152.00
Teresa Segura	\$121.50
Natalie M. Gonzalez	\$117.50
Angelica Giberson	\$115.00
Esmeralda Perez	\$105.50
Ashley M. Andrade	\$90.00
Leticia Castillo	\$60.00
Norma L. Rojas	\$55.00
Gracie P. Yarritu	\$609.00

Welcome New Business Owners

New Consultant	From	Sponsored By
Aida F. Camarillo	WESLACO, TX	G. Yarritu
Nora Duran	MCALLEN, TX	M. McCarthy
Ruth Guerrero	EDINBURG, TX	G. Yarritu
Celina Reyna	MISSION, TX	G. Yarritu
Yvonne M. Torres	MCALLEN, TX	G. Yarritu

Love Checks

13% Recruiter Commission Level	
Gracie P. Yarritu	\$1,701.07
4% Recruiter Commission Level	
Gloria J. Meyer	\$64.90
Dora P. Rivera	\$10.70
Imelda Singh	\$9.30
Sylvia Sanchez	\$9.22
Carmen Avendano	\$8.18

July Celebrations

Birthdays	Day	Anniversaries	Years
Yvonne Rodriguez	2	Janie Castillo	18
Leticia Leal	3	Evangelina Cano	17
Margarita Gonzalez	4	Aida Escaname	14
Daniel Castillo	7	Elena Cantu	9
Aida F. Camarillo	9	Candace M. Foxx	3
Elizabeth Moreno	13	Elizabeth Moreno	1
V. Cochran-Champion	25	Alicia Mojica	1
Cynthia Martinez	26	Edna D. Salinas	1
Donna L. Rodriguez	29	Dulce M. Reynaga	1
Ruth Guerrero	31	Maria T. Salinas	1



Building Our Area!!!



Offspring Sales Director

All benefits below, plus 13% unit commissions, unit bonuses, wear the Director Suit and drive the Camry, Equinox, or Cadillac.



Marivel Villicana
Premier Club



Irma Villarreal
Premier Club



Angela Rodriguez-Bricker
Grand Achiever



Anna Pope
Grand Achiever



Director in Qualification
10+ Active

Future Director
8 + Active

Team Leader
5-7 Active

Star Team Builder
3-4 Active

Senior Consultant
1-2 Active

Star Team Builders

Recruiter :Gloria J. Meyer
Elena Cantu
Rosa E. Gonzalez
Dora P. Rivera
Melissa A. Rodriguez
* Melissa Gonzalez
* Joan Meyer

Recruiter :Imelda Singh
Rosa A. Canales
Norma A. Espino
Alicia Gonzalez
* Elida Carrillo
* Elsa Pacheco
Sylvia Casarez
Galdina Cruz
Imelda A. Fuentes
Yolanda Fuentes
Carla P. Garza
Yanira Garza
Nydia C. Gonzalez
Lupita Jasso
Julia Jimenez
Judith H. Mangum
Araceli N. Martinez
Maria Melecio
Elizabeth Moreno
Thereasa R Rodriguez
Yvonne Rodriguez
Nancy Salinas
Emerico Trevino



Senior Consultants

Recruiter :Carmen Avendano
Maria D. Mireles
* Mary R. Avendano
* Evelia Lopez

Recruiter :Elena Cantu
Edna D. Salinas
Dulce M. Reynaga

Recruiter :Janie Castillo
Teresa Segura
* Eunice Delgado
* Abigail Hiebert
Pearl Becerra
Daniel Castillo
Janie Galvan
Eustolia Garces
Lety Leal
Lilly T. Lopez
Olga L. Martinez
Margarita Velis

Recruiter :Susanne M. Guerra
Paulina Acuna
Alicia Mojica

Recruiter :Abigail Hiebert
Judith Dela Cruz

Recruiter :Margie McCarthy
Gracie Chapa
Raquel Delgado
* Nora Duran
* Mary Juarez
Magda Alvarez
Aida C. Escobar
Rosario Garcia
Noemi Hernandez
Julie Mason

Recruiter :Dora P. Rivera
Maria C. Magee
Margie McCarthy
* Bertha G. Perez

Recruiter :Sylvia Sanchez
Guadalupe Garcia
Maria Hernandez
* Melissa C. Soto

Recruiter :Celia A. Santos
Crystal S. Breland
Cynthia Martinez

Recruiter :Teresa Segura
Esmeralda Perez
Shaina Valdez
* Amy Hernandez
Graciela Santos
Andrea Tafolla

May Recruiters

Margie McCarthy 1
Gracie P. Yarritu 4



Seminar 2014 Scoreboard



Court of Sales

Current retail ~ PCP/Bonuses ~ Total YTD Retail

1	Imelda Singh	\$14,098.00	\$949.00	\$15,047.00
2	Alicia Mojica	\$8,738.50	\$90.00	\$8,828.50
3	Crystal S. Breland	\$7,851.50	\$170.00	\$8,021.50
4	Janie Castillo	\$6,662.50	\$490.00	\$7,152.50
5	Luz M. Rodriguez	\$6,636.00	\$0.00	\$6,636.00
6	Melissa A. Rodriguez	\$4,850.00	\$421.00	\$5,271.00
7	Karina L. Vargas	\$5,019.00	\$250.00	\$5,269.00
8	Maria D. Mireles	\$4,552.50	\$143.00	\$4,695.50
9	Celia A. Santos	\$4,501.50	\$190.00	\$4,691.50
10	Martha Ramirez	\$3,258.00	\$918.00	\$4,176.00
11	Aida F. Camarillo	\$4,147.50	\$0.00	\$4,147.50
12	Susanne M. Guerra	\$4,071.00	\$60.00	\$4,131.00
13	Angelica Giberson	\$3,504.00	\$470.00	\$3,974.00
14	Rosa A. Canales	\$3,795.50	\$20.00	\$3,815.50
15	Natalie M. Gonzalez	\$3,598.50	\$188.00	\$3,786.50
16	Leonila Lucio	\$3,529.00	\$0.00	\$3,529.00
17	Teresa Segura	\$3,037.50	\$222.00	\$3,259.50
18	Sandy Barrera	\$3,022.50	\$155.00	\$3,177.50
19	Abigail Hiebert	\$2,981.00	\$170.00	\$3,151.00
20	Graciela Lopez	\$2,380.00	\$749.00	\$3,129.00

Queen's Court of Personal Sales \$36,000 Est. Retail Production

Choice of one



"XOXO" Diamond Ring



"Golden Shamrock" Quartz Ring



Diamond "Couture" Scroll Ring

Court of Sharing

Queen's Court of Sharing 24 Qualified New Team Members

Choice of one



Bee Fabulous Charm Bracelet

Small Bee Fabulous Diamond Pin



Bee Fabulous Diamond Bee Ring



When you have a new team member who is **QUALIFIED**, your name will go here.

For a new team member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received and accepted by the Company during the Seminar contest period.

July 1, 2014 – June 30, 2014

1	Janie Castillo	9
2	Imelda Singh	6
3	Susanne M. Guerra	3
4	Celia A. Santos	1
5	Martha Ramirez	1
6	Elena Cantu	1
7	Abigail Hiebert	1
8	Teresa Segura	1
9	Gracie P. Yarritu	17



Class of 2014

discover what you
LOVE™

DISCOVER THE POWER OF
CHANGE IN EVERY WOMAN

**Are you ready to follow your heart
and chase your dreams?**

The **Follow Your Heart** pendant necklace
serves as a token of appreciation from
our heart to yours. It can be yours when
you place a single **\$400 or more Section
1 wholesale order in June 2014!**



This stunning platinum-tone necklace, which
hangs on a delicate 17-inch chain, features
a unique, heart-shaped pendant adorned
with five scintillating stones as well as the
Mary Kay® logo. The necklace will be
shipped with your qualifying order,
June 1—30, 2014.

Nothing says I love my *Mary Kay*™ like
a twinkling token of your hard work and
dedication, so don't forget to show off your
gorgeous necklace at Seminar this year!



Happy Father's Day

Gift Ideas for Every Kind of Guy!



Easygoing Guy

keep it simple with:

- MKMen Face Bar \$12
- MKMen Shave Foam \$12
- MKMen Cooling After Shave Gel \$14
- True Original Cologne Spray \$36



Every Day Shaver

- MKMen Face Bar \$12
- MKMen Shave Foam \$12
- MKMen Cooling After Shave Gel \$14
- Domain Cologne \$38



Satin Hands®
Fragrance Free
Pampering Set \$35

Out and About Man

- MKMen Face Bar \$12
- MKMen Shave Foam \$12
- MKMen Cooling After Shave Gel \$14
- MKMen Adv. Facial Hydrator \$22
- MKMen Advanced Eye Cream \$26
- Velocity for Him \$28



Sun Care Set \$51
Includes Sunscreen,
Lip Balm, & After Sun
Replenishing Gel

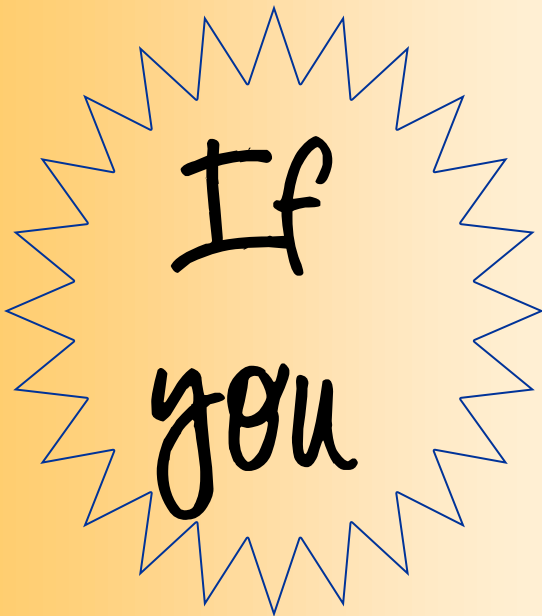
Gotta Have It All Guy

- MKMen Face Bar \$12
- MKMen Shave Foam \$12
- MKMen Cooling After Shave Gel \$14
- MKMen Adv Facial Hydrator \$22
- MKMen Advanced Eye Cream \$26
- MK High Intensity Cologne \$38



The 24 Hour Sales Challenge

Take the 24 hour Sales Challenge and Sell 24 Items in 24 hours!



2



X \$15 each = \$360 (\$180 Profit)
New Lash Love Lengthening Mascara

2



X \$35 each = \$840 (\$420 Profit)
Satin Hands Sets

2



X \$90 each = \$2,160 (\$1,080 Profit)
Timewise Miracle Set

2



X \$199 each = \$4,776 (\$2,388 Profit)
Timewise Repair Set

Complete the Sales Challenge with friends, family, & your customers! Share your goal with EVERYONE... and for an extra incentive, offer them a gift with purchase or a 10% discount for supporting you during your sales challenge!

Color in a bubble for each item sold

1	2	3	4	5	6	7	8	9	10	11	12
13	14	15	16	17	18	19	20	21	22	23	24

Summer Pilot Program

DEVOTE

5 hours a week to teaching and showing the product
3 hours a week for training/support

INVEST

Starter Kit (\$100 + tax/shipping) (includes over \$400 in retail product and materials)
\$225 - \$4,800 optional inventory
Immediate Sales Commission 50% - Highest in U.S.

TEACH

2 skin care parties/wk (4+ women/2hrs each) - Average Sales \$300
1 facial/wk (1-2 women) - Average sales \$75+

PROFIT

Estimate total sales to be \$675 minus 50% product cost = \$337.50
for 5 hours of teaching time!
 $\$337.50 \times 12 \text{ weeks} = \$4,050$ gross profit for 60 hours teaching!

*Does not include potential for reorders or team building commissions!

At the end of the summer you may decide to put your outside business on hold and just take reorders for the fall term. Or, you may have been having so much fun earning extra money that you decide to continue doing what you have polished and perfected from then on. During the winter break, pick your business in time for the Holiday Selling Season! Have something special all your own that you can depend on any time you choose. Plus, as a consultant, you'll be able to purchase your own products at a discount!

Tax Advantages:

As a self employed person, you may also be able to deduct a percentage of your utilities, taxes, mortgage interest, car insurance, depreciation on your car/computer, gasoline, etc.. as tax deductions, plus much more! You may even get to keep more of your other primary job's salary.

After the initial 12 week Pilot Program, you may assess your results. If you have not had lots of fun, made an excellent hourly income, helped women feel better about themselves, and made lots of new exciting friends, or you decide that part time hobby/career with Mary Kay is not for you, just stop working your business! It's that simple. No strings attached - totally risk-free.

Selfie CONTEST

discover what you
LOVE™



Deadline July 15th

WIN \$100 VISA CARD

MK Beauty Alert

Various best...prizes

PICTURES
WILL BE POSTED ON
Facebook



*The contestant with
the most likes
will win!*

PCP

Help boost
your business
each quarter with
the Preferred Customer Program?!
Issues of The Look with an exclu-
sive sampler mail to your enrolled
customers at the beginning of each
quarter so you can start seeing
sales sooner.

Fall 2014 Enrollment:
June 16 to July 15

Social Media Made Simple

Introducing the
Mary Kay® Social Publisher
Facebook® is the perfect place to promote
your Mary Kay business. With this new
tool, you will have engaging content
automatically posted to your Mary Kay®
Facebook® Business Page!





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PRESORTED
STANDARD
US POSTAGE PAID
MCALLEN TX
PERMIT No. 482

Let's Grow!!!



The Pink Link® is now ONLINE!

www.marykayintouch.com
Education
Consultant Education
Pink Link

June Important Dates

June 10- Summer 2014 PCP Mailings begin (allow 7-10 days for delivery)

June 15- Father's Day

June 15- Last day of Quarter 4 Star Consultant Contest

June 16- Quarter 1 Star Consultant Contest Begins

June 16- Fall 2014 PCP Enrollment Begins

June 27- Last day to place order by telephone until 10pm CST

June 30- Last day to place order online until 9pm CST

June 30- Last day of Seminar Year

Online agreements accepted until midnight

Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count toward this month's production.

July 1-3- Online DIQ commitment form available beginning 12:01am CST until midnight on the 3rd

