



Bartsch National Area



LEADING THE PACK TO CADILLAC

National Sales
Director
Margaret Bartsch

April 2014

March Results

\$40K MILLION \$
DIRECTOR



Who will be first?



\$33K TOP DIRECTOR
EXTENDED



\$27K TOP
DIRECTOR TRIP



\$16K CADILLAC DIRECTOR

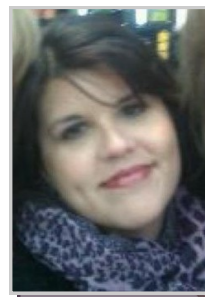


Think Pink!



Stacy
Rozwadowski
\$19,346.75

\$10K DIAMOND CIRCLE
DIRECTOR



Tina
Francis
\$13,803.25



Lisa
Bird
\$11,205.00



Rachel
Monnin
\$10,225.75

\$8K PREMIER CLUB DIRECTOR



Jodi Bond
\$9,008.00



Choose the Premier Path.....

FAB 5

**Seminar YTD Unit
Adjusted Retail-FAB 5!**
As of March, 2014

FAB 5



**Stacy
Rozwadowski**
\$242,113



Tina Francis
\$223,130



Lisa Bird
\$192,218



Rachel Monnin
\$180,700



Jodi Bond
\$111,596



- 6. Melanie Simone \$97,193
- 7. Ebony Byrne \$86,468
- 8. Linda Piersimoni \$80,216
- 9. Kimberly Tutz \$76,826
- 10. Deborah Watson \$52,700



(must reach 200,000 Unit Club to be recognized in Fab 5)

Marvelous March Performers



Director Commissions \$1,000 +

Stacy Rozwadowski	\$6,027.45
Tina Francis	\$4,092.97
Jodi Bond	\$3,214.28
Lisa Bird	\$3,038.30
Rachel Monnin	\$2,987.92
Melanie Simone	\$2,822.37

Unit Volume Bonus

Stacy Rozwadowski	\$1,900.00
Tina Francis	\$1,300.00
Lisa Bird	\$1,100.00
Rachel Monnin	\$1,000.00
Jodi Bond	\$ 900.00
Melanie Simone	\$ 700.00

Director Personal Wholesale (\$600+)

Kimberly Tutz	\$1,560
Lisa Bird	\$1,254
Melanie Simone	\$1,020
Tina Francis	\$ 736
Rachel Monnin	\$ 723
Jodi Bond	\$ 603
Stacy Rozwadowski	\$ 601



Director Personal Recruiting

Jodi Bond	4 – Silver
Rachel Monnin	2
Kimberly Tutz	2
Stacy Rozwadowski	1
Melanie Simone	1
Eboney Byrne	1
Tina Francis	1
Deborah Watson	1

13% Club Checks Build Your Team

Stacy Rozwadowski	\$712
Melanie Simone	\$599
Tina Francis	\$513
Lisa Bird	\$482
Jodi Bond	\$443
Kimberly Tutz	\$282
Rachel Monnin	\$259



**Consultant
First Look
through
April 15, 2014**

Sending a preview copy of *The Look* to your "T" status unit members through the Consultant First Look program will help you excite your unit about new products and encourage them to place their orders as soon as the promotion begins.

An excited Independent Beauty Consultant will likely have excited customers which can create strong retail sales! And that, in turn, can help build Independent Beauty Consultants for life.



**WHO WILL STEP UP
TO GOLD IN APRIL?**

Monthly Unit Recruits

UNITS ON THE GROW



Stacy Rozwadowski
14 NEW



Tina Francis
10 NEW



Ebony Byrne
8 NEW



Jodi Bond
7 NEW



Rachel Monnin
5 NEW



Melanie Simone
3 NEW



Deborah Watson
2 NEW

Unit Development Bonus

\$500 = five or more "qualified" new recruits,
\$300 = three "qualified new recruits."
PLUS \$100 = each qualified new personal recruit



Jodi Bond
2 Personal = \$200
5 Unit = \$500
Total = \$700



Stacy Rozwadowski
5 Unit = \$500
Total = \$500



Melanie Simone
2 Personal = \$200
3 Unit = \$300
Total = \$500



Tina Francis
3 Unit = \$300
Total = \$300



Rachel Monnin
1 Personal = \$100
Total = \$100



Deborah Watson
1 Personal = \$100
Total = \$100



Kimberly Tutz
1 Personal = \$100
Total = \$100



The excitement from Career Conference continues with a special bonus!

NOW through June 30, 2014, Career Conference 2014 attendees who place a Section 1 wholesale order of \$225 or more will receive the **Mary Kay Makeup Finishing Spray by Skindinavia** as a bonus! It's the perfect product to help prevent warm weather makeup meltdowns, and, of course, it's always fun to get an unexpected perk, right? See all the details on InTouch

GIVE YOURSELF A RAISE!

Recruit 5 Qualified UNIT Recruits = \$500 Monthly Unit Bonus & \$500 Personal Bonus = \$1,000 Monthly BONUS! x 12 months = \$12,000 Annual Bonus!!

**ROOKIE OF THE YEAR
GROSS WHOLESALE**



**#1 JODI
BOND**

2. Eboney Byrne

**MOST IMPROVED DIRECTOR
GROSS WHOLESALE**



**#1 MELANIE
SIMONE**

- 2. Rachel Monnin
- 3. Kimberly Tutz
- 4. Stacy Rozwadowski
- 5. Tina Francis

Wellness Award Bonus

Top 50 in State 2014

Director's Name	2014 Calendar YTD Unit Whlse	Add'l needed to reach \$750 Bonus
Stacy Rozwadowski	\$45,200.90	\$14,799.10
Tina Francis	\$39,122.25	\$20,877.75
Rachel Monnin	\$37,560.75	\$22,439.25
Lisa Bird	\$27,930.75	\$32,069.25
Jodi Bond	\$25,646.75	\$34,353.25
Melanie Simone	\$20,168.50	\$39,831.50
Linda Piersimoni	\$11,761.75	\$48,238.25
Kimberly Tutz	\$10,817.50	\$49,182.50
Eboney Byrne	\$10,701.50	\$49,298.50
Deborah Watson	\$9,319.25	\$50,680.75

Sales Director	State	State Rank #
Stacy Rozwadowski	MI	19
Tina Francis	MI	25

State Highest: The top Independent Sales Director in each state with the highest unit wholesale production (minimum of \$50,000) from Jan. 1 to Dec. 31, 2014.

Most Improved: The Independent Sales Director in each state with the highest dollar increase over her 2013 unit wholesale production from Jan. 1 to Dec. 31, 2014. To qualify for the most improved, a Sales Director's 2013 unit wholesale production must have been at least \$50,000.

SHARE THE MARY KAY BUSINESS OPPORTUNITY



The stylish Mary Kay Starter Kit Bag is packed with: Retail-sized products to demonstrate with friends at parties. Samplers to share with your potential customers. Brochures and DVDs with easy-to-learn sales tips.

When a new Independent Beauty Consultant starts her Mary Kay business by April 30, the beautiful Starter Kit is hers for ONLY \$75*!

PLUS..When she starts a new business in April you and she can continue to share this fabulous opportunity with others through May!!

I can't wait to see how many New Directors, DIQs and Gold Medal Directors will be in our May newsletter!!

*plus shipping, handling and tax

YTD Unit Recruiting

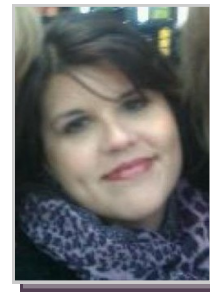
10 RECRUITS PER MONTH = GROWTH



Stacy Rozwadowski
27 Sem. Qual.
79 Total YTD



Jodi Bond
22 Sem. Qual.
43 Total YTD



Tina Francis
20 Sem. Qual.
65 Total YTD

Director	Sem. Qual.	Total
Rachel Monnin	20	50
Melanie Simone	14	21
Eboney Byrne	5	23
Deborah Watson	5	13
Kimberly Tutz	4	8
Lisa Bird	4	6
Linda Piersimoni	2	12

Why Personally Recruit?

- It builds your unit size faster than any other method.
- It increases your check faster than any other method.
- It is an income insurance policy. (Personal recruits tend to sell more, and they RECRUIT!)
- It builds your confidence and resells you on the opportunity. It motivates your unit and creates excitement !

The Speed of the Leader is the Speed of the Gang!



YTD Director Court of Sales



Eboney Byrne
\$27,190.00

Director

Retail

Eboney Byrne	\$27,190.00
Kimberly Tutz	\$26,392.50
Lisa Bird	\$24,183.00
Rachel Monnin	\$18,376.50
Jodi Bond	\$15,423.50
Melanie Simone	\$15,066.50
Stacy Rozwadowski	\$14,054.50
Tina Francis	\$12,510.00
Linda Piersimoni	\$ 9,053.50
Deborah Watson	\$ 8,147.00

Area Court of Sharing YTD

DIRECTORS BUILDING TOP PRODUCERS Ranked by Commission



#1
Stacy Rozwadowski
Unit Director
\$2,641.76/9 TM



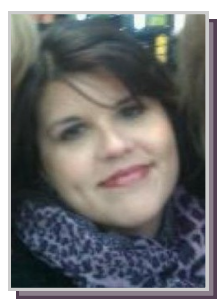
#2
Tricia Melnikov
Rozwadowski Unit
\$1,567.06/9 TM



#3
Jodi Bond
Unit Director
\$1,465.22/ 14 TM



#4
Melanie Simone
Unit Director
\$1,360.81/10 TM



#5
Tina Francis
Unit Director
\$979.30/6 TM



**Bartsch Area
Princess Court
12 Qualified
Team Members!**

Name	Director	Comm.	# TM
Tanya Garay	Tina Francis Unit	\$597.01	6
Tina Francis	Unit Director	\$575.23	3
Margaret Estes	Rachel Monnin Unit	\$554.67	3
Eboney Byrne	Unit Director	\$521.27	4
Kimberly Tutz	Unit Director	\$352.52	2

Area Court of Sales YTD

DIRECTORS BUILDING TOP PRODUCERS Consultants



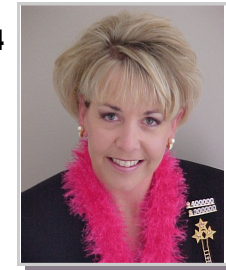
#1
Tanya Garay
Francis Unit
\$23,996/11,145



#2
Tricia Melnikov
Rozwadowski Unit
\$18,960/\$8,498



#3
Rachel Kasprzyk
Francis Unit
\$13,697/\$6,372



#4
Karina Morley
Bird Unit
\$13,429/\$5,653



#5
Margaret Estes
Monnin Unit
\$13,161/\$5,567

\$36,000

**You are on the
Queen's Court of
National Sales and
win your choice of
5 fabulous prizes!**



Consultant

Cassie Carter-Thornt
Sabrina Krafft
Lisa Zang
Deirdre Young
Jessica Wood
Kim Dunnebacke
Lindsay Carman
Teresa Watts
Sarita Leak
Ruth Randall

Director

Rachel Monnin Unit
Stacy Rozwadowski Unit
Jodi Bond Unit
Deborah Watson Unit
Margaret Bartsch Unit
Lisa Bird Unit
Stacy Rozwadowski Unit
Margaret Bartsch Unit
Deborah Watson Unit
Stacy Rozwadowski Unit

Retail

\$12,442.00
\$11,984.00
\$11,815.00
\$10,015.00
\$9,828.50
\$9,409.50
\$9,231.50
\$8,677.50
\$8,571.50
\$8,432.00

Wholesale

\$5,717.00
\$3,951.75
\$5,531.00
\$4,341.00
\$4,040.25
\$4,059.75
\$4,535.75
\$3,871.25
\$4,154.75
\$3,921.00






**Bartsch Area
Princess Court
\$18,000 Retail!**




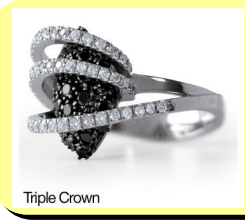
Year 1 New Sales Director Track to Run

Congratulations on your debut as an Independent Sales Director! A beautiful future awaits you and the Year 1 New Sales Director Track to Run program gets you started right away. With the **On the Move**, **Fabulous 50s** and **Honors Society** Challenges of this rewarding program, you get the goals you need to succeed and build a strong team in your first 12 months.

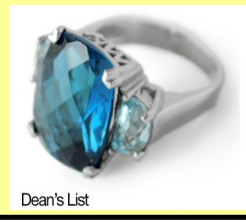
Program	Rewards
 <p>On The Move (by the end of 3rd month) \$15,000 + 3 Qual Personal Team Members</p>	<ul style="list-style-type: none"> • \$1,000 bonus • Stainless steel ring w/ a sprinkling of cut out stars.
 <p>Fabulous 50s Club (by the end of 6th month) \$30,000 + 50 Unit Members</p>	<ul style="list-style-type: none"> • \$1,000 bonus • A stainless steel ring w/ the famous MK repeat logo, and a round burnished set clear cubic zirconium
 <p>Honors Society (by the end of 12th month) \$60,000 + 50 Unit Members</p>	<ul style="list-style-type: none"> • \$1,000 bonus • Stackable stainless steel and cubic zirconia ring • Free Seminar registration, name badge ribbon, and standing recognition

PLUS – Independent Senior Sales Directors can earn a \$500 bonus for every *On the Move*, *Fabulous 50s* and *Honors Society* Challenge their offspring Sales Directors achieve. That's up to \$1,500 for each offspring!

Director	Debut Month	Total Adj. Unit W/S	Total Unit Size				
 <p>Eboney Byrne</p>	7/2013	\$31,522.50	28				
	Honors Society	Fabulous 50s	On The Move				
Eboney Byrne	<u>Director</u>	<u>Adj Unit Whs Needed</u>	<u>Unit Members Needed</u>	<u>Adj Unit Whs Needed</u>	<u>Unit Members Needed</u>	<u>Adj Unit Whs Needed</u>	<u>Unit Members Needed</u>
On the Move WINNER!!	Eboney Byrne	\$22,995.00	24	WINNER	WINNER		



Triple Crown
Achieve all three challenges and add the stunning Triple Crown ring. Join the Honors Society



Dean's List
when you are among the Top 3 in your Class and earn a beautiful topaz ring.

Proud Trophy on Wheels Drivers



Tina Francis



Stacy Rozwadowski

Cadillac Unit



Premier Club Drivers



Lisa Bird



Rachel Monnin



Grand Achievers/\$375 Cash Compensation



Jodi Bond



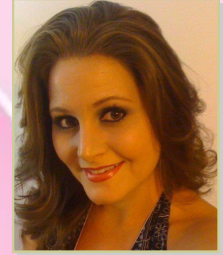
Deborah Watson



Eboney Byrne



Melanie Simone



Tracy Webster

Please note: Price increase for Mary Kay Personal Web Sites

Beginning July 1, yearly subscription rates for first-year, first time Mary Kay® Personal Web Site subscribers will increase from \$25 to \$30 (plus applicable sales tax). Subsequent year-long subscriptions will increase from \$50 to \$60 (plus applicable sales tax).

However, if you act anytime between April 1 and June 30, 2014, you can renew for another year at the current \$50 subscription fee, plus applicable sales tax. For example, if your Mary Kay Personal Web Site subscription expires March 1, 2015, you can renew now at the lower rate and extend your \$50 Mary Kay Personal Web Site subscription through March 1, 2016!

On the Road to 100+ Beyond!

10 new recruits per month = growth!
40 interviews per month,
10 being personal, to grow!

100+ Unit Members



Stacy Rozwadowski
145



Tina Francis
125

75+ Unit Members



Rachel Monnin
98



Lisa Bird
84

50+ Unit Members



Jodi Bond
60



Melanie Simone
57

Unit Within a Unit



Stacy Rozwadowski
48 Unit Members
\$5,479.75 Team w/s



Margaret Bartsch
29 Unit Members
\$4,972.50 Team w/s



Melanie Simone
27 Unit Members
\$4,607.00 Team w/s

Sales Director

Tina Francis

Lisa Bird

Jodi Bond

Deborah Watson

Eboney Byrne

Kimberly Tutz

Rachel Monnin

Linda Piersimoni

GOAL: 50 Personal
Personal Active TM

26

28

29

11

25

22

28

20

GOAL: \$8,000 Monthly
Team Wholesale

\$3,947.25

\$3,705.00

\$3,209.00

\$2,670.75

\$2,228.00

\$2,172.25

\$1,989.00

\$ 732.00

Be Part of the 20 New Directors

Miracle



Tanya Garay
DIQ
Francis Unit



Liza Zang
DIQ
Bond Unit



Rachel Kasprzyk
DIQ
Francis Unit



Tricia Melnikov
DIQ
Roz Unit



Barbara Macias
DIQ 4/1
RozUnit



Lindsay Carman
DIQ 4/1
Roz Unit



Kaela Byrne
DIQ 4/1
Byrne Unit



#13



#12



#11



#10



#9



#8



#7



#6



#5



#4



#3



#2



#1

Total DIQs—4
Total Future Directors not in DIQ—2
Total Team Leaders—6
Star Team Builders—10
Grand Total—22



On-Target
Grand Achiever

Top Developing Units:
Margaret Bartsch & Tina Francis—4

Consultant

Lisa Zang
Tricia Melnikov
Rachel Kasprzyk
Lindsay Carman
Tanya Garay
Lainie Fryer
Cassie Carter-Thornton
Barbara Macias
Dorothea Troutman
Tiffany Richmond
Margaret Estes
Jodi Kurtz
Aimee Bain
Jodi Bare
Elizabeth Baugh
Kaela Byrne
Sarah Kay
Diana Paton
Suzette Rasmussen
Lauren Simone
Kathy Terry
Deborah Toundaian

Director

Jodi Bond
Stacy Rozwadowski
Tina Francis
Stacy Rozwadowski
Tina Francis
Lisa Bird
Rachel Monnin
Stacy Rozwadowski
Margaret Bartsch
Linda Piersimoni
Rachel Monnin
Rachel Monnin
Tina Francis
Margaret Bartsch
Margaret Bartsch
Eboney Byrne
Linda Piersimoni
Melanie Simone
Margaret Bartsch
Melanie Simone
Tina Francis
Lisa Bird

Career Level

DIQ
DIQ
DIQ
DIQ
FD
FD
TL
TL
TL
TL
TL
TL
TL
STB
STB
STB
STB
STB
STB
STB
STB
STB
STB
STB
STB



Lindsay Carman
Rozwadowski Unit





Margaret Bartsch
 National Sales Director
 6425 Darely Ct.
 Cumming, GA 30040
 678-794-3451

discover what you
LOVE™

**It's the FINAL COUNTDOWN
 to SEMINAR 2014**

RUBY SEMINAR DATES: July 16—19, 2014

Priority Registration Dates – April 7-30, 2014

Registration opens to ALL independent sales force members May 1, 2014

GREAT JOB QUARTER 3 STARS!



Jodi Bond
PEARL
 10 YTD Stars



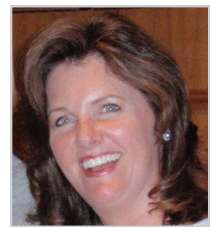
Tina Francis
EMERALD
 18 YTD Stars



Rachel Monnin
EMERALD
 15 YTD Stars



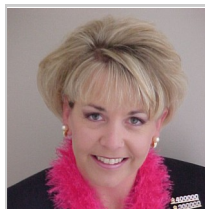
Melanie Simone
DIAMOND
 6 YTD Stars



Kimberly Tutz
EMERALD
 3 YTD Stars



Stacy Rozwadowski
RUBY
 23 YTD Stars



Lisa Bird
RUBY
 12 YTD Stars



Ebony Byrne
SAPPHIRE
 9 YTD Stars



Deborah Watson
SAPPHIRE
 5 YTD Stars

In addition to quarterly bonuses for Stars in your unit, Directors can earn year long prizes when you are a star each quarter and you have a minimum of 20 Star Consultants in your unit during the Seminar year.

Sapphire
 20-39 Total Year End Unit Star Consultants

Ruby
 40-59 Total Year End Unit Star Consultants

Diamond
 60-79 Total Year End Unit Star Consultants

Emerald
 80-99 Total Year End Unit Star Consultants

Pearl
 100+ Total Year End Unit Star Consultants