



Bartsch National Area



LEADING THE PACK TO CADILLAC

May 2014

April Results

\$40K MILLION \$
DIRECTOR



Who will be first?



\$33K TOP DIRECTOR
EXTENDED



\$27K TOP
DIRECTOR TRIP



\$16K CADILLAC DIRECTOR

Think Pink!

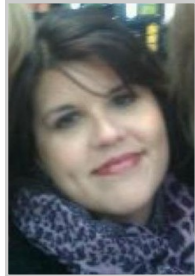


\$10K

DIAMOND CIRCLE DIRECTOR



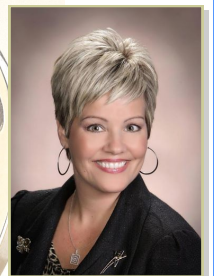
Stacy
Rozwadowski
\$13,768.25



Tina
Francis
\$13,155.00



Rachel
Monnin
\$12,175.75



Jodi
Bond
\$10,593.50

\$8K PREMIER CLUB DIRECTOR



Lisa Bird
\$8,423.75



Choose the Premier Path.....

FAB5

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

FAB5



1 Stacy Rozwadowski
\$271,690

2 Tina Francis
\$251,159

3 Lisa Bird
\$210,380



4 Rachel Monnin
\$207,037

5 Jodi Bond
\$134,720

- 6. Melanie Simone \$112,490
- 7. Ebony Byrne \$ 87,796
- 8. Linda Piersimoni \$ 87,796
- 9. Kimberly Tutz \$ 80,628
- 10. Deborah Watson \$ 62,820



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

Awesome April Performers



Director Commissions \$1,000 +

Jodi Bond	\$3,941.72
Tina Francis	\$3,727.18
Stacy Rozwadowski	\$3,395.79
Rachel Monnin	\$3,090.20
Melanie Simone	\$2,274.03
Lisa Bird	\$2,221.91

Unit Volume Bonus

Tina Francis	\$1,300.00
Stacy Rozwadowski	\$1,300.00
Rachel Monnin	\$1,200.00
Jodi Bond	\$1,000.00
Lisa Bird	\$ 800.00
Melanie Simone	\$ 700.00

Director Personal Wholesale (\$600+)

Melanie Simone	\$1,014
Lisa Bird	\$ 849
Stacy Rozwadowski	\$ 616
Rachel Monnin	\$ 615
Jodi Bond	\$ 612

10TH GOLD 2ND GOLD



Director Personal Recruiting

Rachel Monnin	5-GOLD
Melanie Simone	5-GOLD
Jodi Bond	3-BRONZE
Stacy Rozwadowski	3-BRONZE
Tina Francis	3-BRONZE
Kimberly Tutz	2
Deborah Watson	1
Lisa Bird	1
Linda Piersimoni	1



**SHE TURNED HER
CAN'TS
INTO
CANS**

**AND HER
DREAMS
INTO
PLANS**

-KOBİ YAMADA



13% Club Checks Build Your Team

Jodi Bond	\$665
Melanie Simone	\$463
Lisa Bird	\$327
Rachel Monnin	\$307
Stacy Rozwadowski	\$306

Monthly Unit Recruits

UNITS ON THE GROW



Jodi Bond
27 NEW



Tina Francis
20 NEW



Rachel Monnin
14 NEW



Stacy Rozwadowski
14 NEW



Deborah Watson
11 NEW



Melanie Simone
7 NEW



Linda Piersimoni
3 NEW



Kimberly Tutz
3 NEW



Lisa Bird
2 NEW

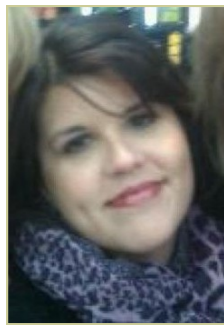


Unit Development Bonus

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



Jodi Bond
4 Personal = \$400
6 Unit = \$500
Total = \$900



Tina Francis
1 Personal = \$100
4 Unit = \$300
Total = \$400



Melanie Simone
2 Personal = \$200
Total = \$200

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!!

April Qualifiers... Share the LOVE in May!

Independent Beauty Consultants who started a Mary Kay business in April AND Independent Beauty Consultants /Directors who added a new team member in the month of April can offer these same great incentives to potential new team members in May!!!



**ROOKIE OF THE YEAR
GROSS WHOLESALE**



**#1 JODI
BOND**

2. Eboney Byrne

**MOST IMPROVED DIRECTOR
GROSS WHOLESALE**



**#1 MELANIE
SIMONE**

- 2. Rachel Monnin
- 3. Stacy Rozwadowski
- 4. Kimberly Tutz
- 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	\$57,479.90	\$2,520.10
Tina Francis	\$50,660.41	\$9,339.59
Rachel Monnin	\$48,856.50	\$11,143.50
Jodi Bond	\$36,151.25	\$23,848.75
Lisa Bird	\$34,791.50	\$25,208.50
Melanie Simone	\$27,014.25	\$32,985.75
Linda Piersimoni	\$15,272.75	\$44,727.25
Deborah Watson	\$14,400.00	\$45,600.00
Kimberly Tutz	\$11,517.17	\$48,482.83
Eboney Byrne	\$11,253.50	\$48,746.50

Sales Director	State	State Rank #
Stacy Rozwadowski	MI	21
Tina Francis	MI	26

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.

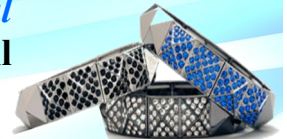


**TRICIA
MELNIKOV**

**CONGRATULATIONS!
NEW DIRECTOR TRICIA MELNIKOV!!**

Tricia her Senior Director, Stacy Rozwadowski will each receive a fabulous **Badgley Mischka handbag, Class of 2014 Ring**, a special invitation to the **Class of 2014 Mingle** at Seminar!

PLUS...Each will receive their name on the **Wall of Leaders in Dallas** and an invitation to the and **Ice Cream Social** at the Prize Party at Seminar where they will pick up their **Crystal Studded Bracelets!**



Keep Your Eyes on the Prize!

Every new Independent Sales Director who debuts as part of the Wall to Wall Leaders movement will receive an invitation to have her picture taken with Darrell Overcash, President, Mary Kay U.S., at the Prize Party at Seminar 2014.



YTD Unit Recruiting

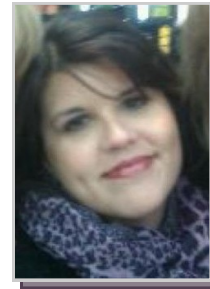
10 RECRUITS PER MONTH = GROWTH



Stacy Rozwadowski
30 Sem. Qual.
93 Total YTD



Jodi Bond
30 Sem. Qual.
70 Total YTD



Tina Francis
27 Sem. Qual.
85 Total YTD

Director	Sem. Qual.	Total
Rachel Monnin	24	64
Melanie Simone	17	28
Deborah Watson	6	24
Eboney Byrne	5	23
Kimberly Tutz	4	11
Lisa Bird	4	8
Linda Piersimoni	3	15

COMMITMENT MEANS STAYING LOYAL TO WHAT YOU SAID YOU WERE GOING TO DO LONG AFTER THE MOOD YOU SAID IT IN HAS LEFT YOU.

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



Kimberly Tutz
\$27,347.50

<u>Director</u>	<u>Retail</u>
Kimberly Tutz	\$27,347.50
Eboney Byrne	\$27,310.00
Lisa Bird	\$26,129.00
Rachel Monnin	\$19,806.50
Melanie Simone	\$17,309.50
Jodi Bond	\$16,785.50
Stacy Rozwadowski	\$15,464.50
Tina Francis	\$12,887.00
Linda Piersimoni	\$9,798.50
Deborah Watson	\$8,861.00

Area Court of Sharing YTD

DIRECTORS BUILDING TOP PRODUCERS Ranked by Commission



#1
Stacy Rozwadowski
Unit Director
\$2,681.86/9 TM



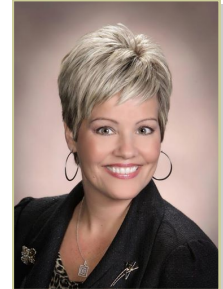
#2
Jodi Bond
Unit Director
\$1,986.57/ 18 TM



#3
Tricia Melnikov
Unit Director



#4
Melanie Simone
Unit Director
\$1,702.98/13 TM



#5
Lisa Zang
Bond Unit
\$1,198.28/9 TM

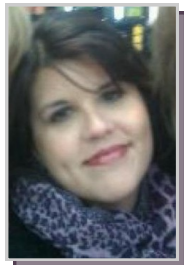


**Bartsch Area
Princess Court
12 Qualified
Team Members!**

Name	Director	Comm.	# TM
Tina Francis	Unit Director	\$1,096.79	7
Rachel Monnin	Unit Director	\$920.62	6
Rachel Kasprzyk	Tina Francis Unit	\$782.75	8
Tanya Garay	Tina Francis Unit	\$780.23	8
Cassie Carter-Thornton	Rachel Monnin Unit	\$759.56	4

Area Court of Sales YTD

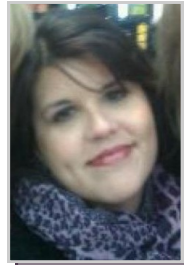
DIRECTORS BUILDING TOP PRODUCERS Consultants



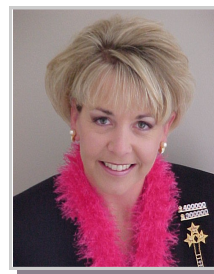
#1
Tanya Garay
Francis Unit
\$25,017/\$11,592



#2
Tricia Melnikov
Rozwadowski Unit
\$19,610/\$8,769



#3
Rachel Kasprzyk
Francis Unit
\$15,655/\$7,283



#4
Karina Morley
Bird Unit
\$14,850/\$6,282



#5
Margaret Estes
Monnin Unit
\$14,410/\$6,111

\$36,000

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



Consultant

Cassie Carter-Thornton
Lindsay Carman
Lisa Zang
Sabrina Krafft
Kim Dunnebacke
Deirdre Young
Sarita Leak
Jessica Wood
Teresa Watts
Dorothea Troutman

Director

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

Retail

\$13,883.00
\$13,346.50
\$12,316.00
\$11,984.00
\$10,661.50
\$10,611.00
\$9,931.50
\$9,828.50
\$9,221.50
\$9,200.50

Wholesale

\$6,332.00
\$6,489.25
\$5,736.50
\$3,951.75
\$4,572.75
\$4,575.00
\$4,755.75
\$4,040.25
\$4,143.25
\$4,179.25




**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
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	Ebony Byrne	7/2013	\$31,522.50	28
	Tricia Melnikov	5/2014		37

	Honors Society	Fabulous 50s	On The Move
Eboney Byrne	Director	Adj Unit Ws Needed	Unit Members Needed
On the Move WINNER!!	Ebony Byrne	\$22,443.00	28
	Tricia Melnikov	\$60,000.00	13
		\$30,000	13
			WINNER
			WINNER
			\$15,000
			3



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



Ebony
Byrne



Melanie
Simone

Mary Kay Inc. is a Company that believes in recognition and rewards. And there's no symbol of achievement like the Career Car –especially the prestigious pink Cadillac. Imagine how you'd feel behind the car of your dreams. Find out all you need to know about the Mary Kay Career Car program on InTouch and get on the road to success in style.

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
155



Tina Francis
135



Rachel Monnin
108

75+ Unit Members



Lisa Bird
86

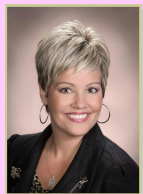


Jodi Bond
83



**DIRECTORS AND DIO'S
GET YOUR NAME IN A
DRAWING FOR THIS
NSD PURSE!!!**

**You must MEDAL in
May and June to be in
the drawing.
PLUS.....For each
qualified you get your
name in an additional
5 times!!!!**



Jodi Bond
29 Unit Members
\$5,112.00 Team w/s



Tricia Melnikov
21 Unit Members
\$4,025.25 Team w/s



Melanie Simone
35 Unit Members
\$3,560.25 Team w/s

Unit Within a Unit

	GOAL: 50 Personal	GOAL: \$8,000 Monthly
	Personal Active TM	Team Wholesale
Sales Director		
Margaret Bartsch	33	\$3,356.25
Tina Francis	27	\$3,209.25
Lisa Bird	29	\$2,514.00
Deborah Watson	12	\$2,433.00
Rachel Monnin	33	\$2,364.25
Stacy Rozwadowski	52	\$2,353.25
Linda Piersimoni	19	\$1,354.50
Kimberly Tutz	19	\$ 884.00
Eboney Byrne	17	\$ 323.50

Be a part of the

Miracle 20 New Directors!



Lisa Zang
DIQ
Bond Unit

Rachael Kasprzyk
DIQ
Francis Unit

Lindsay Carman
DIQ
Roz Unit

Cassie Carter-Thornton
DIQ
Monnin Unit

Shannon Dickerson
DIQ 6/1
Francis Unit

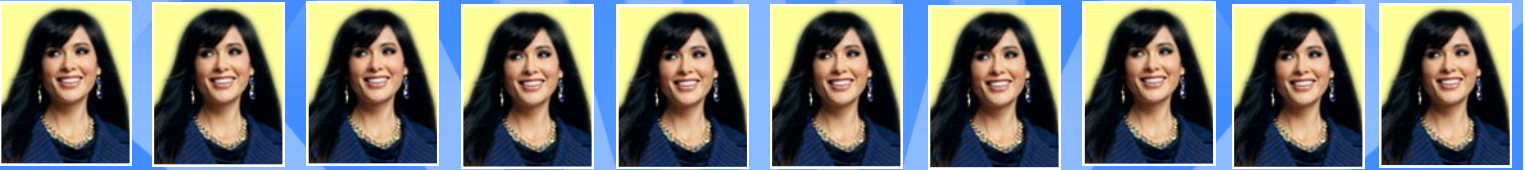
Pamela Adams
DIQ 6/1
Watson Unit

#14

#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—5

Consultant

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

Director

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

Career Level

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



Rachel Kasprzyk
Francis Unit



Cassie Carter-Thornton
Monnin Unit



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

Be a **STAR!**



at *Seminar*

NEXT STOP:

DALLAS

Already Registered



Karina Morley
 Cassie Carter-Thornton
 Lisa Zang
 Karen Boyce-Wood
 Tina Francis
 Melanie Simone
 Margaret Bartsch
 Rachel Monnin
 Eboney Byrne

Jodi Bond
 Sarita Leak
 Kim Dunnebacke
 Margaret Estes
 Stacy Rozwadowski
 Kimberly Tutz
 Deborah Watson
 Lisa Bird

**RUBY SEMINAR DATES:
 July 16—19, 2014**

