

ANGIE CAMERON
SENIOR CADILLAC SALES DIRECTOR OF
ANGIE'S AMAZING ACHIEVERS

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Return Service Requested



The Follow Your Heart pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400+ wholesale order this month!



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. Shop now and earn your necklace today (ships with your qualifying order)!

WE LOVE women who follow their hearts.

discover what you
LOVETM

Social Publisher: Have you heard about Mary Kay Social Publisher? It's an exciting way you can have access to a new world of professionally written, branded and preapproved content for your Facebook page.

Mary Kay Video Lounge Launches This Month! The Video Lounge will be your convenient, "one-stop" location for all Mary Kay-produced videos. The Video Lounge tab will be in the top navigation bar on the InTouch homepage and the second to last button on the homepage of *Mobile InTouch*. Videos are categorized by Education, Products, How-Tos and Company. You can check out featured videos of the week and share product videos with area members.

On Display: Mary Kay is introducing a new social media channel, a fashion commerce site where users assemble clothing and beauty products. You can build collages and showcase new Mary Kay products or create looks for a special occasion to share on Facebook & Twitter. Check out www.marykayus.polyvore.com.

Want More Videos? Visit The Pink Link on Intouch! Get education and inspiration on products such as Journey of Dreams, Sun Care and Mary Kay At Play! Vacation is the perfect time to try out bold color looks using Mary Kay At Play fun shades. For fun, snap a selfie with a hot summer look and post it on Instagram #mkatplay. Get ready to share the new Mary Kay At Play eCatalog. Your followers will want to know about these products!

MARY KAY
Social Publisher



WHO WILL HELP US MEET OUR
YEAR END UNIT GOALS?

\$650,000 Unit Club

June \$50,000 & 50 New Team
Members



ANGIE'S AMAZING ACHIEVERS NEWS



May 2014 Recognition & Results

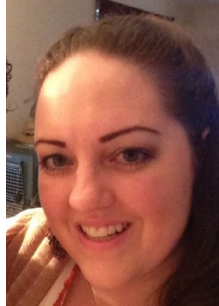
Congratulations On-Target Stars:

Here's how much you need to finish your next star by 6/15/14

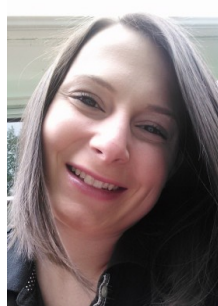
Star Achieved	Name	WS Needed for Next Star
Pearl	Kristina Parker	*****
Pearl	Courtney Brown	*****
Pearl	Charlotte Knouse	*****
Emerald	Teresa Elliott	\$262.00
Emerald	Courtney Case	\$570.00
Emerald	Yolanda Mejia	\$589.00
Emerald	Joan Dugan	\$777.00
Emerald	April Case	\$899.00
Emerald	Brittany Davis	\$1,198.00
Diamond	Amanda House	\$104.00
Diamond	Ashlyn Smith	\$315.00
Diamond	Mandy Anderson	\$594.00
Diamond	Jessica Bolton	\$600.00
Ruby	Leah Roberts	\$259.00
Ruby	Laura Carmichael	\$479.00
Ruby	Cherilyn Selman	\$484.00
Ruby	Marica Carter	\$588.00
Sapphire	Kelley DeVita	\$556.00
Sapphire	Julie Cooke	\$559.00
	Lauren Carlton	\$316.00
	Angela Stritholt	\$706.00
	Nesmah Absah	\$782.00
	Christen Mitchell	\$936.00
	Mandy Cottrell	\$949.00
	Heather Craven	\$964.00



Teresa Elliott
Queen of Wholesale



Kristina Parker
Queen of Sharing



Jessica Bolton
Top Love Check

Welcome New Consultants

Name:

Julie Cooke
Mandy Anderson
TerryAnn Christensen
Tiffanee Espinal
Lindsey Lowe
Marlene Martin
Yolanda Mejia
Chris Bazen
Sandra Cameron
Teresa Elliott
Ronda Dugan
Latoya Lewis-Jones
Melissa Carter
Jessica Hackney
Lynn Brown
Ashlie Dillon
Amy Russell
Courtney Case
Allyson Reed
Marica Carter

Sponsored By:

Lenora Metz
K. Parker
K. Parker
K. Parker
K. Parker
K. Parker
K. Parker
Jessica Bolton
Jessica Bolton
Jessica Bolton
J. Dugan
Dionne Powers
Courtney Case
Courtney Brown
Courtney Brown
C. Knouse
April Case
April Case
April Case
Angie Cameron Locke



Celebrating 50
years: Mary Kay
Ash taught us how—
go live your dream!
One Woman Can!

Dear Amazing Achievers,

June is an amazing month for us. It's time to hit the gas and work hard to finish up our extraordinary goals. I can't believe the end of the year is almost here and I'm so excited to be in the position to encourage you all towards your own successes. Remember we're in business for ourselves, but never by ourselves. Mary Kay wants to show us they are behind us by rewarding us with a Follow Your Heart pendant necklace with any \$400+ order. Isn't that awesome? No matter how close or far you are from your goal, you'll be one step closer each call you make! It's time to jump into action!

If you aren't quite where you'd like to be this last year of the seminar year, don't despair. No one ever gained anything by sitting around feeling sorry for herself and beating herself up. Believe me, I've tried that strategy in the past. If you're not finishing up your goals the way you'd like, I challenge you to take one day and regroup. Rather than focus on what you haven't done, focus on where you'd like to be this time next year. Really take the time to map out your plan. Break it down into daily, weekly, monthly and quarterly goals. Then begin the activity today. You'll have most of this month to get your systems in place, book appointments, call each and every customer, place your order to have products on your shelf, etc. This is not only a great way to kick off the new year, it's an easy way to fall back in love with your Mary Kay business when you call all the awesome women you get paid to work with!

We are fully into summer now, and everyone is thinking about tans, great summer looks, gift ideas and sun care. It's a great time to check back in with your customers and ask how you can meet their needs. It may just be a quick drop off at their work, but many women will be interested in fun color classes with their friends, which with our Color Confident class has never been easier! Summer classes lead to wonderful summer prospects, especially moms that need some girlfriend time in between all those games and summer activities. Whatever your focus, make sure you take the time to ask. Each new potential hostess, prospect, and basic new customer could be a vitally important person to your business, and you may be changing her life. Think of her and her needs, and you'll never go wrong. Let's finish this seminar year strong with gusto that Mary Kay Ash would be proud of!

Love and Belief, Angie



Are you one of those people who works better under a deadline? Well, if you haven't earned your Advanced Color Consultant designation yet, we've got a deadline for you – and if you meet it, you'll earn a little extra recognition!

Pass the four brief quizzes that make up the Color Confident program by June 30, and you'll receive this Advanced Color Consultant ribbon to add to your Seminar attire!

The Advanced Color Consultant designation is a fantastic draw for potential customers searching for an Independent Beauty Consultant through the Consultant Locator. This special designation shows that you've put in the extra effort to increase your knowledge of color products and can help your customers choose the shades that make them look absolutely stunning! (Oh – and did we mention the education is free?)



June 30 will be here before you know it, so get Color Confident today!



Confidence comes by doing – not thinking. I guess this business has gone from my brain where I thought it would work, to my heart where I know it will work! Confidence isn't knowing everything there is to know, but knowing that you can get an answer to what you want to know. And confidence isn't something you just get all at once. It is something that starts as a seed within you and just starts growing and growing as you nurture and feed it by doing and doing.

By Kathy Drobish

Our Top 5 Wholesale Orders For May

MARY KAY
one woman canSM
 50 YEARS



Teresa Elliott



Courtney Case



Yolanda Mejia



April Case



Mandy Anderson

Year To Date Court of Personal Sales

1 Charlotte Knouse	\$21,625.50
2 Courtney Brown	\$20,436.50
3 Lauren Carlton	\$15,169.00
4 Shannon Shepard	\$14,748.50
5 Christen Mitchell	\$14,390.00



Women are natural salespeople. Once they believe in a product, they sell it to everyone they meet. They have spent their lives selling their husbands, children, neighbors and friends on whatever they believe in. Selling a product they are sold on themselves is second nature. I am amazed by the ingenuity, creativity and ability to see that women possess. (From My Heart to Yours, Page 25)



Top 20 Consultants Who Invested in Their Business in May

Teresa Elliott	\$4,538.00
Courtney Case	\$4,229.75
Yolanda Mejia	\$4,210.50
April Case	\$3,301.00
Mandy Anderson	\$3,006.00
Courtney Brown	\$2,964.50
Cherilyn Selman	\$2,515.50
Marica Carter	\$2,412.00
Kelley DeVita	\$1,844.00
Julie Cooke	\$1,802.00
Jessica Bolton	\$1,648.50
Laura Carmichael	\$1,497.50
Charlotte Knouse	\$951.50
Lauren Carlton	\$853.00
Joan Smith	\$748.50
Ashlyn Smith	\$696.50
Kristina Parker	\$630.00
Lindsey Lowe	\$613.00
Michele Poole	\$603.00
Vicki Elmore	\$601.00

PCP Participants:

- Angela Strittholt
- Beryl Roberts Plum
- Charlotte Knouse
- Laura Carmichael
- Lauren Carlton
- Danielle Caldwell
- Courtney Brown
- Angie Cameron Locke



Welcome Back Consultants

Ashley Bazen

Recruiters and Their Teams

Qualified Year to Date Sharing Court

DIQS

C. Knouse

- Amanda House
- Anna Boeve
- Ashley Whiteside
- Ashlie Dillon
- Cheryl Boone
- Christina Briggs
- Ebonystarr Johnson
- Hazel Cavenaugh
- Heather Craven
- Jane Knouse
- Jenni Eller
- Jessica Holcomb
- Joan Dugan
- Joan Smith
- Joanna White
- Joy Wingo
- Kandace Hine
- Kristina Parker
- Laura Carmichael
- Leah Roberts
- Lindsey Lowe
- Mandy Anderson
- Mandy Cottrell
- Marlene Martin
- Melanie Boeve
- Michele Poole
- Ronda Dugan
- Shaniqua George
- Shannon Snipes
- TerryAnn Christensen
- Tiffanee Espinal
- Vicki Elmore
- Yolanda Mejia

Future Directors

Jessica Bolton

- Alma Smith
- April Case
- Ashley Bazen
- Brittney Shepherd
- Chris Bazen
- Christina Harner
- Dana Lawrie
- Leigh Ann Fields
- Sandra Cameron
- Teresa Elliott
- * Angela Keplinger
- * Casey Loy
- * Krystal Hardy
- * Mary Terwilliger
- * Misty Briles
- * Misty Cook
- * Shannon Shepard

OT Car Driver

Courtney Brown

- Ashlyn Smith
- Elizabeth Perez
- Gena Balltzglier
- Kathryn Graves
- Lauren Carlton
- Lynn Brown
- Victoria Brookbank
- * Carmen Fraguada
- * Catherine King
- * Jessica Hackney

Jessica Bolton

- Alma Smith
- April Case
- Ashley Bazen
- Brittney Shepherd
- Chris Bazen
- Christina Harner
- Dana Lawrie
- Leigh Ann Fields
- Sandra Cameron
- Teresa Elliott
- * Angela Keplinger
- * Casey Loy
- * Krystal Hardy
- * Mary Terwilliger
- * Misty Briles
- * Misty Cook
- * Shannon Shepard

Kristina Parker

- Joanna White
- Lindsey Lowe
- Mandy Anderson
- Marlene Martin
- Tiffanee Espinal
- Yolanda Mejia
- * T. Christensen

Team Leaders

Courtney Brown

- Ashlyn Smith
- Elizabeth Perez
- Gena Balltzglier
- Kathryn Graves
- Lauren Carlton
- Lynn Brown
- Victoria Brookbank
- * Carmen Fraguada
- * Catherine King
- * Jessica Hackney

Kristina Parker

- Joanna White
- Lindsey Lowe
- Mandy Anderson

- Marlene Martin
- Tiffanee Espinal
- Yolanda Mejia
- * T. Christensen

Melanie Boeve

- Adria Moore
- Brittany Davis
- Cheryl Pruitt
- Gail Boeve
- Kristina Parker
- Tinika Pruitt
- * Anna Boeve
- * Shannon Snipes

Senior Consultants

Amanda House

- Michele Poole

April Case

- Courtney Case
- * Allyson Reed
- * Amy Russell

Beryl Roberts Plum

- Dionne Powers
- * Beryl Roberts
- * Georgia Logan
- * Kimberly McGregor
- * Lori Patterson
- * Lydia Coco
- * Sheila Davis
- * Zona Dandridge

Christen Mitchell

- Cherilyn Selman
- Jean McVicar
- * Candace Campbell

Laura Carmichael

- Joan Dugan

Lenora Metz

- Julie Cooke
- Kelley DeVita

Nichole Arocho

- Jean Williams
- * Bonnie Hisey
- * Vickie Whitaker

Shannon Shepard

- Caitlin Shepard
- * Susan Shepard

Charlotte Knouse	10 Qualified	\$3,211.37
Jessica Bolton	6 Qualified	\$1,922.75
Lydia Coco	4 Qualified	\$51.49
Kristina Parker	3 Qualified	\$1,017.83
Courtney Brown	3 Qualified	\$805.16
Melanie Boeve	2 Qualified	\$977.95
Christen Mitchell	2 Qualified	\$186.90
Lenora Metz	2 Qualified	\$145.84
Beryl Roberts Plum	1 Qualified	\$325.28
April Case	1 Qualified	\$169.19

Love Checks: Sharing the Opportunity

13% Recruiter Commission

Jessica Bolton	\$1,230.91
Kristina Parker	\$1,077.18
Charlotte Knouse	\$520.39

9% Recruiter Commission

Courtney Brown	\$184.01
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4% Recruiter Commission

April Case	\$169.19
Lenora Metz	\$145.84
Christen Mitchell	\$109.72

July Birthdays

- Jennifer Jannuzzi 1
- Kaylin Attridge 1
- Susan Ross 4
- Dana Lawrie 5
- Natasha Ganim 5
- Courtney Brown 6
- Hazel Cavenaugh 7
- Jean McVicar 7
- Tiffanee Espinal 7
- Tinika Pruitt 8
- Ronda Dugan 8
- Brittany Davis 8
- Kristy Hull 11
- Marlene Martin 11
- Jessica Holcomb 12
- Tamara Ible 18
- Leah Roberts 29
- Melissa Carter 30

July Anniversaries

- Nicole Laurent 4
- Natasha Ganim 2
- Jeneen Preston 2
- Zona Dandridge 1
- Valorie Marshall 1
- Tamara Ible 1
- Rachel Quevedo 1
- Rachel Collins 1
- Natalie Brown 1
- Kristy Hull 1
- Kimberly McGregor 1
- Kerry Pedigo 1
- Dionne Powers 1

Never let the spirit of the girl in you disappear. Make sure she has fun, to really believe there is always something new to discover.

~ NORMA KAMAL

June 2014

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2 Model Mania w/ Kristen Myers 6pm Marketing 7pm Event Hampton Inn Winston Salem	3	4 Red Jacket/ DIQ Special Advance Leadership Call 8:30pm	5 Summer Model Portfolio 6:30 pm Beauty Boutique Greensboro	6	7
8	9 Summer Model Portfolio 6:30 pm Hampton Inn Winston Salem	10	11	12 Eyes Cream Social 6:30 pm Beauty Boutique Greensboro	13	14 11am Facials Beauty Boutique Greensboro
15  End of STAR Quarter	16 Eyes Cream Social 6:30 pm Hampton Inn Winston Salem	17	18	19 Model Mania w/ Kristen Myers 6pm Marketing 7pm Event Beauty Boutique Greensboro	20	21 3pm Facials Beauty Boutique Greensboro
22	23 Facials & Foundation 6:30 pm Hampton Inn Winston Salem	24	25	26 Facials & Foundation 6:30 pm Beauty Boutique Greensboro	27	28
29	30 End of Seminar Year No Meeting	<p>June Goals: \$60,000 Production, 50 New Team Members</p> <p>Monday Nights @ 8:30pm – New Consultant Call 9pm: Unit Team Call Conference Call # 605-562-3000 pin 608568# Wednesday Nights @ 9:30pm – NSD Kristin’s Myers Emerging Leaders Call Conference Call # 712-451-6000 pin 855563#</p>				



Angie Cameron Locke


THE FUTURE LOCKE IT DOWN! NATIONAL AREA

First Line Directors

Toni Brockman
Equinox



Abby Johnson
Equinox



Julianne Olson
Equinox



Charlotte Knouse
DIQ/ Cruz



Jessica Bolton
DIQ/ On-Target



Courtney Brown
submit 7/1




Second Line Directors


Tara Olson
DIQ



Stephanie Drzymalski
DIQ



Kristina Parker
submit 7/1



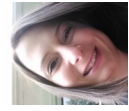
Andrea Pageno
submit 7/1




WILL YOU BE ONE OF OUR 20?



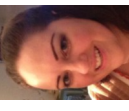
Jessica Bolton



Courtney Brown



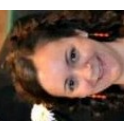
Kristina Parker



Tara Olson



Cherie Weber

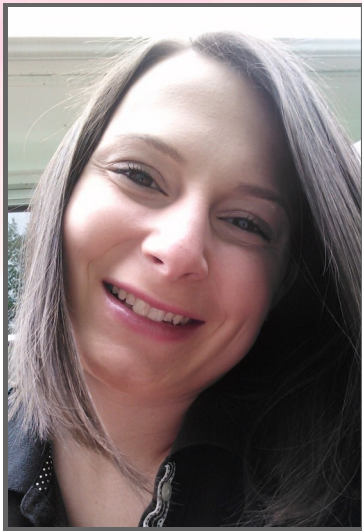


Krista Hannah





Look Who's In DIQ & On-Target for Chevy Cruze



Jessica Bolton

Returning with vision, the decision to go back into DIQ and on-target for our first unit car is very clear. God has equipped me and he has called me to lead a team of women to reach their dreams and goals with this amazing opportunity. Through prayer, I have realized that God truly does want us to think in abundance. My goal is to create something very special for my 4 month old baby boy- to give him some of the choices that I never had. My business will show him, as he grows, that there truly are other opportunities in this world where one can create and build something for themselves. As we return to this very spot in the career path, my future unit will realize that this opportunity is exactly what you make it. Our goal is to earn our car this month and debut our unit on seminar stage!

TOP UNIT CLUB

Be a Part of OUR Prestigious Top Unit Circle of Excellence Club and WIN \$650!!

1st Prize WINS = \$650 Cash

Each completed committed order earns entries into the \$650 drawing.

Choose your Order amount from the Order sheet that you will place in

JUNE. Submit your committed order amount to Angie by **June 6th**

Consultants must place order by June 28th!!

**** UNIT Goal must be MET to claim prize!!**

- ✓ \$225 order = 3 Entries
- ✓ \$400 order = 6 Entries
- ✓ \$600 order = 12 Entries
- ✓ \$800 order = 20 Entries
- ✓ \$1000 order = 30 Entries
- ✓ \$2000 order = 50 Entries
- ✓ \$3000 order = 100 entries



Additional Ways to Earn Entries

**Order commitment must be placed to qualify for additional entries

1. Add 1 new team member = 3 entries
2. Add 3 new team members = 6 entries
3. Reach you STAR this QTR (June 15th)
= 15 Entries

****New team members must place initial order****

June Jubilee

Seminar Year End Top Unit Countdown!

Re-Order Prizes

250ws

DG replica
Sunglasses



400ws

OBI Cosmetic
Clutch



600ws

Snake Bag
Emergency Kit



800ws

Here's to me
Travel Collection



1,000ws

HOT Pink
MK Tote Bag



Team Building

Add 1 Qualified

Mini Microdermabrasion
& Eye Cream



Book 10 by 5th

Mini Oil Free Makeup
remover & Mini Mascara



Top Unit Team Challenge

Participate in helping your team reach their Goal! Ask your team captain! Earn a "Secret" participation Prize!

Move up the Career Path!
Get a sparkly
Pin Enhancer!



Top Unit Team Challenge

Teams that reach their goal, everyone will earn a "Secret" Participation prize! Captain's will earn an addition prize!!
When each team reaches their goal our Unit will be a TOP ranking unit in America!

Director Captain

Angie Locke's Team

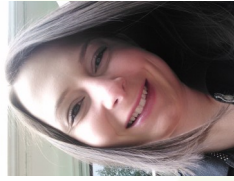
GOAL:
\$10,000



DIQ Team Captains

Jessica's Team Charlotte's Team

GOAL:
\$15,000



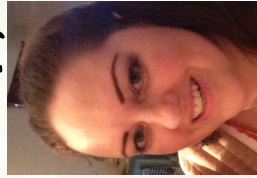
GOAL:
\$15,000

DIQ Captain Prize



Red Jacket Team Captains

Kristina's Team
GOAL: \$5,000



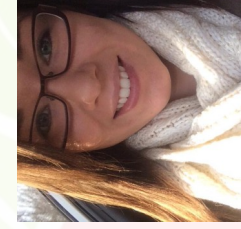
Lenora's Team
GOAL: \$3,000



Courtney's Team
GOAL: \$5,000



April's Team
GOAL: \$5,000



Laura's Team
GOAL: \$3,000



Red Captains Prize



July Jumpstart 2014

© Kristin Kay Inc.



Discovering our Inner Focus, Inner Strength, and Inner Determination to achieve Inner Circle!

Come celebrate the Top Achievers of 2013-14, and put a Jumpstart on your New Seminar Year, at the 20/20 Vision National Area's 4th Annual July Jumpstart!

Schedule of Events

7:45am - 8:15am	Registration/Packet Pick-up
8:30am - 11:30am	Year-End Recognition and Guest Speakers
11:30am - 12:30pm	Lunch Break at Leisure
12:30pm - 2:00pm	*LIVE* "Do's and Don'ts" Panel
2:00pm - 3:30pm	Guest Speakers and Closing Session

- Be a **20/20 Vision Sheet Consistency Achiever** (min. 20/20 accomplished and turned in by 2nd of each month Apr-Jun) and receive on-stage recognition and ribbons
- Be a **Gold Medal Achiever** (from Apr-Jun) and receive on-stage recognition and ribbons
- Every unit with 13+ consultants in attendance marches on-stage with their director
- On-stage recognition for Star Consultants from 4th quarter, and All-Stars will receive a gift
- Plus more surprises and prizes!

Registration Price: \$20⁰⁰
Registration Ends: June 30th
Seating is Limited
\$30⁰⁰ at the door
(if seating is available)

To Register,
Mail Check/Cash/MO to:

Kristin Kay Inc.
Memo: July Jumpstart
PO Box 151
Cloverdale, VA 24077

~OR~

Go to

<http://www.unitnet.com/kristin>

and fill out the form under the
'Jumpstart Registration' link.

If you started Mary Kay to make some money and work your business like a business, would you consider **investing in some inventory** to have on hand to build your store? Maybe it's time to take your business to the next level by having product on hand so you can provide the best service for your customers! Remember, the **Follow Your Heart** pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single \$400 or more Section 1 wholesale order in June 2014.

Take advantage of your **50% discount** to stock up on products for you and your family. Do you use Mary Kay from head to toe? If not, why not?! You're crazy to miss out on our fabulous products, especially when you get them at a discount! If you haven't ordered our new products yet, check them out now on Intouch!

**If every woman in our unit placed a \$225 wholesale order just to get products for personal use, that would make a huge contribution to our goal!*



Be Santa Claus this Summer! With the season of weddings, graduations, Father's Day, baby showers

and bridal showers – giving MK products as gifts is a great way for you to save money this summer! If you're getting married, consider giving your bridal party Mary Kay gift sets!

Have you called your customers lately? Consider calling friends, family & customers to let them know about NEW products and to take reorders. This is a time when a lot of women are looking for a new look!

Have a **\$1000 Day**. Make it your goal to sell \$1,000 in 24 hours by contacting your customers, prospective & former hostesses, family members, and personal use reorders!

Do you know people who work with a lot of women or even men? Consider asking them to be an **Outside Hostess** for you! Offer them \$25 free for every \$100 in orders they collect!

Be a **Star Consultant This Quarter!** Our Unit is going to be **ABUNDANT with Stars!** When you are a STAR, you earn a fabulous star prize and TONS of recognition!

We're Racing to The Finish Line... Great Ways YOU Can Help Our Unit!



How to Get 100 Names Fast!

“Hi, _____! This is _____ with Mary Kay. How’s your skin care going? What are you running low on? Well, _____, the REAL reason I’m calling is because my director has challenged me to get 100 referral names to contact about a free facial and makeover. I thought to myself, ‘However will I find 100 names?’ and then I decided, ‘Hey, I’ll call my 10 favorite customers and ask them to help me out with 10 names each.’ For helping me out _____, I have your choice of _____ or _____. Now, some of my customers have the names handy, and some of them have to think about it for a few hours. Which do you prefer?”



What to do with the 100 names...

“Hi, _____! This is _____. You don’t know me, but we have a mutual friend in _____. I’m her Mary Kay Beauty Consultant and I asked her for the names and numbers of some friends who would be great models for my before-and-after portfolio, and right away she thought of you! (pause) (They’ll usually say ‘Oh’ or giggle or ‘She did, eh?’) _____ gave me your name, not because she thought you NEEDED a makeover, she just thought you’d be a great model for me. For helping me out, you get a \$10 gift certificate toward any Mary Kay product plus a total skin care analysis and a free glamour makeover. It takes about an hour. I’m setting up my appointments for the next week. Which works better for you, _____ or _____? (Secure a time for her facial). (Find out her address and directions.) _____, seeing as you don’t know me, it would be a lot more fun if you share your facial with some friends. And if you find that 10 or 15 want to come, that’s okay, we’ll just split it up into 2 sessions. Everyone gets a makeover, but YOU get the gift certificate. Do you have some friends in mind already? I’ll call you the day or two before our appointment to find out about their skin. That helps me determine what to bring for them. Speaking of that, can I ask you a few questions about your skin?” (Pre-profile her NOW). End the call telling her you’re looking forward to meeting her at _____ at _____ o’clock on _____ date.



DARE TO DREAM!



Building
WALL
to**WALL**
Leaders



Mary Kay Dates to Remember:

- **July 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd. Seminar 2015 contest period begins. Class of 2014 offspring challenge ends. Seminar 2014 registration deadline.
- **July 4:** Happy Independence Day! All company and branch offices closed. Postal holiday.
- **July 15:** PCP last day to enroll online for fall mailing of The Look.
- **July 16:** Ruby Seminar begins.
- **July 20:** Sapphire Seminar begins.
- **July 23:** Emerald Seminar begins.
- **July 27:** Pearl Seminar begins.
- **July 30:** Diamond Seminar begins. Last day of the month for consultants to place telephone orders (until 10pm CST).
- **July 31:** Last day of the month for consultants to place online orders (until 9pm CST). Last business day of the month. Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count towards this month's production. Online agreements accepted until midnight CST.



TO CREATE THE LIFE YOU DESERVE, YOU HAVE TO GO AFTER IT. THE UNIVERSE YOU INHABIT FLOWS FROM YOU, YOU DON'T FLOW FROM IT. WHATEVER STEPS YOU NEED TO TAKE TO CREATE THE UNIVERSE OF YOUR CHOICE, YOU WILL HAVE TO PUSH PAST PREDICTABLE FEELINGS OF SHYNESS AND FEAR TO TAKE THEM. DON'T LET EMBARRASSMENT PREVENT YOU FROM GOING AFTER WHAT YOU WANT. IT'S ABSOLUTELY SELF-DEFEATING. THE WORST THAT CAN HAPPEN IS THAT YOU GET REJECTED BY ONE PERSON-SO WHAT? YOU HAVE OTHER FRONTIERS, OTHER TERRITORIES TO CONQUER. KEEP THE BIG PICTURE IN MIND. THAT'S ALL THAT REALLY COUNTS. –GeorBette Mosbacher

