

Excellerators...



*Women of Excellence
Women who make a difference
A Team who "Makes it Happen!"*



Sr. Sales Director, Ann Killian

2016 Seminar Awards

July 1, 2015 – June 30, 2016

Your future
can be dazzling
and so can
your diamonds.



Mary Kay and Bock

The Bock family has been creating fine jewelry for more than 100 years and four generations. Moving from Europe to Dallas following World War II, Abram Bock opened the Bock Jewelry Company in 1948. Because of Bock's reputation for honesty and the highest quality, Mary Kay Ash hired the company in 1968 to manufacture jewelry for the most successful independent sales force members. Because of the companies' shared commitment to loyalty, honesty and quality, the relationship between Mary Kay Inc. and Bock continues today, with Bock creating the luxurious Seminar Awards jewelry.

2016

QUEEN'S COURT OF PERSONAL SALES

Choice of one

QUEEN'S COURT OF SHARING

Choice of one



*Sell just \$833 per week
\$1666 w/s per month =
\$20,000 w/s or \$40,000 Retail*

24 Qualified Team Members
**Qualified: \$600 w/s order*

2015 QUEEN AND HER COURT

Our 2015 TOP Five Retail



Seminar 2015 Top 10 Consultants COURT OF RETAIL SALES FINAL RESULTS

1	Cheryl Kennedy	\$12,912
2	Punkey Elling	\$8630
3	Toni James	\$7941
4	Carol McNamara	\$5528
5	Casey Sandberg	\$4512
6	Sue Hutchinson	\$4477
7	Claudia LeMahieu	\$3920
8	Lori Sjostrand	\$3442
9	Kaari Nelson	\$3415
10	Colleen Lamke	\$3388

**Win your Pandora Bracelet
and Charm
By being in the half court!**

edudemic.com

Motivation

1. Determine goals
2. Maintain a positive attitude
3. Leave personal problems aside
4. Upgrade your knowledge and skills
5. Be passionate
6. Decrease or eliminate energy drains
7. Practice self-talk
8. Confront challenges and fears
9. Meditation
10. Acknowledge and reward success

SEMINAR 2016 COURTS:

Court of Sales (Retail value of wholesale orders)	
Mary Kay	\$36,000
Marathoner 1/2 Court	\$18,000
UNIT COURT	\$10,000

Court of Recruiting (Qualified \$600)	
Mary Kay	24
Marathoner 1/2 Court	12
UNIT COURT	8

Please send a headshot photo of yourself for newsletter recognition to: edpublisher@comcast.net

Star Consultants

Quarter
FOUR
ENDING JUNE
2015

DIAMOND STAR
Ann Killian

THIS CAN BE YOU
NEXT QUARTER!!



It's easy to be a STAR:
\$300 each week = Sapphire
\$400 each week = Ruby Star
\$500 each week = Diamond Star
\$600 each week = Emerald Star

Star Consultant Program

June 16 – Sept. 15, 2015



As a Star Consultant, you get to choose prizes for yourself – or your family. From totally indulgent to really practical, you can earn fabulous rewards just for working your business!



Happy New Year!

A new Seminar year, (2015-2016), is here...bringing opportunities for a new beginning, new goals, and new dreams! The FIRST DAYS of a NEW YEAR are a DISTINCT time for making RESOLUTIONS...but they have to be put into ACTION. In order to make this new year a productive and growing year, may I suggest in addition to selling product, that you make it your top priority to also recruit/team build.

Why not be getting your share of those 13% Love checks, too? Why not move on up to the next level? Visualize, Listen to Success Stories, believe in our product, our Company, our opportunity, and most importantly, BELIEVE IN YOURSELF. Take care of yourself! Surround yourself with those who share in your dream! Stay away from negative, whining, murmuring complainers! They will damage your chances for success! Hang out with the movers, the doers, the achievers, and those who help to keep your dream alive. Remember, protect your greatest natural resource and your investment....YOU!



It's a good time to sit down and reflect on last Seminar year - did you take a risk? Did you DREAM? Did you ACT? Do you want it DIFFERENT this year? Then let's close the door on last year; open the front door to the New Seminar year. RECOMMIT to doing everything far better and far greater this year. Break out of those shackles of self-doubt, inferiority, fear, and every other negative thought or feeling and take a chance on YOU! Aren't you worth the RISK? Then step out and GROW, and become the HAPPY, CONFIDENT, FULFILLED PERSON AND MARY KAY CONSULTANT/DIRECTOR THAT YOU CAN BE!...that I want you to be and that GOD wants you to be!

MAKE THIS YEAR COUNT! Make this the year that you step out of the ordinary and make claim to all the success that you deserve! Give your career the first class effort and time that it deserves to make it grow! Take your opportunity and make the very most of it on a daily basis and it will give you all the RICHES OF LIFE!

You are in my thoughts as we begin this glorious New Mary Kay Seminar Year! May we each have a bright new beginning and a happy ending to the 2014-2015 year! Here's to breaking new ground, turning over a new leaf, and reaching a little higher each DAY. It is a NEW DAY and A NEW YEAR! Make it YOURS!
Love and Appreciation!

Ann

Please mark you calendars for our Annual Unit Awards night
Potluck on July 27th
Please bring your family Main course will be covered on the
BBQ . Just bring something to share, & something to drink!



UNIT GOALS

Our year long goals: \$300,000 Unit Club 5 New Team Members per month 1 New Red Jacket each month	July Goals: \$10,000 w/s and 5 NEW Unit Team Members Personal: 20 faces/10 sharing appts
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NEW CONSULTANTS

CONSULTANT:
Gretchen Columbus
Crystal Pearson

FROM:
Grand Rapids, MN
Mountain Iron, MN

SPONSORED BY:
Ann Killian
Ann Killian

Welcome Back Excellerators

Sierra Lieser
Christine McGuire

we LOVE having it all.

Star Consultant Program June 16, 2014 - June 15, 2015

Four-Quarter Star Consultants Earn Amazing Prizes!

Every *All-Star* can earn a **fifth prize** simply by achieving Star Consultant status all four quarters during the *All-Star* Star Consultant Consistency Challenge, June 16, 2014, through June 15, 2015, and by attending Seminar 2015. Prizes range in value from \$25 to \$400. You don't want to miss your chance to win one of these amazing prizes at the end of the contest year!

Being a Star Consultant every quarter definitely has its perks! **ALL four-quarter Star Consultants who attend Seminar 2015 will win a fifth prize exclusively for four-quarter Star Consultants.** Sound interesting? You won't want to miss a chance to win extraordinary prizes. If you love instant gratification, we look forward to seeing you at Seminar! It's the best place to celebrate consistency.

All-Star Luncheon, Seminar 2015

Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2014, through June 15, 2015, with at least 14,400 or more in total year-end contest credit will be invited to this special luncheon. Independent Sales Directors who achieve Star Sales Director status from June 16, 2014, through June 15, 2015, with at least 60 Star Consultants in their units also will be invited.

PROFIT LEVEL

Build your inventory to Star Consultant Level as quickly as possible so you can spend your profit. To build a good, sound business you must REINVEST until you are at the \$4800 level



PERFECT START

Earn your Perfect Start Pin when you hold 5 skin care classes or put Mary Kay on 15 faces in 15 days!

POWER START

Earn your Power Start Pin when you hold 10 skin care classes or put Mary Kay on 30 faces in 30 days!



POWER START PLUS PIN

Achieve a Power Start (30 faces) and share the marketing plan with six people (Pearls of Sharing) and you will be awarded the Power Start Plus Pin.



Earn your Pearls of Sharing earrings

when you schedule and hold 3 practice team building sessions with your director in your first week of business



Receive your Pearls of Sharing bracelet

when you schedule and hold 3 more practice team building sessions with your director in your second week of business (for a total of 6 practice sessions)



Win your Pearls of Sharing necklace



with your first new qualified team member!!

OUR MONTHLY SUPERSTARS

Our Top 5 Wholesale Orders for June

<p>Kaari Nelson</p>  <p>Please send photo</p>	<p>Sierra Lieser</p> 	<p>Toni James</p> 	<p>Punkey Elling</p> 	<p>Crystal Pearson</p>  <p>Please send photo</p>
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Consultants who invested in their business in June

Kaari Nelson	Cheryl Piezina
Sierra Lieser	Colleen Lamke
Toni James	Patti Karpik
Punkey Elling	Ellyn Peterson
Crystal Pearson	Vicki Lynn
Cheryl Kennedy	Jessica Koskela
Joey Ruotsalainen	Claudia LeMahieu
Christine McGuire	Dawn Harcey
Carol McNamara	Alona LaMont
Casey Sandberg	Jana Bell
Adria Huntley	



“ There are three types of people in this world: Those who make things happen, those who watch things happen, and those who wonder what happened. We all have a choice! You can decide which type of person you want to be. I have always chosen to be in the first group. ”

Happy Birthday July

Allison L. Halbakken
 Angela M. Anderson
 Kristina M. Ashmore
 Ann P. Killian
 Karen Skretkovicz
 Ashlee L. Sutherland
 Lena L. Bischoff
 Jessica A. Davis
 Meagan McIntosh
 Tracey S. Barnum

Happy Anniversary July

8	Jana L. Bell	15 Years
10	Qiana Q. Schmidt	14
10	Mary Jo Myhrer	12
10	Shannon L. Lepper	9
21	Tracy E. Napper	9
27	Rae A. Jones	3
28	Heidi A. Jamsa	2
29	Lori L. Sjostrand	2
29	Sharon R. Webb	1
31		



Many Kay
WISDOM

The FUTURE "Pink Bond" NATIONAL AREA

Built on the foundation of Faith, Hope & Love

Sr. Sales Director, Ann Killian



ON TARGET RED JACKET

Cheryl R. Kennedy
P. Elling
Ashlee L. Sutherland
* Melissa Garcia
Julie Greenlee



ON TARGET RED JACKET

Kaari A. Nelson
Rae A. Jones
Casey L. Sandberg
* Christine McGuire



Colleen L. Lamke
Heidi A. Jamsa
* Theresa Major



ON TARGET RED JACKET

Claudia LeMahieu
Sue Baker
Toni M. James
* Colleen L. Lamke
* Bryonne M. Stacklie
Grace A. Carlson



ON TARGET RED JACKET

Qiana Q. Schmidt
Alona R. LaMont
Danica A. Salisbury
* Susan M. Doell



SENIOR CONSULTANTS

Pauline Punkey Elling
Angela M. Hall
* Katie M. Hemphill



Patti J. Karpik
Sue R. Hutchinson



ON TARGET RED JACKET

Carol L. McNamara
Christina M. Rae
* Jennifer L. Hart
* Christine Johnson
Darla J. Kyllander

*Just a reminder: you must be an active consultant to receive commissions on team members wholesale orders
Must place a minimum \$225 w/s to become active

Hand out **5** cards a day



Book **2** every day! (Class, facial, etc.)

Interview **3** people every week!

Have **\$600** weekly sales backed up with **\$1,200** wholesale monthly

Turn in your weekly accomplishment sheet (each week)



Going from **RED** to **PURPLE** is up to **YOU**



Directorship **IS** within your reach. Are you seriously thinking about reaching that next level? No one can do it for you — it has to be **YOUR** dream. **CONSISTENCY** is the key. You have to continually do the things that will produce sales, interviews and recruiting!

We are Red Hot and Rollin!!!

Star Consultant Tracking



June 16 - September 15, 2015

Sapphire
\$1,800 Wholesale



\$225	\$450
\$675	\$900
\$1,125	\$1,350
\$1,575	\$1,800



\$1,950
\$2,100
\$2,250
\$2,400



Ruby
\$2,400 Wholesale

Diamond
\$3,000 Wholesale



\$2,550
\$2,700
\$2,850
\$3,000

\$3,150
\$3,300
\$3,450
\$3,600



Emerald
\$3,600 Wholesale

Pearl
\$4,800 Wholesale



\$3,750	\$3,900
\$4,050	\$4,200
\$4,350	\$4,500
\$4,650	\$4,800

MARY KAY

2015-2016 Seminar Courts

Court of Sales

\$40,000 Estimated Personal Retail Production

\$1,000	\$2,000	\$3,000	\$4,000	\$5,000	\$6,000	\$7,000
\$8,000	\$9,000	\$10,000	\$11,000	\$12,000	\$13,000	\$14,000
\$15,000	\$16,000	\$17,000	\$18,000	\$19,000	\$20,000	\$21,000
\$22,000	\$23,000	\$24,000	\$25,000	\$26,000	\$27,000	\$28,000
\$29,000	\$30,000	\$31,000	\$32,000	\$33,000	\$34,000	\$35,000
\$36,000	\$37,000	\$38,000	\$39,000	\$40,000		



Court of Sharing

24 Qualified New Personal Team Members

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



July 1, 2015 - June 30, 2016

GOALS



FOCUS ON GOALS

Ind. Sales Director Carol Scholes of Tacoma, Wash., shares these basic tips on goals.

WHY SET GOALS?

When goals are set, things happen.

Goals make you feel good about yourself.
Goals provide attitude adjustments.
Goals establish self-discipline and motivation.
Goals give you direction and purpose.
Goals take you where you want to go.
Goals create good habits and patterns to follow.
A goal will eliminate others from controlling your life.

Set a goal to discipline yourself.
If you don't, others will.

GOALS CAN BE NEGATIVE IF:

They are too big.
They are out of your sphere of interest.
You believe luck is necessary to arrive at you destination.
You set your goal by comparing yourself with others' accomplishments.
You are doing it for someone else.

REASONS MOST PEOPLE DO NOT SET GOALS:

They are not sold on the benefits.
They feel it's safer not to.
They fear commitment, failure or success.
They have a poor attitude or focus.
They don't want to work.

SETTING A GOAL:

Decide exactly what you want-be very specific.
Aim high-you should have "butterflies." Stretch your limits.
Create visuals. The subconscious mind accepts all information as fact and cannot distinguish between what is real and what is imagined and believed.
Involve family members. Find out what's in it for them.

Pick someone to emulate.
Define where you are. Goals must be "BIG" according to your ability.
Determine what you are capable of on a day, a week, a month and a year.
Write your goals in detail and talk about them with appropriate people.
Focus on your daily. If a goal is not focused on for three days, it's as if it never existed.
See goals as if they had already happened.
Keep your FOCUS.

(Follow one course until successful.)

Quitting is not an option.
Set another goal immediately upon reaching a goal.

SIX PARTS OF A GOAL:

1. **WOW**—*Excitement of a goal.*
2. **HOW**—*Plan to achieve a goal.*
3. **NOW**—*Just do it.*
4. **OUCH**—*Do it anyway.*
5. **VOW**—*Commitment to reach goal.*
6. **POW**—*The Victory!*



BEGIN

Today is the day to begin. This new year is a blank canvas upon which you have the delightful opportunity to paint.

As you do, be authentic. Your greatest accomplishments are the ones that contain the greatest quantity of you.

Be innovative and creative. The challenges you face will melt away when you apply fresh, original thinking to them.

Remember not to take yourself too seriously. You'll climb much higher when you're thoroughly enjoying the effort.

As you move forward, do so with genuine and persistent integrity. That way, the results you create will be results that are actually worth attaining.

Today you stand at the beginning of a grand adventure, with the very real and present opportunity to shape this year into the best one ever.

Begin now, take the initiative, and never stop living life according to who you know you are.

Communication Sheet

Happy New Year! July 1st, 2015 – June 30th, 2016

I am so excited about this upcoming year and what it holds for those of us who are willing to grow! Please take a few minutes now to fill this questionnaire out and send a copy to me today. It is my heart's desire to give you nothing but the best encouragement, support, and advice based on your goals!!! In order to help you, I need to hear from you! You can achieve what you set out to achieve! We can work on it together!!!

What area of your career do you enjoy the most? _____

Are you interested in becoming more successful in Mary Kay? _____

What are your goals with you Mary Kay Business? If you knew you couldn't fail, what dreams do you have for your business and your life? _____

How much money would you like to make weekly on a consistent basis? _____

Do you know where your pay raises are in our career path? ____yes ____no

Would you like more information on this? ____yes ____

Do you understand by selling and recruiting you can create a stable paycheck for yourself and your family? _____

Do you have a birthday file and call your customers every other month? _____

What is your goal for the month of July? _____

How are you going to achieve that? _____

10. Are you a self-starter? _____

Are you on a profit basis (inventory level built-up) in your business? _____ If not, when will you be? _____

Do you feel you are doing everything you can to advance your career and business? _____ If not, why not? _____

What do you feel is your biggest handicap in your Mary Kay career? _____

Can you overcome it _____? How? _____

Do you believe consistency is the key to success in business? _____

Do you deposit 60% of your sales in your business account for reordering and "flow" money? _____

Are you attending success meetings? If not, why not? _____

Do you have self-confidence? _____

Do you feel you are organized in your business and home? _____

Where do you see yourself at the end of this New Year? Star Recruiter ____ Team Leader ____ Cruze Driver ____

Director ____ 4 quarter Star Consultant ____ Queen's Court of Sales/Recruiting ____

Build 100 new Customers ____ Build 200 new customers ____

What can I do as your director to help you achieve your goals? _____

Commitment – the ability to carry out a resolution long after the mood in which you made that resolution has left you.

Name _____ Date _____

Where am I going? When will I arrive?



I'm sorry,
the deadline
for excuses
was yesterday!

Dream/Goal	6 months goal	1 Year Goal	3-5 Years Goal
Spiritual			
Family			
Professional			
Financial			
Physical			
Other			

ANNOUNCING: The Caught Being Cute Contest!!!

One of your warm chatters can WIN \$100 of FREE PRODUCT!!!

This month... July... I am providing the prize for our Caught Being Cute contest!

Many of you have asked about ways to generate more leads. Warm Chatter is a sure fire way to do that, and this contest makes it more simple and more natural! Plus it will encourage you to TALK to those cute, sharp, professional, fun-looking women when you're out and about *instead of walking away wishing you would have had the courage!!!*

This is how you get to PICK who you work with and who your customers are. Don't walk away from the scary, intimidating women and think, "if only..." and talk to them :)

In the pdf file, print the first two pages back to back on paper or card stock. Don't forget to put your name and number in the editable text box on page 2! Then print the entry forms.

I created a little bag to carry around in my purse so I have everything with me at all times. It's super easy!

When you see someone who is cute/sharp/professional/fun-looking that you would love to book, hand her the card and tell her about our contest! (Make sure you're smiling and cheerful!) Ask if she would like to be entered to win \$100 of free product!

KEY: Tell her about the \$10 gift card you're offering with a free pampering session and that you would love to get together with her! "When would you like to redeem your gift card?" (Make sure to ask if she's currently working with a Mary Kay consultant! We don't want to steal other people's customers!!!) After I've booked her, I've also offered to double her gift card if she brings 2 friends who are 21 or older.

Carry lipstick or lip gloss samples on a little key ring and let them choose one as they're free gift for getting Caught Being Cute! If you have product labels, these fit PERFECTLY on the back of a lip color sample! Bring a satin hands cream as well and ask if they would like to try that. Below is a picture of what another director put together. But all you really need are the forms and a pen for them to use.

Tips/Rules

**They HAVE to be warm chatters to

enter this contest. *The whole goal of this is to give you a simple and FUN way to exercise your warm chatter muscle!* It will get stronger every day with consistent use. 😊 This is NOT for current customers... but this can be for the women you work with that you haven't had the courage to book yet! Or the mom that sits on the other end of the bleachers at the little league game that is always cute and you just KNOW you would enjoy pampering her.

**They need to be 21 and over ONLY. You will see better results from your bookings this way. 18-20's obviously use makeup, and there is are some exceptions that will want to work this business... but that is not the rule. If they are mid-20's and older it's generally better. YOU may be an exception in this business, but your business will not be built on exceptions.

**You don't have to take their photo (although it's a great way to remember them!) but they DO have to fill out an entry form and give their contact information.

Drawing will be done July 1st and the winner will be notified.

****Make sure they aren't currently working with a Mary Kay consultant. We don't want to take someone else's customer!**

**WORK FULL CIRCLE!!! That means book them... ask if they have two friends who could join them and then their gift card is increased to \$25... hold the appointment... sell... ask them to help you with your ongoing business training and hear this opportunity!

Our skills grow and strengthen as we use them. Get the hang of this, and then next month you could do your own prize if you wish! Big goals are accomplished by taking one small step at a time and continuing to step. Take the 10 seconds of courage,

walk over to her and SPEAK 😊 She needs you. She needs encouragement, a compliment, a kind smile, to be noticed. She needs the skincare and cosmetic consulting, and maybe this opportunity.



**Whose life will you change this month because you had the courage to talk to her?
Let's DO THIS!!!**

Caught Being Cute!!!



You're totally awesome! You've got your own style.
You light up the world with that fabulous smile!
You're classy and sassy and groovy and chic.
You're perfectly, sweetly, completely unique!

Caught Being Cute!!!



You're totally awesome! You've got your own style.
You light up the world with that fabulous smile!
You're classy and sassy and groovy and chic.
You're perfectly, sweetly, completely unique!

Caught Being Cute!!!



You're totally awesome! You've got your own style.
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Caught Being Cute!!!



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You're perfectly, sweetly, completely unique!

PREFERRED CUSTOMER PROGRAM ENROLLMENT

The deadline for the August 15th mailing of *The Look* is July 15th. EVERYONE in our unit should be taking advantage of this program. For just 70 cents a name, your clients can see the latest and greatest MK products. Plus your customers can check out the new Cityscape fragrance seal for both him and her!



HOLIDAY BUCKS

I realize that it is only July which may make it feel a little premature to be thinking about Christmas, but I assure you that it is not when you are in the retail business!

This is a great idea to help promote attendance at your Holiday Open House (that you hold in the fall). Give your clients one "Holiday Buck" for every \$10 they spend with you between now and your open house. Attached is a sheet with multiple copies that you can print from. I would encourage you to use a different color paper each year or write the year on them. You may also want to put your stamp on the back.





July Activity Challenge

Stars and Stripes

Each star = 1 item sold

Each stripe = activity listed



Earn the Business Card Holder with 25 items sold and a \$225 wholesale order. (Color in a star for each item sold)



Complete 9 Stripes and receive the Money Bag. (Color in the stripe as you complete the activity)

Earn the Business Card Holder AND Check Book Cover with 50 items sold and \$400 wholesale order.



Complete all 13 Stripes and receive the Money Bag AND Tote Bag.



Consultant: _____

Director: _____

Goal: _____

Completed: _____

	Complete Weekly Accomplishment Sheets Online
	Bring a guest to a MK Success Event
	Hold a party with at least 3 guests
	Hold a Career Chat
	Hold a Party with at Least 3 Guests
	Make a goal poster for the new MK Year
	Make 3 Booking Calls a Day for 3 Days in a Row
\$600 Wholesale Order	
Enroll Clients in the Preferred Customer Program	
Hold a Career Chat	
Get 5 Referrals and/or Warm Chat Names	
Hold a Career Chat	
Hold a Party with at Least 3 Guests	

Use these numbers to "Share the Dream" this month!

* DARE to be DRIVEN *

MARKETING HOTLINE

Dial (641) 715-3900

Choose the story that you want to hear and enter her extension!

x880072	x862315	x221634	x298849	x95528	x816604 Spanish x293297
					
<p>Dacia Wiegandt Senior NSD</p> <p>Former Occupation: School Teacher</p> <p>Family: Married with 3 small children</p> <p>Highest Commission Check: \$60,000 in one month</p>	<p>Auri Hatheway NSD</p> <p>Former Occupation: Actuary</p> <p>Family: Married with 1 small child</p> <p>Highest Commission Check: \$38,000 in one month</p>	<p>Christine Denton Executive Senior Director</p> <p>Former Occupation: Pharmaceutical Sales</p> <p>Family: Newlywed</p> <p>Highest Commission Check: \$15,000 in one month</p>	<p>Tanya King-Lee Elite Executive Senior Director</p> <p>Former Occupation: Nurse</p> <p>Family: Married, Mom of twin boys</p> <p>Highest Commission Check: \$26,000 in one month</p>	<p>Leigh Ann David Senior Director</p> <p>Former Occupation: Accountant</p> <p>Family: Married, Mom of 1 small child</p> <p>Highest Commission Check: \$13,000 in one month</p>	<p>Rosa Garcia Acevedo Executive Senior Director</p> <p>Former Occupation: Attorney</p> <p>Family: Married, Mom of 4 children</p> <p>Highest Commission Check: \$14,000 in one month</p>

Sapphire Star Consultant

(\$1800 wholesale /per quarter)...
 Sell \$1200 per month for 3 months/Sell minimum of \$300 per week for 12 weeks
 Weekly Plan of Action...Using the On the Face Approach - Hold 2 classes a week at \$150 each: \$300
 Service customers: \$50
 Total Sales (15 hours per week) \$350
 (Time includes class time, travel, set up, phone time and weekly sales meetings).

Ruby Star Consultant

(\$2400 wholesale / per quarter)...
 Sell \$1600 per month for 3 months/
 Sell minimum of \$400 per week for 12 weeks
 Weekly Plan of Action...Using the On the Face Approach - Hold 3 classes a week at \$150 each: \$450
 Service customers: \$50
 Total Sales (20 hours per week) \$500
 (Time includes class time, travel, set up, phone time and weekly sales meetings).

Diamond Star Consultant

(\$3000 wholesale /per quarter)...Sell \$2000 per month for 3 months/Sell minimum of \$500 per week for 12 weeks
 Weekly Plan of Action...Using the On the Face Approach - Hold 4 classes a week at \$150 each: \$600
 Service customers \$100
 Total Sales (24 hours per week) \$700
 (Time includes class time, travel, set up, phone time and weekly sales meetings).

Emerald Star Consultant

(\$3600 wholesale /per quarter)...Sell \$2400 per month for 3 months/Sell minimum of \$600 per week for 12 weeks
 Weekly Plan of Action...Using the On the Face Approach - Hold 5 classes a week at \$150 each: \$750
 Service customers: \$100
 Total Sales (27 hours per week) \$850
 (Time includes class time, travel, set up, phone time and weekly sales meetings).

Excellerators...



Women of Excellence
Women who make a difference
A Team who "Makes it Happen!"



2015 July August

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
All dates subject to change!!			1 HAPPY NEW YEAR	2	3	4 Happy 4th of July
5	6	7	8	9	10	11
12	13	14 Spa Night with Pedi's One guest wins a Spa Pedi Set 6:30	15	16	17	18
19	20	21	22	23	24	25
26	27 END of the Year awards Pot Luck Ann's House 6 PM	28	29	30 Last day for consultants to place phone orders	31 Last day for consultants to place online orders	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28 Last day for consultants to place phone orders	29
30	31 Last day for consultants to place online orders					

Ann Pierzina-Killian, Sales Director

Mary Kay Cosmetics

604 NW 16th Ave

Grand Rapids, MN 55744

Phone: 218-327-3238

Cell: 218-259-3020

pinkbond.area@gmail.com

Address Service Requested



HAPPY NEW YEAR



**NEW! Limited-Edition*
Beauty That Counts® NouriShine
Plus® Lip Gloss, \$15 each**

A Gift That Counts

Feel-Good Gloss!

The Mary Kay *Beauty That Counts*® program helps change the lives of women and children. In the United States, through Aug. 15, 2015, Mary Kay Inc. will donate \$1 from each sale of the limited-edition* *Beauty That Counts*® *NouriShine Plus*® Lip Gloss. Your purchase benefits *The Mary Kay Foundation*™ including its support of women's shelters and survivors of abuse. Mary Kay is committed to bringing an end to domestic violence.

