



Marla Bradfield, Sales Director
Future Bee Brave Bradfield National Area

MILLION



Miracles

2017 Seminar Embrace Your Dreams \$600 Wholesale February

**Marla
Bradfield**



Each month during the year that you place a \$600* or more wholesale Section 1 order, you can receive a gorgeous bracelet** with a quote that reflects Mary Kay Ash's legacy of love.

March: The March bracelet features the Mary Kay Ash quote "Reach for the moon!" Continue making this the Year of Your Dreams by earning this ninth stackable bracelet,** and set your goal to earn the rest!



One bracelet can instantly represent your ability to earn up to 50 percent profit on the *Mary Kay*® products sold. Three bracelets earned in one quarter makes you a Sapphire Star Consultant. Earn 12 bracelets, and you're on your way to consistent bookings, sales and building the business of your dreams.



Year of Our Dreams



Spring is almost here...

“Spring Into Action” March! Now that we are in our FINAL FOUR months in this “MK year”, this is the time to crank it up! Yes, there is a winning spot for each of us and why not find your “win”? Will it be the **March Embrace Your Dreams ‘Reach for the Moon’ bracelet?** Will it be aiming higher and achieving the **Dream Big in Big D Seminar 2017 prize party at Gilley’s** where you will receive the special Seminar Embrace Your Dreams bracelet which encourages you to follow Mary Kay Ash’s lead and **“Do It Now.”** Will it be Senior Consultant, New Red Jacket, Star consultant, Star Team Leader, Grand Achiever, or Sales Director?

Everyone has a chance to win. You choose. **Make March really count.** Remember, many races are won at the starting gate. Just run the race with belief in addition to effort. It’s that simple. Need some motivation to get going? See Mary Kay’s In -touch Power Class and [NEW MK University](#) (Education link).

Let’s out do ourselves this month and make March our “best month” ever! Plan your work and work your plan but above all else...NEVER give up! That’s what will set us apart as a unit of excellence. ... working day by day, week by week, and month by month it’s a cinch!

Thank you for being a part of our unit. I am very proud of you and every single one of your successes...big and small.

Together we will succeed...we can't spell success without U!

DREAM BIG! 2017
Love & Appreciation

Marla



UNIT GOALS

- March Goals:**
- 20/20 \$20,000 w/s and 20 new team members
- Our year long goals:**
- \$500,000 Unit Club
- 5 New Directors



Cruzin' to Cadillac



Seminar 2017



PM 
ALL IN!
#teamMK



Seminar 2017 COURT OF SALES

1. Cynthia Taylor \$11,282
2. Joan Cruger \$8972
3. Ally Brown \$3748
4. Linda Rogers \$2654
5. Rebecca Bare \$2549
6. Jennifer Damschen \$1885
7. Natasha Riddle \$1712
8. Linda Wisniewski \$1609
9. Debbie Quinn \$1594
10. Annika Pool \$1555



#1

SEMINAR 2017 COURTS:

Court of Sales

(Retail value of wholesale orders)

Mary Kay	\$40,000
NSD Court	\$20,000
Unit Court	\$16,000

Court of Recruiting

(Qualified \$600)

Mary Kay	24
NSD Court	12
Unit Court	8

QUEEN'S COURT OF PERSONAL SALES

Choice of one



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

QUEEN'S COURT OF SHARING

Choice of one



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

WELCOME BACK CONSULTANTS!!

WELCOME BACK:
Brenda Abeto

FROM:
Victorville, CA



Mary Kay is the #1 Direct Selling Color Cosmetics Brand and the #1 Direct Selling Beauty and Personal Care Brand in the United States. With more than 50 years of proven success, Mary Kay continues to be a leader in the skin care and color cosmetics industry.

Congratulations on your smart business decision!!!



Continued Growth of New Team Members !!

Cruzin' to Cadillac

Congratulations

On your decision to become an **INDEPENDENT BUSINESS WOMAN!** These new goal oriented plans offer a map to success. They will help you reach specific goals in your first 30 days in the business.

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 Charm when you hold 5 skin care classes or put Mary Kay on 15 faces in 15 days!



POWER START

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

PEARLS OF SHARING

- Share the opportunity with three people in your first two weeks and you will be awarded the Pearls of Sharing earrings.
- Share the opportunity with six people in your first month and you will be awarded the Pearls of Sharing bracelet.
- Add one new personal team member in your first month who places a minimum \$600 wholesale order and you will be awarded Pearls of Sharing necklace.



POWER STAR PLUS CHARM

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



Success

*Success is the sum of small efforts,
Repeated day in and day out,
With never a thought of frustration,
With never a moment of doubt.
Whatever your cherished ambition,
Begin NOW to make it come true,
Through efforts repeated,
untiring,
Put faith in the thing that you do.*

Author Unknown



MARY KAY

OUR SUPERSTARS



Our Top 5 Wholesale Orders for February

<p>Debbie Quinn</p> 	<p>Brenda Abeto</p> 	<p>Linda Wisniewski</p> 	<p>Joan Cruger</p> 	<p>Natasha Riddle</p> 
--	--	--	---	--

Consultants who invested in their businesses in February

- Name**
- Debbie Quinn
 - Brenda Abeto
 - Linda Wisniewski
 - Joan Cruger
 - Natasha Riddle
 - Rebecca Bare
 - Linda Bocanegra

BIRTHDAYS & ANNIVERSARIES

Happy Birthday
April

Birthdays	Day
Michelle Gomes	5
Shaylynn Mcmillen	7
Geri Tsakalos	15



Happy Anniversary

Anniversaries	Years
Rebecca Bare	3
Zoe Beaton	2
Sharon Havel	2
Natalie Streeter	1
Goldie Medlock	1
Debbie Olson	1
Robyn Simpson	1



The Career Car Program. . .

At Mary Kay, red means "go" and you can earn the use of a Lipstick Red Chevy Cruze in just 4 months or less! The Company pays the lease, tax, license, On-Star & most of the insurance. Or choose \$375 cash per month instead! Imagine adding over \$6,000 a year to your family budget if you didn't have to pay for a car! You also have a potential "fuel savings" per year - the Cruze gets 26 mpg city/38 Hwy!

Recruiters and their Teams



Sales Director

Marla Bradfield

**Power-Up the
Career Path!**

Senior Consultants

Recruiter :Joan K. Cruger

Annika R. Pool
Natalie Streeter
Melissa L. Hunter

Recruiter :Seelie Lundberg

Debbie Quinn
* Denise D. Collins

Recruiter :Tauna Broussard
Vanessa Broussard

Recruiter :Cynthia Taylor
Natasha M. Riddle
Emiley N. Minott

Recruiter :Theresa Shellenborge
Zoe Beaton
Mary Scott

*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*

UNIT RESOURCES

To help you build your business and your team:

www.unitnet.com/marlabradfield.com

Unit website: training, tips, ideas, contests and recognition—sign the guest book!

www.marlabradfieldmk4u.com

Marketing Plan for your customers

What's Happening This Week

Your weekly email with contests, tips, tools and much more—delivered to your inbox each Monday!

Invite your customers or someone you would like to join your team to go to our Career Opportunity page—view the videos and fill out the survey—they will receive a FREE Ultimate Mascara for doing so!

UNIT WEBSITE

www.marlabradfieldmk4u.com



**Senior
Consultant**

(1-2 active team members)

4% Commission

**Star Team
Builder**
RED JACKET
(3+ actives)

Sr. Consultant benefits plus
Red Jacket Rebate

Eligible for \$50 Bonuses

**Team
Leader**

(5+ actives)

All the previous benefits plus
9-13% Commission

Team Leader pin

**On-Target
for Car!**

(5+ actives and \$5,000
wholesale growing to
14 actives and \$20,000
in 4 months or less)

Eligible to earn use of
Career Car or \$375 cash
monthly for 2 years PLUS all
Benefits of previous levels

**Director in
Qualification**

Effective Jan. 1, 2010
(10+ actives growing to
24 in 4 months and
be a star consultant!)

Production during DIQ
counts towards car! Eligible
to become Director and earn
Unit Commission and Unit
bonuses—Eligible to wear
the exclusive Director Suit.

Is Mary Kay too Difficult?

The following article is an excerpt from a speech given by a direct seller at a local meeting. We are told she was asked to speak on how direct sales compares to working a "regular" job. It was submitted to us, and although the original author is unknown, we wish to thank her for her thoughts and insights. We have edited it to share with you as you embark on a brand new year, with new opportunities to count the many blessings we have in this business.

Lately, I have heard so many people say how difficult direct sales is. "Its hard." "I can't get bookings." "This just isn't for me." "I didn't know how difficult it would be."

Well, I am a single mom of three who, before joining the direct sales family, held down two jobs. I would get up at 4:00 in the morning and not get to bed until midnight most nights, after returning from my part-time retail job, packing lunches, checking homework and relieving my mother, who helped out with the kids.

That, my friends, is difficult.

It is difficult always having to lower your dreams to meet your means. It is difficult to miss your son's football game because you have to work. It is difficult knowing the rust bucket you call a car is eating you alive in maintenance, but you can't afford a new one. It is difficult to realize that someone else is going to watch your daughter take her first step or have your son say mama to the preschool teacher.

It is difficult knowing that you have spent 40 years of your life working for someone else, only to realize that you will be retiring on one-third of what you can live on today. Or, worse yet, it is difficult knowing that you have diligently worked all your life, only to be given an early retirement and replaced by someone younger, more capable.

I will tell you what is difficult. It is difficult waking up one morning and realizing that your children, the most precious things imaginable, no longer need bottles, diapers, have tea parties, or are shorter than the baseball bat they are trying to swing. It is difficult realizing it is too late and that the time frittered away can never be retrieved. It slips through our fingers one second at a time.

It is also difficult watching the spark in your partner's eyes fade because both of you realize the house you have been wanting is just a dream because someone else is controlling your finances.

We have nasty habits about rationalizing, procrastination and skirting important things, rather than facing the issues. Too often we allow others who do not pay our bills, who do not share our dreams, to direct our futures.

As children we have absolutely no freedom; we rebel in our teens and scream for freedom. We reach adulthood and are finally free, only to relinquish that freedom because we think it is too difficult. We do not want to take responsibility. We do not want to make a wrong decision, so we obligingly give that awesome power to someone else. We wake up too late. We hear ourselves uttering phrases like: "I wish I had only . . ." and "If I could do it over again."

You have no one but yourself to blame. You had the chance. Perhaps the opportunity was presented many times and each time you elevated the trivial to a higher priority than yourself.

Let me ask you: Is direct sales really difficult?

Is it so traumatic to show someone an exciting product or idea? Is it so difficult to understand that if you work this marketing idea for three to five years, you just might finally be able to send your children to a college chosen by excellence, rather than one chosen by price? That you could finally put your family in the home of their dreams?

Would you work really hard for eight to ten years, so you could mold a lifestyle of your choosing, so your family could live a lifestyle of their dreams, rather than trying to live how someone else thinks you should live?

How difficult is it to pick up the phone and call your hostess? How difficult is it to pack up your kit and meet some new friends? How difficult is it, really, to share what you love with others? Think about it.

Realize the awesome power you have in your hands with direct sales. There are people out there working three jobs. There are people drowning in debt; or agonizing through bankruptcy, realizing they only needed a couple hundred more dollars per month. That is difficult!

This business you have chosen has the ability to change lives. Direct sales cannot do anything. But YOU can change lives with it. You are the one with the life-changing ability. What are you waiting for?

There is difficulty and pain in success, and there is difficulty and pain in failure. Difficulty and pain in success will last a short period of time; but pain in failure lasts a lifetime. Which one is really more difficult?

You will pay a price for your actions, and your choices. Which choice will you make?

discover what you  **LOVE**™



WE'RE  **ALL IN!**
#teamMK

Be Part of the All In Movement!

JOIN US!

Declare that you're All In by demonstrating our great Mary Kay® skin care on new faces.

EMBRACE YOUR DREAMS.

The Company will track the number of *Embrace Your Dreams* challenge achievers each month. A 13% increase over last year's number of cumulative \$600 wholesale Section 1 orders for the month lets us know that your new customers are learning about — and loving — our skin care. When we achieve the goal each month from January to June 2017, we'll host a huge *All In Party* at Seminar with food, music and dancing!

SHARE YOUR SUCCESS.

We believe in the power of an All In commitment to change lives and transform your Mary Kay business. Tell us about your success as part of this movement on social media with #teamMK. When you do, you might even be featured on *Mary Kay InTouch*®.



FOR COMPLETE
EMBRACE YOUR DREAMS
CHALLENGE DETAILS,
VISIT MARY KAY INTOUCH®.

MARY KAY

MARY KAY

Let's have a record number of winners and Seminar attendees! Book classes, master your skin care class using the Skin Care Class instructional video in your Monday "What's Happening" email.....**BOOK, SELL, RECRUIT**
Get excited about your business!!
BUILD RELATIONSHIPS....BUILD YOUR FUTURE!



Embrace Your Dreams Seminar Challenge March 1 – June 30, 2017

Your All In success can fuel the Year of Your Dreams, and now you can show that commitment at Seminar. You can qualify to earn an invitation to the Dream Big in Big D Seminar 2017 prize party at Gilley's where you will receive the special Seminar Embrace Your Dreams bracelet which encourages you to follow Mary Kay Ash's lead and "Do It Now." You will earn these two wonderful rewards if you are:

- An **Independent Beauty Consultant or Independent Sales Director** who achieves the *Embrace Your Dreams* Challenge in March, April, May and June.
- A **NEW Independent Beauty Consultant** whose Independent Beauty Consultant Agreement is received and accepted by the Company in the months of March, April or May and who achieves the *Embrace Your Dreams* Challenge in the month her Agreement is accepted and each of the following months during the contest period. New Independent Beauty Consultants with Agreements received and accepted by the Company in the month of June are not eligible.

To find out more about this exciting challenge, visit *Mary Kay InTouch*[®]. Get ready to show off your new bracelet at Seminar 2017!



MARY KAY
SEMINAR
2017



MARY KAY



Two-step over to Gilley's
for the **Seminar 2017 prize party.**

Throw on your diamonds, grab your boots and two-step on over!
You won't want to miss this Texas-glam come-and-go celebration!

Prize party achievers will include Independent Beauty Consultants and Independent Sales Directors who are:

- All-Star Consultant Consistency Challenge achievers.
- New Director Class Independent Sales Directors who debuted from Aug. 1, 2016, through Jan. 1, 2017.
- New Director Class Independent Sales Directors who debuted from Feb. 1, 2017, to July 1, 2017 and their Senior Sales Director.

Achievers will celebrate at this come-and-go event where they'll pick up their prize(s) and receive a sparkle-licious Bling Button on their badges.



Get prepped in pink to pick up your prizes, and stay tuned for new challenges to be revealed April 1, 2017.

Marla Bradfield, Sales Director
Mary Kay Cosmetics
19921 Encino Road
Apple Valley, CA 92308
760-247-0804
timmarla21@gmail.com



Address Correction Requested

**FEBRUARY
WHOLESALE
QUEEN**
Debbie Quinn



MARY KAY
SEMINAR
2017

Let's have a record number of winners and Seminar attendees!
Master your skin care class procedure
BOOK, SELL, RECRUIT
Get excited about your business!!
BUILD RELATIONSHIPS....BUILD YOUR FUTURE!

I'M  **ALL IN!**
#teamMK