



# Mary's Miracle Makers

Mary Brandenburgh, Independent Sales Director

March 2017 Newsletter (February results)

Quarter  
**THREE**  
ENDING MAR. 15,  
2017

**CONGRATULATIONS STAR CONSULTANTS**



Yuko Yasuma  
Pearl Star



Nancy Cole  
Sapphire Star



Bernice Johnson  
Sapphire Star



*When you are selling enough product to be a consistent Star Consultant you are meeting enough women to build a team—Results: Directorship, Free Cars and the opportunity to help change lives!!*

*2017 Seminar Embrace Your Dreams  
\$600 Wholesale February*

**Yuko Yasuma**



**Bernice Johnson**



**Nancy Cole**



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!

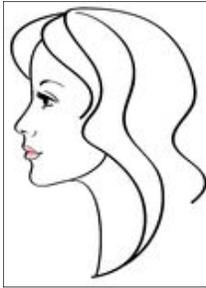


One bracelet can instantly represent your ability to earn up to 50 percent profit on the *Mary Kay*® products sold. Three bracelets earned in one quarter makes you a Sapphire Star Consultant. Earn 12 bracelets, and you're on your way to consistent bookings, sales and building the business of your dreams.

# OUR SUPERSTARS



Our Top 5 Wholesale Orders for February

<p><b>Yuko Yasuma</b></p> 	<p><b>Nancy Cole</b></p> 	<p><b>Bernice Johnson</b></p> 	<p><b>Robynne Davidson</b></p> 	<p><b>Leslie Stapleton</b></p> 
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## COLOR ME . . .

Color me interested  
Every hour of the day  
Shaded in pink  
I'll show you the way

Color me concerned  
In helping you  
Your needs, your desires  
To carry you through

Color me demanding  
To see a job done right  
Whatever your problems  
Whatever your plight,

Color me versatile  
I have many ways to go  
A wealth of assistance  
I bring you, you know.

Color me constant  
For I'm always there  
And you'll find  
That I truly care.

Color me curious  
Ask questions and then  
If I can't help you,  
I'll find someone who can.

Color all of these colors,  
And what have you got?  
A Mary Kay someone  
Who loves you a lot.

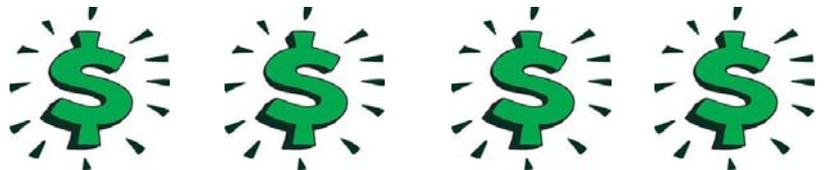
---Author Unknown

## TEAM BUILDING/SHARING COMMISSIONS (\$20+)

### 4% Recruiter Commission Level

Bernice C. Johnson	\$51.88
Mary Brandenburgh	\$99.29

Pass it on!  
Share the  
Mary Kay  
opportunity  
with a friend or  
customer  
today!



## BIRTHDAYS & ANNIVERSARIES

*Happy Birthday*  
*April*

*Happy Anniversary*  
*April*

<b>Birthdays</b>	<b>Day</b>	<b>Anniversaries</b>	<b>Years</b>
Kathleen Boyett	9	Mary Brandenburgh	37
Teresa D. Sparks	9	Anne Kuczkowski	6
		Tammy J. Kunard	5
		Dora L. Fujinami	4
		P. Stubblefield	4





**Team-Build Your Way to Success!**

**Moving up the Success Ladder  
Mary Kay Style!**

# Recruiters and their Teams

## Red Jacket

Recruiter :Nancy L. Cole



Jennifer C. Kersey  
Anne Kuczkowski  
Leslie M. Stapleton  
\* Gavriela Rodriguez  
\* Patricia M. Veatch

## Senior Consultant

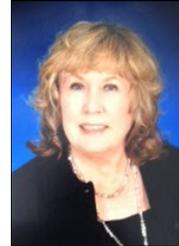
Recruiter :Bernice C. Johnson



Nancy L. Cole  
Cheryl A. Fowlkes  
# Dora L. Fujinami  
# Joan E. Mahony  
# Rhonda Simpson  
# Maria Soltero

## Senior Consultant

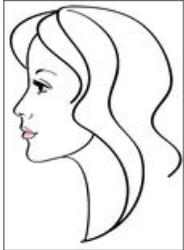
Recruiter :Anne Kuczkowski



Robynne Davidson  
\* Tammy J. Kunard  
\* Elena Reyes  
# Mary E. Giorgis  
# P. Stubblefield

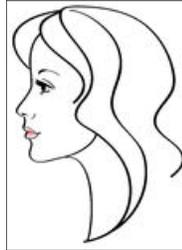
## Senior Consultant

Recruiter :Cheryl Fowlkes  
Glenda Still



## Senior Consultant

Recruiter :Tanja Covington  
Tiffanie Justice



\* = inactive,  
# = Eligible for Return

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

# ACCELERATE YOUR SUCCESS



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 here and get on the road to success in style.



## ARE YOU READY TO DRIVE FREE . . MARY KAY STYLE?



# Seminar 2017



I'M  ALL IN!  
#teamMK



## Seminar 2017 COURT OF SALES

1	Yuko Yasuma	\$78,154.50
2	Nancy L. Cole	\$15,136.00
3	Bernice C. Johnson	\$12,777.50
4	Anne Kuczkowski	\$6,010.50
5	Jileen C. Anker	\$3,358.00
6	Robynne L. Davidson	\$2,524.00
7	Denise Caine	\$2,409.00
8	Cheryl A. Fowlkes	\$2,155.00
9	Patricia M. Veatch	\$2,097.00
10	Jennifer C. Kersey	\$1,793.00

## 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**

# MARY KAY

Let's have a record number of winners and Seminar attendees!  
Book classes, master your skin care class  
.....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*<sup>®</sup>. Get ready to show off your new bracelet at Seminar 2017!



MARY KAY  
**SEMINAR**  
2017



# MARY'S MINUTE

Dear Miracle Maker:

I found the following words from Mary Kay written May 17, 1991. But they're still applicable now---26 years later.

"We're coming into the home stretch for Seminar '91! Now is the time to zero in on your goals and press toward their attainment. As my mother used to say to me, 'Much good work is lost for the lack of a little more!

"If you haven't quite reached your goal, **YOU CAN STILL DO IT!** All it will take is continued vision and persistence combined with action. Time is short, but remember Parkinson's law---'work expands to fill the time available for it.' In fact, I've often found that sometimes you can work even better and more efficiently when you have less time!

"Many times long-range goals get lost in the day-to-day toil and turmoil of our careers. A lot of us are so busy trying to stave off small disasters that we lose sight of what could be the biggest disaster of all---lack of direction.



"To reach the Seminar courts, you must stay focused on your goal. You cannot be like the fellow who fell overboard from a boat just a stone's throw from shore. When his rescuers caught up with him, he was floundering a half-mile out to sea. He later explained, 'I was so busy trying to stay afloat, I just didn't pay attention to which way I was going!'

"Today is an excellent time for you to sit down and reaffirm your long-range goals for this Seminar year---calculate where you stand on the way to achieving them, and determine the next logical step. Staying afloat may be important, but knowing where you are going is

critical!

"You are standing on the threshold of victory. Remember that success comes in 'cans' and not in 'can'ts.' Make the decision to be onstage at Seminar as a winner in the beautiful wonderland we're preparing for you!

*You are the one who has to decide  
Whether you'll do it or toss it aside.  
You are the one who makes up her mind  
Whether you'll lead or will linger behind  
Whether you'll try for the goal that's afar  
Or just be contented to stay where you are  
Take it or leave it. Here's something to do!  
Just think it over---it's all up to you!*

---Author unknown

With Love & Belief in You,  
*Mary*



**"SUCCESS IS JUST AROUND THE CORNER FOR THE  
PERSON WHO REFUSES TO QUIT"**

---Mary Kay Ash



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

MARY KAY

## *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



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.



# 10 Top Recruiting Tips FOR MARCH

by Shelly Gladstein, NSD

1

**Put your honest effort in.** Don't just go through the motions—you have to put your leg over the fence and your heart over the line. Let people know you care about them—after all, they are joining YOUR team.

2

**ASK people to LISTEN.** Don't ask them to join. Tell them you have an idea that they need to explore with Mary Kay—let's do coffee—you'd like to see what they think.

3

**READ positive literature DAILY.** Don't get off that wagon.

4

**STAY excited about their possibilities.** Get them psyched about the company first, not inventory.

5

**Be a people mover!** Move them off your "maybe" list onto a "yes" or a "discard." Move ON!

6

**Appointments are guest events.**

Make sure you have at least 10 guest events (shows count) in one month.

7

**Make a list** of everyone you want to BOOK and everyone you want to RECRUIT and keep it organized and growing.

8

**Be proactive about booking 10** classes immediately. Book, double book, offer MORE. Directors, whatever you challenge your unit to do, you do it too!

9

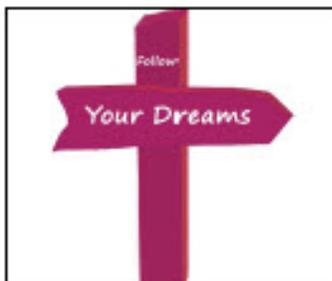
**Have your motto** become, "let it be me that is the initiator"—and don't get distracted.

10

**Get it totally straight that you WILL get a GOLD or Double GOLD.** Have it in your head and heart and be completely purpose driven.



# Persevere in Your Dreams



Month: March

Name: \_\_\_\_\_

- Enter each item & date sold on a line.
- Return this form by:

\_\_\_\_\_



*One of these  
Pearl/Crystal Bracelets  
BR258*



*Blue or Black  
Crystal Necklace Set  
SN11*



*Austrian Crystal  
Keychain  
KE61*



*Austrian Crystal  
Sapphire Earrings  
EA723*

<b>\$225 WHOLESALE 25 ITEMS SOLD</b>	<b>\$400 WHOLESALE 50 ITEMS SOLD</b>	<b>\$600 WHOLESALE 75 ITEMS SOLD</b>	<b>\$800 WHOLESALE 100 ITEMS SOLD</b>
1.	26.	51.	76.
2.	27.	52.	77.
3.	28.	53.	78.
4.	29.	54.	79.
5.	30.	55.	80.
6.	31.	56.	81.
7.	32.	57.	82.
8.	33.	58.	83.
9.	34.	59.	84.
10.	35.	60.	85.
11.	36.	61.	86.
12.	37.	62.	87.
13.	38.	63.	88.
14.	39.	64.	89.
15.	40.	65.	90.
16.	41.	66.	91.
17.	42.	67.	92.
18.	43.	68.	93.
19.	44.	69.	94.
20.	45.	70.	95.
21.	46.	71.	96.
22.	47.	72.	97.
23.	48.	73.	98.
24.	49.	74.	99.
25.	50.	75.	100.