



Worthy News



April 2015 Newsletter, March Results

April Ordering Deadlines

29: Last day phone orders
30: Last day of month

Important Reminder!

The end of the Seminar year will be here before you know it! June 30, 2015, marks the end of the Seminar Year!

Our Queens!



Queen of Sales:
Christine V. Watkins



Queen of Sharing:
Tabatha V. Bluford

Start RACING with this exciting news!



Start racing with this exciting news! If you met any of the qualifications below, you can offer your potential new team members *Mary Kay*® Starter Kits for only \$75 (plus shipping, handling and tax) AND up to a \$100 credit** off their initial eligible Section 1 product orders* placed by May 31, 2015.

Here are the qualifications for you to be able share the special April offers:

- You added at least one new team member in March (the new team member's Independent Beauty Consultant Agreement was received and accepted by the Company March 1-31, 2015)
- You started your Mary Kay business in March (your Independent Beauty Consultant Agreement was received and accepted by the Company March 1-31, 2015)
- You attended Career Conference (March 20-30, 2015)

This opportunity is just one of many that is helping Independent Beauty Consultants *Race for Red* and helping women discover how Mary Kay can enrich their lives. Get ready, set and go for your dreams!

we **LOVE** sharing the dream.



On Target Stars and Star Consultants

4th Quarter Ends - June 15, 2015

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
ANNE BROOKS	\$656.50	\$1,143.50	\$1,743.50	\$2,343.50	\$2,943.50	\$4,143.50
WESLICA JOHNSON	\$479.00	\$1,321.00	\$1,921.00	\$2,521.00	\$3,121.00	\$4,321.00

Who will be our next star?

1800 Sapphire	2400 Ruby	3000 Diamond	3600 Emerald	4800 Pearl	6000 Pearl	7800 Pearl	9600 Pearl
				NEW Quarter! New PRIZES!			
		<p>Circle the prize you wish to earn and hang this in a place you can see everyday! You can do it!</p>					

Team up for WOMEN!

Thanks to you, more than \$83,500 was raised in the 2014 *Team Up for Women!*[®] Challenge. Our goal for the 2015 campaign is \$100,000 which starts April 1st and runs through Mary Kay's birthday on May 12.

Text your donation!

Text: 80888* Type keyword: TEAMUP with a space and your Independent Beauty Consultant's number. Press Send!

A one-time \$10 donation will be added to your mobile phone bill or deducted from your prepaid balance.

“AFTER THE Yes”

Working with a new recruit successfully after she has said, “Yes!”

What you say and do during the decision-making process sets the stage for your new team member’s business. Keep these points in mind when you are working with a new team member:

- ✳️ **This is about relationships.** The stronger the relationship prior to the decision the more trust that exists during the initial phase of her career.
- ✳️ Hostesses overall are **easier to train** initially because they have a clearer understanding of how they make money and what their job description really is.
 - ✳️ 3% of people are natural leaders. The other 97% can learn to be leaders.
 - ✳️ 97% of people you recruit are waiting for you to give them the next step.
- ✳️ Choosing **not to give a new recruit direction** lessens chances of her success.
 - ✳️ Your new team member looks to you for confidence. The more confidence you have in yourself, the more confidence you can give her. If you are not feeling confident in your ability, connect with your director immediately and observe how your director communicates and guides her so you can follow suit in the future.
- ✳️ **Communication tips:**
 - ✳️ Win-win dialog. Offense/Defense communication has a loser. Agree then work through any objection positively.
 - ✳️ Verbally paint pictures of where she is going and what she will be doing.
 - ✳️ Vision in your dialog gives her courage and confidence to make positive forward-focused decisions.
 - ✳️ Recruit women that have already been successful at something—running a successful home, a business, an office, a group such as a church group, 4-H, Girl Scouts, sports group, etc.
 - ✳️ Only recruit women that you would be proud to introduce to Mary Kay herself
 - ✳️ **Do not use the word personal use. Talk part time. That indicates working.**

Recruiters and their team!

* You are currently inactive. It only takes a \$225 wholesale order to get back on track!

#T Status

Team Leaders

Recruiter :Beverly D. Adams
Jasmine M. Brock
Mary Brown
Weslica L. Johnson
Felicia L. Langley
Bridget S. Mangle
Shay Rosemond
Shameka S. Williams
* Shavada Lee
Yolanda L. Williams

Star Team Builders

Recruiter :Christine V. Watkins
Lisa R. Adams
Lonita M. Humphrey
Baheerah S. Rogers
* Courtney S. Meredith
Deb A. Copeland
Shalunda M. Smith

Recruiter :Robin N. Webster
Shermeine Hammie
Cheryl E. Isibor
Andrea L. Mccray
* Ameritia S. Cavil
* Shelley S. Seegars

Senior Consultants

Recruiter :Tabatha V. Bluford
Bonita C. Wheeler
* Veronica Black
* Tonya D. Bracey
* Joyce Crosby
* Bertha Suber

Welcome! New Consultants!

Starting Something
Beautiful...

From

Sharing Dreams...

Ebony Black
Tonya D. Bracey
Joyce Crosby
Cheryl E. Isibor
Dundra Mclemore
Takeisha S. Smith

INMAN, SC
ROCK HILL, SC
ROCK HILL, SC
CHARLOTTE, NC
CHARLOTTE, NC
SAINT STEPHEN, SC

J. Stephens
T. Bluford
T. Bluford
R. Webster
S. Byrd
F. Langley

Welcome to our Unit!



Seminar is the place to be! Who will commit to attending this powerful event and be among the best of the best? Set your sights on success, it is coming!



Location

Kay Bailey Hutchison Convention
Center Dallas
650 S. Griffin St.
Dallas, Texas 75202
214-939-2700

Registration dates:

Sapphire May 4
Emerald May 7
Pearl May 11
Diamond May 14
Ruby May 18



Seminar Dates

Sapphire July 15-18
Emerald July 19-22
Pearl July 22-25
Diamond July 26-29
Ruby July 29 - Aug. 1

What you should know!

Seminar is the ultimate event in Mary Kay. It is packed full of energy, excitement, recognition, motivation, powerful speeches, education and more!

Glow & Tell

21 Day Challenge for Consultants!



Name	Phone	Liked It?	Bought It?	Her Referral Name?	Referral Phone
1					
2					
3					
4					
5					
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25					

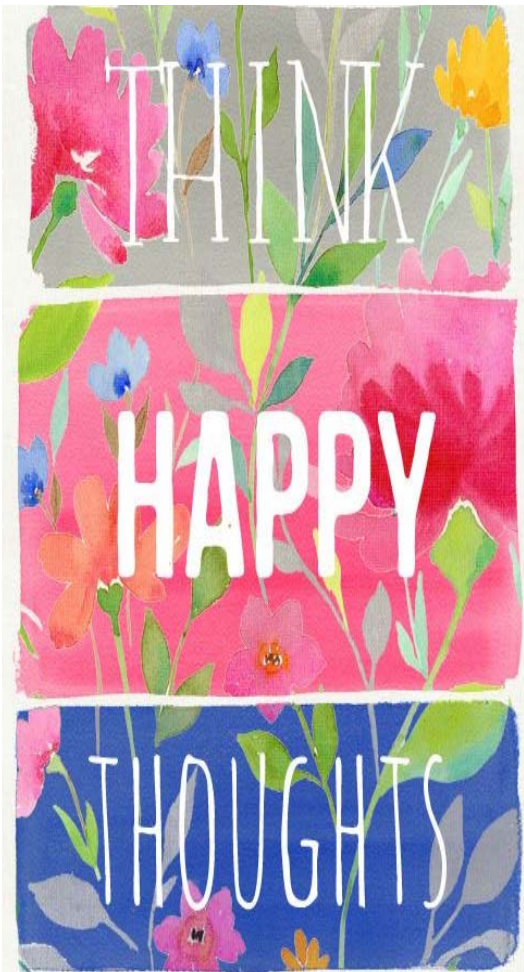
Congrats on last MONTH'S ORDERS!

Christine V. Watkins	\$1,288.00
Anne M. Brooks	\$656.50
Weslica L. Johnson	\$479.00
Beverly D. Adams	\$310.25
Andrea L. Mccray	\$304.00
Johnnie M. Stephens	\$300.50
Robin N. Webster	\$294.50
Levier E. Hunt	\$259.00
Tracie F. Jones	\$257.50
Felicia L. Langley	\$237.00
Cheryl E. Isibor	\$229.00
Shermeine Hammie	\$228.50
Shay Rosemond	\$226.00
Tabatha V. Bluford	\$225.00
Clemie J. Anderson	\$178.00
Veronica Black	\$74.00
Lisa R. Adams	\$61.00
Bonita C. Wheeler	\$48.50
Gloria A. Ross	\$47.50

Spring Parties

Make your focus and goal all about having the best spring and summer parties ever! The parties can be super fun, because you can have them anywhere—indoors/outdoors. Here are some great tips to help you:

- ◆ Focus on quick summer looks...dash out the door. It's all about quick and easy during the Spring and Summer
- ◆ Show your knowledge of products that work well in the warm months..you may suggest a CC Cream and powder as a good foundation pair. Luminous and Matte will work as well
- ◆ Introduce ladies to our amazing skin care line, fit for all women and all age types. You want to show them how they can get a summer glow and to have beautiful skin that they are proud of with or without glamour!
- ◆ Make sure you talk all about moisturizing skin and protecting skin during the hot days.
- ◆ Make your parties fun and inviting. Light refreshments and fun music may be a great idea, but keep it simple!



TOP COURT OF SALES

7/1/2014 - 6/30/2015

1	Christine V. Watkins	\$11,245.00	\$215.00	\$11,460.00
2	Anne M. Brooks	\$7,952.50	\$160.00	\$8,112.50
3	Robin N. Webster	\$6,794.00	\$200.00	\$6,994.00
4	Beverly D. Adams	\$5,525.50	\$0.00	\$5,525.50
5	Weslica L. Johnson	\$5,184.00	\$20.00	\$5,204.00
6	Tabatha V. Bluford	\$4,558.00	\$195.00	\$4,753.00
7	Tracie F. Jones	\$3,951.00	\$235.00	\$4,186.00
8	Johnnie M. Stephens	\$3,424.00	\$195.00	\$3,619.00
9	Lonita M. Humphrey	\$3,535.00	\$0.00	\$3,535.00
10	Felicia L. Langley	\$3,054.00	\$20.00	\$3,074.00



TOP COURT OF SHARING

7/1/2014 - 6/30/2015

1	Beverly D. Adams	2	\$232.41
2	Christine V. Watkins	1	\$28.86



Love Checks!

9% Recruiter Commission Level
Beverly D. Adams

\$138.24

4% Recruiter Commission Level
Robin N. Webster
Tabatha V. Bluford
Christine V. Watkins

\$30.46
\$4.90
\$2.44



On-Going May

*Quarter 4 Star Program
(through June 15, 2015)
*Class of 2015
(through July 1, 2015)



april showers bring flowers



Remember that April Showers bring Flowers. If you've recently set a goal and you did not meet it, or if a hostess canceled her class or if a new team member changed her mind - have no fear! It is all part of building a successful Mary Kay business and you do not have to feel alone. All successful people in Mary Kay have faced the same struggles that you have, and guess what? They are successful and still here. Stand strong!

May Celebrations!

Birthdays	Day	Anniversaries	Years
Lisa R. Adams	9	Lonita M. Humphrey	2
Kimberly R. McClain	21	Tracee N. Gallimore	1
		Timika Williams	1
		Joyce A. Starks	1
		Ojetta G. Rease	1
		Holly Tucker	1



Three Reasons Why Attending Seminar Can Make All the Difference!

by NSD Stacy James

INSPIRATION

The most inspirational speeches I have ever heard were shared at our Mary Kay Seminar. Speeches about how women's lives have been enhanced blessed and changed forever.

Speeches and words about life lessons that have been learned. Lessons that have caused women to discover their internal fortitude. Lessons about courage. Lessons that have grounded women's thoughts, and conditioned women's personal self-confidence. Lessons that have shifted behaviors and altered the very trajectory of lives well lived. To hear from the heart of those who have overcome the odds of poverty or learning disabilities ...Who are risen above and beyond circumstances that could have kept them living a limited life vs a limitless life.

When we hear these stories from the voices of the women who have lived them, it can't help but cause us to feel more confident ourselves. Helps us to connect with the powerful part of who we are instead of the pitiful and diminished part that the world seems to encourage.

It is true and it has been proven that ONE impacting statement or ONE significant story told can penetrate a person's heart and fuel their dreams for years to come. Hilarious stories you remember forever because you laughed so hard your sides ached.

Inspiration may seem silly to some....But inspiration is EVERYTHING to the Progress of this world. Armies have won battles because of Inspiration...Inventions that make our lives easier have been created and discovered by the surge of an inspired idea or thought. I personally believe that God is the orchestrator and the initiator of all forms of beautiful and joy filled inspiration.

A life without it is a life half lived....Mary Kay Ash created the concept of Seminar for that very reason. It is an annual event where we celebrate our last year's achievements and Lay Hold of our Future Goals, Hopes and Dreams. It is more than a Celebration of past ...It is Ultimately the launching pad into a Brand New Year and a Brand New Horizon. For us to Live our Best Life.

ELEVATION

It is said that our mind's do not Expand on their own. That God teaches us New Ways to Think and to Live through our Exposure to others.

Success is ALL about our Emotional Maturity and our Grounded Mentality. The potential of how we can live our lives resides in the Exposure we had to other WAYS in which to live.

Some believe that being in debt and living pay check to pay check is their life long pattern. The cards they have been dealt. To just make ends meet or make enough money to provide for their basic needs.

But what about Contribution? What about Making enough money that there is an overflow and with that overflow you can contribute into the needs of other people's lives?

I love the Nike ad that says "Impossible is a big word tossed around by small minded men who living the life they have been given instead of discovering the life that God has for them to live." To expand our dreams it is sometimes necessary to see the dimensions of the Dreams that have come true for others. When you witness thousands of women marching and dancing across the Seminar stage to accept the keys to their free car...it can't help but cause you to understand ...If that Many women can do this....why not me?

If you have not ever known someone who earned a free car it seems more daunting to believe that you canBut when you see thousands....well then... it becomes more possible to you. Earning Free...5 star vacations and paying cash for your children's college educations...Taking your family on Magnificent Excursions or contributing to the building of wells in Africa so countless families can drink clean water.

Come hear about ALL that is possible for you to Accomplish. All that you can Achieve and Reach for...Dream about and Garner. Walking away from stressful jobs or making enough money that your husband can walk away from his stressful job. Having a lifestyle of Freedom and Money...The Freedom to travel and see your extended family all over the U.S. whenever you want or take them all on an European vacation for Christmas.

In order to Dream BIG ...you need a BIG Template of what is possible not just probable. It is about Elevating the Quality and the Concept of our life.

EDUCATION

The classes and the traininggeared to your position and your advancement. When I think about how much money my parents were willing to invest into my college education and how much money my husband and I Joyfully and Happily invested into our daughter's educations....without a guarantee that employment and income would follow.

We didn't need a guarantee...because we understood the value of education and learning. The art and the mastery of learning your trade well. To better the Education and Greater the set up for profit and Advancement. If this Mary Kay opportunity is truly a viable option for income for you over the next year...Why would it not be a priority to go to where the greatest education is being taught and imparted.. By the very TOP Women in this entire company?

The Most Successful Directors and National Sales Directors being made available in one place at one time. Women who have already done what you want to do...they are not teaching from a theory of

Success....They are not teaching about irrelevant ideas and "it sounds good" road maps.

No ...these women are teaching, training and educating from the basis of Logistical Experience. They have DONE it themselves. Practical Preaching...Extraordinary Revelations as to what works and what works BEST. It is about Getting Really Good and Being the BEST at what you do.

Women can make money in this company by simply opening a beauty book for others to look at....even more when they allow women to try this Amazing product and love it and then want it. But just think ...if you can become Well Versed in the how to's ... the why to's and the What to's. Your income can literally go through the roof!!

It is about allowing yourself to Great Really GOOD at what you do. It is not about the amount of time that you put into this opportunity, it is about what you do with your time and how you cause it to be the most profitable. Employee's get paid for their time. Free lancers get paid buy the Project.

True Entrepreneurs get paid as they sleep....over and over and over for the rest of their life. Learn how to build a fortune that lasts. It is about making the potential of this opportunity enough of a Priority that you are willing to expand your knowledge and necessary skills.

WHY NOT?

Over the years I have heard many reasons why people chose not to go to Seminar...and honestly...I said some of those very same words myself the first year that I was considering Seminar.. traveling to Dallas in a car that had a hole in the floorboard and not having an extra penny to my name. What if your life could change for the better THIS year, if you go now? What could you possibility be missing out on over the process of this next year, if you don't go now? Make a decision to JUST BE ...A Make a Way ...find a Way Woman! And Oh by the way...I didn't mention the yummy food...LOTS OF FUN... Dancing, Music... Cheering...Laughing...Crying and FRIENDSHIP!!!

Hello Gorgeous:

Sharon Byrd
5541 Tipperinn Way
Charlotte, NC 28278



End the Seminar year with a look worthy of a photo finish!

It's time to blaze across the finish line and cruise into victory lane! From March 1 through June 30, 2015, Independent Beauty Consultants can earn exciting prizes and remarkable recognition at **Seminar 2015** by adding qualified* new personal team members.

Starting with **3 qualified new personal team members**, you can earn a **name badge ribbon at Seminar, an invite to a mingle held at Seminar and a new red jacket.**

4 qualified team members (new), earns you the **above, plus a black and white graphic oblong scarf from the new Sales Director suit collection, made to match the new red jackets!**

5 qualified team members (new), earns you **EVERYTHING** listed above and **a red clutch with gold-tone studs to match your new red jacket!**