



Worthy News



April 2017 Newsletter, March Results

April Ordering Deadlines

30: Last day for online orders, last day of month

Seminar 2017

Do you have plans to attend Seminar? If not, let me know and we can design a plan so you can attend!

IT'S THE LAST QUARTER TO BE A STAR THIS SEMINAR YEAR!

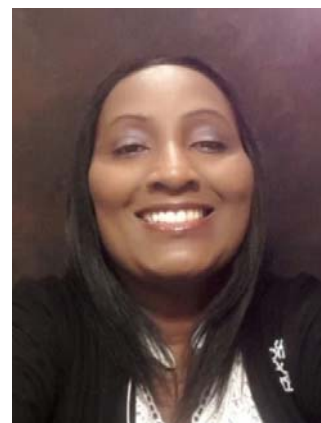
How to be a Star Consultant:

- Show and sell products at skin care classes!
- Post pictures of your specials on Facebook!
- Keep Business Cards with you to hand out!
- Always have a few extra Look Books with you to hand out!
- Contact customers and service them for gift-giving services during the holidays
- Make a goal to have 3 skin care classes each week every month!
- Share the Mary Kay opportunity with others

Our Queens



Queen of Sales:
Beverly D. Adams



Queen of Sharing:
Alicia C. Hawes



Seminar 2017! Dream Big Promo

Throw on your diamonds, grab your boots and come celebrate your dreams at the prize party in Big D! **Gilley's will once again** host the Mary Kay prize party at Seminar 2017. Get prepped in pink, and be ready to two-step the day away at the **Dream Big in Big D** prize party!

Prize Party Qualifiers

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

- **All-Star** Star Consultant Consistency Challenge achievers
- New Independent Sales Directors who debut from Feb. 1 to July 1, 2017, and their Independent Senior Sales Directors will pick up their fabulous new class prizes. Independent Sales Directors who debuted from Aug. 1, 2016, to Jan. 1, 2017, will pick up their second \$500 check.

DREAM BIG

Best Booking Script!

Call everyone you know and use this script:

Hello _____, It's _____ ! I'm so glad I caught you! Do you have a quick minute? Great! Listen, I'm so excited! I just started my brand new business with Mary Kay! (pause) Isn't that exciting?

Well, listen, the reason I'm calling is because you're not going to believe this. I have to see 30 women in the next two weeks! I know, sounds crazy, huh? Well, the reason I thought of you is because (compliment her...sincerely - you're so sharp, you wear your makeup so well, you always look so put together, you have beautiful skin) and I would really love to have your opinion. You don't have to buy anything, I just need your help to get to my 30 and I'll have a gift for you. Tell me, _____ can you help me this week or next? Let me look at my schedule. (book her - giving her two options)



If she is excited - transfer it to turning it into a party by saying:

Well ____, it's just as easy to do 2 or 3 faces as it is to do one, who can you think of that would like to have some fun with you. Let me tell you about our hostess program.

If she sounds a little negative and hesitant - then meet with her one on one and build a relationship - it can turn into a party after you meet with her when she's impressed with YOU and our products!

If she says no... (Overcoming objections/concerns):

"I'm really busy": Great! I've been looking for women like you. I need to learn how to do this fast and effectively. And that probably means you really deserve this! You don't have to buy anything. I just need your help. What's better for you _____ or _____?

"I don't have money": Great! This is completely free! You don't have to buy anything. I just need your face and by working together you can even earn free products! What's better for you _____ or _____?

"I use another brand": Great! I have been looking to find someone who can give me a comparison. You don't have to buy anything; I just need your face. I would love to get your opinion and see what you think of the products." What's better for you _____ or _____?



all about seminar 2017

REGISTRATION OPENS APRIL 17

keep checking back on intouch for when your specific Seminar affiliation's registration opens. Last day to register is July 1.

July 20 – 23, 2017: Diamond Seminar dates
July 24 – 27, 2017: Ruby Seminar dates
 July 28 – 31, 2017: Sapphire Seminar dates
 Aug. 1 – 4, 2017: Emerald Seminar dates

SEMINAR PRODUCT CREDIT

If you register for Seminar 2017, without canceling, you will receive a **\$70 wholesale/\$140 retail credit** towards your Section 1 order placed from July 26 – Aug. 31, 2017.

WHAT ARE THE PERKS OF SEMINAR:

- 1) Girlfriend time
- 2) Get needed you time
- 3) Enjoy fellowship with other Directors
- 4) Receive great education
- 5) Receive support from others
- 6) Be recognized for achievements
- 7) Hear from MK superstars

On Target Stars and Star Consultants



4th Quarter Ends - June 15, 2017

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
ANNE BROOKS	\$871.00	\$929.00	\$1,529.00	\$2,129.00	\$2,729.00	\$3,929.00
TRUDY WILLIAMS	\$608.50	\$1,191.50	\$1,791.50	\$2,391.50	\$2,991.50	\$4,191.50
SHATORIA BALLENGER	\$608.00	\$1,192.00	\$1,792.00	\$2,392.00	\$2,992.00	\$4,192.00
ALICIA HAWES	\$401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00

Who will be our next star?



EIGHT POINT CLOSE

1. Did you have a good time tonight?
2. Doesn't your face feel great?
3. Until your follow up facial, did I answer all your questions?
4. Out of all the sets I showed you tonight, which would you most like to take home with you?
5. How would you like to take care of that?
6. The next thing we need to do is set up your follow up facial, which would be better for you, the beginning of the week or the end of the week? 7:00 or 7:30pm?
7. _____ at every skin care class I always select a couple of people that I would like to have as my future hostesses, (pause) and tonight I have selected you. Tell me (pause) is there any reason why when we get together for your follow up facial you couldn't invite a few friends to share it with you and have a class? I think you would be a great hostess!
8. I always select at least one person that I think would be great doing what I do. Is there any reason why you couldn't meet me for coffee or lunch so I may share with you how we make money in Mary Kay?



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
Mary Brown
NyUmmisha Johnson
Felicia L. Langley
Shavada Lee
Bridget S. Mangle
Lisa A. Moon
Regina Sullivan
Angela Anderson
Tamika L. Brock
Monique E. Hunter
Tisa A. Johnson
Weslica L. Johnson
Annette Richardson
Shay Rosemond
Monisa Shell

Recruiter :Alicia C. Hawes

Shatoria Ballenger
Carrie Hawes
Chasity C. Lyles
Damita L. Parks
Mary M. Wheeler
* Christina R. Arthur
* Tina M. Foggie
* Utrena Kershaw
* Latonya Littlejohn
* Tamonya Murphy Smith
* Camryn A. Scott
* Loretta J. Singleton
* Tawanna N. Tate
* Ashley M. Wheeler
* Lakita Young
Melissa Johnson
Breanna M. Sterling
Cephina D. Williams
C. Woodward-Fowler

Star Team Builders

Recruiter :Tabatha V. Bluford
Velma Bluford
Hannah W. Crews
Dominique Montgomery
* Bonita C. Wheeler
Chasity L. Adams
Shantis L. Bluford
Rotunda A. Choice
Letitia A. Hope
Jaselyn S. Jennings
Johnny Johnson
Rhonda Y. Johnson
Roberta Mazyck
Akebia M. McCree
Francia Paulino
Christina E. Pitts
Jennifer L. Prince

Welcome!

Starting Something
Beautiful....

From

Sharing Dreams...

Donna M. Allen
Shatoria Ballenger
Mary Brown
Crystal Harris
NyUmmisha Johnson
Camryn A. Scott
Loretta J. Singleton
Leeangle Williams

CHARLOTTE, NC
SPARTANBURG, SC
FOUNTAIN INN, SC
GREENVILLE, SC
WOODRUFF, SC
GREER, SC
SPARTANBURG, SC
SIMPSONVILLE, SC

S. Byrd
A. Hawes
B. Adams
S. Byrd
B. Adams
A. Hawes
A. Hawes
S. Byrd

Star Team Builders

Recruiter :Johnnie M. Stephens
Ashley M. Black
Vickey A. Peake
Carrie D. Stephens
* Nicole Black

Senior Consultants

Recruiter :Felicia L. Langley
Crystal Y. Pannell
Tonette L. Johnson
Katurah S. King
Deriek Wharton

Recruiter :Crystal Y. Pannell
Shakia A. Williams

Recruiter :Robin N. Webster
Cheryl E. Isibor
Andrea L. Mccray
* Shelley Seegars

Recruiter :Bonita C. Wheeler
Alyssa N. Fisher
Alicia C. Hawes
Arianna Noble
Tamala Robinson
Daisy Webb

Steps to Success

Senior Consultant

1-2 active Team Members.
4% Commission.

Star Recruiter

3+ active Team Members.
4% Commission.
Wearing the Red Jacket.

Team Leader

5+ active Team Members.
Wearing the Red Jacket.
9-13% Commission Team.



On Target for Car!

5+ active personal team
member & \$5,000 w/s
growing to 16 actives and
\$23,000 w/s in 1-4 months.

Congrats!

Trying to Figure out Who to Sell To?

Make a list of 32 women who you would like to have as your customers. Take in account friends, family and the person(s):

- From your old job?
- From your school or college?
- From your favorite sports or hobbies?
- From your children's activities?
- From your church?
- From municipal activities?
- Where you rent or own your home?
- Where you have lived in other neighborhoods?
- Who sold your house?
- You know through your husband or boyfriend?
- From your grocery store?
- From the cleaners?
- From doctor, OB-GYN, dentist, attorney, optometrist (their secretaries and office staff)?
- Who sold you your clothes?
- Who gave (gives) your children music lessons?
- Waitress at your favorite restaurant?
- Who cuts your hair?
- Who leads your PTA, Girl Scout Leader?
- Who bought the new house on your street?
- Who is your bank teller?
- Who is your florist?
- Who looked after you at the hospital?
- Who was your maid of honor?
- Who cleans your house?
- Who is nice to you at check out?
- While in line at the grocery store?
- Who is your child's teacher?
- Who is the secretary at your school?
- Who you met while on vacation?
- Who sold you glasses?
- Who fills your prescription?
- At your health club?
- Who you booked your vacation through?
- Who is the receptionist at the hair or nail salon?



Congrats on last month's order!

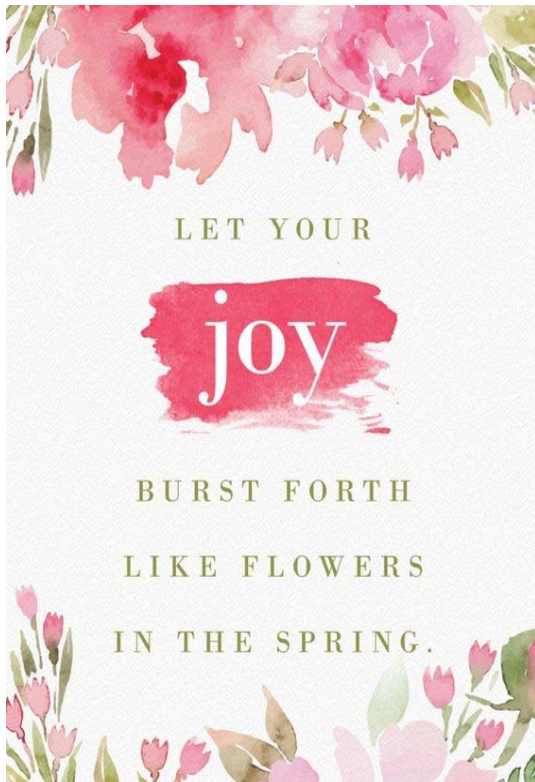
Beverly D. Adams	\$1,563.00
Alicia C. Hawes	\$1,016.65
Anne M. Brooks	\$1,013.00
Tash Beverly	\$728.00
Trudy A. Williams	\$608.50
Cheryl E. Isibor	\$608.25
Shatoria Ballenger	\$608.00
Tabatha V. Bluford	\$601.00
Johnnie M. Stephens	\$600.00
Christine V. Watkins	\$600.00
Shakia A. Williams	\$416.25
Damita L. Parks	\$317.00
Dawn Boozer	\$237.00
Regina Sullivan	\$233.00
Mary Brown	\$230.00
NyUmmisha Johnson	\$229.50
Velma Bluford	\$228.75
Shavada Lee	\$228.00
Catherine Reid	\$227.00
Tracie F. Jones	\$226.00
Vickey A. Peake	\$225.75
Crystal Harris	\$225.00
Ashley M. Black	\$169.50
Crystal Y. Pannell	\$140.00
Chasity C. Lyles	\$85.50
Shelley Seegars	\$80.00
Akebia M. McCree	\$38.00
Vernessia McDowell	\$30.55
Felicia L. Langley	\$16.50
Dominique Montgomery	\$9.00



APRIL Bracelet

A \$600 wholesale order, can be cumulative, will earn you a beautiful bracelet! How can I make a **\$600 wholesale** order happen? It's easy! Simply hold skin care classes, share the product with friends, family and women that you meet. Stock your store and order anything that you need for you!

Sample \$600 wholesale order: simply ordering 10 Ultimate Miracle Sets. Have 10 regular skin care customers and you will have reoccurring sales and money in your pocket!



TOP COURT OF SALES

7/1/2016 - 6/30/2017

		YTD Retail	YTD PC Credit	YTD Total
1	Alicia C. Hawes	\$16,478.80	\$5,534.00	\$22,012.80
2	Anne M. Brooks	\$13,728.10	\$4,736.00	\$18,464.10
3	Trudy A. Williams	\$12,708.00	\$5,628.00	\$18,336.00
4	Johnnie M. Stephens	\$10,658.80	\$3,627.30	\$14,286.10
5	Cheryl E. Isibor	\$10,463.60	\$1,450.00	\$11,913.60
6	Christine V. Watkins	\$8,316.50	\$1,490.00	\$9,806.50
7	Damita L. Parks	\$7,378.60	\$1,325.00	\$8,703.60
8	Beverly D. Adams	\$6,723.50	\$1,202.00	\$7,925.50
9	Tash Beverly	\$7,270.00	\$0.00	\$7,270.00
10	Tabatha V. Bluford	\$5,339.50	\$1,162.00	\$6,501.50



TOP COURT OF SHARING

7/1/2016 - 6/30/2017

1	Alicia C. Hawes	1	\$54.72
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Love Checks!

13% Recruiter Commission Level
Beverly D. Adams

\$263.72

9% Recruiter Commission Level
Alicia C. Hawes

\$90.95

4% Recruiter Commission Level
Robin N. Webster
Crystal Y. Pannell
Johnnie M. Stephens
Tabatha V. Bluford
Felicia L. Langley

\$27.53
\$16.65
\$15.81
\$11.03
\$5.60



Birthdays & Anniversaries!

May Celebrations

Birthdays	Day
Johnny Johnson	6
Tiffany N. Johnson	22
Towanda S. McDowell	26

Anniversaries	Years
India Foster	1
Tamika L. Brock	1
Yolanda L. Cobb	1
Mary M. Wheeler	1

Dreaming in Red

An Independent Beauty Consultant who adds three qualified new personal team members during Dreaming in Red, April 1 – June 30, 2017, will receive these great rewards:

- * An invitation to attend the Dream Big in Big D prize party at Gilley's.
- * An invitation to try on the new red jackets at the prize party.
- * Her new red jacket to take home at no cost.
- * Bling button.

Hip Hip
HOO
RAY

WHY DRIVE THE

Cruise

Have you ever thought about the advantages of driving for a MK Career Car?

1. No car payment to worry about - **FREEDOM!**
2. **Low car insurance**
3. As long as you continue to requalify, you always **get a new model**
4. You can sell your old car and **keep the money!**
5. The **confidence** you get when you drive around
6. Your husband being **in awe of the car**
7. Having a **fun car pickup party**
8. You have a **rockin' business** b/c it takes SALES to earn a car
9. You **add money** to your family's budget (b/c you don't have to pay a car payment)
10. You can **share with others** the advantages of what they get when they work work their business
11. You can show others that **MK is for real!**



Are you all in?

We're all in! Are you? If so, then let us know and you could be rewarded! Thousands of Independent Beauty Consultants have posted that they're All In using #teamMK. They're having fun putting skin care on new faces, and MANY have been rewarded. You could be too!

Not sure what to post? Pictures of:

- Your skin care parties
- New customers – and existing ones too!
- Smiling faces with their favorite skin care products.
- You, having fun with your customers!

Sharon Byrd
5541 Tipperinn Way
Charlotte, NC 28278



Creamy Banana Bread

Ingredients

- 1/2 cup margarine, softened
- 1 (8 ounce) package cream cheese, softened
- 1 1/4 cups white sugar
- 2 eggs
- 1 cup mashed bananas
- 1 teaspoon vanilla extract
- 2 1/4 cups all-purpose flour
- 1 1/2 teaspoons baking powder
- 1/2 teaspoon baking soda
- 3/4 cup chopped pecans
- 2 tablespoons brown sugar
- 2 teaspoons ground cinnamon

From allrecipes.com



Directions

1. Preheat oven to 350 degrees F (175 degrees C). Grease and flour two 8x4-inch loaf pans.
2. Cream the margarine and cream cheese together. Gradually add the white sugar, and continue beating until light and fluffy. Add eggs one at a time, beating well after each addition. Stir in the mashed bananas and vanilla. Add flour, baking powder, and baking soda; mix until batter is just moist.
3. In a small bowl, mix together chopped pecans, 2 tablespoons brown sugar, and cinnamon.
4. Divide half the batter between the two prepared loaf pans. Sprinkle pecan mixture over the batter in the pans, and top with remaining batter.
5. Bake in the preheated oven until a toothpick inserted in the center of each loaf comes out clean, about 45 minutes.