



Worthy News



August 2014 Newsletter, July Results



Our Queens!

Queen of Wholesale:
Weslica L. Johnson

Queen of Sharing:
Beverly D. Adams

Let's Get to Work!



The New Seminar Year is upon us and there are so many incredible opportunities for us all! You have one year to make things happen and break unit and company records. As you rock towards an incredible new Seminar year (2014-2015), here are some things that I want you to think about.

- ◆ You don't have to be a "special" to meet your goals in your Mary Kay. Success comes to anyone, no matter their age, ethnicity, social status, marital status, kids or no kids, etc. You can have it all!
- ◆ There is no cap on the amount of money that you can make. What you make is entirely up to how much time you spend working your business and getting in front of women!
- ◆ There are many champions and success stories in Mary Kay, and again, these women are not special, they just have tenacity and work their businesses. Would you like to be another success story? Why not you? Don't spend time wishing, get to work and make it happen. A woman will be the next success story in Mary Kay—don't wait on the sidelines and let it not be you!
- ◆ I care about your goals and I am here to train and motivate you. You do not have to map your own path—I can draw it for you. Do not feel alone or discouraged. I am here to walk hand and hand with you every step of the way!



SPARKLE with Mary Kay®

\$24



Limited-Edition† Mary Kay® Eye Color Palette
Available in: Sapphire Noir, Emerald Noir

TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler

Targeted formula immediately fills in deep wrinkles and helps improve their appearance over time.

\$45



FREE Evening Clutch with the purchase of one nail lacquer, one eye color palette and one semi-matte lipstick, from the NEW Midnight Jewels Collection.



\$16

Limited-Edition† Semi-Matte Lipstick
Available in: Pink Moonstone, Ruby Night



\$9.50

Limited-Edition† Mary Kay® Nail Lacquer
Available in: Sapphire Noir, Emerald Noir



\$10

Limited-Edition† Little Gifts Hand Cream,
Available in:
Vanilla Berry, Vanilla Mint



\$16

Limited-Edition† Little Gifts Lip Balm Set
Set includes Vanilla Berry, Vanilla and Vanilla Mint.

\$18



MK High Intensity™ Sport Cologne Spray

\$40

Limited-Edition† MK High Intensity™ Sport Hair and Body Wash,

A new, fresh, invigorating fragrance and body wash to stimulate his senses.

On Target Stars and Star Consultants

First Quarter Ends—September 15, 2014



	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
WESLICA JOHNSON	\$653.50	\$1,146.50	\$1,746.50	\$2,346.50	\$2,946.50	\$4,146.50
ANNE BROOKS	\$491.00	\$1,309.00	\$1,909.00	\$2,509.00	\$3,109.00	\$4,309.00
TABATHA BLUFORD	\$448.00	\$1,352.00	\$1,952.00	\$2,552.00	\$3,152.00	\$4,352.00
ROBIN WEBSTER	\$428.50	\$1,371.50	\$1,971.50	\$2,571.50	\$3,171.50	\$4,371.50
TRACIE JONES	\$421.00	\$1,379.00	\$1,979.00	\$2,579.00	\$3,179.00	\$4,379.00

Let's fill this area up!

The Star Consultant Breakdown...

Here is a break down of the qualifications in order to achieve Star Consultant Status in one quarter.

SAPPHIRE STAR
\$1800 WHOLESALE

RUBY STAR
\$2400 WHOLESALE

DIAMOND STAR
\$3000 WHOLESALE

EMERALD STAR
\$3600 WHOLESALE

PEARL STAR
\$4800 WHOLESALE



Time After Time - Tips to be a Star

Here are some "TIME AFTER TIME" ideas to be a Star Consultant this quarter and every quarter. Shoot for being an ALL FOUR QUARTER Star to reach your highest potential!

- E-parties.** Set a goal to have at least 5 e-hostesses. E-parties can be done via facebook and through MK InTouch evites and using e-mail.
- Hand out (X) chocolates or a silk flower with your card and a sample attached.** Go to different offices and go in with a smile on your face and be professionally dressed. You can check out the services and hand chocolates/roses to the person that you are speaking to OR just say, "By the way, this is for you." You can also honor professional women and offer multiple roses/chocolates. One third of the people that you see will say, "WOW, Mary Kay, I LOVE Mary Kay!! I've been looking for a consultant!!! Do you have _____ product? I love it!" You'll have an excited new customer!
- Set a goal to have X number of women attend Spa Parties**—they can be waterless, too. Also set a goal of how many women you will invite to a local meetings.
- Set a goal to add 10 women to your Before and After Portfolio before the month has ended.** Models are so much fun! Your portfolio can include: Redheads, Brunettes, Blondes, Silver Foxes, New Moms, Nurses, Secretaries, Teachers, Realtors, Stay at Home Moms, Home School Moms, Teens and their moms, Blue eyes, Brown eyes, Green eyes, Hazel eyes, etc. It goes on and on.
- If you don't know where to begin, select 2-3 people that intimidate you.** Tell them that your director has challenged you to offer makeovers to people that you would love to work with, but they intimidate you just a little. (You might be really surprised at the response).



Deep Wrinkle Dare Challenge

I DARE you to sell the TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler to 20 current and 20 new customers. To find potential new customers, start with your current TimeWise Repair® customers, contact their referrals and then go from there! **until August 31st**

Prizes!

INDIVIDUAL PRIZES

Any Independent Beauty Consultant who orders 20 tubes of the TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler in a single order during the contest period will receive a Deep Wrinkle Dare button with her order. The Independent Beauty Consultant who orders the highest number of TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler tubes during the challenge will receive a button and a \$400 gift card!

UNIT PRIZES

The unit with the highest number of TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler tubes ordered will receive a \$400 gift card and Deep Wrinkle Dare buttons, which will be distributed to qualifying unit members by their Independent Sales Director.

The unit with the highest average number of TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler tubes ordered per unit member also will receive a \$400 gift card and Deep Wrinkle Dare buttons, which will be distributed to qualifying unit members by their Independent Sales Director.

CURRENT CUSTOMERS THAT TRIED

/

NEW CUSTOMERS THAT TRIED

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

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
Weslica L. Johnson
Felicia L. Langley
Shavada Lee
Bridget S. Mangle
* Tisa Johnson
* Catreecha McCray
* Shay Rosemond
* Yolanda L. Williams
Cassandra Garrett

Senior Consultants

Recruiter :Felicia L. Langley
Holly Tucker
* Quintoria M Brockman
* Tracee N. Gallimore
* Telicia W. Reeves
* Joyce A. Starks

Recruiter :Shelley S. Seegars
Kimberly R. McClain

Recruiter :Christine V. Watkins
Lonita M. Humphrey
Courtney S. Meredith
* Baheerah S. Rogers

Recruiter :Robin N. Webster
Shelley S. Seegars
* Shanton D. Smith

WELCOME NEW CONSULTANTS!

Starting Something
Beautiful....

From

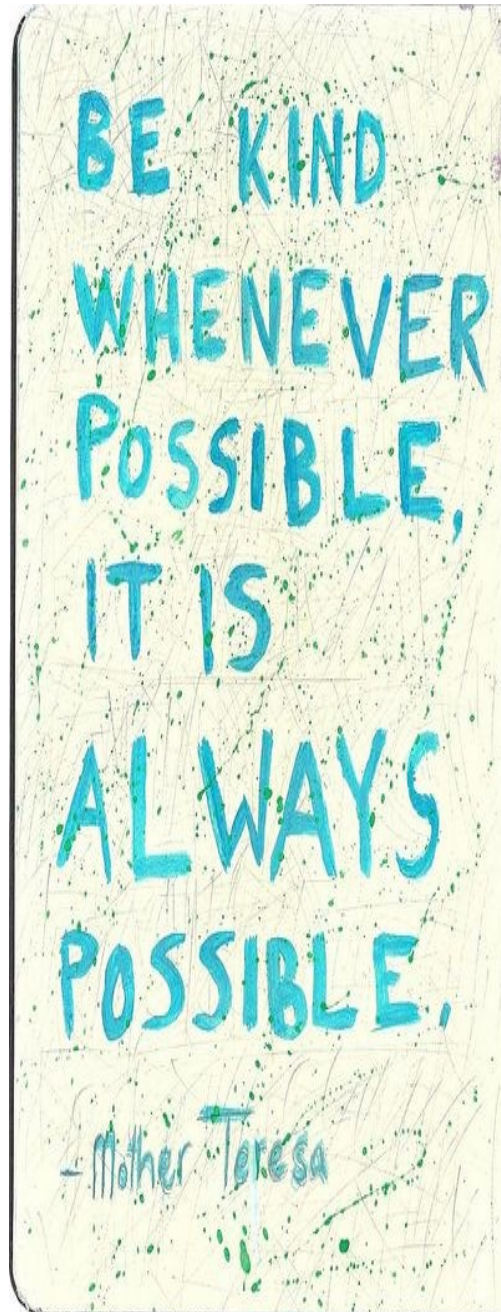
Sharing Dreams...

Weslica L. Johnson
Vernessia Mcdowell

PIEDMONT, SC
LAURENS, SC

B. Adams
S. Byrd

Welcome to our Unit!



Working while the kids are in school!

August/September is typically the time when kids head back to school. Whether you are a grandmother, babysitter or parent—you are finding that you now have free-time to work your Mary Kay business, so what to do with all of this free time? Here are some ideas:

- ⇒ Take advantage of a **Weekly Accomplishment sheet each week** to make sure you schedule time to “DO LIFE”..and fit your business within. “DOING LIFE” would include picking kids up from school, taking them to activities, making dinner, grocery shopping, etc. etc.
- ⇒ Try to schedule your Mary Kay business in **2-4 hour increments 3 times a week**—that would give you enough time for about 3 parties and this includes travel time. A party generally can be anywhere from 45 minutes to 1 1/2 hours, depending upon your format.
- ⇒ Life throws unexpected surprises, so be sure that you have **some “extra” time planned for Mary Kay time**. This might be a time that would be free time or space where you would need to delegate. If you are out making money, it is worth it!



THE CHEVY CRUZE GOES RED

(FOR NEW AND REQUALIFIED ACHIEVERS: JULY 2014 THROUGH JUNE 2015)

EARN IT!

On-Target

- 5 or more active personal team members
- \$5,000 combined personal/team wholesale S1 production in a calendar month
- You must be active
- These requirements must be met each month to be on-target

To GET the Car

You may qualify in 1-4 months based on when you achieve:

- \$20,000 combined personal/team wholesale S1 production
- 14 active personal team members
 - You may contribute \$5,000 in personal wholesale S1 production towards total \$20,000 requirement
- Team must contribute a min. of \$15,000 wholesale S1 production toward total \$20,000 requirement
- Must have a min. of \$5,000 combined personal/team wholesale S1 production each month of the qualification period while maintaining five or more active personal team members
- Must be active

Month 1 TRACKING

of new personal team members: _____
 Current personal S1. wholesale production: _____
 Current total unit S1. wholesale production: _____

Month 1 FINALS

Total # of active personal team members: _____
 FINAL personal S1. wholesale production: _____
 FINAL TOTAL UNIT S1. wholesale production: _____

Month 2 TRACKING

of new personal team members: _____
 Current personal S1. wholesale production: _____
 Current total unit S1. wholesale production: _____

Month 2 FINALS

Total # of active personal team members: _____
 FINAL personal S1. wholesale production: _____
 FINAL TOTAL UNIT S1. wholesale production: _____

Month 3 TRACKING

of new personal team members: _____
 Current personal S1. wholesale production: _____
 Current total unit S1. wholesale production: _____

Month 3 FINALS

Total # of active personal team members: _____
 FINAL personal S1. wholesale production: _____
 FINAL TOTAL UNIT S1. wholesale production: _____

Month 4 TRACKING

of new personal team members: _____
 Current personal S1. wholesale production: _____
 Current total unit S1. wholesale production: _____

Month 4 FINALS

Total # of active personal team members: _____
 FINAL personal S1. wholesale production: _____
 FINAL TOTAL UNIT S1. wholesale production: _____

Look who invested in their business!

Be.A.Booking.Machine.

Thank you Gloria Mayfield Banks

- Step one!** Order SKIN CARE SAMPLES and brochures!
- Step two!** Put 10 of them in your purse! Each day!
- Step three!** Talk to at least 10 women each day!

Name	Amount
Weslica L. Johnson	\$653.50
Lonita M. Humphrey	\$398.50
Tabatha V. Bluford	\$284.50
Felicia L. Langley	\$229.00
Latisha Murray	\$225.00
Anne M. Brooks	\$115.50
Shavada Lee	\$45.50
Martha J. Rucker	\$22.00
Christine V. Watkins	\$13.00

Say:

"(As you know) I am with Mary Kay Cosmetics and we have a brand new skin care system on the market (PUT

THE SAMPLE PACKET IN THEIR HANDS AT THIS POINT).

I need to get the opinion of 50 people this week on this product. All you need to do is take this sample home try 1/2 tonight and the other half in the morning. I'll call you tomorrow and ask you a couple of questions about the product."

(TAKE A NOTEBOOK WITH ONE NAME, PHONE # AND EMAIL ADDRESS ON IT, per line).

Say, "What is your name? And a number where I can reach you tomorrow. What is a good time to call? Great, I know you're probably a busy person, so may I have your email address in case I have trouble getting you at that time? Thank you so much and I can't wait to hear what you think of it."

Way to go!



London Director's Trip 2014



TOP COURT OF SALES



7/1/2014 - 6/30/2015

1	Weslica L. Johnson	\$1,569.00	\$0.00	\$1,569.00
2	Lonita M. Humphrey	\$735.00	\$0.00	\$735.00
3	Tabatha V. Bluford	\$569.00	\$0.00	\$569.00
4	Latisha Murray	\$480.00	\$0.00	\$480.00
5	Felicia L. Langley	\$458.00	\$0.00	\$458.00
6	Anne M. Brooks	\$231.00	\$0.00	\$231.00
7	Shavada Lee	\$91.00	\$0.00	\$91.00
8	Martha J. Rucker	\$44.00	\$0.00	\$44.00
9	Christine V. Watkins	\$26.00	\$0.00	\$26.00



TOP COURT OF SHARING

7/1/2014 - 6/30/2015

1 Beverly D. Adams

1

\$58.81



Lovin' the Love Checks!

9% Recruiter Commission Level
Beverly D. Adams \$101.52

4% Recruiter Commission Level
Christine V. Watkins \$15.94



Team Work Makes the Dream Work



Please be sure to share with me your **GREAT days and your so/so days!** Share weekly your sales with me, even if you have none. It lets me know how you are doing and it helps me to help you! Plus, when you have a great week, I can celebrate and reward you!

What are you doing that is working? Share with me, so I can share with our consultants! What are you doing that you might need some help on? Share with me and I'll coach you!

Communication is key. If I do not hear from you, I can't help or recognize you! Let's all work together as a team, so we can build a strong unit full of money-making women and women who have a greater sense of self-confidence and respect. So proud of you!

September 2014 Business Briefing

- 1: Labor Day, all company and branch offices closed
- 13: Mary Kay Inc. 51st Anniversary
- 15: Postmark deadline for Quarter 1 Star Consultant contest, deadline to make Quarter 4 Star Consultant prize selections
- 16: Quarter 2 Star Consultant contest begins
- 29: Last day of month for phone orders
- 30: Last day of month for online orders

On-Going September

*Quarter 1 Star Program (through September 15, 2014)



Until August 31, 2014, sell Deep Wrinkle Fillers to 20 new and 20 current customers!

September Birthdays & Anniversaries

Birthdays	Day	Anniversaries	Years
Dashia K. Meeks	7	Felicia L. Langley	4
Beverly D. Adams	24	TyKeshia McElveen	1
Tisa Johnson	28		



Thank you to NSD Robin Rowland for her wonderful words.

This is an INCREDIBLE script to use each and every time that you close your interview/career chats.

"Becky, I find that the hardest part of becoming an independent Mary Kay Beauty Consultant is in just making the decision. I wish somebody had told me how to make it so I'm going to tell you...When you and I leave each other today, if Mary Kay is on your mind and it kind of stays there or drifts out and keeps coming back, then you really ought to think about doing this!!

But when you and I leave each other, if you don't think anything else about this, then it's probably not for you right now. I find women are very intuitive and we get a sense very quickly about things we do or don't want and so, you probably know right now if this is something you'd like to pursue!

In fact, I'd be totally remiss if I did not give you a chance right now to say YES if you'd like to! (Pause and smile at her and let her speak, she will likely say no, I need to go home and think about it, but at least give her the chance to make a YES decision right now if she is ready)

Becky, I'd really like to call you tomorrow to get your gut reaction. I really believe that an initial 24 hour decision is a "heart" decision. And that's the decision I want. If your decision is made after 24 hours it becomes a "head" decision and "head" decisions are usually made out of fear! Oh, yes, I know that you're going to feel some fear. I certainly did and I know you will, too - expect that. Fear is extremely normal because this is something I know you've never thought about much less feel confident in doing and so, it's only normal that the thoughts of doing something you've never done would cause some fear.

Becky, if you know you have needs that are not being met, and you would like to have some things to be different in your life, then I know you know you're going to have to do some different things to get them. Just follow your heart on this decision. When I call you tomorrow, all I really want is your heart decision."

"And, So with that said, can I call you tomorrow to get your decision?"

This is how I close the interview and this is where I leave her. I honestly believe what I have just told her. I believe that a person should make a decision based on their heart. Do make the follow-up call the next day, just as you said you would. You will be very excited to get her YES decision and if it is a NO, then you've just had a chance to practice building your skills, and remember this is a skill-based business.

I hope I've given you enough information here to help you begin the team building process and to open up a whole new dimension to your business – one that can have a lasting impact on your life!

How fortunate we are to have such an incredible career opportunity – one that we can share with women everywhere!!



Created by Court of Achievers

LOVE
discover what you



To the beautiful:

Sharon Byrd
5541 Tipperlin Way
Charlotte, NC 28278



Tell your customers, tell everyone! Mary Kay is the Official Beauty Sponsor of Project Runway Season 13!

There are some AWESOME tools available on InTouch to help you promote this awesome news and throw "Runway" parties.

Check it out on InTouch: Resources > Advertising > Project Runway®

If you plan on hosting a Runway-inspired party or have ideas to share, please text or call me. Would love to know!