



Worthy News



August 2016 Newsletter, July Results

August Ordering Deadlines

31: Last day of month for orders, last business day of month

Take note of ending dates

*Quarter 1 Star Program (through September 15 2016)



Queen of Sales:
Tracey R. Paradise



Queen of Sharing:
Tabatha V. Bluford

Embrace your Dreams

Collect the next inspirational bracelet!

Seminar 2016 - 2017

Build your business, your memories and your jewelry collection!

Each month that you place a single or cumulative \$600 or more wholesale Section 1 order(s), you will receive a gorgeous bracelet with a quote that reflects a legacy of love.

Call me and let's Embrace your Dreams!



Live by the Golden Rule



What's New This Fall



**TimeWise Repair
Revealing Radiance
Facial Peel**

\$65

**Limited-Edition
Eye Color Palette**
Gold, Bronze, Silver,
Bold Blue, Deep Blue



\$25



**Limited-Edition
Gel Liner Duo**
Gold/Bronze

\$18



**Limited-Edition
TimeWise Age-
Fighting Lip Primer**

\$24



**Limited-Edition
Nail Lacquer**
Gold is Bold, Rosy
Encore & Blue Debut

\$9.50



\$18

Gel Semi-Matte Lipstick
Bashful You, Rich Truffle, Mauve
Moment, Powerful Pink, Always
Apricot, Poppy Please, Midnight
Red & Crushed Berry



Lip Liner
Light Nude,
Medium Nude,
Deep Nude,
Rose, Coral,
Berry & Red

\$12

Gift With Purchase*
New-Limited Runway
Bold Collection Bag
*ask me for details



Sign Up For Your myCustomers+ app Subscription!

Sign up on InTouch for a \$4.99 per month subscription to use this game-changing technology and turn your smart device into a portable business manager.

Customers:

- ◆ Import from phone contacts.
- ◆ Easy to navigate: search, filter, sort or scroll.
- ◆ Tag birthdays, anniversaries, team-building and more.

Orders:

- ◆ Place and track new customer orders.
- ◆ Create sales tickets and email receipts.
- ◆ Get order alerts and process credit cards.

Inventory:

- ◆ Use phone/tablet camera to scan products and update inventory.
- ◆ Simple to reorder and track.
- ◆ Receive low inventory notifications.

Use the new myCustomers+SM to reach out and increase your customer base, gain potential new team members and reach higher goals. You can make the Year of Your Dreams a reality from the palm of your hands!



On Target Stars and Star Consultants

First Quarter Ends—September 15, 2016

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
SHARON BYRD	\$5,617.50	****	****	****	STAR	STAR
ALICIA HAWES	\$2,404.50	****	STAR	\$595.50	\$1,195.50	\$2,395.50
TRACEY PARADISE	\$1,801.50	STAR	\$598.50	\$1,198.50	\$1,798.50	\$2,998.50
JOHNNIE STEPHENS	\$1,338.50	\$461.50	\$1,061.50	\$1,661.50	\$2,261.50	\$3,461.50
ANNE BROOKS	\$682.50	\$1,117.50	\$1,717.50	\$2,317.50	\$2,917.50	\$4,117.50
TABATHA BLUFORD	\$581.00	\$1,219.00	\$1,819.00	\$2,419.00	\$3,019.00	\$4,219.00
FELICIA LANGLEY	\$566.50	\$1,233.50	\$1,833.50	\$2,433.50	\$3,033.50	\$4,233.50
BEVERLY ADAMS	\$508.00	\$1,292.00	\$1,892.00	\$2,492.00	\$3,092.00	\$4,292.00



WAYS TO FINISH STAR

STEP 1 – What is your goal? _____

STEP 2 – How much wholesale do you have in for the quarter? _____

STEP 3 – How much wholesale do you need to do to finish? _____

STEP 4 – How much retail do you need to sell weekly & daily to finish? _____

STEP 5 – How many qualified team members will you add to increase your level? _____

STEP 6 – How many interviews/guests do you need to have to reach your recruiting goal? _____

1. **Book and hold** 5 NEW parties in the next 2 weeks.
2. **Book 3 guests** to your meeting this week and offer 1 glamour item at 50% off when she orders \$30.
3. Contact Preferred Customers to set up **10 On-The-Go appts** to show them NEW products.
4. Book 5-10 customers who work outside of the home to be **Silent Hostesses**.
5. Demo Satin Hands, TimeWise Repair or Microdermabrasion on **5 people/day this week**.
6. Have a **24/24 in 24** Challenge.
7. Have a **24 in 24 Lipstick Challenge**.
8. Be a **One Day Wonder at work**, with your family, with customers & friends – sell 24 items in 24 hours.
9. Sell **STAR Gift Certificates**.
10. Contact customers with birthday this month to **book their Birthday Makeover**.
11. Contact **husbands** of customers with **anniversaries** to offer gift buying services.
12. Contact **husbands** for gift buying ideas for the **current holiday**.
13. Contact **basic skin care customers** and introduce one other product line.
14. **Enroll family members** – challenge mom, husband, son, daughter, etc to sell \$100.
15. **Hold a Phone Lottery** – contact as many customers as you can in 1 hour for reorders and tell them 1 customer will get her order for free.
16. **Sell Gift Baskets** for appreciation baskets and all holidays
17. Hand out **10 product samples** or “stuffed Look Books” every day this week and follow up
18. Do your **own personal reorder**. Are you using Mary Kay from head to toe?
19. Order **products for gifts** for your personal friends and family this month.
20. Invest in the **NEW products** coming out this quarter.
21. **Build your inventory to a Full Store level** (at least \$4200 wholesale on your shelf).



Recruiters and their team!

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

#T Status

DIQS

Recruiter :A. Hawes
Damita L. Parks
Tawanna N. Tate
Ashley M. Wheeler
Mary M. Wheeler
Christina R. Arthur
Tina M. Foggie
Carrie Hawes
Melissa Johnson
Utrena Kershaw
Breanna M. Sterling
Cephina D. Williams
Lakita Young

Team Leaders

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

Star Team Builders

Recruiter :Beverly D. Adams
Weslica L. Johnson
Felicia L. Langley
Bridget S. Mangle
Lisa A. Moon
* Angela Anderson
* Tamika L. Brock
* Tisa A. Johnson
* Annette Richardson
* Shay Rosemond
* Monisa Shell
Mary Brown
Shavada Lee
Catrecha McCray

New Consultants

Starting Something
Beautiful....

From

Sharing Dreams...

Rotunda A. Choice
Vonda Gibson
Letitia A. Hope
Corneisha K. Hopkins
Melissa Johnson
Tracey R. Paradise

SIMPSONVILLE, SC
CHARLOTTE, NC
ROCK HILL, SC
FORT MILL, SC
DUNCAN, SC
CHARLOTTE, NC

T. Bluford
C. Isibor
T. Bluford
A. McCree
A. Hawes
S. Byrd

Recruiter :Anne M. Brooks
LaDonna Ardrey
Angela Fetterson
David A. Hughes
Tonya C. Miller
* Sonya Trollinger
Meagan P. Gregg

Recruiter :Trudy A. Williams
Gretta Betsill
Fran Jones
Timika Williams
* Sabrina R. Evans
Gabrielle Brown
Carolyn D. Simmons

Senior Consultants

Recruiter :Akebia M. McCree
Ebony Coleman
* India Foster
* Corneisha K. Hopkins

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

Recruiter :Bonita C. Wheeler
Alyssa N. Fisher
Alicia C. Hawes
* Mia Gentry
* Arianna Noble
* Sharita Parks
* Tamala Robinson
* Daisy Webb
Crystal Tinch
Dorothy Whittington

Move up!

DIQ

Requirements

- 24 total **active** members
- **5 qualified active personal** team members
- \$18,000 total DIQ Unit wholesale production
- \$4,000 maximum personal wholesale production
- \$4,000 monthly DIQ unit wholesale production minimum to remain in DIQ
- You must be active

Compensation

- Eligible to become Director
- Unit Commission and Unit bonuses
- Eligible to wear the Director Suit

FUTURE DIRECTOR

Requirements

- 8+ active personal team mbrs
- You must be active

Compensation

- 9% or 13% personal team commis.
- Team-building bonus

CAREER CAR

Requirements

- 14+ active personal team mbrs
- \$20,000 in one to four months
- You must be active

Compensation

- 9% or 13% personal team commis.
- Team-building bonus
- Career Car or \$375 per month



Tons & Tons of Booking Ideas



Okay...here is your solution for any booking problem you may have. Booking really is an attitude. If you think you can - you can. If you think you can't - you won't.

Booking Approaches:

1. **People You Know** - Friends, relatives, neighbors, people you work with, people you once worked with, former classmates, people from your husband's job or organizations, recreational contacts.
2. **Portfolio** - One of the most successful ways to book appointments. All women love to be a model.
3. **Second Facials** - to everyone who buys the basic set.
4. **To Win** - for those customers who couldn't afford the entire product they wanted.
6. **Selective Approach** - people you just like.
7. **Hostess Contest** - Rebook hostess - having a contest and just thought about you.
8. **Tentative Date Approach** - use when a hostess is unsure of the date.
9. **Facial Boxes** - put in businesses, doctor's office, restaurants, cleaners, dress shops, etc.
10. **People in your neighborhood** or apartment complexes. Send a flier.
11. **Telephone Book** - use a survey.
12. **Welcome Wagon** - New Comers to church or neighborhood.
13. **Look Books** - Leave everywhere - Doctor's/Dentist's offices, beauty shops, laundry mats, store bulletin boards, reception areas, large buildings' bathrooms, mall, bathrooms, restaurants, etc.
14. **Warm Chatter** - Use a survey or portfolio booking approach.
15. **Book to look** - Have basket in center of table and when they book, they get to draw for an extra hostess gift.
17. **Glamour Classes** - invite preferred customers to your home where they can learn a new glamour look. Great to do when we have new glamour items in the fall and spring.
18. **People who have postponed or canceled.**
19. **Mother's Day Class** - all of your customers for a Mother's Day Gift from you.
20. **Birthday Class** - all of your customers who have a birthday in the same month.
21. **Clubs, Organizations, Drill Teams, Cosmetology Classes, Home Economics Classes, Physical Education Classes** - offer to do a special talk, do two models, get names of everyone attending and follow-up for individual consultations.
22. **1/2 Price Sale** - for anyone who didn't buy the basic set. Call and offer basic set at half-price if they share a facial with three ladies you haven't facialed.
23. **Offer a special gift** for having 6 people at a skin care class.
24. **Mini Class** - use these words when someone says they don't want to invite friends over for a skin care class. Have them only invite 2 friends for a mini class.
25. **Business Cards** - spray with cologne and insert when mailing a bill, making a bank deposit, giving a check, paying with cash or a credit card.
26. **Wear Mary Kay Pin Upside Down** - people will tell you that it is upside down. Thank them for telling you and offer to give them a free facial for being so nice.
27. **Give your hostess an extra special gift** if she has three bookings before you arrive.
28. **Wedding Parties** - look in the local newspaper and call the brides from engagement announcements and offer to do their wedding party.
29. **New Mothers** - look in the local newspaper and call the new mothers and offer to do a free makeover.
30. **Contact Bridal Shoppes, Photography Studios, Catering Services** - offer to be a part of their wedding or advertising package.
31. **Fun Packages** - make up packages of product or use a Look Book and have special customers sell a certain product for you. Example: sell 6 lip glosses - get one free. This approach is great for teenagers.

Thanks For Your Order!

Name	Amount
Tracey R. Paradise	\$1,801.50
Alicia C. Hawes	\$776.00
Johnnie M. Stephens	\$606.00
Damita L. Parks	\$453.00
Anne M. Brooks	\$374.50
Felicia L. Langley	\$321.00
Lisa A. Moon	\$274.00
Robin N. Webster	\$265.50
Edna R. Jones	\$244.50
Alyssa N. Fisher	\$236.50
Tonya C. Miller	\$232.00
Bonita C. Wheeler	\$229.00
Trudy A. Williams	\$227.00
Gretta Betsill	\$227.00
Hannah W. Crews	\$226.50
Ebony Coleman	\$225.50
Tabatha V. Bluford	\$99.00
Dawn Boozer	\$35.00
Cheryl E. Isibor	\$26.50
Jaselyn S. Jennings	\$9.00
Sharon Byrd	\$682.00

Seminar Awards 2017

Queen's Court of Sharing
24 Qualified New Personal Team Members



Bee Fabulous Charm Bracelet



Small Bee Fabulous Diamond Pin



Bee Fabulous Diamond Bee Charm

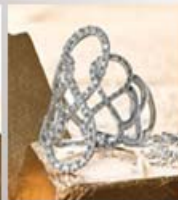


Bee Fabulous Diamond Bee Ring

Queen's Court of Personal Sales
\$40,000 Personal Estimated Retail Production



Diamond Rectangles Ring



Diamond Infinity Ring



Sage Flower Ring



Diamond Interlock Ring



\$500 SuperCertificate® Voucher

cc cream rocks

CC Cream Sunscreen
Broad Spectrum SPF 15

Get easy complexion correction with a formula that acts like makeup and is formulated like skin care.

- * Delivers 8 benefits in 1 step.
- * Lightweight coverage for a natural, flawless-looking complexion.
- * Easy out-the-door option without that "made-up" look.
- * Minimal shades cover a wide range of skin tones.
- * Suitable for all skin types.
- * Available in 5 colors

Who is your best customer for CC Cream?



- * She is a "get-up and go" type of girl
- * She likes the less is more look
- * She doesn't want a full or medium coverage foundation
- * She likes extra moisture
- * Likes a little bit of color



TOP COURT OF SALES

7/1/2016 - 6/30/2017

1	Tracey R. Paradise	\$4,180.00	\$0.00	\$4,180.00
2	Alicia C. Hawes	\$1,572.00	\$0.00	\$1,572.00
3	Johnnie M. Stephens	\$1,242.00	\$0.00	\$1,242.00
4	Anne M. Brooks	\$749.00	\$0.00	\$749.00
5	Damita L. Parks	\$652.00	\$0.00	\$652.00
6	Felicia L. Langley	\$642.00	\$0.00	\$642.00
7	Lisa A. Moon	\$548.00	\$0.00	\$548.00
8	Robin N. Webster	\$531.00	\$0.00	\$531.00
9	Alyssa N. Fisher	\$496.00	\$0.00	\$496.00
10	Edna R. Jones	\$489.00	\$0.00	\$489.00



TOP COURT OF SHARING

7/1/2016 - 6/30/2017

1	Sharon Byrd	1	\$234.19
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Lovin' the Love Checks!

13% Recruiter Commission Level Sharon Byrd	\$577.43
9% Recruiter Commission Level Tabatha V. Bluford	\$41.81
4% Recruiter Commission Level Bonita C. Wheeler	\$40.50
Beverly D. Adams	\$28.04
Alicia C. Hawes	\$18.12
Anne M. Brooks	\$9.28



September Dates to take note of

Quarter 1 Star Consultant Program
(new quarter! September 16 - Dec 15)

\$126 value FREE for New Consultants!

Starting Aug. 16, new Independent Beauty Consultants who place an initial \$600 or more wholesale Section 1 order (excluding shipping, handling and taxes) within **15 days of becoming an Independent Beauty Consultant** will now receive a Neutral Color Look – one that's beautiful for all skin tones. That's a \$126 value, for free. This helps simplify the color offerings previously available.

You'll also see updates to simplify new Independent Beauty Consultants' initial inventory orders and limited-time product bonuses. In addition, the inventory worksheet is now perforated inside. There's also an easy-to-understand chart to detail bonuses, Star Consultant perks and prizes.



August Celebrations!

Birthdays	Day	Anniversaries	Years
LaDonna Ardrey	3	Felicia L. Langley	6
Vonda Gibson	3	Mary Brown	2
Dashia K. Meeks	7	Carolyn D. Simmons	1
Edna R. Jones	9	Timika Williams	1
Akebia M. McCree	12	Gretta Betsill	1
Hannah W. Crews	13	Gabrielle Brown	1
Tonette L. Johnson	13	Sabrina R. Evans	1
Angela Fetterson	14	Meagan P. Gregg	1
Tracey R. Paradise	15	David A. Hughes	1
Beverly D. Adams	24		
Dawn Boozer	28		
Tisa A. Johnson	28		
Utrena Kershaw	28		
Deriek Wharton	29		



How to Earn a Car in 25 Hours/Week

Here is a plan from Director Connie Minneman to earn your car!! You CAN put this to use and KNOW it will work! Follow this plan to the "T" and YOU'LL BE DRIVING FREE!

Here's "The Plan"

- 4 hours for 2 Skin Care Classes (That means have 4 scheduled! Overbook!)
- 1 hour for a Facial
- 1 hour for clean up from appointments (it only takes longer if you "dawdle")
- 4 hours of phone time (see below)
- 2-2 1/2 hours for your Success Meeting
- 3 hours for 3 interviews (or follow up from interviews)
- 2 hours for Coaching and Pre-profiling
- 2 hours for deliveries and post office (deliver only if they are home...if not, mail it)
- 2 hours of paperwork (see below)
- 2 hours for an extra function i.e. PMS Night, Special Recruiting Meeting, etc.



Total 23 hours — That leaves a couple hours for anything that may take a bit longer.

Phone time includes:

- Bookings from women you meet while you're out and about
- Follow up calls
- Other bookings not made at classes (only if needed)
- Call to new recruits and team members



Paperwork includes:

- 5-10 written correspondences a day (Non-People Time!)
- Thank you notes to guests at appointments and new customers
- Notes to referrals
- Birthday Cards
- At a girl notes (appreciation notes and support notes to fellow consultants)
- Hostess reminder postcards
- Out of Town Recruiting packets
- Hostess Packets
- Notes to Team members



PLAN YOUR WORK AND WORK YOUR PLAN

- Use a Weekly Plan Sheet or Color code your Datebook to plan your next week.

The Seven Deadly ROADBLOCKS to Success

When traveling down the road, it is always good to be aware of roadblocks! You don't want to crash and burn do you? The same is true in our journey toward success. We need to beware of those things that will keep us from our destination!

What are the most common? Here they are:

Fear

Fear is one of the worst enemies of success. When fear wraps its tentacles around you and keeps you in bondage, you will never be able to reach for your dreams. We must confront our fears, see them for what they are, toss them to the side, and pursue our dreams with relentless passion. Conquering fear and stepping forward to reach new lands and new ideas is what makes success possible. What are you afraid of today? What fear must you conquer to be able to achieve your dream? When you realize what it is, take an action that is diametrically opposed to that which you fear. This will confront and conquer the fear by giving you the first step in the right direction.

Lethargy

Quite frankly, what keeps most people from success is that they simply don't have the energy, or make the energy, to do what it takes to move to the next level. They get to a point that is comfortable and then they settle in for a nice, life-long nap! Don't get lethargic; get going! Force yourself to wake up from the slumber and move!

Lack of perseverance

Often times the race is lost because the race is not finished. Success is often just around the sharpest corner or the steepest hill. Persevere. Keep going. One more hill. One more corner! In real estate they say the three most important things are "location, location, location." In success the three most important things are "perseverance, perseverance, perseverance."

Pessimism

The saying is that you can achieve what you believe. Ask yourself what kinds of beliefs you hold. Are you an optimist or a pessimist? If you don't believe that you can achieve, then you won't. Your pessimism will prove you right every time. You will find that you subconsciously undermine yourself. Develop your optimism.

By Chris Widener

Not taking responsibility
I am the chaplain for the local police department, and the other day I went with an officer as he took two prisoners to court. Time after time the prisoners made excuses as to why they hadn't yet done what the judge had ordered (she didn't buy it, by the way). After dropping the prisoners off, I said to the officer that unsuccessful people and prisoners have the same habit - they won't accept responsibility for their lives. Bottom line is: You are responsible, whether you or not you choose to admit it or accept it. But when you do accept that (and that is the moment you become empowered), you are on the road to success!

Picking the wrong people to hang out with
We can easily become products of our environment. This is why it is essential to hang around people who will spur you on not hold you back! What about the people you have surrounded yourself with? Are they quality people who will encourage you and strengthen you in your quest for success? If not, move on!

No Vision

Those who succeed always see their success months and years before they live it. They have the ability to look ahead, see the future, imagine the good that can and will come from their lives, families and work. To not have vision is a tremendous roadblock. Sit down and work on seeing the future - and make it good!



Sharon Byrd
5541 Tipperlin Way
Charlotte, NC 28278

AMAZING
PEOPLE
DO NOT
JUST
HAPPEN.