



# Worthy News



August 2017 Newsletter, July Results

## Ordering Deadlines

31: Last day for orders, last day of month

## New Promo

Watch for the new promo:  
**New Faces Take You Places**  
challenge until June 30, 2018

Vitamin C Squares  
*New!*



# Our Queens



Queen of Wholesale:  
Anitra D. Williams



Queen of Sharing:  
Alicia C. Hawes

## Let the Parties Begin

Put on your Party dress and get ready to Shine! Place a cumulative \$600 or more wholesale Section 1 order in August and receive the Party Bracelet PLUS be entered into a drawing for fantastic prizes!



## Diamond Bonus

Achieve the August *New Faces Take You Places* Challenge have a chance to win:

- **Grand Prizes:** Four (4) Sales force members will receive the grand prize: A pair of diamond hoop earrings!
- **Runner-Up Prizes:** 100 independent sales force members will receive a \$100 AMEX gift card.

*Wow!*



NEW  
FACES  
*take you*  
PLACES

# FALL CONSISTENCY CHALLENGE

An Independent Beauty Consultant or Independent Sales Director can earn the exclusive designer Grow charm bracelet and achieve the New Faces Take You Places Fall Consistency Challenge when she achieves the New Faces Take You Places challenge every month from July to December 2017.



## TO ACHIEVE THE CHALLENGE MONTHLY:

Place a cumulative \$600 or more wholesale Section 1 order & you will receive an exclusively designed charm bracelet by renowned jewelry designer R.J. Graziano in addition to the GROW charm bracelet!

NEW FACES *take you* PLACES

# GO FOR IT



# On Target Stars and Star Consultants



1st Quarter Ends - Sept. 15, 2017

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
ALICIA HAWES	\$2,081.50	STAR	\$318.50	\$918.50	\$1,518.50	\$2,718.50
ANNE BROOKS	\$1,168.50	\$631.50	\$1,231.50	\$1,831.50	\$2,431.50	\$3,631.50
TABATHA BLUFORD	\$928.00	\$872.00	\$1,472.00	\$2,072.00	\$2,672.00	\$3,872.00
JOHNNIE STEPHENS	\$900.50	\$899.50	\$1,499.50	\$2,099.50	\$2,699.50	\$3,899.50
ANITRA WILLIAMS	\$718.50	\$1,081.50	\$1,681.50	\$2,281.50	\$2,881.50	\$4,081.50
TASH BEVERLY	\$637.50	\$1,162.50	\$1,762.50	\$2,362.50	\$2,962.50	\$4,162.50
NICOLE BLACK	\$420.50	\$1,379.50	\$1,979.50	\$2,579.50	\$3,179.50	\$4,379.50

*Who will be our next star?*

## Fall has never looked better!



*New and Limited Edition*  
**Fall Glamour**

**Fall in love with the New and Limited Edition 2017 Products!**

Vitamin C Squares, New Nail Lacquer, Lip Suedes, Eye Palettes and more!



# 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

Bridget S. Mangle

Regina Sullivan

\* Shavada Lee

\* Lisa A. Moon

# Monique E. Hunter

Senior Consultants

Recruiter :Tabatha V. Bluford

Dominique Montgomery

Bonita C. Wheeler

\* Velma Bluford

\* Hannah W. Crews

\* Roberta Mazyck

# Rotunda A. Choice

# Letitia A. Hope

Recruiter :Alicia C. Hawes

Marissa Gillis

\* Shatoria Ballenger

\* Carrie Hawes

\* Damita L. Parks

\* Camryn A. Scott

\* Loretta J. Singleton

\* Ashley M. Wheeler

\* Renee A A. Wilson

# Christina R. Arthur

# Tina M. Foggie

# Melissa Johnson

# Urena Kershaw

# Latonya Littlejohn

# Chasity C. Lyles

# Tamonya Murphy Smith

# Tawanna N. Tate

# Mary M. Wheeler

# C. Woodward-Fowler

# Lakita Young

# Welcome!

Starting Something  
Beautiful....

From

Sharing Dreams...

Michelle Henry  
Anitra D. Williams  
Renee A A. Wilson

CHARLOTTE, NC  
CHARLOTTE, NC  
SPARTANBURG, SC

S. Byrd  
S. Byrd  
A. Hawes

## Welcome to our Unit!

Recruiter :Crystal Y. Pannell  
Shakia A. Williams

Recruiter :Johnnie M. Stephens

Ashley M. Black

Nicole Black

\* Vickey A. Peake

# Carrie D. Stephens

Recruiter :Robin N. Webster

Cheryl E. Isibor

Andrea L. Mccray

# Shelley Seegars

Recruiter :Bonita C. Wheeler

Alicia C. Hawes

# Alyssa N. Fisher

## Bravo!

## 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.

BEAUTY  
INDUSTRY  
FIRST

timewise

vitamin c activating squares™

contains / comprend / contiene:  
12 skin-enhancing dissolvable squares  
12 carrés solubles embellisseurs de peau  
12 papelillos disolubles para el cuidado de la piel

0.01 OZ. NET WT. / 0.030 g / 0,030 g EACH / CHACUN / CADA UNO

# TIMESWISE VITAMIN C ACTIVATING SQUARES

Pick your nightly serum to activate the squares!!

TimeWise® Vitamin C Activating Squares™ can be used at night with any Mary Kay® serum, so you get to decide which serum to "boost" based on your skin care needs. Which is your fav?



TimeWise  
Repair®  
Volu-Firm®  
Lifting Serum



TimeWise®  
Replenishing  
Serum+C®



TimeWise®  
Tone-  
Correcting  
Serum



TimeWise®  
Night  
Solution



TimeWise®  
Pore  
Minimizer

*Congrats on*  
last month's order!

Name	Amount
Anitra D. Williams	\$718.50
Anne M. Brooks	\$653.50
Alicia C. Hawes	\$605.50
Tabatha V. Bluford	\$604.50
Johnnie M. Stephens	\$600.50
Regina Sullivan	\$323.50
Catherine Reid	\$260.50
Mary Brown	\$234.00
Ashley M. Black	\$228.50
Felicia L. Langley	\$228.00
Tash Beverly	\$205.00
Robin N. Webster	\$122.00
Tamonya Murphy Smith	\$82.00
Wanda Jackson	\$54.00
Dawn Boozer	\$30.00
Christine V. Watkins	\$29.50
Bonita C. Wheeler	\$9.00

# NEW Starter Kit!

It's Here!

Let your Prospective New Team Members know that today is their day to discover **the \$100 New Starter Kit!** It's professional, it's educational. It's beautiful. And it's filled with the heart of Mary Kay. And best of all, it includes a very special something that you've been asking for: **the new Skin Care Party Flip Chart!**





## TOP COURT OF SALES

7/1/2017 - 6/30/2018

		YTD Retail	YTD PC Credit	YTD Total
1	Anitra D. Williams	\$1,715.00	\$0.00	\$1,715.00
2	Anne M. Brooks	\$1,327.00	\$0.00	\$1,327.00
3	Johnnie M. Stephens	\$1,231.00	\$0.00	\$1,231.00
4	Alicia C. Hawes	\$1,211.00	\$0.00	\$1,211.00
5	Tabatha V. Bluford	\$1,209.00	\$0.00	\$1,209.00
6	Regina Sullivan	\$554.00	\$0.00	\$554.00
7	Catherine Reid	\$491.00	\$0.00	\$491.00
8	Mary Brown	\$468.00	\$0.00	\$468.00
9	Ashley M. Black	\$457.00	\$0.00	\$457.00
10	Felicia L. Langley	\$456.00	\$0.00	\$456.00



## TOP COURT OF SHARING

7/1/2017 - 6/30/2018

*This could be you!*

# BOOK AND BUILD TO RED!

Are you ready to build your team and move to red? Remember, it takes 3-4 active team members to move to red jacket! So here are two tips to get you there!



1

**Conduct 50 team building appointments (you decide on the timeframe). The more you share, the more YES you will hear. If after 50 you do not have 4 active team members, keep sharing!**

RACE FOR RED

Home Week 1 Week 2

2

**Keep close with your director and share your goals with her! Check out InTouch too under <http://content2.marykayintouch.com/Public/Race4Red/index.html> for an awesome 6 weeks eCourse designed to help you jump start your Mary Kay business and make that leap into Red Jacket Leadership. It's All Within You!**

## IT'S ALL WITHIN YOU

Welcome! Are you ready to move up the career path and into a new Red Jacket? If so, then this course is for YOU. This 6 weeks eCourse is designed to help you jump start your Mary Kay business and make that leap into Red Jacket Leadership. *It's All Within You!*

NOTE: This eCourse is a responsive design site using HTML5 to support multiple devices and performs best on modern web browsers. We recommend upgrading to the latest browser. IE 8.0 does not support the features of this site.



**YOU CAN  
TOTALLY DO IT  
RED IS IN  
YOUR FUTURE**

# Love Checks!

9% Recruiter Commission Level  
Beverly D. Adams

\$91.13

4% Recruiter Commission Level

Bonita C. Wheeler  
Johnnie M. Stephens  
Alicia C. Hawes  
Tabatha V. Bluford

\$24.22  
\$9.14  
\$3.28  
\$0.36



The prizes  
are amazing  
this Seminar Year!

## Birthdays & Anniversaries!

September Celebrations

Birthdays	Day
Anitra D. Williams	2
Dashia K. Meeks	7
Regina Sullivan	8
Hannah W. Crews	13
Beverly D. Adams	24
Dawn Boozer	28
Utrena Kershaw	28

Anniversaries	Years
Felicia L. Langley	7
David A. Hughes	2
Tiffany N. Johnson	1
Dominique Montgomery	1



### NEW FACES *take you PLACES*

TEAM-BUILDING CHALLENGE ♥ JULY 1 - DEC. 31, 2017

#### Let's Go Places!

When you step out and introduce women to the incredible Mary Kay opportunity, a new level of success can be set in motion and you might find you're going places—like a dream vacation!

#### Monthly Achievers†

For each month during the challenge period (July 1 – Dec. 31, 2017) the Independent Beauty Consultant with the highest number of new personal team members in her unit (minimum of two) will receive a prize.\*

#### Grand Prize Achievers

The five Independent Beauty Consultants in each Seminar affiliation (total of 20) with the highest number of qualified\*\* new personal team members during the six-month challenge period (July 1 – Dec. 31, 2017) will earn a trip voucher valued at \$5,000.

\*For the monthly prize challenge, new personal team members do not need to be qualified in order to count. The prize will be mailed the month after the challenge is achieved. In the event of a tie, the person with the highest level of adjusted wholesale Section 1 production from that month's new personal team members will earn the prize.

\*\*For purposes of this challenge, the new personal team member must sign her Independent Beauty Consultant Agreement in one of the months of the challenge (July 1 – Dec. 31, 2017) and place a \$600 or more order in the month that her Agreement is signed or in the month after (A+1) with the exception of December. If she signs her Agreement in December, she also must place her qualifying order in December since the challenge ends Dec. 31. †Only independent sales force members with the career path status of Independent Beauty Consultant are eligible to achieve the monthly portion of this challenge.





# MY BACK TO SCHOOL

# Specials



**TimeWise Miracle Set**  
Buy 1 / Get a  
Lipstick Free

**NouriShine Plus®  
Lip Gloss**  
Buy 3 / Get 1 Free



**Travel Roll-Up Bag**  
10% off with purchase  
of any Skin Care Set



**TimeWise Repair®  
Volu-Firm® Set**  
purchase and  
receive a FREE gift!

**Oil-Free Eye  
Makeup  
Remover**  
10% off in  
Aug/Sept Only!



## WANT TO START YOUR OWN BUSINESS?

Interested in filling those school days gaps?  
Consider starting your own business selling  
Mary Kay! Contact me for details!



Sharon Byrd  
5541 Tipperinn Way  
Charlotte, NC 28278



# Become an Advanced Skin Care Consultant!

