



Worthy News



December 2015 Newsletter, November Results



Ordering Deadlines Dec

30: Last day for phone orders
31: Last day of month

Take note of ending dates

*Quarter 3 Star Program
(through March 15, 2016)



MONTHLY QUEENS



Queen of Sales:
Trudy A. Williams



Queen of Sharing:
There's a 3-way tie! See page 3!

Last Minute Holiday Ideas!

Here are some great last minute holiday sales ideas to help you meet your sales goals!

- Text some of the customers that you have not heard from regarding your holiday sales and let them know 5 or 10 days before Christmas that you have a sale going on and ask if they need any last minute items delivered before Christmas!
- Have your prospects listen to info on the MK opportunity via a three way call with your director or hotline number recorded by a director of your choosing (make sure you have her permission). Go for 15 calls this month! Offer prospects a chance to go into drawing for their favorite product!
- Post career teasers on your Facebook page. So many people are on Facebook, so that means there are so many women that you can connect with!
- Carry holiday goodies around with you while you are out and about; you very well may have someone stop you for a last minute items!
- Post pictures of your gift baskets on facebook and post a tagline: *"Last minute Christmas gifts for someone special!"*



NEW! WINTER PRODUCTS!

\$34



LIMITED-EDITION SHEER DIMENSIONS® POWDER

available in Pearls and Lace

Discover what you love®
TRAVEL ROLL-UP BAG

\$10*



*ONLY \$10
WHEN YOU
ORDER A
MARY KAY®
SKIN CARE SET. AND \$5

FROM EACH SALE WILL GO TO THE MARY KAY
FOUNDATION! GREAT FOR STORING PRODUCTS!

\$5



**NOURISHINE PLUS® LIP GLOSS
SET DELUXE MINI SET**

SET INCLUDES: ROCK 'N' RED, SPARKLE
BERRY, FANCY NANCY, PINK LUSTER, SILVER
MOON AND CAFÉ AU LAIT

FUZZY SOCKS

are FREE
WHEN YOU
ORDER MINT
BLISS™ ENERGIZING
LOTION FOR FEET
& LEGS! PERFECT GIFT!

FREE!



\$16

**MKMen® DAILY
FACIAL WASH**



\$20



TIPS TO HELP YOU FINISH YOUR STAR!

- ◆ Demo the **Microdermabrasion** or **Satin Hands Set** on people and offer it for \$5 off if they buy it on the spot.
- ◆ Do a **neighborhood survey**. Neighbors are great customers; they are close by and easy to connect with for delivers and appointments.
- ◆ Sell **gift baskets from the trunk of your car**. Go where ever men work. They won't mind. In fact, they will love the service.
- ◆ Book guests for your **weekly meeting to be a model**. Offer them a gift or an item at half price.
- ◆ Deliver reorders and **up-sell by bringing other tempting beauty products** to try and buy on the spot. This is where inventory comes in handy!
- ◆ Contact women that work **OUTSIDE the HOME** and have her be a SILENT HOSTESS. Give her a free gift and PRODUCT BONUS for helping.
- ◆ Sell **Star Gift Certificates at \$100**. Sell 10 and you have \$1,000 in sales.
- ◆ **Put together gift baskets for the holidays and sell them**. Christmas, Valentine's, St. Patricks, Birthdays, etc. These are great sellers!

On Target Stars and Star Consultants

Second Quarter Ends - December 15, 2015

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
TRUDY WILLIAMS	\$1,840.50	STAR	\$559.50	\$1,159.50	\$1,759.50	\$2,959.50
ALICIA HAWES	\$1,267.25	\$532.75	\$1,132.75	\$1,732.75	\$2,332.75	\$3,532.75
CHRISTINE WATKINS	\$1,089.00	\$711.00	\$1,311.00	\$1,911.00	\$2,511.00	\$3,711.00
ANNE BROOKS	\$1,041.50	\$758.50	\$1,358.50	\$1,958.50	\$2,558.50	\$3,758.50
TABATHA BLUFORD	\$955.50	\$844.50	\$1,444.50	\$2,044.50	\$2,644.50	\$3,844.50
ANDREA MCCRAY	\$895.50	\$904.50	\$1,504.50	\$2,104.50	\$2,704.50	\$3,904.50
JOHNNIE STEPHENS	\$719.50	\$1,080.50	\$1,680.50	\$2,280.50	\$2,880.50	\$4,080.50
MONIQUE BROWN	\$711.25	\$1,088.75	\$1,688.75	\$2,288.75	\$2,888.75	\$4,088.75
TIMIKA WILLIAMS	\$616.00	\$1,184.00	\$1,784.00	\$2,384.00	\$2,984.00	\$4,184.00

Here's what it takes...

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



RACE FOR RED

PHASE TWO: *Spring Into Red*



DATES:
Dec. 1, 2015 –
Feb. 29, 2016

Black and White Tote

Here's your chance to build momentum and take your Mary Kay business to the next level. Best of all, enjoy the recognition you'll get at Career Conference 2016 for doing what you love!

Who ▶

Independent Beauty Consultants and Independent Sales Directors

Do This ▶

Add 3 active* new personal team members:

Earn This ▶

1 out of the 3 months

Exclusive VP luncheon at Career Conference 2016

2 out of the 3 months

AND a Black and White Tote

All 3 months of the contest

AND a \$100 Gift Card

See you
in the
Winner's
Circle!

Prize Info

All qualifiers who register and attend Career Conference 2016 will receive their prizes there. You must be registered for Career Conference 2016 on or before Feb. 29, 2016, in order to attend the Career Conference luncheon. Sorry, we are unable to accommodate on-site registrants.

*In order to receive credit, a new team member must submit her Independent Beauty Consultant Agreement during the contest period and whichever month she places her minimum \$225 wholesale Section 1 order during the contest period, will be the month she is counted as active.

Discover These Reasons to Restart This Season!

When you restart* your Mary Kay business Dec. 3 through 31, 2015, you can receive **FREE* products from the Party? Ready! Look** by Mary Kay Global Makeup Artist Keiko Takagi and so much more when you place a single wholesale Section 1 order† in one of the following amounts by Jan. 31, 2016.**

\$450 - 599 (excluding shipping, handling & tax)

FREE* PRODUCTS:

- Products from the **Party? Ready! Look**
- total suggested retail value: \$93

BONUS - \$10 BizBuilder Bucks credit.**

\$600 - 1,799 (excluding shipping, handling & tax)

FREE* PRODUCTS:

- All of the above FREE products
 - Mary Kay® Compact‡
 - Mary Kay® Makeup Finishing Spray by Skindinavia
 - Mary Kay® Oil-Free Eye Makeup Remover Deluxe Mini (Section 2)
 - Mary Kay® Eye Primer
- total suggested retail value: \$142

BONUS - Up to \$35 BizBuilder Bucks credit**

- FREE Custom Color Look† - retail value of \$126
- FREE additional product bonus†† - retail value up to \$228

\$1,800+ (excluding shipping, handling & tax)

FREE* PRODUCTS:

- All of the above FREE products
 - Mary Kay® Brush Collection
- total suggested retail value: \$197

BONUS - Up to \$125 BizBuilder Bucks Credit**

- FREE Custom Color Look† - retail value of \$228
- FREE additional product bonus†† - retail value up to \$647



The Party? Ready! Look

Includes one each of the following:

Mary Kay® Mineral Eye Color in Moonstone, Mary Kay® Mineral Eye Color in Lavender Fog, Mary Kay® Mineral Eye Color in Iris, Mary Kay® Gel Eyeliner With Expandable Brush Applicator in Jet Black, Lash Love® Mascara in I ♥ black, Mary Kay® Mineral Cheek Color Duo in Ripe Watermelon and True Dimensions® Lipstick in Color Me Coral



Now - Dec. 31st

MARY KAY

Last Month's Orders! Super Cute Holiday Gifts

Trudy A. Williams	\$1,008.50
Johnnie M. Stephens	\$490.00
Monique M. Brown	\$474.25
Alicia C. Hawes	\$423.00
Andrea L. Mccray	\$410.50
Anne M. Brooks	\$326.50
Tabatha V. Bluford	\$307.50
Beverly D. Adams	\$302.50
Bonita C. Wheeler	\$298.50
Robin N. Webster	\$265.50
Levier E. Hunt	\$260.50
Fran Jones	\$231.50
Cheryl E. Isibor	\$230.50
Tracie F. Jones	\$227.50
Gloria A. Ross	\$226.25
Lisa A. Moon	\$107.50
Kishandra B. Davis	\$55.50
Felicia L. Langley	\$36.00

Way to go!



Baked Eye Trio
Body Care Set
Satin Hands Set
Cleansing Brush

It is never to late to sell! You can totally make it happen this holiday selling season!

Career Conference is Coming Soon!

If you aspire to lead a team of amazing women or to become an ISD, then make sure you register for Career Conference 2016! Get wrapped up in the infectious energy of positive driven women who are also seeking success in their Mary Kay business.

One of the great things about Career Conference is that the locations are closer to home! They are usually within driving distance. Between the close proximity and convenient weekend timing, you don't have to worry about missing important weekday activities.

Join us for a weekend of fun events featuring content that can help you climb the Ladder of Success. After all the inspiration you'll receive, your Seminar goals will seem within arm's reach!

Product Giveaway Credit

Instead of a product giveaway, if you register for Career Conference 2016, without canceling, you will receive a \$40 wholesale/\$80 retail credit toward your first Section 1 product order placed from March 24 – April 15, 2016.

Registration starts January 25!



TOP COURT OF SALES

7/1/2015 - 6/30/2016

1	Alicia C. Hawes	\$5,616.00	\$1,430.00	\$7,046.00
2	Trudy A. Williams	\$4,072.00	\$1,450.00	\$5,522.00
3	Anne M. Brooks	\$3,844.50	\$798.00	\$4,642.50
4	Johnnie M. Stephens	\$3,472.00	\$459.00	\$3,931.00
5	Christine V. Watkins	\$3,026.50	\$828.00	\$3,854.50
6	Andrea L. Mccray	\$3,022.00	\$508.00	\$3,530.00
7	Tabatha V. Bluford	\$3,049.50	\$329.00	\$3,378.50
8	Timika Williams	\$1,510.00	\$1,510.00	\$3,020.00
9	Meagan P. Gregg	\$1,370.00	\$1,370.00	\$2,740.00
10	Robin N. Webster	\$2,667.00	\$0.00	\$2,667.00



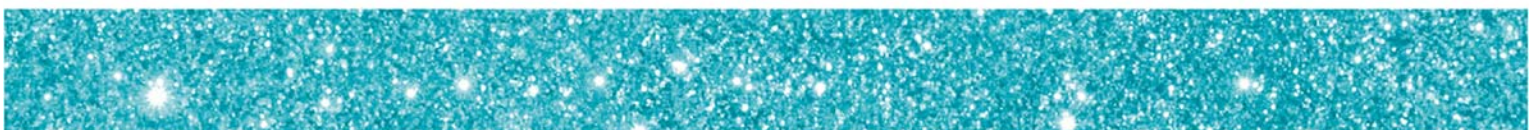
TOP COURT OF SHARING

7/1/2015 - 6/30/2016

1	Trudy A. Williams	1	\$24.64
2	Anne M. Brooks	1	\$24.36

Tips to Help You Finish Star!

1. The best way to sell product will ALWAYS be **GPOP: getting the product on people!** Think BIG who and how many can you get in front of..On the go appointments., a day of back to back appointments..people bringing friends-your own mini Mary Kay marathon!
2. **Book appointments for New Looks,** Skin Care for Season Changes, Mary Kay @ Play Portfolio, Clear Proof and TimeWise Repair Trial Appointments.
3. **Share your goal**..whether it be for number of faces, items sold, or dollar amount and what achieving STAR means to you! Women want to be part of your win! Don't forget to tell your friends about the prize you picked out & special perks you get!
4. Sell **\$24 to 24 people in 24 hours**.
5. Sell **10 Microderm sets** or 20 or multiples of your favorite.
6. **Partner with Women.** Get 5 women to sell 5 Microderm or 5 Mascaras and get theirs free! (Ask them to sell their favorite).
7. Do you have a **FULL STORE \$4200** on your shelf? Consider setting yourself up for sales success! Ask your director for help with financing/order options.
8. Call your customers about the **NEW LOOK BOOK products**.
9. Have a **\$1000 Sales Day!**
10. **One day sales!** Gift with purchase over \$25 or \$50.
11. **Silent Hostess**..give a woman in an office a bunch of samples, look books and sales receipts and an incentive for sales!
12. **Sell Skin Care Sets!** Try and buy Timewise Repair and Clearproof...100 % guarantee.
13. **Sell Bundles!** Bundle together your favorite products that customers use up and offer a deal! Buy 3 get 1 free!
14. **STAR Gift certificates**.. Sell now for 45, shop later worth \$50.
15. DIG DEEP...you never know who will help you with your dream or needs a mascara...
ask everyone with passion for your product and company!



Loving the Love Checks!

4% Recruiter Commission Level

Robin N. Webster	\$25.64
Tracie F. Jones	\$18.97
Bonita C. Wheeler	\$16.92
Beverly D. Adams	\$14.86
Tabatha V. Bluford	\$11.94
Trudy A. Williams	\$9.26



Congrats!

January 2016

- 1: **New Year's Day**, all company offices closed, postal holiday
- 13: **Leadership 2016 begins** in Los Angeles
- 18: **Martin Luther King Jr. Day**,
- 26: **Registration opens** at 8:30 am CT for the first week of Career Conference (March 11-12)
- 28: **Last day of month for consultants to place phone orders**
- 29: **Registration opens** at 8:30 am CT for the second week of Career Conference (March 18-19 and March 20-21)
- Last business day of month
- 31: **Last day for online orders**

Making the most of your month!

Here are some useful tips on how to make the most of your month!

- ◆ Plan your month a month in advance, have a HUGE desk calendar and keep it where you see it often.
- ◆ Plan when you will hold skin care classes and glamour classes.
- ◆ Plan when you will hold team building appointments outside of classes.
- ◆ Plan when you will call your hostesses. Follow up with hostesses before class and pre-profile team members.
- ◆ Set dates on calling your personal team members.
- ◆ Mark on your calendar when you plan to place orders.
- ◆ Mark for deliveries and customer calls.
- ◆ Plan for meetings and dates to submit weekly accomplishment sheets.
- ◆ Most importantly, set goals! Mark on your calendar when you want to accomplish what you want!

January Celebrations!

Birthdays	Day	Anniversaries	Years
Tracie F. Jones	1	Monique M. Brown	2
Tabatha V. Bluford	6	Latisha Murray	2
Sharita Parks	11	Anne M. Brooks	2
Sabrina R. Evans	13	Deborah Eatmon	1
Dundra Mclemore	27	Andrea L. Mccray	1
Rosalyn D. Sullivan	30		





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Happy Holidays!

I want to take a moment to wish my wonderful consultants a very Happy Holiday season! I am extremely grateful that you are part of our unit. Thank you for everything that you do to help us meet our monthly and yearly goals!

May you and your family delight in this magical and beautiful season! Make this season full of festive lights, treats, hot chocolate and more!

Thank you again and Happy Holidays from my family to yours!

