



Worthy News



December 2016 Newsletter, November Results

Ordering Deadlines

29: Last day for phone orders
31: Last day for online orders

Earn your Bracelet!

Place a cumulative \$600 or more wholesale Section 1 order and you can receive a gorgeous bracelet!



Queen of Sales:
Trudy A. Williams



Queen of Sharing:
It's a 5-way tie! See page 5!

LEADERSHIP PARTY!

Get ready for Leadership!

DIQS can attend LEADERSHIP!!! YOU TOO can dream big in The Big Easy! Pack your bags and get ready to join us for four days of inspiration and education with your fellow independent sales force leaders! See all that New Orleans has to offer as you learn about how you can lead effectively and discover greater success through your Mary Kay business. Plus, if you register for Leadership 2017, without canceling, you will receive a **\$50 wholesale/\$100 retail credit** toward your first Section 1 product order placed from Jan. 26 to Feb. 28, 2017. Don't forget to download the *Mary Kay® Events App* for more updates!

Become a DIQ!

This plan is best for Star Team Builders and up!
However, if you have **NO RECRUITS**, it is possible to become a DIQ by December!

- ◆ Hold skin care classes, 3 each week without fail
- ◆ Share opportunity with 10 women each week (1 in 5 will say yes; goal: 2 new team members a week)
- ◆ Have total of 8 active team members
- ◆ Be active
- ◆ Register to attend Leadership once you have 8 active





Selfies* * * contest



HOW TO HAVE ONE:

Openers in conversation (pick one):

- » Hey, have you heard about our “Selfies” Contest?
- » OMGosh! I have to tell you about our “Selfies” Contest! It’s so much FUN!
- » I am calling to tell you about a FUN NEW contest we have going on... I thought you would totally LOVE it!! It’s called a “Selfies” Contest...

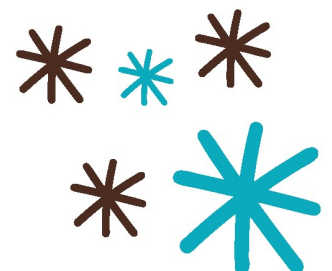
Script:

What we do, is get together for a pampering session and makeover and then we take an “after” photo – basically, a “selfie” and post it on instagram (or facebook) and tag me on it. You can take the selfie of just yourself or with all the girlfriends who join you. It’s not about the picture, it’s totally about the FUN!!! Everyone who posts a “selfie” and tags me will get entered to win many fun MK product prizes – one of which is a Skinvigorate Brush. You can even have your friends join you and everyone gets entered. Doesn’t that sound like fun?? My goal is to have 100 entries to the contest and I will give a really great prize away!

Proceed to booking.

Details when posting to Instagram or Facebook:

- » They must have a makeover with you – can be a FaceTime makeover as well
- » They need to put their name and then TAG YOU in it





On Target Stars and Star Consultants

Second Quarter Ends - December 15, 2016

| | Total | Sapphire | Ruby | Diamond | Emerald | Pearl |
|----------------------|------------|------------|------------|------------|------------|------------|
| ALICIA HAWES | \$3,369.50 | **** | **** | STAR | \$230.50 | \$1,430.50 |
| TRUDY WILLIAMS | \$3,010.50 | **** | **** | STAR | \$589.50 | \$1,789.50 |
| ANNE BROOKS | \$2,499.00 | **** | STAR | \$501.00 | \$1,101.00 | \$2,301.00 |
| JOHNNIE STEPHENS | \$1,901.65 | STAR | \$498.35 | \$1,098.35 | \$1,698.35 | \$2,898.35 |
| CHERYL ISIBOR | \$1,117.00 | \$683.00 | \$1,283.00 | \$1,883.00 | \$2,483.00 | \$3,683.00 |
| BEVERLY ADAMS | \$846.50 | \$953.50 | \$1,553.50 | \$2,153.50 | \$2,753.50 | \$3,953.50 |
| TABATHA BLUFORD | \$805.00 | \$995.00 | \$1,595.00 | \$2,195.00 | \$2,795.00 | \$3,995.00 |
| CHRISTINE WATKINS | \$735.00 | \$1,065.00 | \$1,665.00 | \$2,265.00 | \$2,865.00 | \$4,065.00 |
| DOMINIQUE MONTGOMERY | \$681.50 | \$1,118.50 | \$1,718.50 | \$2,318.50 | \$2,918.50 | \$4,118.50 |
| DAMITA PARKS | \$662.50 | \$1,137.50 | \$1,737.50 | \$2,337.50 | \$2,937.50 | \$4,137.50 |
| DEBORAH EATMON | \$607.50 | \$1,192.50 | \$1,792.50 | \$2,392.50 | \$2,992.50 | \$4,192.50 |

why attending weekly meetings are awesome

- ❖ You can be inspired and others will inspire you too!
- ❖ You will be recognized for your achievements!
- ❖ If you are having a down time, you will receive encouragement!
- ❖ There is special training to aid your business!
- ❖ There are new ideas for booking, selling, classes, etc.
- ❖ You will develop your own leadership qualities through sharing!
- ❖ You will experience the 'team spirit' from having a goal to reach!
- ❖ You will learn company news & info on 'new products' and quarterly contests!
- ❖ You can use your meetings to introduce prospects!
- ❖ You will be a productive part of your group by sharing positive ideas!

a testimonial about attending mtgs

“ When I first attended a meeting held by my adopted director, I was really in awe of everything. The meeting was held at a professional establishment that read Mary Kay everywhere! What I loved also was the tons of inspirational women and women receiving prizes for just working their businesses. I felt inspired and energized. We talked. Shared ideas. I loved seeing the director's full store and seeing upcoming-products on display. It was honestly a lot of fun. I left feeling that my heart was strengthened. I had new goals in sight and was ready to conquer the week. Attending a meeting isn't something you should do, it's something that you want to do!! ”

Building your Customer Base from your PCP list

Plan 1 to growing your customer base from your PCP list:

Call each of your current customers and let them know that in the month of _____ you are offering them 50% off one NEW Mary Kay product from the current Look Book-along with FIVE—\$10 Mary Kay product gift cards that you will mail to the 5 friends/family members who don't already have a Mary Kay consultant. You can say, "My reason for doing this is to give back to all my customers who have been so loyal to me and my business. Now, so I may get them in the mail TODAY, I need you to give me their names, addresses and phone #'s. Once I mail them their gift card, I will follow up with them to be sure they received it. I will then offer them a complimentary pampering time to preview the products and redeem their gift card (with absolutely no obligation to buy anything over their \$10 gift card) . Now, (name), what would you like for 50% off?"

After I mail the gift cards, wait 3 days and call your referral and say:

"Hi, may I speak with _____. Hi _____ this is (your name) with Mary Kay. You don't know me but we have a mutual friend _____. and I were talking the other day and she felt you deserved some extra pampering because you do so much for everyone else so I mailed you a gift card on her behalf. I was calling today so we could schedule a time best for you and I to get together where you'll receive your pampering facial and you can then redeem your gift card. Please know __ that there in no obligation to purchase anything, but I am certain you want to redeem your gift card! What works best for you-this week or next week... weeknight or weekend? Now, if you want, you are welcome to share your appointment with a friend or two, but if not, that is fine as well. If you choose to have anyone join you, please let me know when I call to confirm as I'll have something extra for you when we meet."



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 :Alicia C. Hawes

Christina R. Arthur

Carrie Hawes

Damita L. Parks

Ashley M. Wheeler

Mary M. Wheeler

* Melissa Johnson

* Tamonya Murphy Smith

* C. Woodward-Fowler

Tina M. Foggie

Utrana Kershaw

Breanna M. Sterling

Tawanna N. Tate

Cephina D. Williams

Lakita Young

Star Team Builders

Recruiter :Beverly D. Adams

Felicia L. Langley

Shavada Lee

Bridget S. Mangle

Lisa A. Moon

* Monique E. Hunter

Angela Anderson

Tamika L. Brock

Mary Brown

Tisa A. Johnson

Weslica L. Johnson

Catrecha McCray

Annette Richardson

Shay Rosemond

Monisa Shell

New Consultants

Starting Something Beautiful....

From

Sharing Dreams...

Idenyi P. Ameh
Nicole Black
Tamonya Murphy Smith
Jonita S. Parks
Shelley Seegars

CHARLOTTE, NC
INMAN, SC
MOORE, SC
SPARTANBURG, SC
CHARLOTTE, NC

A. Brooks
J. Stephens
A. Hawes
D. Parks
R. Webster

Welcome to our Unit!

Senior Consultants

Recruiter :Tabatha V. Bluford

Rotunda A. Choice

Dominique Montgomery

* Hannah W. Crews

* Letitia A. Hope

* Jaselyn S. Jennings

* Akebia M. McCree

* Bonita C. Wheeler

Chasity L. Adams

Shantis L. Bluford

Velma Bluford

Lakeedra Cannon

Nicole L. Colvin

Johnny Johnson

Rhonda Y. Johnson

Roberta Mazyck

Francia Paulino

Christina E. Pitts

Jennifer L. Prince

Recruiter :Anne M. Brooks

Tiffany N. Johnson

* Idenyi P. Ameh

* Angela Fetterson

* David A. Hughes

* Tonya C. Miller

LaDonna Ardrey

Sonya Trollinger

Recruiter :Ebony Coleman

Catherine Reid

Recruiter :Felicia L. Langley

Crystal Y. Pannell

Tonette L. Johnson

Katurah S. King

Deriek Wharton

Recruiter :Robin N. Webster

Cheryl E. Isibor

Andrea L. Mccray

* Shelley Seegars

Recruiter :Bonita C. Wheeler

Alicia C. Hawes

* Alyssa N. Fisher

Mia Gentry

Arianna Noble

Sharita Parks

Tamala Robinson

Crystal Tinch

Daisy Webb

Dorothy Whittington

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.



MY YEARLY PERSONAL GOALS

My Career Level Goals:

| | | | |
|-------|-------------|-------|-------------|
| _____ | by Jan 1st | _____ | by July 1st |
| _____ | by Feb 1st | _____ | by Aug 1st |
| _____ | by Mar 1st | _____ | by Sept 1st |
| _____ | by Apr 1st | _____ | by Oct 1st |
| _____ | by May 1st | _____ | by Nov 1st |
| _____ | by June 1st | _____ | by Dec 1st |

Monthly Goals:

| | |
|-------|------------------|
| _____ | Wholesale |
| _____ | Retail |
| _____ | Selling Appts |
| _____ | Interviews |
| _____ | Medal Won |
| _____ | Perfect Start |
| _____ | Power Start |
| _____ | Power Start Plus |

QUALIFICATIONS

Medals:

- Gold:** 5+ new TMs in 1 month
- Silver:** 4 new TMS in 1 month
- Bronze:** 3 new TMS in 1 month

Other:

- Perfect Start:** 15 faces in 15 days
- Power Start;** 30 faces in 30 days
- Power Start Plus:** 30 faces in 30 days and 6 interviews

Star Consultant Goals

| | |
|-------|-------------------------------|
| _____ | Quarter 1: June 16 – Sept. 15 |
| _____ | Quarter 2: Sept. 16 – Dec. 15 |
| _____ | Quarter 3: Dec. 16 – March 15 |
| _____ | Quarter 4: March 16 – June 15 |

Star Consultant Levels

| | |
|--|---|
| SAPPHIRE STAR \$1800 WHOLESALE | EMERALD STAR \$3600 WHOLESALE |
| RUBY STAR \$2400 WHOLESALE | PEARL STAR \$4800 WHOLESALE |
| DIAMOND STAR \$3000 WHOLESALE | |

BREAKING STAR DOWN

- \$300 retail sales x 4 weeks =
\$1200 retail sales
((\$600 Wholesale / \$600 Your Profit)
x 3 months = Sapphire Star
- \$400/Week Sales = Ruby Star
- \$500/Week Sales = Diamond Star
- \$600/Week Sales = Emerald Star
- \$800/Week Sales = Pearl Star

Congrats! on Your Order!

| | |
|----------------------|------------|
| Trudy A. Williams | \$1,348.50 |
| Alicia C. Hawes | \$1,257.00 |
| Anne M. Brooks | \$1,095.50 |
| Johnnie M. Stephens | \$754.15 |
| Dominique Montgomery | \$670.00 |
| Tabatha V. Bluford | \$404.50 |
| Catherine Reid | \$235.50 |
| Carrie Hawes | \$232.00 |
| Zakiyyah W. Nelson | \$225.50 |
| Dawn Boozer | \$225.00 |
| Shavada Lee | \$196.00 |
| Lisa A. Moon | \$118.00 |
| Andrea L. Mccray | \$113.00 |
| Tiffany N. Johnson | \$112.50 |
| Felicia L. Langley | \$41.00 |
| Jonita S. Parks | \$30.00 |

Welcome Back!

It's time to make this a December to remember as you **build the team of your dreams!** Thanks to this promotion, you can help eligible former Independent Beauty Consultants restart their Mary Kay businesses, and they can earn a **FREE* TimeWise® Microdermabrasion Plus Set** (\$55 suggested retail) this December!



★
when
you
CHOOSE
joy

You feel good
& when you feel
good, YOU do good
& when YOU do good
it Reminds others
of what joy feels like
& it just♥
might inspire
them to do
the same.



TOP COURT OF SALES

7/1/2016 - 6/30/2017

| | | | | |
|----|----------------------|------------|------------|-------------|
| 1 | Alicia C. Hawes | \$9,714.00 | \$5,534.00 | \$15,248.00 |
| 2 | Trudy A. Williams | \$7,813.50 | \$5,628.00 | \$13,441.50 |
| 3 | Anne M. Brooks | \$8,063.50 | \$4,736.00 | \$12,799.50 |
| 4 | Johnnie M. Stephens | \$6,416.30 | \$3,627.30 | \$10,043.60 |
| 5 | Cheryl E. Isibor | \$5,268.50 | \$1,450.00 | \$6,718.50 |
| 6 | Damita L. Parks | \$4,700.50 | \$1,325.00 | \$6,025.50 |
| 7 | Tracey R. Paradise | \$4,180.00 | \$0.00 | \$4,180.00 |
| 8 | Christine V. Watkins | \$2,329.00 | \$1,490.00 | \$3,819.00 |
| 9 | Catherine Reid | \$2,589.50 | \$1,085.50 | \$3,675.00 |
| 10 | Tabatha V. Bluford | \$2,115.50 | \$1,162.00 | \$3,277.50 |



TOP COURT OF SHARING

7/1/2016 - 6/30/2017

| | | | |
|---|---------------|---|---------|
| 1 | Ebony Coleman | 1 | \$46.23 |
|---|---------------|---|---------|



AMY KEMP'S CHALLENGE



To Build Your Team



Take this challenge created by Amy Kemp and build your team! You can do it!

MAKE A LIST OF 20 people. Include those you have facialed but have not yet listened to the opportunity. Also include super sharp women who don't live close enough to you to facial.

Send this script via Facebook private message, text, or email, and wait for a reply...

"Hey (Name)! I'm working on my next BIG (or first!) promotion with Mary Kay! I need 10 sharp women to watch a short video in the next 24 hours and have a quick follow up conversation with my Director afterwards. I immediately thought of YOU! Will you help me out? I will give you a FREE gift! Let me know and I'll send you the link! Thanks!"

When they respond yes, say, "Here's the link (send a team building video that you and your director decide upon). Watch it in the next 24 hours and let me know the second you are done. My Director will call you, and I will get you your gift! HUGE THANKS!"

Send the names and phone numbers to your Director ASAP for follow up. Quick turnaround is the key!!! Once you've contacted your whole list, make another list!

MY LIST OF 20 PEOPLE

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

Love Checks!

9% Recruiter Commission Level
Alicia C. Hawes

\$20.88



4% Recruiter Commission Level
Tabatha V. Bluford
Beverly D. Adams
Robin N. Webster
Anne M. Brooks

\$26.80

\$26.22

\$4.52

\$4.50

Birthdays & Anniversaries!

January Celebrations

| Birthdays | Day |
|--------------------|-----|
| Tracie F. Jones | 1 |
| Melissa Johnson | 2 |
| Christina E. Pitts | 2 |
| Tabatha V. Bluford | 6 |
| Katurah S. King | 11 |
| Sharita Parks | 11 |
| Sabrina R. Evans | 13 |
| Rotunda A. Choice | 22 |
| Roberta Mazyck | 24 |
| Monisa Shell | 26 |
| Dundra Mclemore | 27 |
| Rhonda Y. Johnson | 30 |

| Anniversaries | Years |
|---------------------|-------|
| Anne M. Brooks | 3 |
| Andrea L. Mccray | 2 |
| Mia Gentry | 1 |
| Breanna M. Sterling | 1 |
| Catrecha McCray | 1 |
| Lakeedra Cannon | 1 |
| Tamala Robinson | 1 |

Embrace your Dreams! December Challenge

Here's December's Bracelet!

Each month that you place a \$600 or more wholesale Section 1 order (can be cumulative within the month), you will receive the Embrace Your Dreams bracelet!



Earn a VIP Lunch at Career Conference!

Earn a VIP Luncheon at Career Conference where you will receive this special "Eat Dessert First" when you achieve the Embrace your Dreams Challenge in Dec, Jan and Feb! Consider it icing on the cake!






Sharon Byrd
5541 Tipperinn Way
Charlotte, NC 28278



Party Ideas!



project
RUNWAY

THURSDAYS 9/8c  Lifetime.

Runway to Your Way Party: This season, Mary Kay Global Beauty Ambassador Luis Casco created two looks for the show that have both everyday and runway versions. You can use one of his looks to show your guests how they can take an everyday look, such as a classic red lip or smoky eye, and make it runway ready.

Make It Work Party: Invite your guests to bring a few items of clothing or accessories for a clothing swap. Have the guests choose from the offerings to make over their outfit and then create a makeup look to match using *Mary Kay*® products. Your customers will leave with a new head-to-toe look that's sure to stun!

You're In/You're Out Party: In beauty, one day you're in and the next you're out – of products! With this in mind, tell your customers that a classic look like a black and gray smoky eye is "out" and challenge them to create the new "in" look! You can have everyone vote on whose look is the most on-trend and then reward the winning customer with free products.