



Worthy News



February 2016 Newsletter, January Results

February Ordering Deadlines

26: Last day for phone orders
29: Last day for orders

Take note of ending dates

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



Our Queens!



Queen of Sales:
Beverly D. Adams



Queen of Sharing:
Bonita C. Wheeler

Fun Challenges this Month!

- Challenge yourself to attend your **weekly meeting** 4x this month
- Read a chapter of Mary Kay's autobiography: **Miracle Happen** and share with your director or on Facebook one thing that inspired you or that you delighted in
- Subscribe to **Mary Kay's YouTube channel** and share one video on your Facebook page (if you have Facebook, if not email the video to your director and she will share)
- Throw out ALL of your **OLD cosmetics** and purchase **NEW** personal Mary Kay products to use each and everyday
- Sell **5 products and share a picture** with your director or post on Facebook a picture of you holding your sales slips
- Get names of **5 new customers**
- **Follow-up with PCP mailings.** Make a list of those that you enrolled and dates to follow-up with them!
- Share the **Mary Kay opportunity with 5 new women**
- **E-mail or share on Facebook** your favorite Mary Kay product
- Try the **virtual makeover tool** on your personal website or download the app
- Make a **goal poster of your goals this year!** You can make one on Pinterest.com if you don't feel like cutting and pasting!

New Mk Spring Products

\$9.50 each



Into the Garden™ Nail Lacquer
Available in Coral Blossom,
Pink Magnolia and Sweet Lilac

\$8

Into the Garden™ Nail Appliqués



\$6

Beauty Blotters® Oil-Absorbing Tissues



\$20

CC Cream Sunscreen Broad Spectrum SPF15
in new shade very deep



\$35

Into the Garden™ Color Compact
Lip glosses: nude, pink and coral
Eye shadows: natural taupe,
pink, plum brown and violet



\$45

Cellulite Gel Cream & Body Massager Set



\$15

Citrus-Tea Soap Set (3)



\$28



Into the Garden™ Pedicure Set

10 Foot Fizzies, Foot Scrub, one pair Toe Separators, Emery Board and Mesh Collection Bag

\$40



\$20



\$20



Forever Diamonds Collection
comes in Eau de Parfum,
Shower Gel & Body Lotion

Free! Cosmetic Bag!

with the purchase of Forever Diamonds™ Eau de Parfum, Shower Gel and Body Lotion

Free

Free

TimeWise® Replenishing Serum+C®

get a Deluxe Mini FREE with a purchase of at least \$40 of more in Mary Kay products



Party Ideas!

Add some spark to your business by offering different types of parties! Create a flier or postcard showing the types of parties you offer and let your hostess pick which one(s) she want!

Skin Care Party: Classic party to show customers how to take care of their skin with customized skin care!

Flawless Face Party: Professional Foundation Match and Contouring

Brush Clinic: Create your own customized color look using MK glamour and brushes!

A Rejuvenating Body Bash: Smooth the bumps away with Cellulite Gel, Body Massager, Toning Lotion and Foot and Leg Energizer, plus learn to make your legs look like you have on hosiery with our CC Cream



Fashion Trends & Fragrance: Learn what's HOT while you shop for you or find great gifts for others

Pajama Party: Do you miss those slumber parties from your younger days? Guests will come dressed in their P J's and get their faces ready for bed. Any size group (Tip: Choose a contest for fun – Cuties PJ's Contest, Cutest Slipper Contest or Crazy Hair Contest)

Shop at Home: Forget the cleaning and snacks, host an online or book party! Take orders using my website or Look Books and turn them into me by the set date! Easy as 1-2-3. One of the great things about this party is that it helps you get leads.

On Target Stars and Star Consultants



Third Quarter Ends—March 15, 2016

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
TABATHA BLUFORD	\$860.50	\$939.50	\$1,539.50	\$2,139.50	\$2,739.50	\$3,939.50
ALICIA HAWES	\$800.00	\$1,000.00	\$1,600.00	\$2,200.00	\$2,800.00	\$4,000.00
JOHNNIE STEPHENS	\$744.00	\$1,056.00	\$1,656.00	\$2,256.00	\$2,856.00	\$4,056.00
BEVERLY ADAMS	\$660.50	\$1,139.50	\$1,739.50	\$2,339.50	\$2,939.50	\$4,139.50
BONITA WHEELER	\$468.00	\$1,332.00	\$1,932.00	\$2,532.00	\$3,132.00	\$4,332.00
TRUDY WILLIAMS	\$458.75	\$1,341.25	\$1,941.25	\$2,541.25	\$3,141.25	\$4,341.25

Who will be our next star?





Red

Write the names of your team members below in the spaces provided.

Each team member must be qualified!

Move up a career level as you share the MK opportunity with others!



SENIOR CONSULTANT



TEAM LEADER!



SENIOR CONSULTANT



TEAM LEADER!



RED JACKET EARNED



FUTURE DIRECTOR



RED JACKET EARNED



FUTURE DIRECTOR



TEAM LEADER!



YOU CAN SUBMIT FOR DIQ

ask your director for details

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
Shavada Lee
Bridget S. Mangle
Catrecha McCray
Lisa A. Moon
* Felicia L. Langley
Angela Anderson
Jasmine M. Brock
Deanna Brownlee
Weslica L. Johnson
Shay Rosemond
Shameka S. Williams

Senior Consultants

Recruiter :Tabatha V. Bluford
Bonita C. Wheeler
* Lakeedra Cannon
Veronica Black
Tonya D. Bracey
Joyce Crosby

Recruiter :Alicia C. Hawes
Tina M. Foggie
Ashley M. Wheeler
* Breanna M. Sterling
* Tawanna N. Tate

Recruiter :Tracie F. Jones
Monique M. Brown

Recruiter :Robin N. Webster
Cheryl E. Isibor
Andrea L. Mccray
Shermeine Hammie
Shelley S. Seegars

Recruiter :Bonita C. Wheeler
Alicia C. Hawes
Tamala Robinson
* Mia Gentry
* Dorothy Whittington
Sharita Parks

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

New Consultants

Starting Something
Beautiful....

From

Sharing Dreams...

Lakeedra Cannon
Mia Gentry
Catrecha McCray
Tamala Robinson
Breanna M. Sterling

CHESTERFIELD, SC
BOILING SPRINGS, SC
FOUNTAIN INN, SC
SPARTANBURG, SC
DUNCAN, SC

T. Bluford
B. Wheeler
B. Adams
B. Wheeler
A. Hawes

CUSTOMER SERVICE TIPS



It's a fact that many businesses lose their customers because of neglect. Don't let this happen to you. When you introduce a customer to Mary Kay® products, you have an obligation to do two things:

- Make sure your customer is properly using her products.
- Make sure her product use is not interrupted. In other words, do not allow the customer to run out of any item.

Stay ahead of the competition. As a member of the Mary Kay independent sales force, you are competing for the cosmetic dollar your customer spends. You can be sure that if you allow your customer to run out of any product, she may just run out to the store and buy another brand. Common sense dictates that when you sell our fabulous skin care or any of our other personal care products, you have already done the initial work. Therefore, following up with your customer helps you reap the full harvest from the seeds you've planted.

Contact pink ticket customers for reorders. It's vitally important that you call all customers on a regular basis! Each time you call you should ask for at least one referral. By getting referrals, you will keep your date book full of future skin care classes. You have a virtual gold mine in your pink ticket customers. By calling them, you may get reorders, bookings and referrals. Personalized service is the key. Our society is becoming less and less personal.

However, one of the greatest things you have going for you in Mary Kay is personal contact with your customers. You make them feel loved and important by calling them on a regular basis. Many companies do not offer this personalized service.

Every Mary Kay Beauty Consultant should organize her pink tickets or skin care profiles and call to check on her customers on a regular basis. An English poet once said, "You should keep your friendships in a constant state of repair." We should keep our relationships with our customers in a constant state of repair, too!

From Mary Kay InTouch

LUCKY U! HOSTESS PROMO

With every \$20 purchased, fill your name in the blank.
When all blanks are filled, someone will win a special gift!



Name:
Items Purchased:
Phone Number:



Name:
Items Purchased:
Phone Number:



Name:
Items Purchased:
Phone Number:



Name:
Items Purchased:
Phone Number:



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Items Purchased:
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Last Month's Orders!

Beverly D. Adams	\$606.50
Tabatha V. Bluford	\$372.00
Alicia C. Hawes	\$336.00
Johnnie M. Stephens	\$324.00
Mary Brown	\$280.00
Alberta Kirkpatrick	\$258.50
Martha J. Rucker	\$253.00
Cheryl E. Isibor	\$240.75
Tina M. Foggie	\$233.50
Andrea L. Mccray	\$229.00
Tamala Robinson	\$228.00
Clemie J. Anderson	\$228.00
Catrecha McCray	\$227.00
Robin N. Webster	\$226.50
Trudy A. Williams	\$157.50
Bonita C. Wheeler	\$151.50
Anne M. Brooks	\$124.50
Lisa A. Moon	\$19.00
Tracie F. Jones	\$9.00

SPRING into RED!

Race into Career Conference in red-hot style! During the Spring Into Red Challenge, you can earn rewards each month for building your team. And when you build your team, you can increase your income, earn more rewards and step on up the career path! Information!

CONTEST ENDS FEBRUARY 29!



Strive for 3 Power Hours a week and watch your business SOAR!

- 15 Minutes :: Make "Booking" Calls
- 15 Minutes :: Make "Coaching Your Hostess"
- 15 Minutes :: Make Calls "to Invite Guests" to Meetings
- 15 Minutes :: Make "Recruiting" Calls

Booking Ideas



1. **Model Portfolio:** One of the most successful ways to book appointments. All women love to be a model!
2. **Check-up Facials:** Do a check up facial for all of those who bought the basic set.
4. **Hostess contest:** Rebook past hostesses! Have contest for those who book 4 months after their original facial.
6. **People in your neighborhood** or apartment complexes: Send a flyer to introduce yourself.
7. **Glamour classes:** Invite preferred customers to your home where they can learn a new glamour look.
8. **Birthday club:** Start sending out Bday cards to your customers and let those know if they have facial during their Dbay month that they get an extra discount!



TOP COURT OF SALES

7/1/2015 - 6/30/2016

1	Alicia C. Hawes	\$8,290.00	\$1,430.00	\$9,720.00
2	Trudy A. Williams	\$5,104.50	\$1,450.00	\$6,554.50
3	Tabatha V. Bluford	\$5,671.50	\$329.00	\$6,000.50
4	Anne M. Brooks	\$4,791.50	\$798.00	\$5,589.50
5	Johnnie M. Stephens	\$4,940.00	\$459.00	\$5,399.00
6	Christine V. Watkins	\$4,064.50	\$828.00	\$4,892.50
7	Andrea L. Mccray	\$3,480.00	\$508.00	\$3,988.00
8	Beverly D. Adams	\$3,058.00	\$82.00	\$3,140.00
9	Robin N. Webster	\$3,120.00	\$0.00	\$3,120.00
10	Timika Williams	\$1,510.00	\$1,510.00	\$3,020.00



TOP COURT OF SHARING

7/1/2015 - 6/30/2016

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



WIN A GOLD MEDAL!

The precious Gold Medal is the most prestigious award in all of Mary Kay! All you do is share your opportunity with five people in one calendar month to win the Gold Medal! The Consultants' Agreements must be in the branch office by the last working day of the month. You may say "How do I win a Gold Medal?"

Here's how!

1. Decide "Yes, I can and I will win a Gold Medal this month."
2. Plan your work and work your plan. Since the best recruits are found at Skin Care Classes, it starts with booking your Skin Care Classes. Book seven every week so you will hold five.
3. Do the **4-Point Recruiting Plan** at every Skin Care Class.
 - a. Before the Skin Care Class, ask the hostess, "Who is coming today who might be interested in doing what I do?" Feed her mind: someone who is at home with children; someone who is so busy they couldn't possibly fit another thing into their lifestyle; someone who is looking for part-time work.
 - b. Put on a crackerjack recruiting talk at the end of your Skin Care Class.
 - c. Select one person at every Skin Care Class and offer her your career.
 - d. Offer the hostess a merchandise gift (about \$10) for any person suggested who is accepted by the Company and becomes a qualified Consultant. Don't forget to ask her!
4. Do at least five interviews each week. opportunity is knocking at your door!
5. Follow up, and follow up on the follow up. Take your prospects to Skin Care Classes with you. Call her and overcome her objection, see her husband and answer his questions, etc.

Lovin' the Love Checks!

9% Recruiter Commission Level
Beverly D. Adams

\$47.88

4% Recruiter Commission Level

Bonita C. Wheeler

\$22.56

Robin N. Webster

\$18.79

Alicia C. Hawes

\$9.34

Tabatha V. Bluford

\$6.06

Congrats!



Earn the use of a BMW® 320i through June 2016! This promotion has been extended!



PREMIER PLUS

March 2016 Business Briefing

- 8: International Women's day
- 11: Week 1 of Career Conference 2016 begins
- 15: Postmark deadline for Quarter 3 Star Contest begins, deadline to make Quarter 2 prize selection
- 16: Quarter 4 Star Consultant contest begins, Summer 2016 PCP for the Summer Look begins
- 18: Week 2 of Career Conference 2016 begins
- 20: Online prize selection available for Quarter 3 Star consultant contest
- 25: Good Friday, company holiday, all company and branch offices closed
- 30: Last day of month for consultants to place orders
- 31: Last day of month for orders

March Dates to take note of

* Class of 2016
(until July 1, 2016)

*Quarter 3 Star Program
(December 16 - March 15, 2016)

*Quarter 4 Star Program
(March 16 - June 15, 2016)

March Celebrations!

Birthdays	Day	Anniversaries	Years
Yam Vann	1	Veronica Black	3
Johnnie M. Stephens	12	Shay Rosemond	2
Martha J. Rucker	17	Bonita C. Wheeler	2
Alicia C. Hawes	25	Ebony Black	1
Zakiyyah W. Nelson	26	Cheryl E. Isibor	1
		Takeisha S. Smith	1
		Tonya D. Bracey	1
		Joyce Crosby	1
		Dundra Mclemore	1



Handwritten in pink cursive: "Handwritten Values" (mirrored text)

Sharon Byrd
5541 Tipperlin Way
Charlotte, NC 28278



Make that MONEY!

Here's a suggested plan with
3 Classes Per Week,
9-12 Hours Per Week (results may vary)

\$150 Class x 3 Classes = *\$450 Weekly Sales*
\$450 x 50 Weeks = *\$22,500 Annual Retail Sales*
300 New Basic Customers

300 Reorders x 120 Per Year = *\$36,000 Annual Reorders*
\$58,500 Total Annual Sales = *\$29,250 Profit*

