



Worthy News



July 2014 Newsletter, June Results

Top Queens!



Queen of Wholesale:
Tracie F. Jones

Queen of Sharing:
You could be here!

Ordering Deadlines for June

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

Important Promo Deadlines

Quarter 1 Star Consultant
quarterly contest
(June 16 - September 15, 2014)



CONGRATULATIONS! It is the NEW Mary Kay Seminar year! Let's run out the gate FULL SPEED AHEAD! This is your year to shine! Make it great!! Here are some AWESOME tips on getting the BEST out of this month; getting true momentum to LAUNCH you forward!

1. **COMMIT every MONTH to having a POWER START—30 faces in 30 days.** Try having 3 classes a week with 4 ladies present. That is seeing 12 ladies a week. 4 weeks in a month x 12 ladies = 48 faces in 30 days! If you average \$250 a class x 3 classes a week = \$750 x 4 weeks = \$3000 in sales a month, profit is \$1500. Do this every month for an entire year, profit is \$18,000. Does not count reorders, re-bookings, new team members, moving up career path, possibly becoming a director, etc.
2. **If you are seeing 12 ladies a week, try sharing the Mary Kay opportunity with 5 ladies.** As the stats are that 1 in 5 will say, "YES!!!" to the Mary Kay opportunity! You will possibly have 1—2 recruits per week. 1 x 4 = 4 team members a month
3. **If you continue this plan, of averaging 4 team members a month.** 4 x 12 (months in a year) - that's 48 recruits a year

Is this possible? YES! Many successful women in Mary Kay became successful by REPEATELY doing a Power Start month after month. That would mean they had GREAT sales every week and month, gained new team members and shot to the top.

Seminar 2015 Awards

The Seminar 2014 are more amazing than ever! Check out these **DIAMONDS** and I can't wait to see you on the Seminar stage!
Check out InTouch for the New Seminar Court rules!



Queen's Court of Sharing
(your choice of one)



Queen's Court of Sales
(your choice of one)



4th Quarter Stars!

Congrats!

Tabatha Bluford

Robin Webster

Tracie Jones

Johnnie Stephens

Christine Watkins

Sharon Byrd



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

Jasmine M. Brock

Felicia L. Langley

Shavada Lee

Bridget S. Mangle

Yolanda L. Williams

* Tisa Johnson

* Catreecha McCray

* Shay Rosemond

Cassandra Garrett

Star Team Builders

Recruiter :Christine V. Watkins

Lonita M. Humphrey

Courtney S. Meredith

Baheerah S. Rogers

Senior Consultants

Recruiter :Tabatha V. Bluford

Bonita C. Wheeler

* Veronica Black

* Roberta Mazyck

* Jamie-Rae F. Parks

* Christine E. Pitts

Pamela D. Jones

TyKeshia McElveen

Francia Paulino

Recruiter :Anne M. Brooks

Evelyn C. Massey

Recruiter :Tracie F. Jones

Monique M. Brown

* Latoya Jones-Lovett

* Pearlina McNeil

* Nicole S. Taylor

Recruiter :Felicia L. Langley

Holly Tucker

* Quintoria M Brockman

* Tracee N. Gallimore

* Telicia W. Reeves

* Joyce A. Starks

Recruiter :Shelley S. Seegars

Kimberly R. McClain

Recruiter :Robin N. Webster

Shelley S. Seegars

* Shanton D. Smith

WELCOME NEW CONSULTANTS!

Starting Something
Beautiful....

From

Sharing Dreams...

Let's fill this area up!

party ideas

Get some fun parties going and make parties similar to a **GIRLS' DAY OR NIGHT OUT**. You want your hostess to feel like she can invite her friends and they will have a **TON OF FUN!**

Pajama Party

Do you miss those slumber parties from your younger days? Well, let's do it again with a Pajama Party. Guests will come dressed in their PJ's and get their faces ready for bed. Any size group (tip: use the MK story book while mask is drying. Choose a contest for fun – Cuties PJ's Contest, Cutest Slipper Contest or Crazy Hair Contest)

Bahama Mama

Do you love that look like you just came from the beach?

I will share glamour techniques to accomplish that look and introduce our sun products while you soak your feet and enjoy a cool drink! Any size group

(tip: add a few items to the table to bring out your theme with sun glasses, beach bags, and beach towel)

New Year Affirmation!

Making an affirmation is simple and necessary!

You want to start with about 3-4 power statements or sentences: State what you want to change or improve about yourself. (stating as it is already done). Then state what your goal is or what you want to achieve. Next state how you are going to make that goal happen (the action that takes place to make it happen). Then finish it with a power statement! Keep it simple and positive.

You can do it! Post your affirmation all over your house so you can read it everyday, several times each day! Posting it on 3x5 cards in print hand writing will be the most effective!

Look who invested in their business!

Name	Amount
Tracie F. Jones	\$1,219.50
Christine V. Watkins	\$714.50
Johnnie M. Stephens	\$686.00
Anne M. Brooks	\$262.50
Jasmine M. Brock	\$249.00
Beverly D. Adams	\$235.50
Trudy A. Williams	\$233.00
Courtney S. Meredith	\$229.00
Shavada Lee	\$228.00
Shelley S. Seegars	\$227.50
Tabatha V. Bluford	\$226.50
Holly Tucker	\$225.00
Robin N. Webster	\$211.50
Lashay Morgan	\$165.50
Felicia L. Langley	\$102.00
Gloria A. Ross	\$82.50
Kimberly R. McClain	\$76.50
Yolanda L. Williams	\$14.50

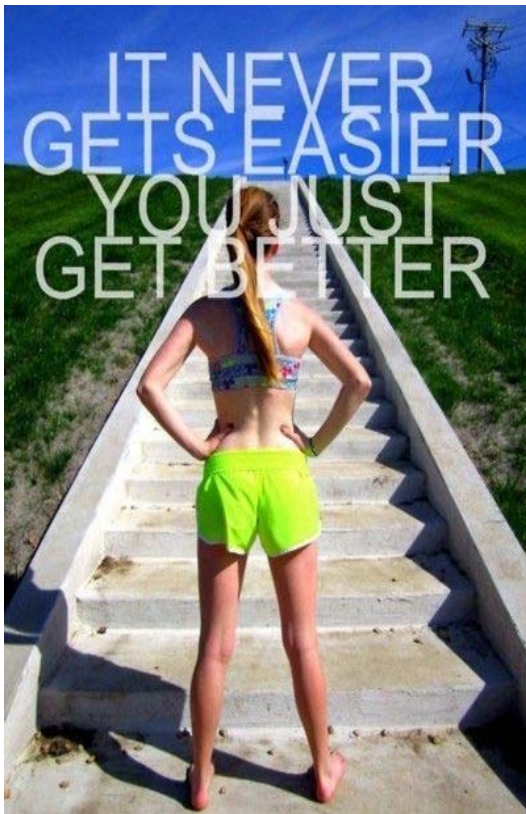
Fun ways to share the Mary Kay Opportunity!

OVER FROZEN YOGURT: Sweet conversations over SWEET treats. Great "non-pressure" place to share facts about the MK opportunity and get to know what your recruits needs!



PMS: Popcorn, MOVIE and Soda - Sending a fun bag home with your potential team member with popcorn, team building video and soda. Once your potential team member has watched the MK opportunity video, she is to call you or meet with you to discuss her thoughts!

OVER FACETIME OR SYKPE: She is busy, busy and doesn't always have to meet in person. Facetime is a great, no pressure way to meet with her in her home and where she feels comfortable. Take as much time as you need, because she is in her home and doesn't have to travel.



You CAN do it!



TOP COURT OF SALES



7/1/2014 - 6/30/2015

1	Tracie F. Jones	\$17,984.00	\$2,049.00	\$20,033.00
2	Christine V. Watkins	\$14,745.00	\$425.00	\$15,170.00
3	Tabatha V. Bluford	\$11,089.00	\$496.00	\$11,585.00
4	Johnnie M. Stephens	\$9,038.50	\$603.00	\$9,641.50
5	Beverly D. Adams	\$5,719.00	\$343.00	\$6,062.00
6	Robin N. Webster	\$5,840.00	\$130.00	\$5,970.00
7	Anne M. Brooks	\$4,923.00	\$60.00	\$4,983.00
8	Monique M. Brown	\$4,325.50	\$90.00	\$4,415.50
9	Felicia L. Langley	\$3,205.50	\$40.00	\$3,245.50
10	Trudy A. Williams	\$2,602.50	\$90.00	\$2,692.50



TOP COURT OF SHARING

7/1/2014 - 6/30/2015



1	Tracie F. Jones	1	\$82.57
2	Beverly D. Adams	1	\$41.61
3	Robin N. Webster	1	\$37.04
4	Shelley S. Seegars	1	\$30.38

Love Checks! Yahoo!!

9% Recruiter Commission Level Beverly D. Adams	\$74.43
4% Recruiter Commission Level Christine V. Watkins	\$9.16
Robin N. Webster	\$9.10
Felicia L. Langley	\$9.00
Shelley S. Seegars	\$3.06



TIPS TO COMPLETE STAR!

- Book guests for your weekly meeting to be a model. Offer them a gift or an item at half price
- Call 10 customers who you have not yet met with you for their check up facial, and offer them your free service and an opportunity to meet with you
- Challenge a son, daughter or husband to sell \$100. Give them an exciting prize as a reward if they do the challenge
- Contact current month birthdays and offer birthday makeovers and a 15% birthday discount on all items purchased
- Contact your preferred customers and set up "personal service appointment". We always sell more when people get to try before they buy!

August Celebrations!

Birthdays	Day	Anniversaries	Years
Holly Tucker	1	Clemmie Anderson	6
Tracee N. Gallimore	4	Martha J. Rucker	5
Ojetta G. Rease	7	L. Stafford-Baldwin	2
Trudy A. Williams	16	Pamela D. Jones	1
Tia S. Alston	21	Vanetia D. Howard	1
Sharon Byrd	29	Svetlana Parchuk	1
Clemmie Anderson	31		



NEW! OVERCOMING TEAM BUILDING OBJECTIONS

1) I AM JUST TOO BUSY!

Question: If I can teach you how to make \$200 a week working only 3 hours a week, could you find 3 hours? OR Ask her about her current schedule for a week and suggest some times maybe she could plug MK in to some slots.

2) I'M JUST NOT THE SALES TYPE!

Question: Great! Would you believe that 90% of Mary Kay women aren't the sales type. We look for women that can simply teach other women how to feel better about themselves through skin care and makeup...or even by sharing this incredible opportunity and impacting their lives! Would you agree that every woman buys skin care and makeup from somewhere? Why not buy the #1 best selling product from you. I believe now days, we don't get service like we should, and b/c you will provide a great service to your customers, they will even have another reason to buy from you!

3) I REALLY NEED TO TALK TO MY FAMILY OR HUSBAND!

Question: What do you think your husband will say? Great...why don't we go ahead and fill out your agreement and if for some reason he has any questions, I will be more than happy to answer them, and then if he still says no, then we can tear up your agreement and you can remain a great hostess.

4) I DON'T KNOW THAT MANY PEOPLE!

Question: Do you know 1 person that could be a face for you? If I can teach you how to turn 1 person into all the other people you will ever need to know...would you be willing to learn?

5) I DON'T HAVE THE MONEY!

Question: Do you have access to a credit card? OR If I can show you how to earn \$100 in 2 weeks, could you find someone that can help you get started?

6) JUST NOT NOW...NOT A GOOD TIME!

Question: If you were to do Mary Kay, what would be your reason? (find out their why and overcome the objection). If I promise to hold your hand and teach you how to do this, what would keep you from getting started today? Offer a signing bonus!



**The key thing is once you have overcome the objection...don't stop there!
Ask "Is there any reason why we can't get you started today?"
95% of objections are wrapped up in these 6!**

OVERCOMING BOOKING OBJECTIONS

LISTEN to the objections – **CLARIFY** what she says – **ACKNOWLEDGE** the concern and **OFFER** the solution.

TOO BUSY: "I understand _____. You know, I'm a really busy person too, so I can appreciate that! It may take us an hour or so to find your special needs and preferences, but after that I can save you an enormous amount of time – you'll never have to go to the mall again for your cosmetics. I can save you money too! Which would be better for you, _____ or _____?"

NO MONEY: "I understand _____, are you aware that Mary Kay is a third to half less than anything at the department stores and you never even have to pay full price for our products. We have discounts and lots of ways to get it free; we even have No Interest Payment Plans! Plus, there's no obligation to purchase. I'd just appreciate your honest opinion. Which would be better for you, _____ or _____?"

USE CLINIQUE (or another brand): "Great! You obviously appreciate good cosmetics! You know, we never find anyone who doesn't like Mary Kay at least as well, if not better than Clinique – I'd love to get your honest opinion – is there any reason you couldn't compare your _____ to Mary Kay? You can have a glamour item half price just for giving me your opinion. Which would be better for you, _____ or _____?"

Offer the item FREE when she brings a friend!

You might also ask, "May I ask you what (Clinique products you're using?"

(Often it's just a lipstick or blush.)

I TRIED MARY KAY ONCE AND BROKE OUT! "I'm sorry you had that experience – may I ask how long it's been? (Explain product changes) _____, may I ask you what you mean by "broke out"? Was it blemishes? (Wrong formula) or little red itchy bumps? (A "sensitivity to" possibly one of the products – doesn't mean she can't use the whole line – some people have a "sensitivity to" milk and strawberries!) Is there any reason we couldn't work together to find the perfect program for you? Which would be a better time for you, _____ or _____?"





SHE STILL RESISTS: "Tell you what – Here's my card, if you ever change your mind, will you give me a call? I'd love to be the one to show you our products!" OR "Here's my card, if you know anyone who would like to try our products, would you pass it on?"

ALWAYS LEAVE WITH A 'YES'.



Power Hour Phone Calls!

Power Hour means you spend ONE HOUR, uninterrupted on the phone! You are making BUSINESS BUILDING CALLS only! Keep conversations personal, but brief, because you only have one hour.

Who am I calling	Booking 	Follow-Up 	Customer 	Career 
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				

Spend 15 Minutes

- Spend 15 Minutes on Booking or Coaching calls!
- Spend 15 on Follow up Calls!
- Spend 15 for Customer Service or Reorder Calls!
- Spend 15 on Sharing The Opportunity or Career Chats!

Do this everyday and watch your business explode!

Did you know

80% of all sales are made after the 5th call

48% of sales people give up after the 1st call

25% give up after the 2nd call

12% make three calls and then stop calling

5% stop calling after the 4th call

Only 10% keep calling after the 4th call and get the sale!



my quarterly star consultant

success sheet

My goals this quarter: Wholesale Section 1 Orders _____ Contest-Qualified New Personal Team Members* _____ Total Quarterly Contest Credits _____
 + _____ X 600 = _____

The prize I'll earn this quarter: _____

I'll enter my goals on the top right. Then track my achievements each week and each quarter below.

Week	Retail Sales	Wholesale Orders ¹	Qualified New Personal Team Members*	Contest Credits ¹
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
Totals:	\$	+	=	

¹A minimum of \$1,600 in wholesale Section 1 orders is required to participate in the quarterly Star Consultant program and to earn contest credits.

my plan of action

Number of bookings _____ Number of NEW customers/wk. _____ RETAIL sales/wk. _____ WHOLESALE Section 1 orders each month _____

I'LL BE AN ALL-STAR!

Star Consultant Yearlong Consistency Challenge

Year-End Goal: \$7,200 wholesale plus team-building credits (Please check box.)

\$7,200 9,600 12,000 14,400 19,200

Sapphire Ruby Diamond Emerald Pearl

Achievement Category	2014 - 2015 Quarters				Year-End Total
	1	2	3	4	
Contest Credits					
Star Earned					

*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked and accepted by the Company within the contest quarter.

New Team Members* / Orders

1	_____ / _____
2	_____ / _____
3	_____ / _____
4	_____ / _____
5	_____ / _____
6	_____ / _____
7	_____ / _____



Created by Court of Achievers

discover what you
LOVETM

To the beautiful:

Sharon Byrd
5541 Tipperlinn Way
Charlotte, NC 28278



ACCELERATE YOUR SUCCESS

CHEVY CRUZE Plan!



Take this plan and run with it!

Month 1

Shoot for:

- \$1250 personal production
- \$4000 team production
- 5 active team members

Month 2

Shoot for:

- \$1250 personal production
- \$4000 team production
- Add 3 active personal recruits for 8 recruits total

Month 3

Month 3 Shoot for:

- \$1250 personal production
- \$4000 team production
- Add 4 active personal recruits for 12 recruits total

Month 4

Month 4 Shoot for:

- \$1250 personal production
- \$4000 team production
- Add 4 active personal recruits for 16 recruits total