



Worthy News



June 2015 Newsletter, May Results



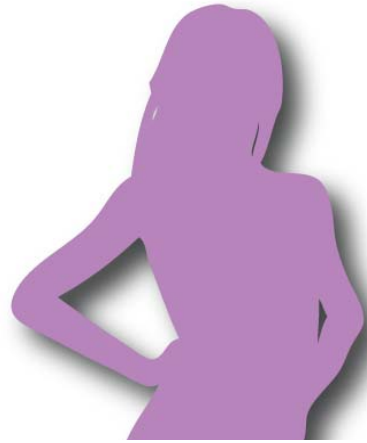
Ordering Deadlines June

29: Last day for phone orders
30: Last day for orders

Important Reminder!

The end of the Seminar year will be here before you know it! June 30, 2015, marks the end of the Seminar Year!

Top Monthly Queens



Queen of Sales:
Anne M. Brooks



Queen of Sharing:
You could be here!

Check out this month's

Power Class.

Have you been checking out the power classes each month on InTouch? These classes will inspire and motivate you! Free inspiration and education! Yes please!

Go to marykayintouch.com,
Education > Director
Education > The Power
Class of the Month

Mary Kay Ash said, "Every achievement, big or small, begins in your mind. It starts as a thought. Your self-image comes into play as you act out that thought. Confidence stimulates your ability to perform. Whether you're in sales, sports, business or law, those good days at work don't occur by chance. They result from attitude."



Finish Strong!

Let's talk about how you can finish the Seminar 2015 year strong! Here are a few helpful tips to get you there!

1. Think about the BIG GOAL that you are working to finish or create a new one to go out with a bang! Make sure you define exactly what it is that you want and how you will get there.
2. Contact your customers and tell them about your goal, advise them on how they can help. So if you want to have \$2000 in sales in June, have a buy one, get one half off event, or place their names in a special drawing to earn a free _____.
3. Have a booking blast! Note in your calendar when you are open for appointments, add a couple of extra spaces so you have ample time to work! Contact everyone you know and fill your datebook. Hold NO LESS than 3 classes a week!
4. Share the MK opportunity with as many people as you can! Have a goal of having 5-10 new recruits if you have goals of leadership!

we **LOVE** sharing the dream.

On Target Stars and Star Consultants

4th Quarter Ends - June 15, 2015



	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
CHERYL ISIBOR	\$2,170.00	STAR	\$230.00	\$830.00	\$1,430.00	\$2,630.00
TABATHA BLUFORD	\$1,947.75	STAR	\$452.25	\$1,052.25	\$1,652.25	\$2,852.25
ANNE BROOKS	\$1,836.50	STAR	\$563.50	\$1,163.50	\$1,763.50	\$2,963.50
CHRISTINE WATKINS	\$1,382.50	\$417.50	\$1,017.50	\$1,617.50	\$2,217.50	\$3,417.50
ROSALYN SULLIVAN	\$1,310.25	\$489.75	\$1,089.75	\$1,689.75	\$2,289.75	\$3,489.75
WESLICA JOHNSON	\$1,215.75	\$584.25	\$1,184.25	\$1,784.25	\$2,384.25	\$3,584.25
ROBIN WEBSTER	\$1,041.00	\$759.00	\$1,359.00	\$1,959.00	\$2,559.00	\$3,759.00
ALICIA HAWES	\$933.75	\$866.25	\$1,466.25	\$2,066.25	\$2,666.25	\$3,866.25
TRUDY WILLIAMS	\$913.50	\$886.50	\$1,486.50	\$2,086.50	\$2,686.50	\$3,886.50



Who would benefit from moving up?

- 1. Those who need to make extra money!** You'll receive commission checks based on recruits' orders, plus you can earn team-building bonuses!
- 2. Those who want to lead and inspire other women!** By building your team, you can help enrich the lives of other women, just as your recruit did for you!
- 3. Those who thrive on goal-setting.** In Mary Kay, we set goals constantly to improve ourselves and our businesses. Feel the thrill of achieving your goals
- 4. Those who are shy or don't believe in themselves.** By working on a goal, such as moving up, you will be inspired to dream big. You will gain confidence, you will start to believe in yourself.
- 5. Everyone!** Your income will increase, recognition will increase, you will be among the leaders in the company AND SO MUCH MORE!

2015 - 2016 Goals for My Mary Kay Business

_____ by July 1st
_____ by August 1st
_____ by September 1st
_____ by November 1st
_____ by January 1st
_____ by March 1st for Career Conference
_____ by May 1st
_____ by July 1st for Seminar

SET YOUR MONTHLY GOALS

Number of Monthly Team-Building Appointments: _____
Number of New Team Members per Month: _____
Number of Monthly Selling Appointments: _____
Monthly Retail Sales Goal: _____
Monthly Wholesale Sales Goal: _____

QUARTERLY GOALS

June 16 – Sept. 15 _____
Sept. 16 – Dec. 15 _____
Dec. 16 – Mar. 15 _____
Mar. 16 – June 15 _____

ULTIMATE 2015-2016 GOAL:

- Queens Court of Personal Sales
- Power Start Each Month
- Consistent Star Consultant
- Queens Court of Sharing
- Become a Director
- Senior Director

MY PLAN OF ACTION:

Recruiters and their team!

* You are currently inactive. It only takes a \$225 wholesale order to get back on track!
#T Status

Star Team Builders

Recruiter :Beverly D. Adams
Weslica L. Johnson
Felicia L. Langley
Bridget S. Mangle
Shay Rosemond
* Angela Anderson
* Jasmine M. Brock
* Mary Brown
* Deanna Brownlee
* Shavada Lee
* Shameka S. Williams

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

Senior Consultants

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

Recruiter :Johnnie M. Stephens
Ebony Black

Recruiter :Christine V. Watkins
Baheerah S. Rogers
Rosalyn D. Sullivan
* Lisa R. Adams
* Kalani C. Fields
* Lonita M. Humphrey
* Yam Vann
Deb A. Copeland
Courtney S. Meredith
Shalunda M. Smith

Recruiter :Bonita C. Wheeler
Alicia C. Hawes

Welcome New Consultants!

Starting Something
Beautiful....

From

Sharing Dreams...

Let's fill this area up!



"Find a way."

That's the mantra Diana Nyad said she had this year. And that's exactly what she did.

September 2013, Nyad became the first person to swim from Cuba to Florida without a protective cage, willing her way to a Key West beach just before 2 p.m. ET, nearly 53 hours after jumping into the ocean in Havana for her fifth try in 35 years.

Shortly after conquering the Straits of Florida, the 64-year-old endurance swimmer sat down with CNN Chief Medical Correspondent Dr. Sanjay Gupta.

"It's all authentic. It's a great story. You have a dream 35 years ago -- doesn't come to fruition, but you move on with life. But it's somewhere back there. Then you turn 60, and your mom just dies, and you're looking for something. And the dream comes waking out of your imagination," Nyad said. The swim wasn't easy.

"With all the experience I have, especially in this ocean, I never knew I would suffer the way I did," she said. "For 49 hours the wind just blew like heck, and it was rough."

Diana Nyad became the first person to swim from Cuba to Florida without a protective cage, reaching a Key West beach on Monday, September 2, nearly 53 hours after jumping into the ocean in Havana for her fifth try in 35 years. The 64-year-old endurance

swimmer had a 35-person team to help clear her path of jellyfish and watch for sharks. At one point, she was vomiting because she had so much salt water in her system and was shivering. She sang lullabies to help her relax.

"It was really rough that first day, Saturday, after the start and I just said: 'Forget about the surface up. Get your hands in somehow, and with your left hand, say, push Cuba back, and push Florida towards you,'" Nyad said.

Through it all, she held her mantra close: "You don't like it. It's not doing well. Find a way."

Dozens of onlookers -- some in kayaks and boats, many others wading in the water or standing on shore -- gathered to cheer Nyad on as she finished the more than 100-mile swim. She pumped her fist as she walked onto the beach toward an awaiting medic before being guided to an ambulance.

"I got three messages," an exhausted and happy Nyad told reporters. Her face was sunburned and swollen.

"One is we should never, ever give up. Two is you never are too old to chase your dreams. Three is it looks like a solitary sport, but it's a team," she said.

The swim was a long-awaited triumph for Nyad, who was making her fifth attempt since 1978 and her fourth since turning 60.



Creating Your Vision Board

A vision board is a poster that you create that helps you to visualize your most deepest desires. It has been said that what you think about, you bring about. So open yourself up to the amazing opportunities that can be yours. Below are some tips to help you in creating your own vision board!

- ★ Setup clear, cut goals on when you want to meet your desires. For instance, "Take a cruise by April 2016" or "Buy a new family home by May 2020." Place no limitations on what you want to achieve and leave out the idea that a time-frame is too short.
- ★ Write your phrases down on paper and place them on your vision board, cut out pictures of images that help you visualize your desires and place them on your board, too. Anything that will help you visualize your goal as becoming true, place it on your vision board.
- ★ Place your board in a location that you will see everyday. When you suddenly find yourself looking at your board, visualize how you feel once you have met one of your goals, feel, think and be it. Live it in. Smell it, taste it.
- ★ Now, take action! Your desires will come to you; however, do put forth work into making your desires a reality. For instance, look for new houses. Look for new cars. Grow your business by taking determined actions. By taking action, you strengthen the connection.
- ★ As you work to make your desires become a reality, be aware that you must cultivate a sense of gratitude for where you are in your life. Thank yourself for your efforts, praise the car that you have, praise the place where you live. Desires arise from a happy and fulfilled spirit.

Congrats on last MONTH'S ORDERS!

Anne M. Brooks	\$741.00
Rosalyn D. Sullivan	\$702.50
Trudy A. Williams	\$612.00
Robin N. Webster	\$559.00
Christine V. Watkins	\$451.50
Alicia C. Hawes	\$306.00
Johnnie M. Stephens	\$302.00
Tracie F. Jones	\$289.00
Dashia K. Meeks	\$227.25
Felicia L. Langley	\$226.00
Baheerah S. Rogers	\$225.00
Weslica L. Johnson	\$221.50
Bonita C. Wheeler	\$195.00
Andrea L. Mccray	\$175.00
Joyce Crosby	\$125.50
Kishandra B. Davis	\$30.00
Shelley S. Seegars	\$22.50
Tabatha V. Bluford	\$15.00
Beverly D. Adams	\$11.00



Who Should I Look for as I Build My Team?

- ◆ Hostesses
- ◆ Those who ask questions about what you do
- ◆ Moms who want to stay home with kids
- ◆ College students looking to make extra money
- ◆ Career professional not content with their jobs
- ◆ Women who LOVE makeup!
- ◆ Women who are interested in health and self-improvement
- ◆ Women who want to give back to the world
- ◆ Those who work in the beauty industry
- ◆ Former consultants
- ◆ Former consultants with other companies
- ◆ Someone who has lost their job
- ◆ Someone who needs to get out of the house
- ◆ Someone who needs to change their life
- ◆ Someone who has a lot of energy
- ◆ Someone who knows how to set goals
- ◆ Someone who is motivated and willing to give it a try!

LIFE IS LIKE A
Camera
YOU FOCUS ON WHAT'S
important
capture the
Good Times
DEVELOP
from the negative
AND IF THINGS
don't work out
TAKE ANOTHER SHOT

TOP COURT OF SALES

7/1/2014 - 6/30/2015

1	Christine V. Watkins	\$13,378.00	\$215.00	\$13,593.00
2	Anne M. Brooks	\$10,337.50	\$160.00	\$10,497.50
3	Robin N. Webster	\$8,769.00	\$200.00	\$8,969.00
4	Tabatha V. Bluford	\$8,113.50	\$195.00	\$8,308.50
5	Weslica L. Johnson	\$6,657.50	\$20.00	\$6,677.50
6	Beverly D. Adams	\$5,903.50	\$0.00	\$5,903.50
7	Johnnie M. Stephens	\$4,630.00	\$195.00	\$4,825.00
8	Tracie F. Jones	\$4,526.00	\$235.00	\$4,761.00
9	Felicia L. Langley	\$3,733.00	\$20.00	\$3,753.00
10	Lonita M. Humphrey	\$3,535.00	\$0.00	\$3,535.00



TOP COURT OF SHARING

7/1/2014 - 6/30/2015

1	Beverly D. Adams	2	\$287.64
2	Christine V. Watkins	2	\$81.57
3	Bonita C. Wheeler	1	\$37.35



MONEY MANAGEMENT

The basics of managing your money in an effective way!



PINK ACCOUNT

CHECKING DEPOSIT

DATE _____

NAME _____

ACCOUNT NUMBER _____

*PINK ACCT

NET DEPOSIT \$ 206.12

Note: Add 60% of the \$302 pre-tax subtotal to the sales tax to get \$206.12.

$\$302 \times 60\% = 181.20 + 24.92 =$



60% of sales + sales tax

Your Pink Account keeps you in business. By depositing 60 percent of all sales revenue into this account, along with the corresponding retail sales tax you collect from your customers, you will always have the money you need for your business expenses.

Pay for the following from your Pink Account:

- 50% re-stocks the Section 1 product you sold.
- 5% re-stocks your Section 2 samples/supplies.
- 5% pays for your Preferred Customer Program (PCP) mailings to your customers

Be sure and get a debit card for your Pink Account. A checkbook is also helpful.

GREEN ACCOUNT

CHECKING DEPOSIT

DATE _____

NAME _____

ACCOUNT NUMBER _____

*GREEN ACCT

NET DEPOSIT \$ 120.80

Note: \$120.80 is 40% of the \$302 pre-tax subtotal.



40% of sales + MK commission check

Your Green Account preserves your profit. By depositing 40 percent of all sales revenue into this account, along with your commission checks (directly deposited by Mary Kay, Inc.), you will always be able to clearly distinguish your profit.

Write yourself a monthly or weekly paycheck from your Green Account.

Be sure and get a checkbook for your Green Account.

(Note to Star Team Builders: preserve and budget your \$50 Teambuilding bonuses for company training events such as Career Conference and Seminar.)

Lovin' the Love Checks!

4% Recruiter Commission Level

Christine V. Watkins	\$37.10
Beverly D. Adams	\$19.70
Tabatha V. Bluford	\$12.82
Bonita C. Wheeler	\$12.24
Robin N. Webster	\$7.90



Congrats!

End of year affirmation!

Here is a powerful end of year affirmation to say aloud many times throughout the day to keep yourself positive and motivated. The affirmation is by NSD Sabrina Goodwin Monday.

I OWN MY POWER! My power resides within me! Nobody will take my power because my power belongs to me! I will become what I believe. My thoughts control my actions. I believe beyond what I see. My dream is big enough, therefore the facts don't matter! I own my power. My best days are ahead I have made the choice to change, Change my work habits, Change my attitude Change my belief, therefore changing my Bank Account! When I change, everything around me will change! Change is my choice – I OWN MY POWER! Watch out world - I'll see you at the TOP!

July Celebrations!

Birthdays	Day	Anniversaries	Years
Carol A. Laverpool	8	Weslica L. Johnson	1
Shameka S. Williams	8	Vernessia Mcdowell	1
Donna Allen	14		
Angela Anderson	29		

July 2015 Business Briefing

- 3: Last day to submit online Sales DIO commitment form
- 4: Independence Day, postal holiday
- 15: Sapphire Seminar begins
- 19: Emerald Seminar begins
- 22: Pearl Seminar begins
- 26: Diamond Seminar begins
- 29: Ruby Seminar begins
- 30: Last day for phone orders
- 31: Last day of month

July Dates to take note of

- *Quarter 1 Star Program (through December 15, 2015)
- * Class of 2016 (until July 1, 2016)





Sharon Byrd
5541 Tipperlin Way
Charlotte, NC 28278



Paint the Town Red promotion ENDS - June 30, 2015!

You can earn special rewards for simply building your team and moving up. What other company does that?

Starting with **3 qualified new personal team members**, you can earn a name badge ribbon at Seminar, an invite to a mingle held at Seminar and a new red jacket.

4 qualified team members (new), earns you the above, plus a black and white graphic oblong scarf from the new Sales Director suit collection, made to match the new red jackets!

5 qualified team members (new), earns you **EVERYTHING** listed above and a red clutch with gold-tone studs to match your new red jacket!

Seminar 2015



Seminar 2015 Dates!

Sapphire: July 15-18

Emerald: July 19-22

Pearl: July 22-25

Diamond: July 26-29

Ruby: July 29-Aug1

*Registration
is Open!*