



Worthy News



June 2016 Newsletter, May Results

June Ordering Deadlines

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

Take note of ending dates

*Quarter 4 Star Program (through June 15, 2016)
* Class of 2016 (until July 1, 2016)

Our Queens!



Queen of Sales:
Tabatha V. Bluford



Queen of Sharing:
It's a 3-way tie! See page 2!

Seminar

Registration is OPEN!

Free Deluxe Mini

Get the NEW Deluxe Mini FREE with a single \$250 Wholesale Section 1 order!

After June, this Deluxe Mini won't be available until Aug. 16, 2016 when it launches. Give this as a gift or pack it in your Seminar suitcase!

this except it's travel size!



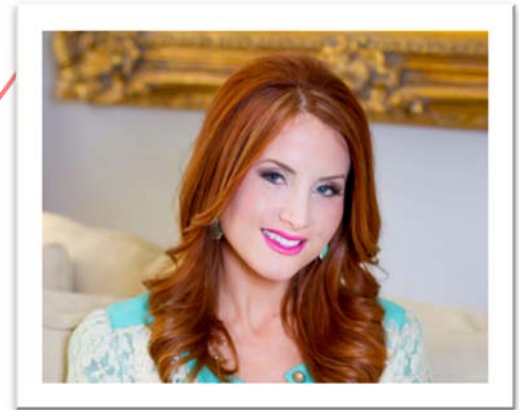
Now - June 30th

The Ultimate Success

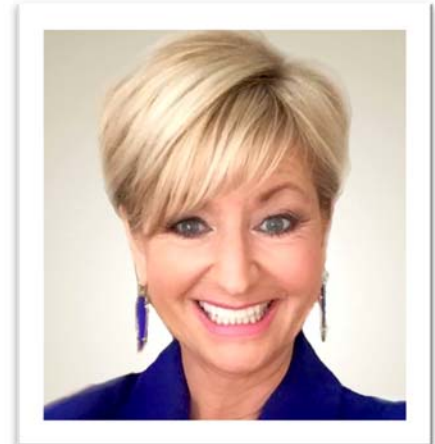
Everyone who begins their career in Mary Kay starts with a Starter Kit. The Kit may have changed over the years, but not the essential steps of what it takes to be successful. From teachers, to stay at home moms, corporate executives and beyond—they have all found success working their Mary Kay businesses.

So how did they do it? Their days may have been structured different and their circumstances may have been different, but successful people know that there are **basic essentials** to turning your dreams in a reality. Here are a few of these basic essentials:

- ◆ Keep yourself motivated each day no matter what
- ◆ Have a clear look at your goals and a pathway to get there—This Plan may change weekly to monthly to yearly, keep goals clear and the path clear
- ◆ Works the numbers and understand that in sales, it is all about numbers, seeing people and meeting their needs
- ◆ Conduct consistent business building activities each week without fail (it has been said that 3-5 classes a week builds great success over the long run)
- ◆ Realize success doesn't happen overnight, it takes work, but it is possible
- ◆ Learn to delegate the tasks that don't equate to business success
- ◆ Ability to face challenges and not stop no matter how hard the challenge



Dacia Wiegandt, Senior NSD



Kathy Helou, Independent Elite ENSD

On Target Stars and Star Consultants

Fourth Quarter Ends—June 15, 2016



	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
ALICIA HAWES	\$1,800.50	STAR	\$599.50	\$1,199.50	\$1,799.50	\$2,999.50
TABATHA BLUFORD	\$1,597.00	\$203.00	\$803.00	\$1,403.00	\$2,003.00	\$3,203.00
BEVERLY ADAMS	\$1,487.00	\$313.00	\$913.00	\$1,513.00	\$2,113.00	\$3,313.00
ANNE BROOKS	\$1,330.00	\$470.00	\$1,070.00	\$1,670.00	\$2,270.00	\$3,470.00
AKEBIA MCCREE	\$1,310.00	\$490.00	\$1,090.00	\$1,690.00	\$2,290.00	\$3,490.00
TRUDY WILLIAMS	\$1,108.00	\$692.00	\$1,292.00	\$1,892.00	\$2,492.00	\$3,692.00
HANNAH CREWS	\$937.25	\$862.75	\$1,462.75	\$2,062.75	\$2,662.75	\$3,862.75
CHASITY ADAMS	\$876.25	\$923.75	\$1,523.75	\$2,123.75	\$2,723.75	\$3,923.75
DAMITA PARKS	\$869.50	\$930.50	\$1,530.50	\$2,130.50	\$2,730.50	\$3,930.50
FELICIA LANGLEY	\$824.00	\$976.00	\$1,576.00	\$2,176.00	\$2,776.00	\$3,976.00



SAVE *Time* AND... WORK YOUR BUSINESS

Turn off your TV. That's how I became a director and got a free car.
Take your cell phone into the bathroom. Text while on the loo. Oh yes, I'm serious.

While at family gatherings, excuse yourself to the bathroom and set a goal to send **20 texts in under 5 minutes** while hiding in the bathroom. Flush. PS: I do this ALL the time.

While out with friends for dinner, excuse yourself to the bathroom. Go into a stall and send **20 texts in under 5 minutes**. My friends NEVER KNOW I do this.

Say NO when someone asks you to join a club you don't want to join, go to an event you don't want to go to, or spend time doing something that isn't good for your life or business. Believe it or not, "NO" is a complete sentence. **"NO" frees up time for you to work your business and achieve your dreams.**

Text while at the gym on the bike.

Text while waiting for the doctor.

Text while brushing your teeth or blow drying your hair. You will look weird, but you'll look VERY hot one day in your free car.

Text while someone drives you somewhere.

Text while you get your hair done or a pedicure.

Ran out of time to text during the day? No worries. **You can text at midnight!** Set your phone to airplane mode. **Send 100 texts.** And then take it off of airplane mode when you actually want the messages to send in the morning. #Genius

Any down time can be income time with texting. I know this. I use it. I love it and my family thinks I don't work. They just think I used the bathroom a lot...with my cell phone. Get out there and HUSTLE. **It will change your life. It's worth it.**



Recruiters and their team!

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

#T Status

DIQS

Recruiter :A. Hawes
Christina R. Arthur
Tina M. Foggie
Carrie Hawes
Damita L. Parks
Breanna M. Sterling
Tawanna N. Tate
Ashley M. Wheeler
Mary M. Wheeler
Cephina D. Williams
Lakita Young
Utrena Kershaw

Recruiter :T. Bluford
Chasity L. Adams
Velma Bluford
Hannah W. Crews
Johnny Johnson
Roberta Mazyck
Akebia M. McCree
Francia Paulino
Christina E. Pitts
Jennifer L. Prince
Bonita C. Wheeler
Lakeedra Cannon
Nicole L. Colvin
India Foster
Rhonda Y. Johnson

Future Directors

Recruiter :Beverly D. Adams
Angela Anderson
Tisa A. Johnson
Weslica L. Johnson
Felicia L. Langley
Bridget S. Mangle
Lisa A. Moon
Shay Rosemond
Monisa Shell
* Tamika L. Brock
* Mary Brown
* Shavada Lee
* Catrecha McCray
* Annette Richardson

New Consultants

Starting Something
Beautiful....

From

Sharing Dreams...

Tamika L. Brock
Yolanda L. Cobb
India Foster
Mary M. Wheeler

REIDVILLE, SC
ROCK HILL, SC
CHESTER, SC
SPARTANBURG, SC

B. Adams
S. Byrd
A. McCree
A. Hawes

Welcome to our Unit!

Star Team Builders

Recruiter :Anne M. Brooks
LaDonna Ardrey
David A. Hughes
Tonya C. Miller
* Angela Fetterson
* Sonya Trollinger
Meagan P. Gregg

Recruiter :Bonita C. Wheeler
Alyssa N. Fisher
Alicia C. Hawes
Arianna Noble
Tamala Robinson
* Mia Gentry
* Sharita Parks
* Crystal Tinch
* Daisy Webb
Dorothy Whittington

Senior Consultants

Recruiter :Felicia L. Langley
Tonette L. Johnson
Crystal Y. Pannell
* Katurah S. King
* Deriek Wharton

Recruiter :Christine V. Watkins
Courtney S. Meredith
Baheerah S. Rogers
Rosalyn D. Sullivan

Recruiter :Robin N. Webster
Andrea L. McCray
* Cheryl E. Isibor

DIQ

Requirements

- \$18,000 cumulative whls. unit production in one to four months.
- At least \$4,000 per month wholesale unit production. DIQ must have at least \$1,800 in personal cumulative wholesale production.
- 24 active unit members (includes the DIQ) at least 10 active unit members must have at least \$600 in cumulative whls. production during qualification.

Compensation

- Eligible to become Director
- Unit Commission and Unit bonuses
- Eligible to wear the Director Suit



FUTURE DIRECTOR

Requirements

- 8+ active personal team mbrs
- You must be active

Compensation

- 9% or 13% personal team commis.
- Team-building bonus

CAREER CAR

Requirements

- 14+ active personal team mbrs
- \$20,000 in one to four months
- You must be active



Compensation

- 9% or 13% personal team commis.
- Team-building bonus
- Career Car or \$375 per month

TEAM LEADER

Requirements

- 5 - 7 active personal team mbrs
- You must be active

Compensation

- 9% or 13% personal team com.
- Team-building bonus



Why Seminar ROCKS!

Thinking about Seminar and whether or not you should attend? Here are some **AWESOME reasons to not second guess going and to just go! You will have a **blast** and no regrets!**

Shopping: Go Mary Kay shopping at the EXPO and with company-approved vendors. At the EXPO you can pick up your Star Consultant prize, spin a wheel for great fun prizes, and much, much more!

Pink Caddy Selfie: Get up close and personal with a Pink Cadillac and have your picture taken in it!

Special Advantages: Most years the Company has special promotions available only to Consultants and Directors who attend Seminar.

Special Events: Dinners and special moments of a lifetime with your NSD and her Area. Receive recognition for your achievements. Enjoy rubbing elbows and hearing incredible life stories of the Consultants and Directors, establishing lifelong relationships and learning how to make your dreams come true!

Curiosity Satisfied: Ever wonder what the Manufacturing Plant looks like and how those products get into those jars and tubes? Take a tour of the Manufacturing Plant!

Fun: You will laugh, sing, dance and have so much fun while increasing your business know how.

Value: This is a tax-deductible training trip and pays for itself over and over when you work your business.

Camaraderie: Some of your fondest memories of Seminar will be when we are sharing ideas and goal-setting! Come meet unit members from other locations. Bring your husband, too.

Inspiration: The Top Directors, National Sales Directors and Queens of each Court share what it was like when they started... You'll think to yourself, "If she can do it, so can I!"

Glamour: Broadway-quality SHOWS! And the excitement continues as many, many TOP achievers, dressed in sequins and finery, pick up diamond rings, bees, and bar pins on the stage.

Product Knowledge and Sales Vision: Be among the "First to Know!" The Company always launches NEW PRIZE promotions and NEW PRODUCT lines at Seminar.

Motivation: You see the BIG Picture of Mary Kay as you watch thousands of Consultants and Directors walk across the stage to receive prizes! You will soon be visualizing yourself receiving recognition at the next Seminar for YOUR achievements.

Education: from Top Directors and NSDs! Learn the latest and greatest, taught by the Best of the Best!

Last month's orders

Tabatha V. Bluford	\$848.00
Trudy A. Williams	\$745.50
Akebia M. McCree	\$709.00
Anne M. Brooks	\$668.00
Beverly D. Adams	\$642.00
Alicia C. Hawes	\$627.50
Christine V. Watkins	\$615.50
Mary M. Wheeler	\$602.00
Weslica L. Johnson	\$316.00
Hannah W. Crews	\$301.50
Tawanna N. Tate	\$277.00
Dashia K. Meeks	\$276.00
Chasity L. Adams	\$275.50
Johnnie M. Stephens	\$251.00
LaDonna Ardrey	\$244.50
Tracie F. Jones	\$230.00
Zakiyyah W. Nelson	\$228.00
David A. Hughes	\$227.00
Alyssa N. Fisher	\$115.00
Lisa A. Moon	\$96.50
Lakita Young	\$44.50
Dawn Boozer	\$40.00
Tisa A. Johnson	\$36.50
Bonita C. Wheeler	\$17.50
Robin N. Webster	\$11.00



great idea for parties

Why not have a mascara trade-in bucket at your parties? Customers would bring in their current mascara for a chance to try the new Lash Intensity mascara. If they like the Lash Intensity, they can trade in their old for a new! \$18 for a mascara x 5 trade ins = \$90 in sales



cute facial boxes

Did you know?

3 Reasons Why Women Need Foundation:

1. Give their skin a flawless look
2. Even out skin tone
3. Protect their skin from the environment

9 out of 10 women want someone to help them find their perfect foundation match

Test foundation shades on jawline to see what blends best with skin tone of neck

Always look at shades in natural light to test



TOP COURT OF SALES

7/1/2015 - 6/30/2016

1	Alicia C. Hawes	\$14,148.00	\$1,430.00	\$15,578.00
2	Anne M. Brooks	\$10,732.00	\$798.00	\$11,530.00
3	Tabatha V. Bluford	\$10,813.00	\$329.00	\$11,142.00
4	Christine V. Watkins	\$8,715.00	\$828.00	\$9,543.00
5	Trudy A. Williams	\$7,951.00	\$1,450.00	\$9,401.00
6	Johnnie M. Stephens	\$8,705.50	\$459.00	\$9,164.50
7	Beverly D. Adams	\$8,363.00	\$82.00	\$8,445.00
8	Andrea L. Mccray	\$4,395.50	\$508.00	\$4,903.50
9	Bonita C. Wheeler	\$4,736.50	\$0.00	\$4,736.50
10	Robin N. Webster	\$4,285.50	\$0.00	\$4,285.50



TOP COURT OF SHARING

7/1/2015 - 6/30/2016

1	Tabatha V. Bluford	3	\$354.59
2	Alicia C. Hawes	2	\$143.07
3	Trudy A. Williams	1	\$24.64
4	Anne M. Brooks	1	\$24.36

ALL ABOUT BOOKINGS!!!

First use **The MAGIC SCRIPT** that has been tested on over 100,000 people over the past 5 years and it WORKS. Even if you change 3 words, it can lead to NO results. Yes, we've seen that happen. When you use this script, 1 out of 10 people will say yes and book an appointment.

MAGIC SCRIPT:

Hi Kaytie! How are you? Okay, random question, so I am now a Mary Kay beauty consultant and part of my training is to give 30 women a free facial in my first month. Basically, you get a satin hands treatment, a microdermabrasion spa treatment, an anti-aging facial, plus expert foundation matching. Any chance you could be one of my 30?

That's it! Your goal is to send this script to everyone you know. And it has to be **PERSONALIZED** and **INDIVIDUALLY** sent to each person. If you mass message, you will get NO response. You can send this by text message, by email and by personal message on Facebook.

How many people do you recommend I send this to?

Ideally, you want to send it to **over 75-100 people** on your first day or if working to restart your books. If you send it to 100, 10 will say yes. If more say yes, great! That's a blessing! Don't worry, 50% of what you book will cancel or reschedule, so it's recommended to overbook and even double and triple book the same time slot. It always works itself out.

What do I say when they respond?

When they respond, "Yes..what is it?" You say, "Great! Thank you so much! Basically, we pick a one and a half hour window that works best for you. Looks like I have an opening on Thursday at 6:30pm or Saturday at 11am. Do either of those work for you?" (only give two options) You are welcome to schedule these at her home, your home or at your training center, if you have one. She may say, "Let me get back to you..." "Okay sounds great. Okay if I text you to check in later tonight? I'm in a challenge to get these all set with times by midnight...we can even pencil in a time if need be. Thanks again for your support! I'm so excited about getting together!"

What do I say when I haven't set a date yet?

The biggest challenge is to take someone from a YES to an actual date. So, if she ignores you, then in a day, follow up. And then follow up every three days very kindly and passively. This is called being assertive. It becomes **PUSHY** when she says, "I'm not interested" and you keep asking her. But as long as she has said she is interested, it's your job to get her booked for an appointment. Here is your assertive and non-pushy script, "Hi Cheryl! I know you were interested in being one of my 30 facials. Thanks again! My schedule just opened up for next week. I have a Tuesday at 6:30 available and I have a few other spots too on Saturday. Would Tuesday work or is maybe the weekend better?"

And then I check in every three days, "Hi Cheryl! I'm getting close to finishing my 30 training facials and I still have ten more to go. I have you here on my list of people who said yes they would like a free facial, so I'm reaching out to get you scheduled. Sorry I haven't been in touch..I've been so busy working on hitting this goal. So, let's see...are you free this weekend for an hour? Or is like Monday night better? Thanks again!"

Three days later, "Hi Cheryl! We've been missing each other here...no worries! Are you still interested in the free facial or would you rather pass? I'd hate to bug you if you aren't interested." So all of these messages are assertive, non-pushy messages and it shows you are a true professional that treats your business seriously and is totally committed to making your Mary Kay business a success.

When I have a date and time set...What do I say?

You then say this, "Okay you are confirmed as one of my 30 pampering sessions this month on Saturday at 3pm. Your appointment will be from 3 to 4:30pm and we always start and end on time so you'll be out the door by 4:30. **YOU ROCK!** And, you can bring a few others along, like Mom, coworker, neighbor or friend to help me reach my goal. Would you like me to reserve seats for anyone else?"

Look who's getting PAID!

9% Recruiter Commission Level

Tabatha V. Bluford	\$117.32
Alicia C. Hawes	\$83.12
Beverly D. Adams	\$52.83

4% Recruiter Commission Level

Bonita C. Wheeler	\$29.70
Anne M. Brooks	\$18.86

Congrats!



July 2016 Business Briefing

- 15: Deadline for Quarter 4 Star Contest, deadline to make Quarter 3 prize selection
- 16: Quarter 1 Star Contest begins, Fall enrollment for the Look Book for Fall Begins
- 20: Deadline to cancel Seminar 2016 registration without a \$100 penalty
- 29: Last day for phone orders
- 30: End of Seminar year, all year-end contests end

Questions to generate interest!

Open up your recruiting vault and start sharing with other ladies! Here are some great questions to consider asking your potential team members to generate interest:

- 1) Have you ever thought of running your own business?
- 2) Have you ever considered doing what I do?
- 3) Have you ever thought about where you'd like to be in 5 years?
- 4) Do you like to work with people? With cosmetics?
- 5) How would you like a business with an unlimited earning and advancement potential?
- 6) Would you like to come as my special guest to a success workshop next Monday night?
- 7) What is your number one dream?



July Celebrations!

Birthdays	Day	Anniversaries	Years
Dorothy Whittington	2	Weslica L. Johnson	2
Fran Jones	6	Ashley M. Wheeler	1
Makeba Roulac	21		
Tamika L. Brock	24		
Mia Gentry	26		
Angela Anderson	29		
Tina M. Foggie	30		





Listen for a Lip Gloss

Want to earn a **FREE Lip Gloss**? All you have to do is listen to a **30 minute interview** (+ answering questions), for a chance to win a **FREE lip gloss!** The call helps me with my training and there is no pressure to join!

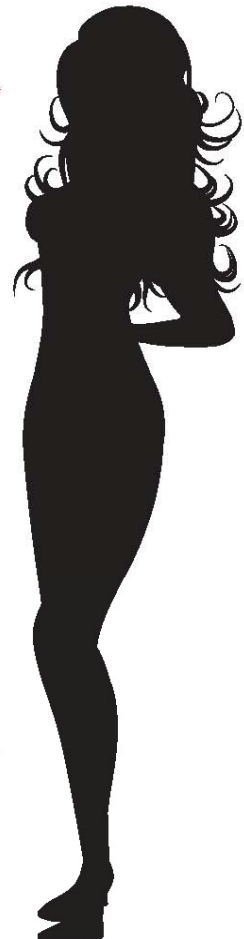
You'll Hear About:

- ★ A Woman's MK Journey
- ★ Why She Began Her Business
- ★ How MK Consultants Make Money
- ★ Rewards and Prizes
- ★ What it Takes to Get Started
- ★ And Much More!

To Qualify:

- ★ You must be over 18
- ★ Not have a current MK Consultant
- ★ Listen to the Entire Call
- ★ Answer a Few Quick Questions

Schedule your call today!



BE A PINEAPPLE:
STAND TALL,
WEAR A CROWN,
AND BE SWEET
ON THE INSIDE



Sharon Byrd
5541 Tipperlin Way
Charlotte, NC 28278




What to put in your Summer Beach Bag

unitvisions.com

Oil Mattifier

Lip protector sunscreen

Sun Care Sunscreen

CC Cream Sunscreen Broad Spectrum SPF 15

Effortless Beauty. Protected Skin. Ease of Style.

shine busters



Oil Mattifier, \$16

This lightweight formula dries to a natural, matte finish, instantly absorbing oil and controlling shine for at least eight hours.

Sheer Mineral Pressed Powder, \$16

Translucent, silky, luminous. Mary Kay® Sheer Mineral Pressed Powder is a lightweight, ultrafine powder that imparts an invisible layer of oil-absorbing coverage to keep makeup looking fresh throughout the day.

Translucent Loose Powder, \$16

Translucent. Sheer. It's every woman's perfect shade.

Beauty Blotters® Oil-Absorbing Tissues, \$6

Powder-free tissues instantly absorb excess oil without disturbing makeup leaving a soft, matte finish.