



# Worthy News



June 2017 Newsletter, May Results

## Ordering Deadlines June

30: Last day for orders, last day of month

## Seminar 2017

Registration deadline for Seminar 2017 is July 1. Register before the deadline!

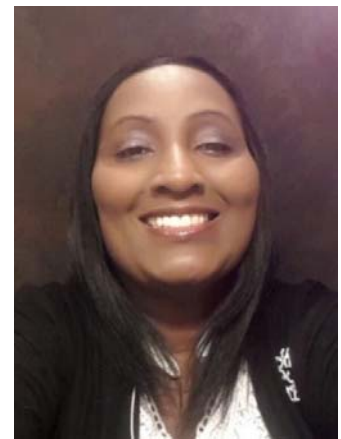
## June Bracelet!



# Our Queens



Queen of Wholesale:  
Alicia C. Hawes



Queen of Sharing:  
Alicia C. Hawes

# Best. Month. Ever!

## 56.5% off skincare sets!

Enjoy EXTRA PROFITS on all *Mary Kay*® skin care sets† in June!  
56.5% OFF SUGGESTED RETAIL JUNE ONLY!

The ALL IN June Skin Care Sets† discount will allow you to fulfill your customers' needs while also putting extra money in your pocket! The magic happens when you sell in multiples! So take advantage of this great discount to go All In on skin care sales this month! Check out how this promotion can work for you.





## 4 P's Questions

You can use the **4P's Questions** as a coaching tool to connect with Independent Beauty Consultants on a deeper level. These questions focus more on the driving force behind her success which will have less to do with skill or knowledge but more to do with her attitude and what motivates her (confidence, purpose, positive expectancy, energy).

1. Would you mind telling me a little about yourself? (**PICTURE**)
2. What brings you joy? (**PURPOSE**)
3. Tell me about a time when you were proud of yourself. What was it about that experience that you loved the most? (**PASSION**)
4. Let's dream for a minute. If money and time were not an issue, what dream would you like to be living a year from now? (**POSSIBILITIES**)

You can write her answers down and refer to her responses during subsequent coaching conversations.

### **These questions help you to:**

- ♥ Find out who she is.
- ♥ Understand what brings her joy.
- ♥ Understand what she is most passionate about.
- ♥ Bring her back to her "why" to help keep her motivated.
- ♥ Dream possibilities with her.

# On Target Stars and Star Consultants



4th Quarter Ends - June 15, 2017

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
ALICIA HAWES	\$4,022.25	*****	*****	*****	STAR	\$777.75
ANNE BROOKS	\$2,512.50	*****	STAR	\$487.50	\$1,087.50	\$2,287.50
TRUDY WILLIAMS	\$2,041.50	STAR	\$358.50	\$958.50	\$1,558.50	\$2,758.50
TASH BEVERLY	\$1,805.00	STAR	\$595.00	\$1,195.00	\$1,795.00	\$2,995.00
JOHNNIE STEPHENS	\$1,519.50	\$280.50	\$880.50	\$1,480.50	\$2,080.50	\$3,280.50
BEVERLY ADAMS	\$1,336.50	\$463.50	\$1,063.50	\$1,663.50	\$2,263.50	\$3,463.50
DOMINIQUE MONTGOMERY	\$1,210.00	\$590.00	\$1,190.00	\$1,790.00	\$2,390.00	\$3,590.00
CHRISTINE WATKINS	\$1,202.50	\$597.50	\$1,197.50	\$1,797.50	\$2,397.50	\$3,597.50

## 56.5% off is a BIG DEAL!

This extra special offer can help you:

- **Earn the June bracelet.** This offer can help you reach \$600+ order goals to earn the June bracelet, "I can. I will. I must."
- **Become active.** Those who are active or place an activating order are eligible to receive the discount!
- **Earn more.** Put extra money in your pockets!
- **Build new customers.** Offer an incentive to turn new faces into new customers.
- **Keep your current customers happy.** Pass along savings as a thank-you for their loyalty.
- **Build new team members.** Share how this savings can jump-start a new business.

Skin Care Set	Suggested Retail Price	Your Normal Wholesale Cost With 50% Discount <sup>†</sup>	What You Would Have Earned With 50% Discount <sup>*</sup>	Your JUNE ALL IN Wholesale Cost at 56.5% Discount <sup>†</sup>	What you Will Earn With the JUNE ALL IN 56.5% Discount <sup>*</sup>
 TimeWise <sup>®</sup> Miracle Set <sup>®</sup>	\$95.00	\$47.50	\$47.50	\$41.00	\$54.00
 TimeWise Repair <sup>®</sup> Volu-Firm <sup>®</sup> Set	\$205.00	\$102.50	\$102.50	\$89.00	\$116.00
 Clear Proof <sup>®</sup> Acne System	\$45.00	\$22.50	\$22.50	\$19.00	\$26.00
 Botanical Effects <sup>®</sup> Skin Care	\$58.00	\$29.00	\$29.00	\$25.00	\$33.00
 M/Men <sup>®</sup> Skin Care Regimen	\$78.00	\$39.00	\$39.00	\$34.00	\$44.00

MARY KAY

# 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  
NyUmmisha Johnson  
Shavada Lee  
Bridget S. Mangle  
Lisa A. Moon  
Regina Sullivan  
\* Felicia L. Langley  
# Tamika L. Brock  
# Monique E. Hunter  
# Weslica L. Johnson

Star Team Builders

Recruiter :Tabatha V. Bluford  
Velma Bluford  
Roberta Mazyck  
Dominique Montgomery  
Bonita C. Wheeler  
\* Hannah W. Crews  
# Chasity L. Adams  
# Shantis L. Bluford  
# Rotunda A. Choice  
# Letitia A. Hope  
# Jaselyn S. Jennings  
# Akebia M. McCree

Recruiter :Alicia C. Hawes  
Shatoria Ballenger  
Marissa Gillis  
Damita L. Parks  
Ashley M. Wheeler  
\* Tina M. Foggie  
\* Carrie Hawes  
\* Utrana Kershaw  
\* Latonya Littlejohn  
\* Chasity C. Lyles  
\* Tamonya Murphy Smith  
\* Camryn A. Scott  
\* Loretta J. Singleton  
\* Tawanna N. Tate  
\* Mary M. Wheeler  
\* Lakita Young  
# Christina R. Arthur  
# Melissa Johnson  
# C. Woodward-Fowler

# Welcome!

Starting Something  
Beautiful....

From

Sharing Dreams...

Lisa R. Adams  
Marissa Gillis

SPARTANBURG, SC  
SPARTANBURG, SC

C. Watkins  
A. Hawes

## Welcome to our Unit!

Senior Consultants

Recruiter :Crystal Y. Pannell  
Shakia A. Williams

Recruiter :Johnnie M. Stephens  
Vickey A. Peake  
\* Ashley M. Black  
\* Nicole Black  
\* Carrie D. Stephens

Recruiter :Robin N. Webster  
Cheryl E. Isibor  
Andrea L. Mccray  
\* Shelley Seegars

Recruiter :Bonita C. Wheeler  
Alicia C. Hawes  
\* Alyssa N. Fisher

Recruiter :Shakia A. Williams  
Nikki Mcmannus

## Hooray!

## 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.



# BOOKING SCRIPT FOR 30 faces

Challenge yourself to see 30 faces every month to have a rocking business and follow in the footsteps of some of our most successful sales force members!

## BEFORE YOU CALL:

Do 10 jumping jacks or run around so you sound excited, out of breath, rushed and completely different than normal =)

## WHAT TO SAY WHEN YOU CALL:

"Hi , guest what, guess what, guess what? I just started a new business and I now teach skin care and color cosmetics with the #1 brand in America, Mary Kay. I have a HUGE goal to finish 30 practice faces & makeovers in 30 days and I immediately thought of you. There's no obligation I just need to borrow your face please. I am available 1.\_\_\_\_ 2.\_\_\_\_ 3.\_\_\_\_ date, which one works best for you? (Pause and Silence – wait for their response)

## TAKE IT ONE STEP FURTHER:

Sounds perfect. I just knew that I could count on you to help me out. Thank you for being a GREAT friend. I am so excited to see you on date at time. You know, its just as easy for me to do your face as it is for me to do yours and 2 friends...is there any reason why you couldn't invite your mom and your sister or 2 friends to help me out? (Pause) Thank you so much...you're the greatest. (Then mail her a handwritten thank you/reminder postcard)

## WHAT IF NO ONE ANSWERS?

NEVER, NEVER, NEVER, NEVER, NEVER, NEVER, NEVER leave a message. Wait for them to return the missed call and then say the script. When you leave a message you are adding to someone else's "Things To Do" list and you are setting yourself up for a disappointment if they don't call you back. Just keep calling until you reach them live. =)

# Congrats on last month's order!

Alicia C. Hawes	\$2,016.10
Anne M. Brooks	\$1,003.00
Trudy A. Williams	\$801.00
Tash Beverly	\$708.50
Marissa Gillis	\$676.00
Beverly D. Adams	\$647.00
Johnnie M. Stephens	\$606.50
Dominique Montgomery	\$600.00
Christine V. Watkins	\$600.00
Shakia A. Williams	\$333.00
Mary Brown	\$237.00
Andrea L. Mccray	\$228.50
Tabatha V. Bluford	\$226.50
Bonita C. Wheeler	\$225.50
NyUmmisha Johnson	\$225.50
Wanda Jackson	\$225.00
Lisa A. Moon	\$193.50
Crystal Y. Pannell	\$141.00
Regina Sullivan	\$137.50
Crystal Harris	\$113.50
Tracie F. Jones	\$90.00
Ashley M. Black	\$83.00
Catherine Reid	\$48.50
Cheryl E. Isibor	\$24.00
Nikki Mcmannus	\$7.00

*Nice!*

## Seminar 2017 Product Credit

If you register for Seminar 2017, without canceling, you will receive a \$70 wholesale/\$140 retail credit towards your \$1 order placed from July 26 – Aug. 31



# I can. I will. I must.

The *Embrace Your Dreams* Challenge is in its last quarter, and the All In movement is gaining momentum. The Company is tracking the number of cumulative \$600 wholesale Section 1 orders each month through June 2017 and has set a 13% increase in the total number of these orders each month as a goal. When these monthly goals are achieved, the Company will host a huge All In Party at Seminar 2017. As you achieve the *Embrace Your Dreams* Challenge every month, you are contributing to the Company's goal. Demonstrate skin care on new faces to help you achieve the *Embrace Your Dreams* Challenge, help the independent sales force achieve the Company's All In goal, and let new faces take you to the thrilling All In Party filled with food, music and dancing after the Seminar 2017 Awards Show.



## TOP COURT OF SALES

7/1/2016 - 6/30/2017

		YTD Retail	YTD PC Credit	YTD Total
1	Alicia C. Hawes	\$23,786.30	\$5,534.00	\$29,320.30
2	Anne M. Brooks	\$17,061.10	\$4,736.00	\$21,797.10
3	Trudy A. Williams	\$15,589.00	\$5,628.00	\$21,217.00
4	Johnnie M. Stephens	\$13,087.80	\$3,627.30	\$16,715.10
5	Cheryl E. Isibor	\$11,833.60	\$1,450.00	\$13,283.60
6	Christine V. Watkins	\$10,781.50	\$1,490.00	\$12,271.50
7	Tash Beverly	\$10,649.00	\$0.00	\$10,649.00
8	Beverly D. Adams	\$9,234.50	\$1,202.00	\$10,436.50
9	Damita L. Parks	\$7,378.60	\$1,325.00	\$8,703.60
10	Tabatha V. Bluford	\$6,996.50	\$1,162.00	\$8,158.50



## TOP COURT OF SHARING

7/1/2016 - 6/30/2017

1	Alicia C. Hawes	2	\$81.76
---	-----------------	---	---------

# Dealing with Summer Booking Objections

**Objection:** I'd love to but I'm getting ready to go on vacation.

**Response:** That's great! I'm sure you want to look and feel your best while traveling. Let me see if I can squeeze you in before you go away. I have appts. available on \_\_\_ & \_\_\_ which is better for you?.....

---

**Objection:** Everybody I know is on vacation.

**Response:** Oh don't worry about that. You'll have no trouble getting guests since we limit the number of guests to just 5. or....No problem! I only do mini classes in the summer anyway, that just you plus 2 others. Who do you think would enjoy joining you?....

---

**Objection:** Let me check with my friends and get back to you.

**Response:** That sounds great, but you know with summer schedules being so hectic it might be best if we set a tentative date that works for you. Then you can ask your friends if they can come or not. If it isn't a good time for most of them we can pick another date. What works best for you the beginning of the week or the end of the week?.....

---

**Objection:** My kids will be home.

**Response:** Not a problem. This is the perfect time to get together since you don't have to worry about homework and school activities. I don't mind the children being around at all and I tell you what, I'll have a special gift for the person who will babysit the children during our appt. (suggest a teenage neighbor)

---

**Objection:** I am so busy.

**Response:** I know how you feel. My summer is always packed full of activities. I bet you could use an hour to relax and be pampered. My appts. are short and FUN, when do you have an evening free this week?.....

---

**Objection:** I just can't now. I'm so busy , my \_\_\_ is getting married.

**Response:** Oh I love doing brides! Do you know how special brides, their mothers and the bridal party feel after they attend a beauty show and learn how they can look even more radiant on that important wedding day? They always tell me its one of the best hours they have spent. What would work best for you?.....

# Love Checks!

9% Recruiter Commission Level  
Beverly D. Adams

\$82.94

4% Recruiter Commission Level

Bonita C. Wheeler

\$80.64

Tabatha V. Bluford

\$33.02

Alicia C. Hawes

\$27.04

Robin N. Webster

\$10.10

Johnnie M. Stephens

\$3.32

Shakia A. Williams

\$0.28



## Birthdays & Anniversaries!

### July Celebrations

Birthdays	Day
Letitia A. Hope	6
Fran Jones	6
Donna M. Allen	14
Tina M. Foggie	30

## ARE YOU GOING TO... SEMINAR 2017



Tour headquarters!



**REGISTRATION  
ENDS JULY 1!**



Hip Hip

HOORAY

RAY

Anniversaries	Years
Ashley M. Wheeler	2
Letitia A. Hope	1
Rotunda A. Choice	1
Tracey R. Paradise	1
Corneisha K. Hopkins	1
Vonda Gibson	1
Melissa Johnson	1





Sharon Byrd  
5541 Tipperlin Way  
Charlotte, NC 28278



# Dream RED!

An Independent Beauty Consultant who adds three **qualified new personal team members** during Dreaming in Red, April 1 – June 30, 2017, will receive these great rewards:

- ◆ An invitation to attend the Dream Big in Big D prize party at Gilley's.
- ◆ An invitation to try on the new red jackets at the prize party.
- ◆ Your new red jacket to take home FREE!
- ◆ Bling button.

