



# Worthy News



May 2015 Newsletter, April Results

## Ordering Deadlines May

29: Last business day  
31: Last day for online 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:  
Tabatha V. Bluford



Queen of Sharing:  
Christine V. Watkins

## Booking Tips!

Here are some AMAZING booking tips to use as you build to Red and finish the Seminar year!

- Know when to call your customers! Some good calling times: **late Sunday afternoon or evening**, or Saturday morning about 10:00 am. Next best is about 5:30 in the afternoon, but keep these calls brief since that is getting towards dinner time
- Wear your **name tag/pin often**, so when you are out and about, you can attract attention and be sure to ALWAYS hand out business cards no matter what.
- **Carry samples and your MK bag** with you where ever you go, so you can attract even more attention and conduct sales on the go If your prospective customer **does not have time to book** an appointment, consider providing her with Silent Hostess sheets or having her party online



# Move into Red This Month!

Here is a great plan to work to get into red this month! You can totally do it. Work the numbers and make it happen!

- ◆ Schedule **30 team building appointments** this month
- ◆ Ask everyone! Tell them they will go into a drawing for a FREE \_\_\_\_\_ if they listen! Tell them that you are building your business and are needing 30 people to listen this month!
- ◆ Conduct the team building appointments **with your director or ask her about a pre-recorded call that she has**. Make sure you follow up IMMEDIATELY with each recruit. Make sure you or your director answer questions that she has!
- ◆ **Send her an agreement to fill out immediately** and offer her a signing bonus if she fills the agreement out within 24 hours (free Satin Hands hand cream, lip gloss, etc.)
- ◆ Once her agreement is in, **work with your director on helping her get started**. She will talk to your recruit about everything that she needs to know!
- ◆ **1 in 5 say, "YES!"** You may end up with 5 or more recruits!! Make sure everyone is active!

we **LOVE** sharing the dream.

# On Target Stars and Star Consultants

4th Quarter Ends - June 15, 2015



	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
TABATHA BLUFORD	\$1,932.75	STAR	\$467.25	\$1,067.25	\$1,667.25	\$2,867.25
ANNE BROOKS	\$1,095.50	\$704.50	\$1,304.50	\$1,904.50	\$2,504.50	\$3,704.50
WESLICA JOHNSON	\$994.25	\$805.75	\$1,405.75	\$2,005.75	\$2,605.75	\$3,805.75
CHRISTINE WATKINS	\$931.00	\$869.00	\$1,469.00	\$2,069.00	\$2,669.00	\$3,869.00
ALICIA HAWES	\$627.75	\$1,172.25	\$1,772.25	\$2,372.25	\$2,972.25	\$4,172.25
ROSALYN SULLIVAN	\$607.75	\$1,192.25	\$1,792.25	\$2,392.25	\$2,992.25	\$4,192.25
DUNDRA MCLEMORE	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
BEVERLY ADAMS	\$492.25	\$1,307.75	\$1,907.75	\$2,507.75	\$3,107.75	\$4,307.75
ROBIN WEBSTER	\$482.00	\$1,318.00	\$1,918.00	\$2,518.00	\$3,118.00	\$4,318.00
CHERYL ISIBOR	\$473.50	\$1,326.50	\$1,926.50	\$2,526.50	\$3,126.50	\$4,326.50
ANDREA MCCRAY	\$430.50	\$1,369.50	\$1,969.50	\$2,569.50	\$3,169.50	\$4,369.50

# Pretty & PINK!

## May Promotion!

When you place a single wholesale Section 1 order of \$450 or more (\$900 suggested retail or more excluding shipping, handling and tax), you will receive the **Mary Kay® Insulated Travel Tumbler**.\* The Company will ship your prize with your qualifying order.

**Mary Kay® Insulated Travel Tumbler**  
This glossy travel tumbler, which features the *Mary Kay®* logo, is perfect for enjoying your favorite hot beverage when you're on the go. Order now to get pretty and pink today!

\*Limit 1 per consultant



# Discover What You Love!



## Mary Kay Mineral Cheek Color Duo

Available in Spiced Poppy, Juicy Guava and Ripe Watermelon; fits in Mary Kay Compact Mini, each palette contains a matte blush plus a pearlized highlighting shade.



**\$18**

Summer  
MK  
Products



**\$5\***



## NEW! Deluxe Mini Lash Love Mascara in I ♥ Black!

## Deluxe Mini Mary Kay Oil-Free Eye Makeup Remover

**\$2 each**

*They're mini :)*

## SkinVigorate Cleaning Brush Travel Bag

Purchase \$50 suggested retail (excluding tax) in Mary Kay skin care products and get a SkinVigorate Cleansing Brush Travel Bag for \$5.\* The \$50 suggested retail in skin care products excludes MKMen, sun care and flawless face products.



**FREE\***

## NEW! Limited-Edition Beauty That Counts Nourishine Plus Lip Gloss

In the United States, from May 16 through Aug. 15, 2015, \$1 will be donated from each sale of the limited-edition Beauty That Counts Nourishine Plus Lip Gloss in two new shades, Create Change and In Harmony.



**\$15**

## Lather With Love

Receive this netted body sponge FREE\* with the purchase of Mary Kay 2-In-1 Body Wash & Shave and Mary Kay Hydrating Lotion.

# 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

Mary Brown

Weslica L. Johnson

Felicia L. Langley

Bridget S. Mangle

Shay Rosemond

Shameka S. Williams

\* Angela Anderson

\* Deanna Brownlee

\* Shavada Lee

## Star Team Builders

Recruiter :Christine V. Watkins

Lisa R. Adams

Lonita M. Humphrey

Baheerah S. Rogers

Rosalyn D. Sullivan

\* Kalani C. Fields

\* Yam Vann

# Deb A. Copeland

# Courtney S. Meredith

# Shalunda M. Smith

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

\* Veronica Black

\* Tonya D. Bracey

\* Bertha Suber

Recruiter :Johnnie M. Stephens

Ebony Black

Recruiter :Bonita C. Wheeler

Alicia C. Hawes

# Welcome New Consultants!

Starting Something  
Beautiful....

From

Sharing Dreams...

Angela Anderson

Deanna Brownlee

Kia M. Clark

Kalani C. Fields

JaToya Hargrett

Alicia C. Hawes

Edna Jones

CaRita V. Mickle

Rosalyn D. Sullivan

Yam Vann

Valencia M. Wentz

GREENVILLE, SC

GREENVILLE, SC

CHARLOTTE, NC

SPARTANBURG, SC

CHARLOTTE, NC

MOORE, SC

TAYLORS, SC

BLAIR, SC

SPARTANBURG, SC

SPARTANBURG, SC

CORNELIUS, NC

B. Adams

B. Adams

C. Isibor

C. Watkins

S. Seegars

B. Wheeler

S. Byrd

J. Crosby

C. Watkins

C. Watkins

G. Ross

## Seminar Recognition

### Special Functions

#### Prize Party, Day 0

What's better than a party? A party where the prizes are for you! Invitations to this very special party will be given to members of the Class of 2015 along with their Independent Senior Sales Directors, Paint the Town Red Challenge achievers plus Star Consultants who achieve All-Star status.

#### Class of 2015

New Independent Sales Directors who debut from Feb. 1 to July 1, 2015, and their Independent Senior Sales Directors will each receive an invitation to the prize party where they will each pick up their prizes. Consultants will earn the following:

- The Class of 2015 fabulous Badgley Mischka® handbag
- A stunning R.J. Graziano necklace and earrings set

#### Paint the Town Red

Independent Beauty Consultants and Independent Sales Directors who qualify during this challenge will each receive an invitation to the prize party where they will pick up the prize(s) they qualify for.

#### All-Star

Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2014, through June 15, 2015, will each receive an invitation to the party area where they will have an opportunity to win an additional year-end prize.

#### All-Star Luncheon, Day 1

Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2014, through June 15, 2015, with at least \$14,400 or more in total year-end contest credit will be invited to this special luncheon. Independent Sales Directors who achieve Star Sales Director status from June 16, 2014, through June 15, 2015, with at least 60 Star Consultants in their unit also will be invited. New Independent Beauty Consultants Exception: Qualify to attend the luncheon if they have been Star Consultants for two consecutive quarters with a minimum of \$14,400 in total year-end contest credit.

#### Royalty Reception, Day 2

Independent Beauty Consultants and Independent Sales Directors who achieve any of the Courts or Unit Circles plus Go-Give® Award nominees will be invited to attend this special reception.

#### Special Cadillac® Unit Dining Area

Independent Sales Directors who qualify for the use of a pink Cadillac® as of June 30, 2015, and their unit members will be invited to dine in a separate dining area during all luncheons. Badgley Mischka® is a registered trademark of Badgley Mischka Licensing LLC. Cadillac® is a registered trademark of General Motors LLC.



# ENDLESS LOOKS

## marykayatplay

NEW!



**Mary Kay At Play Lip & Cheek Stick**  
in Peach Pop and Razzleberry

**At Play Shadow & Liner**  
Available in Mint to Be, Caramellow,  
Rebel Rose and Iced Lilac



\$13

\$10



**At Play Baked Eye Trio**

Shades: NEW Purple Eclipse,  
NEW Out of the Blue,  
NEW Neapolitan and Sunset Beach

**At Play Jelly Lip Gloss**

New Shades: Jammin' Berry, NEW  
Glow With It, Teddy Bare, Poppy  
Love and Violet Vixen

\$13

\$10



# Congrats on last MONTH'S ORDERS!

Tabatha V. Bluford	\$1,718.75
Alicia C. Hawes	\$627.75
Rosalyn D. Sullivan	\$607.75
Christine V. Watkins	\$605.00
Dundra Mclemore	\$601.50
Weslica L. Johnson	\$515.25
Anne M. Brooks	\$439.00
Robin N. Webster	\$431.00
Shelley S. Seegars	\$384.25
Bonita C. Wheeler	\$326.00
Trudy A. Williams	\$301.50
Johnnie M. Stephens	\$301.00
Donna Allen	\$275.00
Cheryl E. Isibor	\$244.50
Joyce Crosby	\$241.00
Gloria A. Ross	\$230.50
Kishandra B. Davis	\$225.50
Ebony Black	\$225.50
Beverly D. Adams	\$178.00
Andrea L. Mccray	\$126.50
Felicia L. Langley	\$113.50
Martha J. Rucker	\$74.50
Veronica Black	\$22.00
Lisa R. Adams	\$7.50
Tracie F. Jones	\$6.00



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!



## TOP COURT OF SALES

7/1/2014 - 6/30/2015

1	Christine V. Watkins	\$12,455.00	\$215.00	\$12,670.00
2	Anne M. Brooks	\$8,850.50	\$160.00	\$9,010.50
3	Tabatha V. Bluford	\$8,083.50	\$195.00	\$8,278.50
4	Robin N. Webster	\$7,656.00	\$200.00	\$7,856.00
5	Weslica L. Johnson	\$6,214.50	\$20.00	\$6,234.50
6	Beverly D. Adams	\$5,881.50	\$0.00	\$5,881.50
7	Johnnie M. Stephens	\$4,026.00	\$195.00	\$4,221.00
8	Tracie F. Jones	\$3,963.00	\$235.00	\$4,198.00
9	Lonita M. Humphrey	\$3,535.00	\$0.00	\$3,535.00
10	Felicia L. Langley	\$3,281.00	\$20.00	\$3,301.00

## TOP COURT OF SHARING

7/1/2014 - 6/30/2015

1	Beverly D. Adams	2	\$278.78
2	Christine V. Watkins	2	\$53.47
3	Bonita C. Wheeler	1	\$25.11



# Summer Pilot Program

Earn extra cash for your summer! A pilot program for women who are not sure a Mary Kay career would be right for them on a part-time basis:

**Devote:** 1-2 hours per week to Success Meetings/Trainings

4 hours per week to showing the product

(submit your agreement and order now to be ready to make extra money right away)

**Invest:** \$100 for Starter Kit (plus tax & shipping)

Product Inventory optional, but recommended

**Teach:** 1 skin care class each week-average product sold = \$200

1 individual makeover lesson average product sold = \$70

**Weekly product sold: \$270**

**Profit:** \$270 sales minus 50% cost of product = \$135 per week for just 4 hours of actual working time, or, \$33.75 per hour

**\$135 x 12 weeks = \$1,620 profit** (reorder product as needed)

Having product on-hand is optional, not a requirement. Women are impulsive and will purchase more if you offer on-the-spot delivery.

At the end of the season, reassess the 12 week program. If you have not had lots of fun, made an excellent hourly income, helped women feel better about themselves, or just plain decide that a Mary Kay career isn't for you, return any unsold/unused product and Mary Kay will refund you 90% of what you paid. No Strings Attached. A totally risk-free opportunity!

You have nothing to lose. Wouldn't you agree that you'll never know if this career is for you unless you give it a try? By the way, how would a Brand Red Chevy Cruze look in your driveway this summer?

**For more information, please call:**



# Lovin' the Love Checks!

9% Recruiter Commission Level  
Beverly D. Adams

\$56.59

4% Recruiter Commission Level

Robin N. Webster

\$30.21

Bonita C. Wheeler

\$25.11

Christine V. Watkins

\$24.61

Tabatha V. Bluford

\$23.56

Johnnie M. Stephens

\$9.02



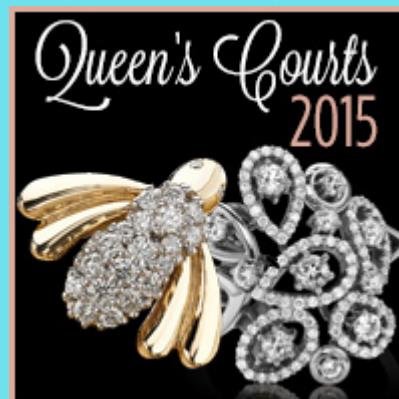
## On-Going in June

\*Quarter 4 Star Program

(through June 15, 2015)

\*Class of 2015

(through July 1, 2015)



## I am successful because... *by Sean Key*



I am successful because I have found the life I love and I have been courageous enough to live it. I am successful because I have the will to win and the will to be an active participant in the victory.

I am successful because I have the ability to produce outwardly all of the talents and gifts that I possess inwardly. I am successful because I live the life I want and I want the life I live. I am successful because I know the rules of the game and I play better than anyone else.

I am successful because I surround myself with success-conscious people. I am successful because I recognize the opportunities that exist in every obstacle. I am successful because I have stretched the boundaries of my belief and condensed the boundaries of my excuses. I am successful because I am willing to pay more for what I want than I've paid for what I have.

# June Celebrations!

Birthdays	Day	Anniversaries	Years
Weslica L. Johnson	2	Kishandra B. Davis	4
Shay Rosemond	11	Tracie F. Jones	2
Bonita C. Wheeler	13		
Felicia L. Langley	21		
Kia M. Clark	27		





# BE A STAR CONSULTANT

ideas by Caterina Harris Earl

**Did the quarter get away from you? Do you have a financial need that requires a quick fix? Then it's time to get on the phone with customers and friends! Make a list of everyone you know! Dress the part, write out your script, expect them to say yes, SMILE, and start dialing! You are going to love the results! Below are 2 scripts that give all the details needed for a successful outcome.**

"I am so excited! I am working hard to finish a huge goal by \_\_\_\_\_, so I'm doing a fabulous contest for my customers who can help! Now, this is a HUGE discount because I REALLY want this goal, so you are not likely to see this offer again! Are you ready? You might want to grab a pen and jot this down. Here are the choices: choose any \$150 in product for only \$100; or choose any \$75 in product for only \$55; or choose any \$50 in product for only \$40; or a 10% discount on anything under that! Isn't that great? This kind of discount is NOT going to be coming around again any time soon! So what do you need to stay gorgeous for the next few months? Or is there something you've been wanting to try? Don't forget gifts!" As they are thinking, "Let's make a wish list and see where you're at and which level would be best for you." When I have done this, over half my customers who order will choose the \$150 for \$100 level! It's a great savings for them and WOW does it ever help me reach my goal quickly!

"I am so excited! I am working hard to finish a huge goal by \_\_\_\_\_, so I'm doing something really fun with my customers! I have been having a BALL scheduling 15 minute On-the-Go appointments - there are so many new things I want to show you, plus I'll bring my bargain basket! With some, I've even been doing 5 minute makeovers, trying a new eye design or lip color. PLUS just for meeting for on On-the-Go appointment, you will be entered in a drawing for a Microdermabrasion Set! Isn't that great? I'd love to see you! What's your schedule in the next day or 2 - can we connect for a quick hello?" When they say yes, "At work or at home? What do you need to stay gorgeous for the next few months? (you could even offer sale prices if you wanted). Oh, I know I'll only be there for 15 minutes, but if you have a friend or two who wants to join us, invite them along! You'll get \$5 free product for each friend who buys something! Can't wait to see you!" Then make up a gorgeous basket and fill it with products, giftsets, bargain items, Look Books, and be sure to bring coaching packets and recruiting packets! The average On-the-Go appointment is \$50 to \$100 in sales! Do you need a quick \$1000? Then get yourself in front of 20 women! Try to go to their work place whenever possible - lots more prospects!

**I can guarantee that these ideas work wonderfully! And they are all true win-win situations! REMEMBER, when you deliver, you will want to work each contact FULL CIRCLE!**

- ♦ Sell and upsell! Bring that gorgeous basket of EVERYTHING, not just what they ordered. Don't forget to get a wish-list from them and future delivery date!
- ♦ BOOK! Bring your coaching packets, prepared to book parties galore! They no doubt will see lots of product they want. Ask, "Mary, if I were to help you earn \$100 in free product, what would you choose?" "Great! Is there any reason you wouldn't like to gather some friends for a Girls Night Out?"
- ♦ TEAM BUILD! "Mary, would you be willing to take an extra 10 minutes or so to give me your opinion of our company? As a thank you, you will get to choose a free lipstick! (or eye shadow, depends on how badly you want her!). Go through the Team Building flip chart with her and ask her opinion and interest!

# YOU CAN TOTALLY DO IT!

## Hello Gorgeous:

Sharon Byrd  
5541 Tipperinn Way  
Charlotte, NC 28278



# Seminar 2015

### Location

Kay Bailey Hutchison Convention Center Dallas  
650 S. Griffin St.  
Dallas, Texas 75202, 214-939-2700

### Registration dates:

Sapphire May 4  
Emerald May 7  
Pearl May 11  
Diamond May 14  
Ruby May 18

### Seminar Dates

Sapphire July 15-18  
Emerald July 19-22  
Pearl July 22-25  
Diamond July 26-29  
Ruby July 29 - Aug. 1

### What you should know!

Seminar is the ultimate event in Mary Kay. It is packed full of energy, excitement, recognition, motivation, powerful speeches, education and more!

