



Worthy News



May 2016 Newsletter, April Results

Our Queens!

May 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)

Seminar Registration is open!



Queen of Sales:
Towanda S. McDowell



Queen of Sharing:
Tabatha V. Bluford

Racing to the finish line!

The end of the Seminar 2016 year is June 30, 2016. What can you do to ensure that you wrap up a successful year? Here are some great tips.

- **Work on building your team.** Schedule as many career calls as you can! You may also want to schedule face to face interviews, too. Be sure that you share your I-Story and make it a no-pressure interview for your potential team members. Get to know them, their wants and needs and then share with
- **Facials Boxes around town.** To get tons of leads, place 5 OR MORE facial boxes out and about around time with a label on the front that says, "Register to win a FREE pampering basket from Mary Kay!" Make sure you place the facial boxes in key places that you know there are lots of traffic. Pick a winner and ask potential customers if they would like to book a class to earn free product .
- **Hold 3-5 Parties a Week.** Overbook and double book. Cancellations can happen b/c people get busy. Continue to hold 3-5 parties each week until the end of the Seminar year and see what happens in your business. There will be an epic shift. You will be meeting people, making money and making connections. What could be better way to end your year?

Celebrate! New Summer Products!



*Time Wise
Tone-Correcting
Serum*

\$45



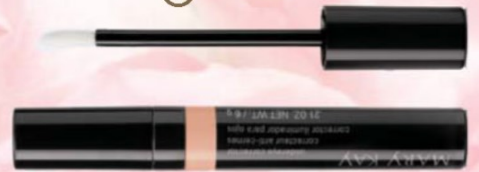
*Perfecting
Concealer*

\$16



*Lash
Intensity
Mascara*

\$18



*Undereye
Corrector*

\$16



*Limited-Edition
Beauty that Counts
Creme Lipstick in
Hearts Together*

\$15



*Limited-Edition
Rose Gold
Compact Mini*

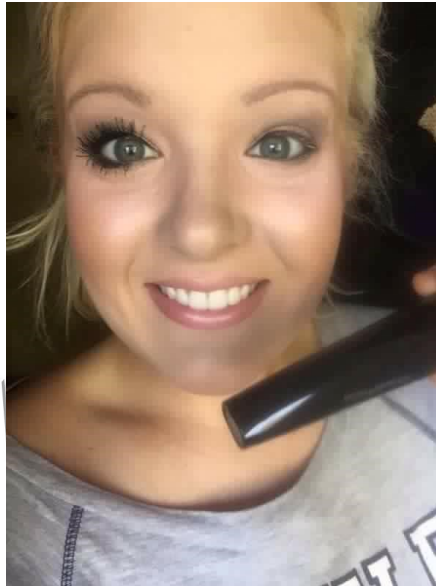
\$17

The best of the best... *Lash Intensity Mascara*

The best of the best in mascara! Real results and it's only through Mary Kay that you can get this mascara, so all you need to do is touch base with your customers and share product results. The product retails for \$18.

Customers can expect:

- 84% Longer looking lashes
- 200% More volume
- Asymmetrical Double Impact brush
- Lashes to look multiplied and exaggerated
- All-day wear
- Resistance to Smudging



On Target Stars and Star Consultants

Fourth Quarter Ends—June 15, 2016

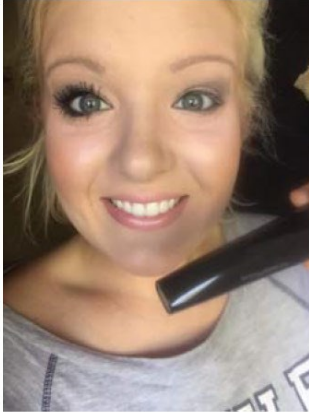


	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
ALICIA HAWES	\$1,173.00	\$627.00	\$1,227.00	\$1,827.00	\$2,427.00	\$3,627.00
DAMITA PARKS	\$869.50	\$930.50	\$1,530.50	\$2,130.50	\$2,730.50	\$3,930.50
BEVERLY ADAMS	\$845.00	\$955.00	\$1,555.00	\$2,155.00	\$2,755.00	\$3,955.00
FELICIA LANGLEY	\$824.00	\$976.00	\$1,576.00	\$2,176.00	\$2,776.00	\$3,976.00
TOWANDA MCDOWELL	\$809.50	\$990.50	\$1,590.50	\$2,190.50	\$2,790.50	\$3,990.50
TABATHA BLUFORD	\$749.00	\$1,051.00	\$1,651.00	\$2,251.00	\$2,851.00	\$4,051.00
ANNE BROOKS	\$662.00	\$1,138.00	\$1,738.00	\$2,338.00	\$2,938.00	\$4,138.00
HANNAH CREWS	\$635.75	\$1,164.25	\$1,764.25	\$2,364.25	\$2,964.25	\$4,164.25
AKEBIA MCCREE	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
CHASITY ADAMS	\$600.75	\$1,199.25	\$1,799.25	\$2,399.25	\$2,999.25	\$4,199.25
BONITA WHEELER	\$599.75	\$1,200.25	\$1,800.25	\$2,400.25	\$3,000.25	\$4,200.25



New!

LASH INTENSITY MASCARA!



With this mascara, you can expect:

- * 84% Longer looking lashes
- * 200% More volume
- * Asymmetrical Double Impact brush
- * Lashes to look multiplied and exaggerated
- * All-day wear
- * Resistance to Smudging

Only \$18

**Results You
CAN SEE!**

Get Yours Free When You Have 10 Friends Order Theirs!

	Name	Quantity	Amount
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			

Recruiters and their team!

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

#T Status

DIQS

Recruiter :B. Adams
 Angela Anderson
 Tisa A. Johnson
 Tonette L. Johnson
 Weslica L. Johnson
 Felicia L. Langley
 Bridget S. Mangle
 Lisa A. Moon
 Crystal Y. Pannell
 Shay Rosemond
 Monisa Shell
 Mary Brown
 Katurah S. King
 Shavada Lee
 Catrecha McCray
 Annette Richardson
 Deriek Wharton

Future Directors

Recruiter :Tabatha V. 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
 * Rhonda Y. Johnson
 # Veronica Black
 # Joyce Crosby

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

New Consultants

Starting Something Beautiful....

From

Sharing Dreams...

Chasity L. Adams
 Christina R. Arthur
 Hannah W. Crews
 Angela Fetterson
 Carrie Hawes
 Johnny Johnson
 Tonette L. Johnson
 Katurah S. King
 Akebia M. McCree
 Arianna Noble
 Crystal Y. Pannell
 Christina E. Pitts
 Annette Richardson
 Sonya Trollinger
 Daisy Webb
 Deriek Wharton
 Emerald Worthington-
 Lakita Young

HICKORY GROVE, SC
 SPARTANBURG, SC
 YORK, SC
 CHARLOTTE, NC
 SPARTANBURG, SC
 ROCK HILL, SC
 GREENVILLE, SC
 GREER, SC
 CHESTER, SC
 COLUMBIA, SC
 PIEDMONT, SC
 LAURENS, SC
 SIMPSONVILLE, SC
 CHARLOTTE, NC
 SPARTANBURG, SC
 GREENVILLE, SC
 FORT GORDON, GA
 MOORE, SC

T. Bluford
 A. Hawes
 T. Bluford
 A. Brooks
 A. Hawes
 T. Bluford
 F. Langley
 F. Langley
 T. Bluford
 B. Wheeler
 F. Langley
 T. Bluford
 B. Adams
 A. Brooks
 B. Wheeler
 F. Langley
 S. Byrd
 A. Hawes

Team Leaders

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

Star Team Builders

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

Senior Consultants

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

Recruiter :Christine V. Watkins
 Courtney S. Meredith
 # Kalani C. Fields
 # Baheerah S. Rogers
 # Rosalyn D. Sullivan
 # Yam Vann

Recruiter :Robin N. Webster
 Andrea L. McCray
 * Cheryl E. Isibor
 # Shelley S. Seegars

Recruiter :Trudy A. Williams
 Sabrina R. Evans
 * Fran Jones
 # Gretta Betsill
 # Gabrielle Brown
 # Carolyn D. Simmons
 # Timika Williams

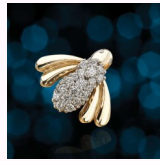
Congrats!

Last month's orders!

Towanda S. McDowell	\$809.50
Beverly D. Adams	\$728.00
Hannah W. Crews	\$635.75
Alicia C. Hawes	\$610.00
Tabatha V. Bluford	\$604.50
Akebia M. McCree	\$601.00
Chasity L. Adams	\$600.75
Felicia L. Langley	\$580.50
Crystal Y. Pannell	\$479.50
Trudy A. Williams	\$362.50
Anne M. Brooks	\$330.50
Bonita C. Wheeler	\$321.25
Robin N. Webster	\$319.50
Lisa A. Moon	\$302.50
Damita L. Parks	\$266.00
Johnnie M. Stephens	\$250.00
Tonette L. Johnson	\$240.50
Arianna Noble	\$229.50
Johnny Johnson	\$228.50
Christina R. Arthur	\$228.00
Dundra Mclemore	\$228.00
Christina E. Pitts	\$227.50
Tina M. Foggie	\$226.50
Breanna M. Sterling	\$226.00
Roberta Mazyck	\$226.00
Lakita Young	\$226.00
Andrea L. Mccray	\$225.50
Carrie Hawes	\$225.50
Cephina D. Williams	\$225.00
Francia Paulino	\$225.00
Cheryl E. Isibor	\$162.00
Tisa A. Johnson	\$132.00
Alyssa N. Fisher	\$127.50
Weslica L. Johnson	\$107.75
Mia Gentry	\$105.00
Christine V. Watkins	\$52.50
LaDonna Ardrey	\$51.50
Utrena Kershaw	\$45.00
Jennifer L. Prince	\$37.00
Ashley M. Wheeler	\$27.00
Vernessia McDowell	\$18.00
Alberta Kirkpatrick	\$17.50

What to put in a goodie bag!

Goodie bags are great for warm chatting and office twirling! They don't have to be loaded with stuff, or full of complicated materials. Save the details for when you speak to your new contact. You don't want to overwhelm them with information.



TOP COURT OF SALES

7/1/2015 - 6/30/2016

1	Alicia C. Hawes	\$12,893.00	\$1,430.00	\$14,323.00
2	Anne M. Brooks	\$9,366.00	\$798.00	\$10,164.00
3	Tabatha V. Bluford	\$9,117.00	\$329.00	\$9,446.00
4	Johnnie M. Stephens	\$8,203.50	\$459.00	\$8,662.50
5	Christine V. Watkins	\$7,454.00	\$828.00	\$8,282.00
6	Trudy A. Williams	\$6,440.00	\$1,450.00	\$7,890.00
7	Beverly D. Adams	\$7,079.00	\$82.00	\$7,161.00
8	Andrea L. Mccray	\$4,395.50	\$508.00	\$4,903.50
9	Bonita C. Wheeler	\$4,701.50	\$0.00	\$4,701.50
10	Robin N. Webster	\$4,263.50	\$0.00	\$4,263.50



TOP COURT OF SHARING

7/1/2015 - 6/30/2016

1	Tabatha V. Bluford	3	\$238.86
2	Alicia C. Hawes	1	\$88.89
3	Trudy A. Williams	1	\$24.64
4	Anne M. Brooks	1	\$24.36

Way to go!



developing a FINISHING MINDSET!

See it done! See the goal achieved! See yourself living your dream! Once you do this, you'll begin to see entirely new results!

Push through your doubts, fears and frustration because the end result is so worth it! Love what you do, love what it can offer you, and learn to love the emotional strength it will develop within you!

Never apologize for pushing your consultants, your offspring and your prospects to be the best they can be!

Stay closely connected to one or several mentors. Your NSD, your ESD, your Senior or a Mary Kay friend who is where you want to be!

Pay no attention to the 'realists' because they will let you off the hook.

Realize how normal you are if you have times of doubt, fear or questioning of your ability. BUT, call your mentor to help you work through them. Above all, you must not stop to listen!

Ask yourself everyday "who's next?" Make a new list. Go through your profile box and Unit list. Don't prejudge. Find out who on your team wants more. Find out who in your customer base needs an opportunity.

Be willing to do it all yourself. You are more committed than anyone else in your Unit. Miracles happen to those who believe that anything is possible.

Never stop looking for key players! When you don't recruit, you fire the best player on the team! Schedule 5 new classes for the first week of every month. This will lead you to 30 new people and will change the complexion of your business.

Don't let your frustration show – don't look stressed! No one will want your job! Inspect your appearance and guard your tongue. You never know who's watching or who's listening. Remember Mary Kay and emulate her.

Look who's getting PAID!

13% Recruiter Commission Level
 Tabatha V. Bluford
 Alicia C. Hawes

\$403.36
 \$220.35

9% Recruiter Commission Level
 Beverly D. Adams
 Bonita C. Wheeler

\$123.64
 \$96.48

4% Recruiter Commission Level
 Felicia L. Langley
 Robin N. Webster
 Anne M. Brooks

\$28.80
 \$15.50
 \$2.06



June 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

June Dates to take note of

* Class of 2016
 (until July 1, 2016)

*Quarter 4 Star Program
 (March 16 - June 15, 2016)

Fun ideas!



Mint Bliss with
 comfy sock!

Shabby Chic meets
 Satin Hands in a
 jar..super cute!

Do you have ideas
 that you want to
 share?



June Celebrations!

Birthdays	Day	Anniversaries	Years
Weslica L. Johnson	2	Kishandra B. Davis	5
Alyssa N. Fisher	8	Tracie F. Jones	3
Shay Rosemond	11	Shaleah Blount	1
Bonita C. Wheeler	13	Sharita Parks	1
Breanna M. Sterling	18		
Felicia L. Langley	21		
Shaleah Blount	24		



IPA Activities to Add To Your Week

Remember: Book, Sell and Recruit

The following plan will work if you do. Consistency for four weeks is the key. Choose four days a week to work your business. Four hours per day (in addition to unit meeting) will do it, if you get organized.

Make a minimum of 10 telephone calls per day:

- New contacts: friends, relative, acquaintances you have not contacted for a facial or skin care class. Offer them something special. Book them!
- Ask for referrals when you call anyone.
- Call customers – have something new or special to talk to her about. Offer her a glamour or check-up facial. Offer her a gift for having friends join her.
- Choose a list to call – cold calling: church, new mothers, brides, newcomers.
- Call prospective recruits: invite to unit meeting, set a time for coffee, or ask her to go with you to a skin care class to assist you.
- Check on your hostess: coach her, mention outside orders, get guests' names.
- Call guests for next classes and fill out skin care profile on telephone.

Make a minimum of three personal contacts per day:

- Warm chatter: talk to everyone you see while you are out.
- Facials and classes count as personal contacts.
- Deliver a recruiting packet, have coffee with your prospect, take prospect to unit meeting.
- Deliver product to your customers: suggest new products, mention the opportunity, and ask for referrals for facials or prospective recruits.
- Coach a hostess in person. Give her an outside order goal with extra incentive to sell a particular amount or 10 of her favorite product. Cover the opportunity.

Write a minimum of 10 personalized notes per day:

- Thank you notes to all who attend your classes or facials.
- Thank you notes to each new customer you obtain ... also to whoever referred her to you.
- Birthday cards to customers at the beginning of the month, offering a discount.
- Appreciation notes to people who have helped you in your business.
- Congratulations notes to people who have done something special that you have read or heard about. Offer a complimentary facial.
- Notes to out-of-town prospects – including recruiting packets. Follow up by phone in three days.
- Hostess packets mailed to anyone who does not have one. Re-excite her about her special gift or new glamour look. Thank her in advance for holding the class.
- Notes to your personal recruits or sister Consultants who are doing great or need a boost.

These are just a few examples of way to make contacts. Remember this is a people business. Stay in contact with them at all times. Work every area of your business and it will grow so quickly that you will not have enough hours in the day to take care of the business you have generated!

Soon you will not have to wonder who to call, see or write. Be sure to make your list of six most important things to do that night before! Then you will know each day exactly what you are going to do.

be kind
 WORK HARD
 stay humble

Sharon Byrd
 5541 Tipperlin Way
 Charlotte, NC 28278



Chemo Care packages, you sell:
 Satin Lips
 Hydrating Lotion
 Extra Emollient Night Cream

\$30

beauty that counts lipstick

Limited-Edition Mary Kay Beauty that Counts Crème Lipstick - Hearts Together

April 26 - Aug 15: \$1 from each sale goes to the Mary Kay Foundation in its support of women's shelters and survivors of domestic abuse. Hearts Together is a limited-edition version of MK's



AMAZING
 PEOPLE
 DO NOT
 HAPPEN. JUST

DONT QUIT
 YOUR DAY
 dream