



Worthy News



November 2016 Newsletter, October Results

November Ordering Deadlines

28: Last day for phone orders
31: Last day for online orders

Star Consultant Deadline

*Quarter 2 Star Program
(through December 15, 2016)

Our Queens!



Queen of Sales:
Alicia Hawes



Queen of Sharing:
Damita Parks

Tips for outstanding HOLIDAY SALES!

- Make it **super easy** for customers to get what they need from you. Offer free delivery, free pick up services, as well as being willing to drop things off at their offices or place of work. Offer a special something when they pick up their package. It might be a coupon for savings off next order, sample, etc. **Think like a retailer!**
- Be willing to offer a few different ways for customers **to get in touch with you** so they can place an order right away. If you delay, they may go somewhere else. Check your methods of communication often. IE: Facebook messenger, viber app, email, voicemail, text, etc. etc.
- Create **gift baskets and gift sets** that work for different types of customers and price them to sell! For instance, you can sell different MK@Play items around \$30 (in a set). \$50 could be a makeup bundle. \$150 skin care bundle. This list goes on!
- Make sure you have the name of every customer's husband and get his number. Let them know that you want to **help them with shopping for their wife** and can help them design the perfect gift.
- Offer limited-edition sets, limited-time for ordering:
order by _____ and get a free _____ or discount off a _____!
Create different **incentives to motivate customers** to order before the holiday season rush!



Add Some Jingle to your Pockets

**How would you like to have an extra \$250-\$2,500 Cash for the holidays this year?
Consider joining Mary Kay Cosmetics NOW for some extra income!**

DEVOTE:

5 Hours per week to teaching / showing the products, 2 hours per week for training,
1 hour per week coordinating/organizing (in your home)

INVEST:

\$100 plus tax & shipping for Starter Kit
(\$600-\$3600 inventory optional investment. What the EYE sees, the EYE buys!)

Profit:

50% of retail (Selling Season starts now & goes strong through January 1st.)

TEACH:

1 Skin Care Class per week (4+ women present / 2 hr each)
Average sales of \$200+ 1 Gift Show per week (6 - 10 women present / 2 hr each)
Average sales of \$300+ 1 Mini Class (1 -2 women present /1hr)
Average sales \$100+
Total weekly Average Sales \$600+

PROFIT:

\$600 Sales minus 50% cost of product = \$300 gross profit for just 5 hours of teaching time!
Net weekly profit after expenses (hostess gifts & supplies) of 10% subtracted is \$240.
Average of (\$48 per hour).
\$240 X 12 weeks = \$2,880 net profit for about
60 hours of teaching & training outside of your home!!

This is a great part-time seasonal opportunity! Having product inventory is an OPTION, NOT A REQUIREMENT. Women are impulsive & will purchase more if you offer on-the-spot delivery! At the end of the season, you may put your part-time business on hold & just do reorders till the next holiday selling season or decide if you want to keep up the pace to add an extra \$500-1,000 to your budget every month!

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 part-time career with Mary Kay Cosmetics is not for you, just stop working your business. This is your business, you decide what works!

open house tips & ideas

These tips are shared by Rita Schaefer

Date: I have an “annual” event—held the same time each year—the week before Thanksgiving and always on Wednesday and Thursday. Choose a date that works with your customers. Also check dates so they do not conflict with huge community events.

Time: 9:30 AM - 7:00 PM. Choose a time that you think will catch the most people. I have in the past kept my hours until 8 PM—but would only have a few who came that late. Again—these hours work best for me & my customers. You may consider setting up appointments instead of just having your hours open.

Inventory & supplies: Make sure you have sufficient product! They are coming to buy and your best profits are when they take it with them and you don't have “deliveries”. You will also need a good supply of sales tickets, bags, beauty books and samples. Mary Kay shopping bags add a beautiful touch to the shopping experience (they take one at the door to fill as they shop). I order 1-2 of these each time I order thru out the year so I do not have the added expense at one time. If you have not planned on this, you can purchase nice shopping bags at the Dollar stores or paper stores for usually \$.50 each.

Door prizes & incentives: Get 1 ticket for every \$10 purchase; bring a friend and get another ticket or host a class by bringing 3 or more non-Mary Kay user friends with you and Receive “HC” (Hostess Credit) on their purchases.

Door prizes: Have a basket available for tickets. I give away \$ amounts in product—starting at \$50 down to \$10. I give away 5 door prizes. Example- 1st prize--\$50 in Mary Kay Product. 2nd Prize--\$40. in MK Product etc.

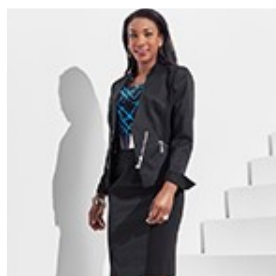


On Target Stars and Star Consultants

Second Quarter Ends - December 15, 2016



	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
ALICIA HAWES	\$2,112.50	STAR	\$287.50	\$887.50	\$1,487.50	\$2,687.50
TRUDY WILLIAMS	\$1,662.00	\$138.00	\$738.00	\$1,338.00	\$1,938.00	\$3,138.00
ANNE BROOKS	\$1,447.50	\$352.50	\$952.50	\$1,552.50	\$2,152.50	\$3,352.50
JOHNNIE STEPHENS	\$1,147.50	\$652.50	\$1,252.50	\$1,852.50	\$2,452.50	\$3,652.50
CHERYL ISIBOR	\$1,117.00	\$683.00	\$1,283.00	\$1,883.00	\$2,483.00	\$3,683.00
CHRISTINE WATKINS	\$735.00	\$1,065.00	\$1,665.00	\$2,265.00	\$2,865.00	\$4,065.00
DOMINIQUE MONTGOMERY	\$670.00	\$1,130.00	\$1,730.00	\$2,330.00	\$2,930.00	\$4,130.00
DAMITA PARKS	\$662.50	\$1,137.50	\$1,737.50	\$2,337.50	\$2,937.50	\$4,137.50
DEBORAH EATMON	\$607.50	\$1,192.50	\$1,792.50	\$2,392.50	\$2,992.50	\$4,192.50
BEVERLY ADAMS	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
ROBIN WEBSTER	\$410.00	\$1,390.00	\$1,990.00	\$2,590.00	\$3,190.00	\$4,390.00



IT'S TIME TO ESCAPE



Satin Lips® Set
White Tea & Citrus



**Beauty That Counts®
Sleeping Eye Mask**

\$1 when you purchase
one of the three products below.

- Volu Firm® Eye Renewal Cream, \$42
- Firming Eye Cream, \$32
- Indulge® Soothing Eye Gel, \$16

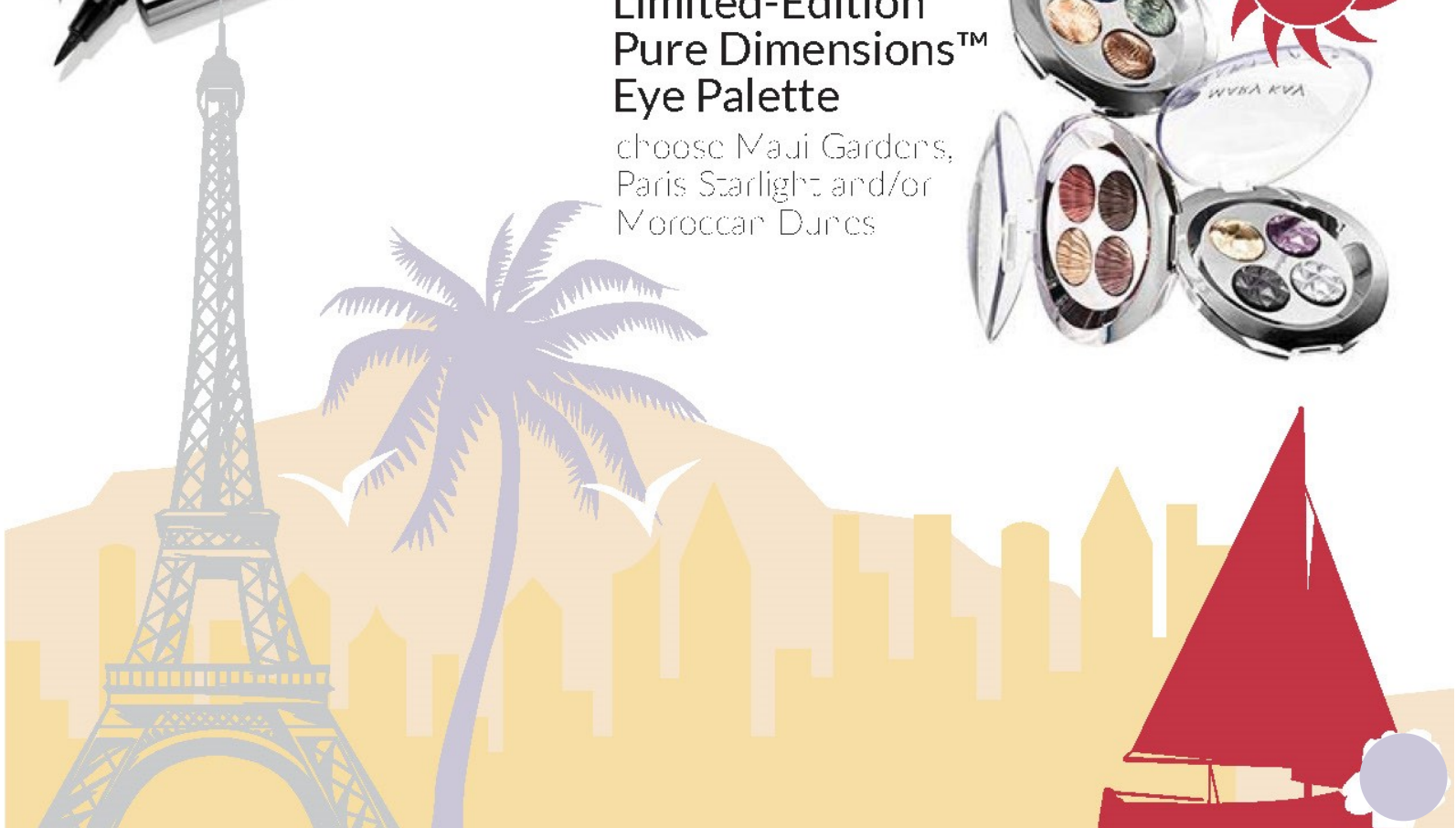


**Liquid
Eyeliner Pen**



**Limited-Edition
Pure Dimensions™
Eye Palette**

choose Maui Gardens,
Paris Starlight and/or
Moroccan Dunes



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 :Alicia C. Hawes
Christina R. Arthur
Carrie Hawes
Damita L. Parks
Ashley M. Wheeler
Mary M. Wheeler
* Melissa Johnson
* Tawanna N. Tate
* C. Woodward-Fowler
Tina M. Foggie
Utrana Kershaw
Breanna M. Sterling
Cephina D. Williams
Lakita Young

Star Team Builders

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

Senior Consultants

Recruiter :Tabatha V. Bluford
Rotunda A. Choice
* Chasity L. Adams
* Shantis L. Bluford
* Hannah W. Crews
* Letitia A. Hope
* Jaselyn S. Jennings
* Akebia M. McCree
* Dominique Montgomery
* Bonita C. Wheeler
Velma Bluford
Lakeedra Cannon
Nicole L. Colvin
Johnny Johnson
Rhonda Y. Johnson
Roberta Mazyck
Francia Paulino
Christina E. Pitts
Jennifer L. Prince

New Consultants

Starting Something
Beautiful....

From

Sharing Dreams...

Deborah E. Eatmon
Sharon Parks

INDIAN TRAIL, NC
SPARTANBURG, SC

S. Byrd
D. Parks

Welcome to our Unit!

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

Recruiter :Ebony Coleman
Catherine Reid

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

Recruiter :Robin N. Webster
Cheryl E. Isibor
Andrea L. Mccray

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

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.

DELIGHT YOUR LOVED ONE WITH

12 DAYS OF christmas

Your recipient will LOVE having **12 presents** given to them for **12 days in a row** during the holiday season! Each gift is individually wrapped and stacked on top of each other, making a **beautiful tower!** A gift like no other!

Bronze

\$150

- Lip Jelly Cupcake
- Cleansing Cloths
- Chocolate
- Mint Bliss Lotion/Socks
- Lash Love Mascara
- Eye Makeup Remover
- Soothing Eye Gel
- Satin Lips Jelly Jar
- Rosegold Compact
- Mineral Powder Brush
- Body Care Set

Silver

\$200

- Snow Girl Lotion
- Satin Lips in Mason Jar
- Satin Hands
- Movie Tickets
- Lip Jelly Cupcake
- Chocolate
- Mint Lotion And Socks
- Cleansing Cloths
- Eye Gel
- Rosegold Compact
- Lash Love Mascara

Gold

\$250

- \$50 Massage Certificate
- Roll-Up Bag
- Satin Lips in Mason Jar
- Satin Hands
- Snow Girl Lotion
- Mint Lotion And Socks
- Facial Cleansing Cloths
- Rosegold Compact
- Movie Tickets
- Slippers
- Chocolate
- Soothing Gel



**ORDER BEFORE
& RECEIVE A FREE GIFT!**



Congrats!

on Your Order!

Alicia C. Hawes	\$1,500.50
Trudy A. Williams	\$1,425.50
Anne M. Brooks	\$1,237.50
Johnnie M. Stephens	\$1,039.50
Christine V. Watkins	\$735.00
Cheryl E. Isibor	\$715.00
Damita L. Parks	\$662.50
Deborah E. Eatmon	\$607.50
Beverly D. Adams	\$601.00
Gloria A. Ross	\$339.50
Tiffany N. Johnson	\$337.00
Robin N. Webster	\$331.50
Catherine Reid	\$307.25
Shavada Lee	\$261.00
Lisa A. Moon	\$256.50
Mary M. Wheeler	\$238.50
Clemie J. Anderson	\$226.50
Felicia L. Langley	\$226.00
Tracie F. Jones	\$225.50
Andrea L. Mccray	\$225.25
Christina R. Arthur	\$225.00
Tabatha V. Bluford	\$176.50
Dawn Boozer	\$144.00
Crystal Y. Pannell	\$74.00
Alyssa N. Fisher	\$43.00
Bonita C. Wheeler	\$18.00

November Bracelet!

Each month during the year that you place a cumulative \$600+ Section 1 order, you will receive a gorgeous bracelet with a quote that reflects love and inspiration!



Fake it til you make it!

Double Up!

It's time to double up! This month you have the chance to earn Seminar 2017 double credit toward the Queens' Courts of Personal Sales and Sharing! Here's a quick look at the promotion!

Queen's Court of Personal Sales:

- Earn up to \$4,000 in Seminar bonus credit* for your personal estimated retail production** received and accepted by the Company in October 2016.

Queen's Court of Sharing:

- **Queen's Court of Sharing:** Earn double credit for up to six qualified*** new personal team members whose Independent Beauty Consultant Agreements are received and accepted by the Company in October and who place their initial orders of \$600 or more in wholesale Section 1 products in November 2016.



TOP COURT OF SALES

7/1/2016 - 6/30/2017

1	Alicia C. Hawes	\$7,201.00	\$0.00	\$7,201.00
2	Anne M. Brooks	\$5,852.50	\$0.00	\$5,852.50
3	Cheryl E. Isibor	\$5,268.50	\$0.00	\$5,268.50
4	Trudy A. Williams	\$5,076.50	\$0.00	\$5,076.50
5	Johnnie M. Stephens	\$4,888.00	\$0.00	\$4,888.00



TOP COURT OF SHARING

7/1/2016 - 6/30/2017

1	Ebony Coleman	1	\$36.81
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\$12,000

Holiday Selling Blitz

NSD Bett Vernon on how to have a \$12,000 Holiday Blitz!

Select 20 of your favorite hostesses or Customers and say:

"Hi! This is ____ with Mary Kay Cosmetics and I am so excited! I have a phenomenal offer for you! How would you like to do your Holiday shopping at 50% off? I will be holding a holiday blitz at my home. All you need to do is bring 10 friends over for refreshments and check out the great gift ideas Mary Kay has this season! The times to shop are 10am, 12pm, 2pm, 4pm and 7pm. Which is best for you?"

- ✦ You have 2 hostesses bring 10 people at 10:00am
- ✦ 2 hostesses bring 10 people at 12:00pm
- ✦ 2 hostesses bring 10 people at 2pm
- ✦ 2 hostesses bring 10 people at 4pm
- ✦ 2 hostesses bring 10 people at 7pm

Do this Saturday & Sunday or on two Saturdays...Make sure you do Satin Hands as they arrive! (It has been suggested that you have a teenager to help out.)

Give each guest a Profile card to fill out and a Sales Ticket. Show the products and special sets, and have them fill in their tickets! It's so simple. You will meet 200 customers... The average will purchase \$40. (Two Satin Hands Sets for Mom and Mom-in-Law) $200 \times 40 = \$8,000$. Plus at least 10 will buy the Tower of Love (aka 12 Days of Christmas) for their Mom, Grandmother or Daughter. $10 \times 150 = \$1,500$.

Plus you have 200 husbands to call with their wife's wish list, and at least 20 will buy the Tower of Love for their wives! $20 \times 150 = \$3,000$.

So $\$8,000 + \$1,500 + \$3,000 = \$12,000$ WOW!!

Plus you'll have 200 new contacts, and your books will be full for January. Here's the amount of time you'll spend making this idea work for you:

- ✦ 1 Day on the Phone Booking Hostesses.....8 hours
- ✦ 1 Day setting up Displays.....8 hours
- ✦ 2 Days holding the Event.....20 hours
- ✦ 2 Days preparing Orders.....16 hours
- ✦ 2 Days Delivering the orders.....10 hours
- ✦ So for 60 hours you'll profit \$6,250 in 60 hours which is over \$100 per hour!!!
- ✦ Focus and book and have fun with this idea!!!

Lovin' the Love Checks!

9% Recruiter Commission Level
Alicia C. Hawes

\$101.34

4% Recruiter Commission Level
Beverly D. Adams
Robin N. Webster
Anne M. Brooks
Felicia L. Langley
Tabatha V. Bluford

\$40.88
\$37.61
\$13.48
\$2.96
\$0.72



Birthdays & Anniversaries!

December Celebrations

Birthdays	Day
Tonya C. Miller	5
Carrie Hawes	14
Mary Brown	15
E. Worthington-Clark	17
Shantis L. Bluford	21
Levier E. Hunt	25
Monique E. Hunter	28
Anne M. Brooks	30
BeLinda M. Kendall	31

Product highlight!

Tone-Correcting Serum

Are you using the TimeWise® Tone-Correcting Serum? You should be!

This product dramatically evens the appearance of skin tone and is clinically shown to significantly improve skin brightness. This product features a first-ever brightening breakthrough in Mary Kay's patent-pending Perfectly Bright™ Complex.

After one week:

Helps skin look brighter after one week: 72%

After three weeks:

Leaves skin with a more uniform, even appearance: 81%

I feel more confident without foundation: 82%

After six weeks:

Dramatically improves skin's overall appearance: 77%

Dark spots appear less visible: 71%

Helps reduce the appearance of past damage: 75%

Complexion gets better with continuous, consistent use: 82%



Anniversaries	Years
Clemie J. Anderson	2
Alberta Kirkpatrick	1





HAPPY THANKSGIVING



Sharon Byrd
5541 Tipperlin Way
Charlotte, NC 28278



S'mores Popcorn

Treat your customers at your classes and open house with this fun treat!



Ingredients

- 1/2 box of Golden Graham cereal
- 1/2 bag of miniature marshmallows
- 1 & 1/2 bags of Tender White Orville Redenbacher Popcorn
- 1 bag of Chocolate Chips



What to do!

Mix your cereal, marshmallows and popped popcorn in a large bowl. Spread your dry mixture on a large baking sheet. Melt and then drizzle the chocolate chips over the mixture. Once the chocolate has hardened, it's time to enjoy!