



Worthy News



October 2016 Newsletter, September Results

October 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)

Double Up in October!



Our Queens!



Queen of Sales:
Damita L. Parks

Queen of Sharing:
Anne M. Brooks
Tabatha V. Bluford

Get ready for HOLIDAY Sales!

The holidays are upon us—so what does that mean? You have the opportunity to have INCREDIBLE selling days and weeks. It takes a bit of preparation now—then you are on your way. Here are some great tips to ensure that you have a great selling season:

Plan ahead: know when you will hold open houses, event booths, facebook parties, etc. SCHEDULE time in your datebook!

Get a list of your hostesses ready: Book them early and in advance and over book!!! You want to have 3 parties scheduled each week.

Stock up: Make sure you have an inventory for customers to shop from and ideas on how you will pair products together!

Ask: Who do you know that would like to make extra money to have fast cash to purchase gifts for their friends?



— you're invited to —
BUNDLE & GO

'Tis the season to take the frustration out of holiday shopping - bundle & go!



\$80

Modern Maven
 Lash Intensity Mascara,
 City Scape Eau de Parfum,
 Eyeliner in MK Black



\$45

Prime Candidate
 Foundation Primer Sunscreen
 Broad Spectrum SPF 15,
 Lash Primer, Eye Primer



\$65

Purple Smoke Palette

Skip the Squats
 Body Toning Lotion,
 Body Cellulite Gel
 Cream and
 Body
 Massager



\$80

Go with the Glow
 Repair Revealing
 Radiance Facial Peel,
 Tone-Correcting Serum



\$110

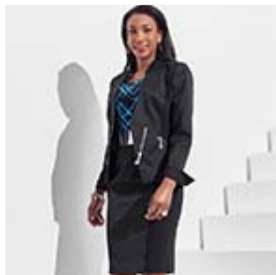
On Target Stars and Star Consultants

Second Quarter Ends - December 15, 2016



	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
ALICIA HAWES	\$612.00	\$1,188.00	\$1,788.00	\$2,388.00	\$2,988.00	\$4,188.00
CHERYL ISIBOR	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00

Who will be our next star?



Double Up!

It's time to double up! From Oct. 1 through Oct. 31, 2016, 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!

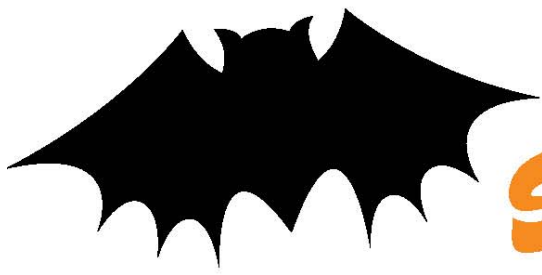
Queen's Court of Personal Sales:

- 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 October or November 2016.





HALLOWEEN SELLING IDEAS



Provide a Trick or Treat Special the weekend before Halloween. This would provide a great reason to contact all your goblins (customers).



You could attach color samples to your business cards and hand them out along with candy to the mothers of the trick-or-treaters who come to your door on Halloween. You could even attach a card that says, "This is no trick. Treat yourself to a complementary facial!"



Offer a Make Yourself Boo-tiful Night at your home. Do quick one-hour appointments and feature one of the looks on the new Color 101 Look Cards.



For those of you wanting to do a little "reverse" trick or treating... take Tootsie Rolls, place 1 or 2 kleenex over them and tie with a orange or black curling ribbon to make ghosts (you can also use a black felt tip to make eyes & a mouth). On my computer I make labels that say: "For a BOOtiful you, call for a complimentary facial." Then I punch a hole in a biz card, tie it to the end of the curling ribbon, put them all in a plastic pumpkin and hand them out to every woman that I see!



"The Great Pumpkin" Lottery - get someone who works in an office to take orders. After the sheet is filled 1 lucky goblin gets her order free! You could also do this on the phone - have a phone lottery! Everyone who places an order - their name goes in & you draw a lucky winner!



Ghost Shows: Just in time for Halloween. Why not call 10 of your best friends or customers and have them do a "Ghost Show" for you this week? Give them a couple of brochures and sales tickets. Ask them to make sure the sales tickets are filled out completely with names, addresses and phone numbers of buyers ...then you can contact them later for a holiday glamour makeover. The best part is you are working smart and not hard! If each person sells just \$100 this week, YOU HAVE A \$1,000 WEEK with a little effort and a bunch of new contacts for November!

Recruiters and their team!

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

#T Status

Star Team Builders

Recruiter :Beverly D. Adams

Felicia L. Langley
Bridget S. Mangle
Lisa A. Moon

* Tamika L. Brock
* Monique E. Hunter
* Weslica L. Johnson
Angela Anderson
Mary Brown
Tisa A. Johnson
Shavada Lee
Catrecha McCray
Annette Richardson
Shay Rosemond
Monisa Shell

Recruiter :Tabatha V. Bluford

Rotunda A. Choice
Hannah W. Crews
Bonita C. Wheeler
* Chasity L. Adams
* Shantis L. Bluford
* Letitia A. Hope

* Jaselyn S. Jennings
* Johnny Johnson
* Roberta Mazyck
* Akebia M. McCree
* Dominique Montgomery
* Francia Paulino
* Christina E. Pitts
Velma Bluford
Lakeedra Cannon
Nicole L. Colvin
Rhonda Y. Johnson
Jennifer L. Prince

Recruiter :Alicia C. Hawes

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

New Consultants

Starting Something
Beautiful....

From

Sharing Dreams...

Tiffany N. Johnson
Dominique Montgomery

CHARLOTTE, NC
CHARLOTTE, NC

A. Brooks
T. Bluford

Senior Consultants

Recruiter :Anne M. Brooks

David A. Hughes
Tonya C. Miller
* LaDonna Ardrey
* Angela Fetterson
* Tiffany N. Johnson
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 :Akebia M. McCree

Ebony Coleman
* India Foster
* Corneisha K. Hopkins

Recruiter :Robin N. Webster

Cheryl E. Isibor
Andrea L. Mccray

Recruiter :Bonita C. Wheeler

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

Recruiter :Trudy A. Williams

Gretta Betsill
* Fran Jones
* Timika Williams
Gabrielle Brown
Sabrina R. Evans
Carolyn D. Simmons

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.

Ultimate Car and Director Tracking Sheet

TO START YOUR JOURNEY TO CAR:
Have 5 or more active team members & \$5,000 unit production in 1 month



Cruze Requirements

- \$23,000 combined wholesale production
- 16 active team members
- Minimum of \$5,000 combined wholesale each month of qualification period
- You can contribute up to \$5,000 personal wholesale
- Team must contribute \$18,000 personal wholesale



DIQ Requirements

- \$18,000 combined wholesale production
- 24 active unit members
- Minimum of \$4,000 combined wholesale each month of qualification period
- You can contribute up to \$4,000 personal wholesale
- 5 New personal active qualified (\$600 w/s sec 1)

WHILE YOU EARN YOUR CAR, YOU CAN BECOME A DIRECTOR, TOO!

TO BECOME A DIQ:

Have 10 or more active team members & be a prior Star to entering DIQ or current Star Consultant

MONTH ONE

Team Member	\$225	\$600
1		
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23		
24		
Total Personal Whis		
Total Wholesale		

MONTH TWO

Team Member	\$225	\$600
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24		
Total Personal Whis		
Total Wholesale		

MONTH THREE

Team Member	\$225	\$600
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24		
Total Personal Whis		
Total Wholesale		

MONTH FOUR

Team Member	\$225	\$600
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23		
24		
Total Personal Whis		
Total Wholesale		

Congrats!

on Your Order!

Damita L. Parks	\$742.50
Cheryl E. Isibor	\$635.00
Catherine Reid	\$613.00
Alicia C. Hawes	\$612.00
Anne M. Brooks	\$605.50
Johnnie M. Stephens	\$363.00
Robin N. Webster	\$310.75
Trudy A. Williams	\$236.50
Rotunda A. Choice	\$231.50
Ashley M. Wheeler	\$229.25
Crystal Y. Pannell	\$228.50
Beverly D. Adams	\$225.00
Dawn Boozer	\$133.50
Jaselyn S. Jennings	\$90.00
Tabatha V. Bluford	\$77.50
Akebia M. McCree	\$62.00
Lisa A. Moon	\$53.50
Felicia L. Langley	\$38.50
Alyssa N. Fisher	\$33.50
Bonita C. Wheeler	\$22.00

Embrace your dreams!

Here is October's Bracelet! Each month that you place a \$600 or more wholesale Section 1 order (can be cumulative within the month), you will receive the Embrace Your Dreams bracelet!

Look for the Silver Lining.



ATTRACT
WHAT YOU
EXPECT.
REFLECT
WHAT YOU
DESIRE.
BECOME
WHAT YOU
RESPECT.
AND
MIRROR
WHAT YOU
ADMIRE.



TOP COURT OF SALES

7/1/2016 - 6/30/2017

1	Alicia C. Hawes	\$4,180.00	\$0.00	\$4,180.00
2	Tracey R. Paradise	\$4,180.00	\$0.00	\$4,180.00
3	Cheryl E. Isibor	\$3,818.50	\$0.00	\$3,818.50
4	Damita L. Parks	\$3,375.50	\$0.00	\$3,375.50
5	Anne M. Brooks	\$3,327.50	\$0.00	\$3,327.50
6	Johnnie M. Stephens	\$2,789.00	\$0.00	\$2,789.00
7	Trudy A. Williams	\$2,185.50	\$0.00	\$2,185.50
8	Catherine Reid	\$1,504.00	\$0.00	\$1,504.00
9	Robin N. Webster	\$1,142.50	\$0.00	\$1,142.50
10	Towanda S. McDowell	\$1,001.00	\$0.00	\$1,001.00
11	Tabatha V. Bluford	\$953.50	\$0.00	\$953.50



TOP COURT OF SHARING

7/1/2016 - 6/30/2017

1	Ebony Coleman	1	\$24.52
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THINGS TO HELP YOU GO ON-TARGET FOR YOUR CAR



- » Test Drive the car (yes go to the dealership and Do this!!)
- » Put pictures of the car all over your house (even in the shower, of course laminated!).
- » Have your picture taken with the car...make 50 copies and put them everywhere
- » Visualize yourself daily in the car in your driveway!!!!
- » USE AFFIRMATIONS!!!
- » Put your goal in writing (break it down to monthly, weekly and daily goals)
- » Must use a weekly plan sheet
- » Get a power partner
- » Attend all unit meetings faithfully
- » Attend all MK functions and events... you must be around positive people who want to help you succeed
- » Bring guests to everything--use your time wisely
- » Listen to motivational recordings (especially ones from MK.)
- » Talk to People who ARE WHERE you want to be!!!
- » Share your goal with people, it makes you accountable
- » Have faith, believe in yourself, your dream and MK
- » Be fully committed to your goal NO MATTER WHAT!!
- » Set a deadline, and work with a sense of urgency
- » Use your six most important list
- » Enlist the help and support of those close to you
- » Focus on HELPING TO SHARE the opportunity rather than on winning a car
- » Build a strong sense of team unity
- » Realize you have to make short term sacrifices. (It's a means to an end of a new beginning)
- » Learn to shut it off
- » Always work with a prospect list of at least 6-8 (not 1-2).
- » REALLY, REALLY want it...you must have a burning desire
- » Remember it's a numbers game...PLAY THE NUMBERS
- » Do not pre-judge anyone
- » Hold 2-3 classes/week and have a great I-story
- » HAVE A FANTASTIC ATTITUDE and SMILE---SMILE--- SMILE

Lovin' the Love Checks!

4% Recruiter Commission Level

Alicia C. Hawes	\$38.87
Bonita C. Wheeler	\$25.82
Robin N. Webster	\$25.40
Ebony Coleman	\$24.52
Tabatha V. Bluford	\$16.22
Felicia L. Langley	\$9.14
Beverly D. Adams	\$4.94



Congrats!

Grand Achiever update!



Effective November 2016, Independent Beauty Consultant Grand Achievers:

- On-Target production requirement remains at \$5,000 with a minimum of 5 active* personal team members.
- Qualification/Requalification production requirement will increase from \$20,000 to \$23,000 and active* personal team members from 14 to 16.
- Maintenance production requirements increase from \$5,000 to \$5,750 and active* personal team members from 5 to 6.
- Maximum lease co-op/cash compensation will increase from \$375 to \$425.
- October 2016 qualifiers/requalifiers and earlier will continue to maintain under old requirements and \$375 maximum lease co-op/cash compensation.

Birthdays & Anniversaries!

November Celebrations

Birthdays	Day
David A. Hughes	4
Gloria A. Ross	4
Jaselyn S. Jennings	5
Corneisha K. Hopkins	6
Kishandra B. Davis	10
India Foster	18
Ebony Coleman	19

Anniversaries	Years
Johnnie M. Stephens	6
Levier E. Hunt	2
Dorothy Whittington	1
Tina M. Foggie	1
Makeba Roulac	1
Fran Jones	1

“The only difference between successful people and unsuccessful people is extraordinary determination.”

Mary Kay Ash



Sharon Byrd
5541 Tipperinn Way
Charlotte, NC 28278



Let's go to **New Orleans!**

DIQs
are invited!

Dream big in The Big Easy! Pack your bags and get ready to join us for four days of inspiration and education with your fellow independent sales force leaders! See all that New Orleans has to offer as you learn about how you can lead effectively and discover greater success through your Mary Kay business.

