



Worthy News



October 2015 Newsletter, September Results



MONTHLY QUEENS

Oct. Ordering Deadlines

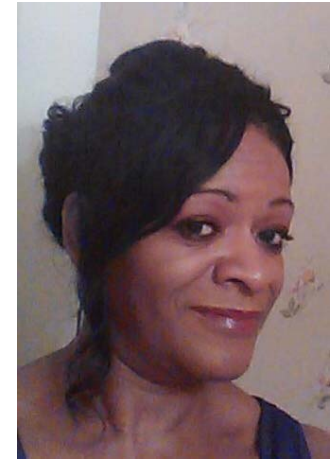
30: Last business day
31: Last day for online orders

Take note of ending dates

*Quarter 2 Star Program
(through December 15, 2015)
* Class of 2016
(until July 1, 2016)



Queen of Sales:
Alicia C. Hawes



Queen of Sharing:
Trudy A. Williams

Get Holiday Focused!

The holidays are just around the corner, so it is imperative that you start planning NOW to ensure that you have the most successful selling season ever! Here are some great tips to help you get there!

- ◆ Stock up on products and make a plan to order NEW PRODUCTS as soon as they arrive—Nov 16
- ◆ Start thinking about selling in sets and creating examples of CUTE baskets that customers can order (you'll want to display these at classes and your open house!)
- ◆ Set a tentative date for your open houses and start planning. Consider setting multiple dates. What will you serve as refreshments? Who will you invite? How will the open house be setup?
- ◆ Make a list of your customers. Make sure you contact EACH one to let them know of the open house and to be sure that they have a secret Santa
- ◆ Get in touch with husbands and help them with gift selections
- ◆ Create special promotional gifts to give out to those that help you throughout the day
- ◆ How will you build your team during the holidays?
- ◆ What hours do you plan to work? Do you have a schedule to handle personal life and work life, as well?
- ◆ Black/Pink Friday...what are your special savings?

It's time!!!

PCP Enroll : Now - Oct. 15, 2015
Mails Nov. 13, 2015
Only 70¢ per name

It's time to enroll your customer to receive The Look!

In the Winter 2015 issue of *The Look*, your customers will find a new luminous powder, limited-edition eye color palettes and regular-line products that will keep skin healthy looking and glowing throughout the harsh winter months. Plus, they'll find soft and radiant makeup looks with application tips. Enroll your customers to receive *The Look* through the PCP, and your customers will receive a fragrance sample!



Tracking to CRUZE!



TRACK YOUR

First month

Team w/s _____

of Team Members _____

Second month

Team w/s _____

of Team Members _____

Third month

Team w/s _____

of Team Members _____

Fourth month

Team w/s _____

of Team Members _____

RESULTS HERE!

Qualifications!

You can qualify as a Grand Achiever in one, two, three or four months based upon when you achieve:

- \$20,000 combined personal/team wholesale Section 1 production
- 14 active personal team members
- You must be active
- You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total \$20,000 requirement
- Your team must contribute a minimum of \$15,000 wholesale Section 1 production toward the total \$20,000 requirement
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining 5 or more active personal team members

STAR CONSISTENCY CHALLENGE

Every *All-Star* can earn a **fifth prize** simply by achieving Star Consultant status all four quarters during the *All-Star* Star Consultant Consistency Challenge, June 16, 2014, through June 15, 2015, and by attending Seminar 2015. Prizes range in value from \$25 to \$400. You don't want to miss your chance to win one of these amazing prizes at the end of the contest year! Being a Star Consultant every quarter definitely has its perks! **ALL four-quarter Star Consultants who attend Seminar 2015 will win a fifth prize exclusively for four-quarter Star Consultants.** Sound interesting?



All-Star Luncheon, Seminar 2015

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 units also will be invited.

- Each Independent Beauty Consultant must be a Star Consultant every quarter and meet at least \$7,200 in year-end wholesale production and must attend Seminar 2015 to qualify for *All-Star* Rewards. Higher categories may be achieved by increasing wholesale production and/or adding qualified new personal team members. A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked and accepted by the Company within the contest quarter. Each qualified new personal team member equals 600 contest credits.

On Target Stars and Star Consultants

Second Quarter Ends - December 15, 2015

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
TABATHA BLUFORD	\$483.50	\$1,316.50	\$1,916.50	\$2,516.50	\$3,116.50	\$4,316.50
CHRISTINE WATKINS	\$451.00	\$1,349.00	\$1,949.00	\$2,549.00	\$3,149.00	\$4,349.00

Double Up

Double up during the month of October!
Receive Seminar 2016 double credit towards the Court of Sales on all Section 1 Product orders! \$1=\$2.
Up to \$4,000 in credit!



Tracking my way to PURPLE!

Name	Active \$225 ws	Qualified \$600 ws
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		

Team Production
Month 1
Month 2
Month 3
Month 4
Total Production

*Don't Believe Me,
Just Watch!*



A DIQ may qualify as a Sales Director in 1-4 months based on when she achieves:

- \$18,000 cumulative whls. unit production
- DIQ must have at least \$1,800 in personal cumulative wholesale production
- 24 active unit members (includes the DIQ)
- At least 10 of 24 active unit members must have at least \$600 in cumulative whls. production during qualification
- At least \$4,000 per month wholesale unit production
- See Intouch for complete qualifying details

Recruiters and their team!

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

#T Status

Senior Consultants

Recruiter :Beverly D. Adams

Bridget S. Mangle

* Weslica L. Johnson

* Felicia L. Langley

Angela Anderson

Jasmine M. Brock

Mary Brown

Deanna Brownlee

Shavada Lee

Shay Rosemond

Shameka S. Williams

Recruiter :Tabatha V. Bluford

Veronica Black

Bonita C. Wheeler

* Joyce Crosby

Tonya D. Bracey

Bertha Suber

Recruiter :Alicia C. Hawes

Ashley M. Wheeler

* Tawanna N. Tate

Recruiter :Robin N. Webster

Andrea L. Mccray

* Cheryl E. Isibor

* Shelley S. Seegars

Ameritia S. Cavil

Shermeine Hammie

Recruiter :Bonita C. Wheeler

Alicia C. Hawes

* Sharita Parks

New Consultants

Starting Something
Beautiful....

From

Sharing Dreams...

Gretta Betsill

Gabrielle Brown

Sabrina R. Evans

Meagan P. Gregg

David A. Hughes

Carolyn D. Simmons

Timika Williams

MOORE, SC

SPARTANBURG, SC

SPARTANBURG, SC

CHARLOTTE, NC

CHARLOTTE, NC

SPARTANBURG, SC

GREER, SC

T. Williams

T. Williams

T. Williams

A. Brooks

A. Brooks

T. Williams

T. Williams


Welcome to our Unit!




- Sell Halloween Themed Products: "Boo-tiful lashes," "No more scary face!," "Big red lips"
- Run a best-costume contest on your FB page and offer the winner a MK prize
- Give out candy with your information on it
- Send your best customers candy and a special offer
- Give Away Halloween-Related Freebies
- Scary Deals for Great Customers: Send out spooky invitations and emails to your best customers for a private sale. Enjoy some witch's brew and caramel apples while giving them the scariest sale prices you can conjure up.
- Give out free pumpkin carving kits with purchase
- Create a "haunted business" theme open house
- Hold a contest for the "best ghost story" on your facebook page
- Send a Happy Halloween email to your subscribers
- "Thank You" Treat Boxes: Send your best customers treat boxes with thank you notes that, accordingly, thank them for their business.
- Go black & orange – Decorate your parties in black and orange. Visit a dollar store for inexpensive items you can use to put some Halloween flair around.
- Make special coupons valid only on Halloween-eve
- Give out coupons to the parents with kids trick or treating


HOW MANY TIMES SHOULD YOU TRY?

by Anna Vital


3 times Steven Spielberg was rejected by University of Southern California, after which he dropped out to become a director 


25 times Tim Ferris's book *The 4 Hour Work Week* was rejected by publishers 

400 times Richard Branson launched companies before he founded one 'out of this world' [Virgin Galactic] 

300 times founder of Pandora.com approached investors before he got funding 


162 times the author of this infographic made searches for this data 


1009 times Colonel Sanders who just started KFC was turned down when he tried selling his fried chicken recipe 

1500 times Sylvester Stallone was rejected when he tried selling his script and himself as the film 'Rocky' 



Funders
and
Founders


5126 times James Dyson created failed prototypes of his vacuum cleaner before succeeding 

10000 times Thomas Edison created failed prototypes of his electric bulb before succeeding 

HOW MANY
TIMES WILL
YOU TRY?



"To be yourself in a world that is constantly trying to make you something else is the greatest accomplishment." - Ralph Waldo Emerson

"I can accept failure, everyone fails at something. But I can't accept not trying." -Michael Jordan

"Survival can be summed up in three words - never give up. That's the heart of it really. Just keep trying." - Bear Grylls

"If you're interested in 'balancing' work and pleasure, stop trying to balance them. Instead make your work more pleasurable." -Donald Trump

"I'm just thankful for everything, all the blessings in my life, trying to stay that way. I think that's the best way to start your day and finish your day. It keeps everything in perspective." -Tim Tebow

"Don't quit. Never give up trying to build the world you can see, even if others can't see it. Listen to your drum and your drum only. It's the one that makes the sweetest sound." -Simon Sinek

"I spent a lot of years trying to outrun or outsmart vulnerability by making things certain and definite, black and white, good and bad. My inability to lean into the discomfort of vulnerability limited the fullness of those important experiences that are wrought with uncertainty: Love, belonging, trust, joy, and creativity to name a few." -Brene Brown

"Most people spend more time and energy going around problems than in trying to solve them." Henry Ford

Last Month's Orders!

Alicia C. Hawes	\$610.75
Tabatha V. Bluford	\$483.50
Christine V. Watkins	\$476.50
Robin N. Webster	\$341.75
Anne M. Brooks	\$316.00
Beverly D. Adams	\$281.00
Ashley M. Wheeler	\$240.00
Bonita C. Wheeler	\$237.50
Andrea L. Mccray	\$231.00
Dashia K. Meeks	\$227.50
Kishandra B. Davis	\$226.50
Gloria A. Ross	\$107.00
Trudy A. Williams	\$64.50

New Video!

How to #GlowAndTell

Are you ready to boost your business through the **#GlowAndTell** challenge but you're not really sure what it is or what to do? Here's Sara Friedman, Vice President of U.S. Marketing, to help you maximize your sales and get glowing with the video found online!



Congrats!

*you get
in life
what you
have the
COURAGE
to ask for*

- OPRAH WINFREY



TOP COURT OF SALES

7/1/2015 - 6/30/2016

1	Alicia C. Hawes	\$3,350.00	\$0.00	\$3,350.00
2	Anne M. Brooks	\$2,393.50	\$0.00	\$2,393.50
3	Christine V. Watkins	\$2,198.50	\$0.00	\$2,198.50
4	Robin N. Webster	\$2,146.00	\$0.00	\$2,146.00
5	Tabatha V. Bluford	\$2,105.50	\$0.00	\$2,105.50
6	Johnnie M. Stephens	\$2,053.00	\$0.00	\$2,053.00
7	Andrea L. Mccray	\$1,693.00	\$0.00	\$1,693.00
8	Bonita C. Wheeler	\$1,127.00	\$0.00	\$1,127.00
9	Beverly D. Adams	\$1,051.00	\$0.00	\$1,051.00
10	Gloria A. Ross	\$671.00	\$0.00	\$671.00



TOP COURT OF SHARING

7/1/2015 - 6/30/2016

This could be you!

HOLIDAY SALES PLAN!

OCTOBER PLAN

- * Set your GOAL for Holiday Sales and Recruiting
- * Make a list of all people and businesses you do business with, talk to them about your gift buying services.
- * Talk to all your customers about their gift buying needs.
- * Help them see how you can help them! Show them how shopping NOW will offer them the BEST choices and prevent some of the hassles of their holiday time.
- * Book Holiday Shopping Coffees.
- * Have every customer fill out a Holiday Wish List so you can follow up with their "Santa". (This will be done in November and December).
- * Offer a variety of classes: Skin Care, Glamour, etc.
- * Begin to talk to everyone about preparing for the Holidays.
- * RECRUITING Build your team in October so they can take advantage of the Holiday selling.



NOVEMBER PLAN

- * Follow up with all business contacts and leads.
- * Continue to book shopping coffees, skin care, glamour, etc.
- * Continue having each customer fill out a Holiday Wish List.
- * Begin talking to the men you have contacts with—work, church, friends, etc.
- * Begin following up with Holiday Wish Lists.
- * Service all of your customers for their personal holiday needs.
- * RECRUIT! What a great time to begin a business—your own shopping at cost and provide a service for those you know and prepare for a new year of opportunity!

DECEMBER PLAN

- * Follow up on all husbands and men! They are beginning to get serious.
- * Follow up on all Holiday Wish Lists.
- * Book shopping coffees.
- * Book skin care and glamour appointments. (Help them prepare for parties and people by looking their best).
- * Talk to men about 12 Days of Christmas Gifts! They love it!!
- * Have gifts with you AT ALL TIMES! In your car, in a basket that you carry—at all appointment and reorders.
- * Help people think about stocking stuffers and last minute gifts.
- * RECRUIT! Still time to get gifts at cost, take advantage of the tax benefits and prepare for an exciting new year of opportunity.



Love Checks!

4% Recruiter Commission Level

Bonita C. Wheeler	\$24.43
Beverly D. Adams	\$9.60
Alicia C. Hawes	\$9.60
Tabatha V. Bluford	\$9.50
Robin N. Webster	\$9.24



Way to go!

Why Race to Red?

- ◆ You can earn prizes in the Race for Red/Fall Into Red challenge, check InTouch for complete details
- ◆ You are moving towards leadership and have the opportunity to enrich other people's lives
- ◆ You are getting closer to earning your car
- ◆ You receive special perks at unit and area events
- ◆ You receive love checks based on orders of your team members
- ◆ You get to wear the beautiful red jacket
- ◆ You are building your own strong team!
- ◆ You have a special Star Team Builder pin to wear
- ◆ You have the opportunity to earn team building bonuses



November 2015 Business Briefing

- 4: New Director education in Addison, TX, begins.
- 9: Leadership registration opens for sales directors at 8:30 am CT
- 11: Veterans Day, postal holiday
- 16: Winter 2015 promotion begins, ordering of new Winter 2015 promotional items available for all consultants
- 25: Last day for phone orders
- 26: Thanksgiving day, postal holiday, all company offices closed
- 27: Company holiday, all company offices closed
- 30: Last day for consultants to place online orders

November Dates to take note of

* Class of 2016
(until July 1, 2016)

*Quarter 2 Star Program
(September 16 - December 15, 2015)



November Celebrations!

Birthdays	Day	Anniversaries	Years
Jasmine M. Brock	3	Johnnie M. Stephens	5
Ebony Black	4	Ameritia S. Cavil	1
David A. Hughes	4	Levier E. Hunt	1
Gloria A. Ross	4		
Joyce Crosby	7		
Gabrielle Brown	10		
Kishandra B. Davis	10		
Lonita M. Humphrey	19		





Sharon Byrd
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Spice it up with...



HALLOWEEN MARKETING TIP

HALLOWEEN #2 MARKETING TIP



RUN A BEST COSTUME CONTEST ON YOUR BUSINESS' FACEBOOK PAGE AND OFFER THE WINNER A SPECIAL PRIZE (FREE PRODUCTS, GIFT CERTIFICATE, DISCOUNT, ETC.)!



PUT SOMETHING SPOOKY ON YOUR BUSINESS CARD IN OCTOBER AND MENTION A FREE HALLOWEEN DISCOUNT VALID IN OCTOBER ONLY!

