



Worthy News



September 2015 Newsletter, August Results



Top Monthly Queens

Sept. Ordering Deadlines

29: Last day for phone orders
30: Last day of month

Take note of ending dates

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



Queen of Sales:
Johnnie M. Stephens



Queen of Sharing:
Alicia C. Hawes

Get Plugged in!

Now that it is the New Year, it is so important that you PLUG into the company on a daily basis! There are tons of resources for you to take advantage of and here are just a few things that I want you to "plug into."

- ◆ Find a weekly meeting near you and COMMIT to attending each week without fail
- ◆ Log onto InTouch daily for news, updates and to track how close you are to company contests
- ◆ Communicate with your Director consistently by phone, text or e-mail
- ◆ Submit weekly accomplishment sheets EVERY week
- ◆ Tell your Director when you have a \$100 DAY
- ◆ Write down important deadlines in your planner—unit events, go-give/area events, company deadlines (PCP, end of Star quarter, end of Company contests)
- ◆ Have a conversation with your team members often
- ◆ Access MK mobile when you are out and about
- ◆ Ask your Director for more ways to "plug in" so you can take advantage of it all!



GET STARTED WITH EITHER KIT!



OR



\$50* #GlowAndTell Starter Kit

Includes everything to hold your first #GlowAndTell parties – a fun, easy way to sell.

- Display items
- TimeWise® Miracle Set® (normal/dry)
- TimeWise® cleanser and moisturizer (combination/oily)
- Start Something Beautiful® magazine

\$85 Traditional Starter Kit!

(normally \$100), PLUS the #GlowAndTell Starter Kit (The products from the #GlowAndTell Starter Kit are NOT Included.)

- The Traditional Starter Kit is fully packed with:
- Retail-sized products
 - Samples
 - Catalogs and more!

ADDITIONAL SPECIAL PRODUCT OFFER

With the #GlowAndTell Value Bundle, you can get 21 Mary Kay® skin care products for only \$225. With a suggested retail value of \$577, that's 61 percent off just for you!

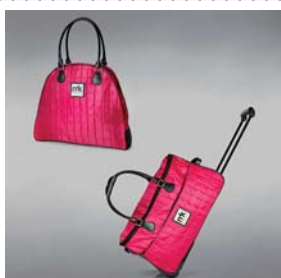


ONLY IN SEPTEMBER

On Target Stars and Star Consultants

First Quarter Ends—September 15, 2015

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
CHRISTINE WATKINS	\$2,192.75	STAR	\$207.25	\$807.25	\$1,407.25	\$2,607.25
BONITA WHEELER	\$2,132.50	STAR	\$267.50	\$867.50	\$1,467.50	\$2,667.50
ALICIA HAWES	\$1,488.25	\$311.75	\$911.75	\$1,511.75	\$2,111.75	\$3,311.75
ANNE BROOKS	\$1,220.75	\$579.25	\$1,179.25	\$1,779.25	\$2,379.25	\$3,579.25
JOHNNIE STEPHENS	\$1,019.00	\$781.00	\$1,381.00	\$1,981.00	\$2,581.00	\$3,781.00
ROBIN WEBSTER	\$738.75	\$1,061.25	\$1,661.25	\$2,261.25	\$2,861.25	\$4,061.25
TABATHA BLUFORD	\$726.75	\$1,073.25	\$1,673.25	\$2,273.25	\$2,873.25	\$4,073.25
ANDREA MCCRAY	\$608.00	\$1,192.00	\$1,792.00	\$2,392.00	\$2,992.00	\$4,192.00
TRUDY WILLIAMS	\$528.50	\$1,271.50	\$1,871.50	\$2,471.50	\$3,071.50	\$4,271.50



Holiday Dates!

The holidays are when you can REALLY turn sales into CASH!!! Here are the upcoming holidays that you want to focus on:

- **September 7: Labor Day** - Offer to pamper women on Labor Day. You can have one large pamper bash with multiple hostesses or a class of 3-5 people
- **September 13: Grandparent's Day** - Contact all customers and offer special packages for them to gift to their grandparents (create packages to show, then create packages based upon orders)
- **October 31: Halloween** - Selling mascaras, eye products, anti-aging products and offer goodie bags to everyone you see
- **November 26: Thanksgiving** - Prepare for Christmas and Black Friday. Put together your HUGE savings, gift baskets, stocking stuffers and more!!!!
- **November 27: Black Friday** - Sell your prepared items!
- **November 30: Cyber Monday** - YOUR BIG DAY FOR ONLINE SALES
- **December 25: Christmas**— You should have big sales here by prepping in advance!!!!
- **December 31: New Year's Eve** – You should have big sales here with consistent selling offers and getting in front of customers BEFORE Christmas!!!!



CLASS OF 2016

UNTIL JULY 1, 2016

1

Debut as a **Mary Kay Independent Sales Director** from Aug. 1, 2015, through July 1, 2016, and you will earn these fabulous rewards:*

- * Dazzling Class of 2016 ring
- * Chic Vince Camuto® handbag
- * Gorgeous necklace and earrings set

2

Debut **one** offspring Independent Sales Director, and you'll receive this stylish Vince Camuto® wallet* that coordinates with the oh-so-chic handbag you'll receive as a new debut.

3

Debut **two or more** Independent Sales Directors, and you'll receive an additional \$100 bonus for each offspring who debuts during the contest period.



Vince Camuto® is a registered trademark of Camuto Consulting, Inc. dba Camuto Group.

*One prize package per achiever per contest period.

To receive an award, an Independent Sales Director must maintain her Sales Director status through Sept. 1, 2016, and be in good standing with the Company at the time the award is presented.

Your ring will be mailed the month of your debut, and you will receive your additional awards at Leadership Conference if you debut Aug. 1, 2015 - Jan. 1, 2016, or Seminar 2016. If you debut Feb. 1 - July 1, 2016, Prizes and bonuses will be mailed after the events if you do not attend.

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

* Angela Anderson

* Deanna Brownlee

* Weslica L. Johnson

* Felicia L. Langley

* Shay Rosemond

Jasmine M. Brock

Mary Brown

Shavada Lee

Shameka S. Williams

Recruiter :Tabatha V. Bluford

Veronica Black

Bonita C. Wheeler

* Joyce Crosby

Tonya D. Bracey

Bertha Suber

Recruiter :Christine V. Watkins

Courtney S. Meredith

* Kalani C. Fields

* Baheerah S. Rogers

* Rosalyn D. Sullivan

* Yam Vann

Lisa R. Adams

Deb A. Copeland

Lonita M. Humphrey

Shalunda M. Smith

Recruiter :Robin N. Webster

Cheryl E. Isibor

Andrea L. Mccray

* Shermeine Hammie

* Shelley S. Seegars

Ameritia S. Cavil

Recruiter :Bonita C. Wheeler

Alicia C. Hawes

* Sharita Parks

New Consultants

Starting Something Beautiful....

From

Sharing Dreams...

Indah Rushing
Tawanna N. Tate

WAXHAW, NC
MOORE, SC

S. Byrd
A. Hawes

Welcome to our Unit!

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ONLY IN SEPTEMBER

FAST WEEKEND CASH

Here's a fun idea that may very well help you get some fast cash this weekend!!! Results may vary, but give it a go, you have NOTHING to lose!!!!

Send this text out:

"Hey Beautiful! I have been challenged to sell 100 items in the next 48 hours! When I reach the challenge, I will do a drawing for \$50 (or \$25) MK shopping spree! Any chance you, or anyone around you needs a mascara or anything?!"

Do NOT send as group text/message!
Just cut and paste as individual texts!!

Text all your customers, facebook friends, contacts in your phone! You decide what the value you want the shopping spree to be!

Communicate your results with your director!!!

Last Month's Orders!

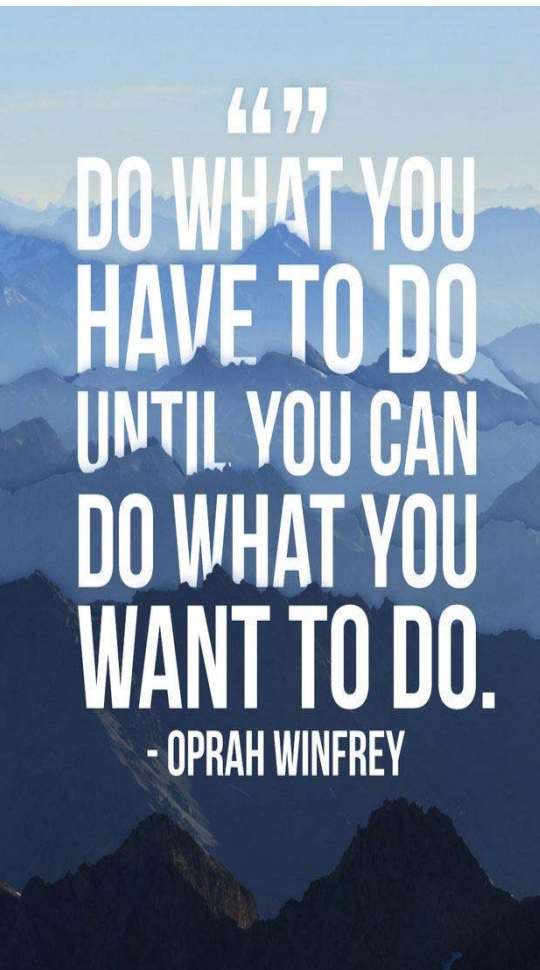
Johnnie M. Stephens	\$1,019.00
Alicia C. Hawes	\$705.25
Andrea L. Mccray	\$608.00
Anne M. Brooks	\$565.25
Robin N. Webster	\$430.75
Tabatha V. Bluford	\$408.25
Tracie F. Jones	\$328.50
Christine V. Watkins	\$314.25
Levier E. Hunt	\$306.00
Martha J. Rucker	\$228.00
Trudy A. Williams	\$228.00
Ashley M. Wheeler	\$106.00
Cheryl E. Isibor	\$82.00
Veronica Black	\$29.00
Bonita C. Wheeler	\$20.00



\$450 w/s Section 1 Order!

When you place a single wholesale Section 1 order of \$450 or more excluding shipping, handling and tax, you will receive a beautiful wristlet shipped directly from the Company with your qualifying order. With the #GlowAndTell skin care challenge, the September Team-Building Challenge and this great sales incentive, you have three tools that can work together to help build your business sky high. Supplies are limited, but the first 47,500 Independent Beauty Consultants who qualify are guaranteed to receive this great offer. It's an offer you don't want to miss!

Congrats!



TOP COURT OF SALES

7/1/2015 - 6/30/2016

1	Alicia C. Hawes	\$2,077.50	\$0.00	\$2,077.50
2	Johnnie M. Stephens	\$2,053.00	\$0.00	\$2,053.00
3	Anne M. Brooks	\$1,766.50	\$0.00	\$1,766.50
4	Robin N. Webster	\$1,467.50	\$0.00	\$1,467.50
5	Andrea L. Mccray	\$1,231.00	\$0.00	\$1,231.00
6	Christine V. Watkins	\$1,225.50	\$0.00	\$1,225.50
7	Tabatha V. Bluford	\$1,118.50	\$0.00	\$1,118.50
8	Tracie F. Jones	\$657.00	\$0.00	\$657.00
9	Bonita C. Wheeler	\$652.00	\$0.00	\$652.00
10	Veronica Black	\$558.00	\$0.00	\$558.00



TOP COURT OF SHARING

7/1/2015 - 6/30/2016

this could be you!

CAREER CAR OPTIONS

CADILLAC UNIT :: CADILLAC SRX :: OR UP TO \$900 IN CASH



PREMIER CLUB PLUS :: BMW 320I :: OR UP TO \$500 IN CASH



PREMIER CLUB :: CHEVY EQUINOX OR TOYOTA CAMRY :: OR UP TO \$500 IN CASH



GRAND ACHIEVER :: CHEVY CRUZE :: OR UP TO \$375 IN CASH



Lovin' the Love Checks!

4% Recruiter Commission Level

Bonita C. Wheeler
Robin N. Webster
Tabatha V. Bluford

\$28.21
\$27.60
\$1.96



Way to go!

October 2015 Business Briefing

- 12: Columbus Day, postal holiday
- 26: Last day to register or cancel registration for November 4-7 New Sales Director Education by 5PM CT
- 29: Last day for consultants to place phone orders
- 30: Last business day of month
- 31: Last day of month for online orders

October Dates to take note of

- *Quarter 2 Star Program (through December 15, 2015)
- * Class of 2016 (until July 1, 2016)
- *Quarter 2 Star Program (September 16 - December 15, 2015)



HAVE YOU ORDERED NEW PRODUCTS?

Log onto InTouch today to order BRAND NEW products including the new Microdermabrasion Set, new Lipsticks, Nail Lacquers, Eye Color Palettes and MORE!

Order to try the products for yourself so you can tell your customers how AWESOME THEY ARE! Second, order for friends and family members.

Third, order to have product on

hand for customers to purchase from you!
Product = sales, NO PRODUCT= no sales!



October Celebrations!

Birthdays	Day	Anniversaries	Years
Courtney S. Meredith	11	Dashia K. Meeks	14
Tawanna N. Tate	22	Tabatha V. Bluford	6
Ashley M. Wheeler	23	Gloria A. Ross	6
		Zakiyyah W. Nelson	1



Sharon Byrd
5541 Tipperlinn Way
Charlotte, NC 28278



New!

Microdermabrasion set!

TimeWise® Microdermabrasion Plus Set

with Microdermabrasion Refine: 2.5 oz. and Pore Minimizer: 1 fl. oz.

\$55 retail price

Get the look of polished, younger skin and significantly smaller pores with this two-step system.

- ◇ Immediately, skin looks younger, and pores look smaller.
 - ◇ Dramatically improves skin's texture.
 - ◇ Visibly improves the look of fine lines.
 - ◇ Makes skin high definition-worthy.