



Worthy News



September 2016 Newsletter, August Results

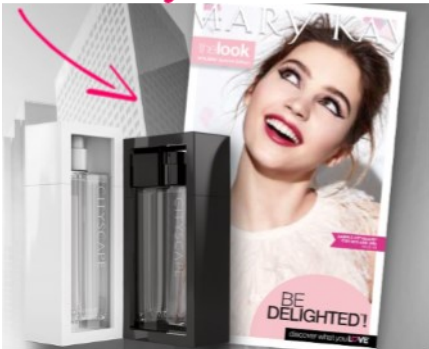
Important Dates

Sept 16: Winter PCP Begins!

Sept 30: Holiday 2016 PCP begins Mailing

Sept 30 - last day for orders

Holiday 2016 PCP!



Our Queens!



Queen of Sales:
Cheryl E. Isibor



Queen of Sharing:
It's a 3-way tie! See page 2!

Let it be me!

Here's the next *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!



Here's a tip!

Hold 3 parties a week for 4 weeks & sell \$100 retail at each party!

3 parties per week x \$100 retail = \$300 retail
\$300 retail x 4 weeks = \$1,200 retail (\$600 w/s)

ARE YA'LL READY FOR THIS?

September Team Building Promotion



SEPT 1 - 30



Purchase **Starter Kit** & receive a
retail-sized **FREE! TimeWise®
Microdermabrasion Plus Set!**

+ PLUS +

Place an initial **\$600 or more**
wholesale Section 1 order by Oct. 31,
2016, and earn **FREE Mary Kay
Personal Website** for one year and
**Embrace Your Dreams
Challenge bracelet!**



THE YEAR OF YOUR DREAMS

Mary Kay Ash said, "This can be the year of your dreams, the year of your greatest accomplishments, the year of merited recognition. If you expect the best, then the best will come to you. Expect to make sales, and you will make them. Expect to book, and you will book. Expect to recruit, and you will recruit. Expect to achieve the goal of your dreams, and you will achieve it. This will be an exciting and rewarding year only if you make it so. That is why you must adopt and maintain an attitude of positive expectancy. When you do, you will experience the year of your dreams."

What dreams do you have this year?

So why not make it happen? When you go back to the basics of what Mary Kay Ash taught from the start ... when you dare to stretch goals beyond what you thought possible ... when you challenge yourself to embrace beliefs, this truly can be the **Year of Your Dreams**.



On Target Stars and Star Consultants

First Quarter Ends—September 15, 2016



	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
ALICIA HAWES	\$3,084.00	*****	*****	STAR	\$516.00	\$1,716.00
TRACEY PARADISE	\$1,801.50	STAR	\$598.50	\$1,198.50	\$1,798.50	\$2,998.50
JOHNNIE STEPHENS	\$1,741.50	\$58.50	\$658.50	\$1,258.50	\$1,858.50	\$3,058.50
CHERYL ISIBOR	\$1,572.25	\$227.75	\$827.75	\$1,427.75	\$2,027.75	\$3,227.75
ANNE BROOKS	\$1,361.25	\$438.75	\$1,038.75	\$1,638.75	\$2,238.75	\$3,438.75
DAMITA PARKS	\$1,059.75	\$740.25	\$1,340.25	\$1,940.25	\$2,540.25	\$3,740.25
TABATHA BLUFORD	\$881.25	\$918.75	\$1,518.75	\$2,118.75	\$2,718.75	\$3,918.75
TRUDY WILLIAMS	\$848.75	\$951.25	\$1,551.25	\$2,151.25	\$2,751.25	\$3,951.25
FELICIA LANGLEY	\$677.00	\$1,123.00	\$1,723.00	\$2,323.00	\$2,923.00	\$4,123.00
CHRISTINE WATKINS	\$643.00	\$1,157.00	\$1,757.00	\$2,357.00	\$2,957.00	\$4,157.00
ANDREA MCCRAY	\$591.50	\$1,208.50	\$1,808.50	\$2,408.50	\$3,008.50	\$4,208.50



BECOME A **NEW** SALES DIRECTOR

and earn special prizes + recognition



Debut as a Mary Kay Independent Sales Director from Aug. 1, 2016, through Jan. 1, 2017, and you will earn these fabulous rewards:

- A beautiful **R. J. Graziano®**-designed Class Ring
- A fabulous **Vince Camuto®** handbag
- Gorgeous **R. J. Graziano®** necklace and hoop earrings set
- NEW! **\$500 bonus** in the form of check when you attend Leadership 2017 as an Independent Sales Director
- NEW! **\$500 bonus** in the form of a check when you attend Seminar 2017 as an Independent Sales Director



Debut one first-line offspring Independent Sales Director, and you'll receive this **chic Vince Camuto® wallet** that matches the oh-so-stylish handbag.



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

until Jan. 1, 2017

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 :Tabatha V. Bluford

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

Star Team Builders

Recruiter :Beverly D. Adams

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

Recruiter :Anne M. Brooks

Angela Fetterson
David A. Hughes
Tonya C. Miller
* LaDonna Ardrey
* Sonya Trollinger
Meagan P. Gregg

New Consultants

Starting Something
Beautiful....

From

Sharing Dreams...

Monique E. Hunter
Catherine Reid
Calista Woodward-Fow

GREENVILLE, SC
CARLISLE, SC
INMAN, SC

B. Adams
E. Coleman
A. Hawes

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
Utrera Kershaw

Recruiter :Trudy A. Williams

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

Senior Consultants

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
* Tamala Robinson
* Daisy Webb
Mia Gentry
Sharita Parks
Crystal Tinch
Dorothy Whittington

Move up!

DIQ

Requirements

- 24 total **active** members
- **5 qualified active personal** team members
- \$18,000 total DIQ Unit wholesale production
- \$4,000 maximum personal wholesale production
- \$4,000 monthly DIQ unit wholesale production minimum to remain in DIQ
- You must be active

Compensation

- Eligible to become Director
- Unit Commission and Unit bonuses
- Eligible to wear the Director Suit

FUTURE DIRECTOR

Requirements

- 8+ active personal team mbrs
- You must be active

Compensation

- 9% or 13% personal team commis.
- Team-building bonus

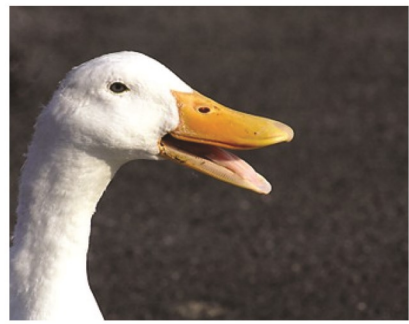
CAREER CAR

Requirements

- 14+ active personal team mbrs
- \$20,000 in one to four months
- You must be active

Compensation

- 9% or 13% personal team commis.
- Team-building bonus
- Career Car or \$375 per month



Ducks Quack, Eagles Soar,

No one can make you serve customers well. That's because great service is a choice. Harvey Mackay, tells a wonderful story about a cab Driver that proved this point. He was waiting in line for a ride at the airport. When a cab pulled up, the first thing Harvey noticed was that the taxi was polished to a bright shine. Smartly dressed in a white shirt, black tie, and freshly pressed black slacks, the cab driver jumped out and rounded the car to open the back passenger door for Harvey

He handed me a laminated card and said:

'I'm Wally, your driver. While I'm loading your bags in the trunk I'd like you to read my mission statement.'
Taken aback, Harvey read the card.

It said: Wally's Mission Statement:

To get my customers to their destination in the Quickest, safest and cheapest way possible in a Friendly environment.

This blew Harvey away. Especially when he noticed that the inside of the cab matched the outside. Spotlessly clean! As he slid behind the wheel, Wally said, 'Would you like a cup of coffee? I have a thermos of regular and one of decaf.' I said jokingly, 'No, I'd prefer a soft drink.' Wally smiled and said, 'No problem. I have a cooler up front with regular and Diet Coke, water and orange juice.' Almost stuttering, Harvey said, 'I'll take a Diet Coke.'

Handing him his drink, Wally said, 'If you'd like something to read, I have The Wall Street Journal, Time, Sports Illustrated and USA Today.' As they were pulling away, Wally handed me another laminated card. 'These are the stations I get and the music they play, if you'd like to listen to the radio.'

And as if that weren't enough, Wally told Harvey that he had the air conditioning on and asked if the temperature was comfortable for him. Then he advised Harvey of the best route to his destination for that time of day. He also let him know that he'd be happy to chat and tell him about some of the sights or, if Harvey preferred, to leave him with his own thoughts. 'Tell me, Wally,' Harvey asked the driver, 'have you always served customers like this?' Wally smiled into the rear view mirror.. 'No, not always. In fact, it's only been in the last two years. My first five years driving, I spent most of my time complaining like all the rest of the tabbies do. Then I heard the personal growth guru, Wayne Dyer, on the radio one day. He had just written a book called You'll See It When You Believe It. Dyer said that if you get up in the morning expecting to have a bad day, you'll rarely disappoint yourself. He said, 'Stop complaining!

Differentiate yourself from your competition. Don't be a duck. Be an eagle. Ducks quack and complain. Eagles soar above the crowd.'" 'That hit me right between the eyes,' said Wally. 'Dyer was really talking about me. I was always quacking and complaining, so I decided to change my attitude and become an eagle. I looked around at the other cabs and their drivers. The cabs were dirty, The drivers were unfriendly, and the customers were unhappy. So I decided to make some changes. I put in a few at a time. When my customers responded well, I did more.' 'I take it that has paid off for you,' Harvey said.

'It sure has,' Wally replied. 'My first year as an Eagle, I doubled my income from the previous year. This year I'll probably quadruple it. You were lucky to get me today. I don't sit at cabstands anymore. My customers call me for appointments on my cell phone or leave a message on my answering machine. If I can't pick them up myself, I get a reliable cabbie friend to do it and I take a piece of the action.'

Wally was phenomenal. He was running a limo service out of a Yellow Cab. I've probably told that story to more than fifty cab drivers over the years, and only two took the idea and ran with it. Whenever I go to their cities, I give them a call. The rest of the Drivers quacked like ducks and told me all the reasons they couldn't do any of what I was suggesting. Wally the Cab Driver made a different choice. He decided to stop quacking like ducks and start soaring like eagles.



Thanks For Your Order!

Cheryl E. Isibor	\$1,215.25
Alicia C. Hawes	\$679.50
Anne M. Brooks	\$678.75
Trudy A. Williams	\$621.75
Damita L. Parks	\$606.75
Towanda S. McDowell	\$500.50
Christine V. Watkins	\$409.50
Johnnie M. Stephens	\$403.00
Andrea L. Mccray	\$361.50
Tabatha V. Bluford	\$300.25
David A. Hughes	\$232.00
Carrie Hawes	\$229.75
Rotunda A. Choice	\$226.50
Jaselyn S. Jennings	\$116.00
Felicia L. Langley	\$110.50
Beverly D. Adams	\$83.00
Kishandra B. Davis	\$79.50
Lisa A. Moon	\$43.00
Alyssa N. Fisher	\$28.00
Akebia M. McCree	\$18.00
Bonita C. Wheeler	\$7.50

Share the Opportunity!

As someone who has heard and seized the Mary Kay opportunity, no one is better prepared to share it than you! Consider using some of these tried-and-true tips during your team-building conversations.

1. Give her a sincere compliment that explains why she would be a great Independent Beauty Consultant.
2. Ask if she has a few minutes to hear more about the Mary Kay opportunity.
3. If she seems interested, give her the Steps to Success brochure or send her to the "Sell Mary Kay" page on your Mary Kay® Personal Web Site to take the I Can quiz.
4. Make a 30-minute appointment to follow up and get her opinion of the information and materials you shared with her.



Way to go!



TOP COURT OF SALES

7/1/2016 - 6/30/2017

1	Tracey R. Paradise	\$4,180.00	\$0.00	\$4,180.00
2	Alicia C. Hawes	\$2,941.00	\$0.00	\$2,941.00
3	Cheryl E. Isibor	\$2,528.50	\$0.00	\$2,528.50
4	Anne M. Brooks	\$2,101.50	\$0.00	\$2,101.50
5	Johnnie M. Stephens	\$2,063.00	\$0.00	\$2,063.00
6	Damita L. Parks	\$1,860.50	\$0.00	\$1,860.50
7	Trudy A. Williams	\$1,712.50	\$0.00	\$1,712.50
8	Towanda S. McDowell	\$1,001.00	\$0.00	\$1,001.00
9	Felicia L. Langley	\$863.00	\$0.00	\$863.00
10	Christine V. Watkins	\$839.00	\$0.00	\$839.00



TOP COURT OF SHARING

7/1/2016 - 6/30/2017

This could be you!

Creating a \$1000 Week

You can do this on 10 hours per week.

10 Faces \$50 per face or work on increasing per face average
1 Large Product Preview
3 parties of 3 (meeting, Lunch, themed)
2 at a time

\$100 Bags \$100 of @Play to college or high school girls
They get any 1 item free for every 10 they sell

On Trial \$100 per week out working
2 Clearproof
Repair sample to at least 3 a week
Eye Creams
Microderm
Look at what you have

Parties \$1 free every survey/online registration
\$10 free for every \$100 Sold
Facetime option

Mascara Buy one for \$15 or 2 for \$25
Automatic mailout Club buy 3 get 4th for free

Fundraisers
Back to School
Adopt a Grandparent (start now)

2 Parties	6 hours	\$400
2 guests	2 hours	\$100
2 Bag Parties	1 hour	\$200 (will need 2-3 working)
1 web/skpe	½ hour	\$200 (will need 2-3 working)
Mascara	½ hour	\$100 (Sell 7 at \$15)

Lovin' the Love Checks!

9% Recruiter Commission Level
Tabatha V. Bluford

\$33.12

4% Recruiter Commission Level

Robin N. Webster

\$63.07

Alicia C. Hawes

\$33.46

Bonita C. Wheeler

\$28.30

Beverly D. Adams

\$15.76

Anne M. Brooks

\$9.28



Congrats!

decide to drive free

Wouldn't it be nice if you had NO car payment? Could you get excited about picking up your free car at your local dealership? Can you imagine how proud your friends and family will be of you?

Many women just like you have earned their career car. And you can too! Make the decision now to drive free and get with me so I can help you every step of the way!

Qualification:

- You may qualify as a Grand Achiever in one, two, three or four months, based on when you achieve the following:
\$23,000 combined personal/team wholesale Section 1 production
16 active personal team members
- You may contribute up to \$5,000 in personal wholesale Section 1 production toward the total \$23,000 requirement.
- Your team must contribute a minimum of \$18,000 w/s Section 1 production toward the total \$23,000 requirement.
- You must have a minimum of \$5,000 combined personal/team wholesale Section 1 production each month of the qualification period while maintaining five or more active personal team members.
- You must be active.



Birthdays & Anniversaries!

October Celebrations

Birthdays	Day
Tamala Robinson	1
Crystal Y. Pannell	6
Chasity L. Adams	7
Courtney S. Meredith	11
Annette Richardson	14
Catrecha McCray	22
Tawanna N. Tate	22
Ashley M. Wheeler	23
Gretta Betsill	25
Meagan P. Gregg	26



Anniversaries	Years
Dashia K. Meeks	15
Tabatha V. Bluford	7
Gloria A. Ross	7
Zakiyyah W. Nelson	2
Joycelyn M. Boswell	1
Lisa A. Moon	1

← ←
 DIRECTION
 DETERMINES YOUR
 ATTITUDE
 YOUR

Sharon Byrd
 5541 Tipperlin Way
 Charlotte, NC 28278



Midnight Red

Crushed Berry

Poppy Please

Powerful Pink

Mauve Moment

Always Apricot

Rich Truffle

Bashful You

New Gel Semi-Matte Lipstick!

The New Semi-Matte Lipsticks are available in 8 shades! They delivery a long lasting wear without drying our your lips!

\$18
 retail

