

find us on facebook: Chris Kurzawa Mary Kay

kurzawa@prodigy.net 586,566,3988 office 586-246-2626 cell http://www.chriskurzawa.com







Newsletter for April 2014 February Results

Future Area Newsletter



Queen of Wholesale Suzy Durkee runners up







Suzy Durkee	\$1,802
Neena Buttignoli	\$1,801
Tammy Patton	\$1,494
Chrissy Sengstock	\$1,492
Rebecca Ward	\$885



Queen of Retail Sales Tammy Patton runners up





Consultant Name	Sales
1 Tammy Patton	\$2,055
2 Chrissy Sengstock	\$1,771
3 Rebecca Ward	\$800



Queen of Sharing Amy Sughroue runners un





Consultant Name	Recruits
1 Amy Sughroue	9
2 Tammy Patton	6
3 Chrissy Sengstock	2
4 Rita Doroh	1
F Vathloon Halans	



\$36,000 Personal Estimated Retail Production Year to date results as of 3/7/2014







Amy Sughroue \$11.386

Nicole Larabell \$9,799



Rebecca Ward \$8,638





\$7,903 Court of Sharing!

24 New Qualified Personal Team Members Year to date results as of 3/7/2014



Tammy Patton







Are you ready to rock the runway this year? Well, you are closer than you think!

If you average a new team member with every five faces you see...you could be wearing red after your next 5 parties! Or maybe even sooner!

Need help with team building? Call me or check out the team building section on MK InTouch!

You are meant to wear this jacket! Red is your color girl!



SEMINAR DIRECTOR

discover what you LOVE

ruby seminar

july 16-july 19

sapphire seminar july 20-july 23

emerald seminar july 23-july 26 **pearl** seminar july 27-july 30 diamond seminar july 30-aug. 2

Seminar is the ultimate and most inspiring event of the year! You will receive recognition for all your hard work during the year, education on how to grow your business and be the first to hear about the latest-and-greatest product and company news. You will enjoy top-notch entertainment that rivals Broadway's finest! Best of all, you have the chance to break away from life's daily demands with girlfriends who only want the best for you.

Seminar is like a college course, awards ceremony and Broadway show wrapped into one. This year is no exception! Hurry, you must act quickly to be a part of this life changing experience. Bring more beauty to your life, your business and your world by attending Discover What You Love... Seminar 2014.

Congratulations if you have already qualified for Priority Awards Registration. You may register online **beginning April 7th.** General registration for all consultants **begins on May 1st.** Registration ends on July 1st.

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Recipe of the Month!

Ingredients:

- 1 Tbsp olive oil
- 4 eggs
- 2 Tbsps minced chives
- 2 Tbsps water
- 1/8 tsp salt
- 1/8 tsp pepper
- 2 oz cream cheese, cubed

Salsa

CREAM CHEESE & CHIVE OMELET

Directions:

- 1. Heat oil over medium-high heat in a large nonstick skillet.
- 2. Whisk the eggs, chives, water, salt and pepper.
- 3. Add egg mixture to skillet (mixture should set immediately at edges).
- 4. Push cooked edges toward the center as eggs set, letting uncooked portion flow underneath.
- 5. Sprinkle cream cheese on one side once the eggs are set.
- **6**. Fold other side over filling.
- 7. Slide omelet onto a plate, cut in half and serve with salsa.

Serves 2



Receive a Unit Volume Bonus of \$500 or

more

Earn 9% or 13% unit commission

Receive a
Personal
Team-Building
Bonus of \$100
or more

Receive a Unit Development Bonus of \$300 or \$500 Receive a Wellness Award Bonus of \$800, \$1,300 or \$2,000

personal

team

commissions

of 4%, 9%,

or 13%

start today! Earn the use of a Career Car or select Cash Compensation option

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Team-building is rewarding in so many ways. When you add a special person to your business, it not only helps your earning potential, it offers her the same opportunities you love so much with your Mary Kay business.

Why not take your place at the top this year during the Wall to Wall Leaders Challenge! Becoming a Sales Director can be incredibly rewarding in more ways than one! Use the "Four Point Recruiting Plan", visit the "How to Team Build" page on MK InTouch (Education -> How to Team-Build) or ask me! I would love to help you build the team of your dreams!

Building Wall to Wall Leaders Challenge...

it's more than a mission...it's a movement.

Sept. 1, 2013 - Sept. 1, 2014

Becoming a Wall to Wall Leader just got bling-ier!

Independent Sales Directors who achieve the Building Wall to Wall Leaders Challenge and their Independent Senior Sales Directors will receive an invitation to the ice cream social at the Prize Party at Seminar 2014 where they will pick up one or more of these gorgeous, crystal-studded bracelets!



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Four Point Recruiting Plan...

Skin care classes

and collection previews offer the best place to find prospective team members. Mary Kay herself developed the Four-Point Recruiting Plan when she first started holding skin care classes. Since then, it has been used successfully by thousands of Consultants and Directors.

Before every skin care class and collection preview, ask the hostess; Who is coming today who might be interested in doing what I do?

Present your heartfelt, enthusiastic I-story at every skin care class and collection preview. Share why you began your Mary Kay business and what it means to you.

Select at least one person at every skin care class and collection preview and offer her the Mary Kay opportunity. You may want to plant seeds by sending guests home with team building materials.

Offer the hostess a special gift for any person she suggests who becomes an Independent Beauty Consultant.



\$36,000 Personal Estimated Retail Production Year to date results as of 3/07/2014

3	
Name	Amount
1 Chrissy Sengstock	\$21,325
2 Amy Sughroue	\$11,386
3 Nicole Larabell	\$9,799
4 Rebecca Ward	\$8,638
5 Essie Thacker-Cobb	\$7,903
6 Tammy Patton	\$7,428
7 Annette LaFave	\$5,524
8 Rita Doroh	\$4,579
9 Mary Polkowski	\$4,484
10 Suzy Durkee	\$4,484
11 Neena Buttignoli	\$4,155
12 Debbie Kiser	\$3,967
13 Stephanie Thomas	\$3,856
14 Regina Smith	\$3,608
15 Diane Binkowski	\$3,587



24 New Qualified Personal Team Members
Year to date results as of 3/7/2014

Name	Recruits
l Tammy Pat	ton 4
2 Amy Sughr	oue 3

3 Mary Polkowski4 Chrissy Sengstock

5 Nicole Larabell





Get over the "Booking Block" that an evening party is the only kind! Here are a few suggestions to help you break out of the old mold and into a Booking Blitz:

Office Lunch Brunch
Makeovers...Book a simple
lunchtime refresher in the
break room for 3-5 guests.

After Work Pick-Me-Up... Schedule a party for 5:30pm or as soon as everyone gets home from a long day of work. Who couldn't use a little after work pick-me-up!

Mom's Day Out...Find a local park and take some warm washcloths in an insulated bag. Hire a sitter to watch the kids for some extra facial-focus time!

Activity Club Booster...

Book a pampering session for special interest groups such as Scrapbooking. Take pictures of the event and then come back later to scrapbook those pictures!









contest ends: 3/15/2014

results date: 3/13/2014

Consultant Name	Credits	Current Star Level	Credits to Next Level
Amy Sughroue	\$4,943	Pearl!	\$1,057
Christine Kurzawa	\$4,448	Emerald!	\$352
Tammy Patton	\$3,719	Emerald!	\$1,081
Chrissy Sengstock	\$3,718	Emerald!	\$1,082
Suzy Durkee	\$2,021	Sapphire!	\$379
Essie Thacker-Cobb	\$1,817	Sapphire!	\$583
Neena Buttignoli	\$1,800	Sapphire!	\$600
Sandra VanVyve	\$1,649		\$151
Rebecca Ward	\$1,268		\$532
Alyssa Farrah	\$1,204		\$596
Jennifer Milas	\$1,145		\$655
Rita Doroh	\$973		\$827
Regina Smith	\$935		\$865
Annette LaFave	\$838		\$962
Susan Knust	\$768		\$1,032
Deanna LaValley	\$756		\$1,044
Mary Polkowski	\$726		\$1,074
Kelly Pollion	\$698		\$1,102
Kimberly Kronner	\$638		\$1,162
Anissa Robere	\$632		\$1,168
Lynda Saari	\$606		\$1,194

February Weekly Accomplishment Sheets!

	~		-	
Name	SALES	Hours	WAGE	
Tammy Patton				
2/9-2/15	\$1,011	13.45	\$30	
2/16-2/22	\$586	7.45	\$31	
2/23-3/1	\$459	7.65	\$24	
Chrissy Sengstock				
2/2-2/8	\$220	5	\$18	
2/9-2/15	\$1,046	8.5	\$49	
2/16-2/22	\$233	5.5	\$17	
2/23-3/1	\$274	5.25	\$21	
Rebecca Ward				
2/2-2/8	\$800	3	\$107	



FUTURE DIRECTORS Rita Doroh

Amy Goleski Susan Laufle Deanna LaValley Lynn Lypen Angel Nalezyty Kathleen Williams Sharon Creed* Rebecca Johnson* Neva Rhein* Eydie Hickerson* Kathy Prudhomme*

TEAM LEADERS

Dawn Turek*

Tammy Patton Neena Buttignoli Amanda Diggs Nicole Larabell Amy Sughroue Sandra VanVyve Amber Mazzie* Dawn Relyea* Natalie Rossiter* Tammy Skelcy* Christi Wilcox* Felicia Benn*

Chicequia Billups*

Tamarsha Marzette*

Monique Vasquez*

Denitia Jones*

Liz Kaczmarek*

Tilnisha King*

Neisha Roupe*

Marcia Beaulieu

Paula Antio Kathy Smith Dawn Stroupe Lynne Fiscelli*

Debbie Kiser

Diane Binkowski Debra Hansen Patty McCain Stacie Stachowiak Susan Brys* Patricia Krause* Laura Roth* Danielle Zuccaro*

Monica Parada

Brenda Andrews³ Maureen Babrick* Beth Cooper* Carrie LaHaie* Kathryn Carter* Marie Cooper* Kristen Glaz* Shari Sanderson*

SENIOR CONSULTANTS

Andrea Dodge

Denise Collins* Christine Murrell*

Diane Evola

Rose Pochmara*

Annette LaFave

Debbie Kiser Linda Miller* Linda Tyckoski* Angela Burr*

Kelly Mac

Shelley Claeys* Maria Cook

Kim Meltzer

Tammy Patton Mary Polkowski Sandra Haroutunian* Amanda Krogulec* Wendy Liske* Cassie Meltzer* Rosalie Mills* Lisa Murray*

Mary Polkowski

Essie Thacker-Cobb Sheilah Larnhart* Angela Polkowski*

Chrissy Sengstock

Suzy Durkee Rebecca Ward Peggy Accardo* Melissa Hinkle* Mindi Speck* Holly Jacobs*

Christine Skruba

Elizabeth Patrick Lauren Slanec Ellen Gough*

Amy Sughroue

Kimberly Kronner Jennifer Milas Anissa Robere Alyssa Farrah* Makesha Jones* Zenobia Kaylor* Allison Meyer* Dorri Russell* Krystal Thomas* Kim Webb

Stephanie Thomas

Lisa Smith Marissa Palmer*

Elizabeth Vassallo

Shari McLarty Laura Weaver Erin Lane* Lindsay Romanchuk*

Ioanna Walsh

Rhea Rinke

Iennifer Wissa

Elizabeth Vassallo* Victoria Bartold*

SENIOR CONSULTANT

Requirements

- 1 2 active personal team members.
- · You must be active.

Compensation

4% personal team commission.

STAR TEAM BUILDER

Reauirements

- 3 4 active personal team members.
- · You must be active.

Compensation

- 4% personal team commission.
- · Eligible to begin earning \$50 teambuilding bonus.

TEAM LEADER

Requirements

- 5 7 active personal team members.
- · You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.

Welcome New Business Owners!

Neena Buttignoli

Eastpointe, MI rec... Tammy Patton

Amanda Diggs Eastpointe, MI rec... Tammy Patton

Suzy Durkee

Sterling Heights, MI rec... Chrissy Sengstock

Alyssa Farrah

Warren, MI rec... Amy Sughroue

Amy Goleski

Armada, MI rec... Rita Doroh

Makesha Jones

West Bloomfield, MI rec... Amy Sughroue

Zenobia Kaylor Virginia Beach, VA

rec... Amy Sughroue

Kimberly Kronner

Ferndale, MI rec... Amy Sughroue

Amber Mazzie

Sterling Heights, MI rec... Tammy Patton

Allison Meyer Grand Rapids, MI rec... Amy Sughroue

Anissa Robere

Sterling Heights, MI rec... Amy Sughroue

Katie Rocho

Harper Woods, MI rec... Kathleen Halaas

Natalie Rossiter

Clinton Township, MI rec... Tammy Patton

Dorri Russell

Pontiac, MI rec... Amy Sughroue

Tammy Skelcy

Clinton Township, MI rec... Tammy Patton

Mindi Speck

Shelby Twp, MI rec... Chrissy Sengstock

Krystal Thomas

Madison Heights, MI rec... Amy Sughroue

Kim Webb

Canton, MI rec... Amy Sughroue

Christi Wilcox

Macomb, MI rec... Tammy Patton

CAREER CAR

Requirements · 14+ active personal team

- members.
- \$5,000 monthly personal team production.
- · You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.
- · Career Car or

\$375 per month.



FUTURE DIRECTOR

Requirements

- · 8+ active personal team members.
- · You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.

April Birthdays

Name	Day	Name	Day
Patricia Kurzawa	1	Karen Crittenden	15
Susan Laufle	1	Kimberly Pirtle	15
Pamela Cobb	2	Mary Jo Bianchini	17
Liz Girard	3	Karen Bezel	20
Amy Sughroue	4	Valerie Kearns	21
Beth Atkins	6	Kristen Glaz	26
Wendy Liske	6	Christi Wilcox	27
Josephine Miccich	e-Ferm	Peggy Accardo	29
7		Laura Roth	29
Tina Tipton	13		
Monica Buono	15		

April Anniversaries

Name	Years	Name	Years
Nannette Cheek	18	Marcelyn Stepansl	ci 3
Dawn Marruffo	14	Stephanie Thomas	3
Tammy Beardsley	13	Cheryl Woods	3
Neva Rhein	12	Felicia Benn	1
Kathy Boehm	9	Sandra Haroutuni	an1
Michelle Carley	9	Liz Kaczmarek	1
Shari Sanderson	9	Sheilah Larnhart	1
Denise Sinke	8	Rosalie Mills	1
Maureen Babrick	7	Marissa Palmer	1
Kathryn Carter	7	Jeanette Slater	1
Kristen Glaz	6	Terri Turner	1
Jaime Walker	6	Jessica Wagner	1

MARY KAY* Today's Special

'You Deserve It All"



Pocket #1 Ultimate Skin Care—\$44

- 3 in 1 Cleanser \$20
- Age Fighting Moisturizer \$24





Pocket #2 The Custom Pocket—\$60-\$64 Choose One of These Three Sets

- SkinVigorate Brush and Concealer \$60
 - <u>OR</u>
- Day and Night Solution \$64

OR

 Foundation Primer, Oil Free Eye Makeup Remover, Concealer, NEW Mary Kay Bronzer, and Brow Tools \$63







Pocket #3 Finishers \$57

- Mascara of Your Choice (Ultimate or Lash Love) \$15
- 2 Cream Eye Shadows \$28
- Lip Gloss \$14



Pocket #4 Your Choice \$35

Foundation (Choose from NEW CC Cream, Luminous -Wear Liquid Foundation, or Matte-Wear Liquid Foundation) and a Mascara of Your Choice \$35

<u>OR</u>

Satin Hands Set \$34





SUMMARY:

Ultimate Skin Care \$44.00
The Custom Pocket \$64.00
Finishers \$57.00
Your Choice \$35.00
Roll-Up Bag \$35.00
TOTAL RETAIL \$235.00



Special Today ONLY \$199.99

Add the Mary Kay Mineral Powder & Brush for \$28.00 and/or the Concealer for \$10.00

Kurzawa Future National Area on the GROW – Our February Achiever!!!





CONGRATULATIONS TO TAMMY PATTON!!

- + TAMMY IS DETERMINED & FUTURE FOCUSED AS A TEAM LEADER
- + TAMMY COMPLETED HER POWER START IN FEBRUARY
- + TAMMY ACHIEVED A GOLD MEDAL W/7 ACTIVE IN FEBRUARY + TAMMY EARNED 1st MONTH OF CAR QUALIFICATION IN FEBRUARY
- + TAMMY'S COMMISSION CHECK WAS \$509 IN FEBRUARY
- + TAMMY HAD A \$1000 DAY MARCH 8 MARY KAY'S MAKEOVER DAY
- + TAMMY'S FUTURE GOAL IS TO SUBMIT FOR DIQ IN APRIL



QUEEN'S COURT OF PERSONAL SALES \$36,000 Personal Estimated Retail Production



QUEEN'S COURT OF SHARING 24 Qualified New Team Members

> product corner

Foundation
Primer Sunscreen
Broad Spectrum SPF 15

Foundation Primer acts as an invisible "buffer" that fills in imperfections and acts like a "magnet" to give your foundation real staying power. The lightweight gel glides on effortlessly and dries quickly, and is formulated to diffuse light which helps reduce the appearance of fine lines, wrinkles and pores. Plus, the formula is oil-free and contains an ingredient that absorbs excess oil. The SPF 15* offers added daily sun protection!

Benefits & Claims

- 98% said it applies smoothly and evenly
- 90% said it helped skin look smoother
- 87% said it helped perfect the appearance of skin
- 85% said it helped reduce the appearance of pores
- · 85% said it extended the wear of makeup
- 81% said skin looks healthier and helps skin look firmer
- It helps even out skin texture
- It helps reduce the appearance of pores, fine lines and wrinkles, and other skin imperfections
- It helps improve skin's complexion

April 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30	Lunch & Learn Conference Call / Last Day to Place Online Orders 12:30 EST	April Fool's Day / Success Meeting 7PM - 9PM	2	3	4	5
6	Seminar 2014 Priority Awards Registration Opens / Lunch & Learn Conf Call 12:30 EST	Success Meeting 7PM - 9PM	9	10	11	12
Palm Sunday	Lunch & Learn Conference Call 12:30 EST	Tax Day; First Day of Passover / Success Meeting 7PM - 9PM	16	17	Good Friday	19
Easter Sunday	Lunch & Learn Conference Call 12:30 EST	Last Day of Passover; Earth Day / Success Meeting 7PM - 9PM	Administrative Professionals Day	24	25	26
27	Lunch & Learn Conference Call 12:30 EST	Last Day to Place Telephone Orders / Success Meeting 7PM -	Last Day to Place Online Orders; Seminar Priority Awards			

Registration Ends



What better way to honor Mary Kay's birthday than by supporting The Mary Kay Foundation? From April 1 through May 12, you and your customers can *Team Up for Women*® by collecting donations to fund cures for cancers that affect women and support organizations working to end domestic violence. Feel even more pride in your efforts! Consultants who submit \$50, \$100 or \$200 in donations by May 17th will receive name badge and standing recognition at Seminar!



\$203

\$203 \$202 \$201 \$180 \$163

\$144

\$73

\$64 \$54 \$51 \$31 \$18 \$16

		Name	Amount	Name	Amount	Name
						41 Kim Meltzer
		1 Suzy Durkee	\$1,802	21 Shannon Owens	\$264	
/		2 Neena Buttignoli	\$1,801	22 Lauren Slanec	\$258	42 Amanda Diggs
	Wooh who invested	3 Tammy Patton	\$1,494	23 Donna Halacoglu	\$257	43 Brenda Kerst
	a constant unesten	4 Chrissy Sengstock	\$1,492	24 Kathy Smith	\$253	44 Christine Skruba
	0. 61. 0. 1. 1. 0.	5 Rebecca Ward	\$885	25 Darcy Harris	\$241	45 Kristina Lehman
	Look who invested in their business	6 Essie Thacker-Cobb	\$739	26 Kristi MacDonald	\$240	46 Carmen Mora
1		7 Amy Sughroue	\$655	27 Keri Sutton	\$239	47 Kathy Boehm
	during February!	8 Kimberly Kronner	\$601	28 Paula Antio	\$234	48 Heather Blanzy
		9 Sandra VanVyve	\$578	29 Rita Doroh	\$233	49 Barbara Lutes
4		10 Julie Acosta	\$559	30 Cindy Copeland	\$228	50 Dawn Stroupe
		11 Kathleen Williams	\$501	31 Jennifer Berner	\$214	51 Kelly Pollion
		12 Elizabeth Patrick	\$497	32 Amy Goleski	\$212	52 Denise Sinke
		13 Jill Oltman	\$468	33 Debra Hansen	\$210	53 Angel Nalezyty
		14 Debbie Kiser	\$416	34 Rhea Rinke	\$209	54 Diane Ringler
		15 Colleen Boggess	\$405	35 Michelle Carley	\$206	55 Tammy Beardsley
		16 Regina Smith	\$370	36 Carrie Brickner	\$205	56 Alicia Zeisler
		17 Elaine Holloway	\$305	37 Joanna Walsh	\$205	57 Jennifer Milas
		18 Mary Polkowski	\$301	38 Marcia Beaulieu	\$205	58 Lynnsey Klooster
		19 Nicole Larabell	\$297	39 Lynn Lypen	\$205	59 Annette LaFave
		20 Monica Parada	\$272	40 Colleen Glombowski	\$204	

9PM



December 2014



Think success and talk success. Keep in mind you will never achieve more than you think you are worth, so begin now to believe and imagine yourself having reached your goals.

> Mary Kay Ash





Independent Future Executive Senior Sales Director

14438 Bournemuth Drive Shelby Township, Michigan 48315

ph 586.246.2626

email kurzawa@prodigy.net web www.chriskurzawa.com

to the beautiful

Wall to Wall Leaders...

Let's build that wall! It's more than a mission... it's a movement!

Seminar 2014 Details...

Looking for a life changing experience? Then Seminar is where you need to be!

Benefits of Being a Director...

Are you ready to wear the suit?

February 2014 Results

discover what you **SEMINAR** 2014

Rubv: July 16 - 19 Pearl: July 27 - 30 Sapphire: July 20 – 23 Diamond: July 30 - Aug. 2 July 23 - 26 Emerald:

edis on the Patio Ladi



Lemon Parfait **
pedicure collection

Get this Sweet Deal while it lasts! This incredible pedicure collection is

sure to sell out! Limited Edition set includes

Limited Edition

Lemon Parfait Foot Gel, Foot Fizzies, Toe

Separators, Pumice Stone, and Emery

Board and a gift bag. Call

your customers to

start booking your

"Pedis on the Patio"

parties today! Sales

tip...It's the perfect

gift to pamper Moms!

