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Newsletter for September 2014 July Results

Court of Sales!

\$40,000 Personal Estimated Retail Production Year to date results as of 8/6/2014

Future Area Newsletter



Queen of Wholesale Ashley Ford runners un



Consultant Name

1 Ashley Ford

2 Mindi Speck

3 Kelly Barker

4 Karen Broski



Wholesale

\$3,705

\$1,402

\$807

\$736



Queen of Retail Sales Mindi Speck runners up



Consultant Name

3 Chrissy Sengstock

1 Mindi Speck

2 Kelly Barker



Sales

\$1,211

\$586

\$342



Queen of Sharing Chrissy Sengstock runners up



Consultant Name

1 Chrissy Sengstock

2 Catherine Murphy

3 Kelly Bowman

4 Kerry Engle





(5)



Ashley Ford \$8,402

Mindi Speck

\$2,893

Karen Broski \$2,018





Use this worksheet to help you determine what activity level you need to achieve your financial goals this month!

monthly worksheet

Goals for the month of:		
Income Goal for Month	\$	
	x 2.5	
Retail Sales Goal ★	\$	

Selling Activities Needed to Reach Goal:

Parties: Retail Sales Goal ★ x 0.0025	=
Facials: Retail Sales Goal ★ x 0.005	=
Reorders: Retail Sales Goal ★ x 0.00625	5 =

Total Selling Activities to Hold =

Recommend that you make 5 connections to book 1 selling activity (example: phone call. follow up with customers, ask for referrals, hand out business cards, etc.). Break it down into a small daily goal!

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Team Building Goal for Month Average interviews needed per new team member

x 5 Total Interviews to Hold

Business Reinvestments:

Inventory: Retail Sales Goal ★ x 0.5	=\$
Business: Retail Sales Goal ★ x 0.1	=\$

Business account covers marketing (PCP), party supplies, travel, etc.

This worksheet assumes... 40% profit (income), 50% inventory reinvestment, 10% business marketing/supply/travel reinvestment, ½ of your income from parties, ¼ of your income from facials, ¼ of your income from reorders, \$200 retail sales for parties, \$50 facials, \$40 reorders. This is not necessarily an average and may not reflect the results you experience in your business. Please adjust figures as needed to fit your personal business results.

Lourt of Sales!

Make your plan today! Three Parties a week all year can land you on the Seminar Stage in 2015!

MK has changed the qualification for National Queen's Court of Sales beginning July 1, 2014.

Court members must now have a total of \$40,000 or more in personal estimated retail production received during the contest period (July 1, 2014 - June 30, 2015).

Truth

100% of women showed an improvement in the appearance of wrinkle severity with the

TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler.

 The new TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler immediately fills in deep wrinkles and helps improve their appearance over time.

• TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler significantly impacts the appearance of all six wrinkle zones.

Dare!

You can potentially qualify for a **Deep Wrinkle Dare** prize by selling units of the *TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler* to more than 20 new customers and 20 existing customers from **July 26 to Aug. 31, 2014.**

Winner	Prize
Any Consultant who orders 20 UNITS during the contest period	Deep Wrinkle Dare button
The Consultant with the HIGHEST PERSONAL TOTAL UNITS	\$400 gift card and <i>Deep</i> <i>Wrinkle Dare</i> button
The unit with the HIGHEST AVERAGE UNITS per team member	\$400 gift card and <i>Deep</i> <i>Wrinkle Dare</i> button
The unit with the HIGHEST TOTAL UNITS	\$400 gift card and <i>Deep</i> <i>Wrinkle Dar</i> e button

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Daring Party Ideas

The Wrinkle Rewind Party

Do you have customers who are worried about deep wrinkles? If so, this is the party for them! To show how powerful the *TimeWise Repair® Volu-Fill™*

Deep Wrinkle Filler is, do a thumb demonstration! Simply apply the product to the lines on your left

thumb knuckle, and show your customers a side-by-side comparison of your thumbs.

The Look Party

Ask your best customer to take a copy of *The Look* to a gathering and pass it around. Consider offering her incentives such as free products if her friends contact you and try the *TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler*. Don't forget to attach your business card to *The Look* so your potential new customers can contact you!



SESAME CHICKEN WITH BROCCOLI & RED PEPPERS

Ingredients:

Recipe of

the Month!

34 cup chicken broth

1/4 cup soy sauce

- 2 Tbsp cornstarch
- 2 tsp toasted sesame oil
- 12 oz boneless, skinless chicken breasts, cut into one-inch pieces
- 3 Tbsp vegetable oil
- 1 lb broccoli, florets cut into one-inch pieces
- 1 red bell pepper cut into twoinch long matchsticks
- 1 Tbsp grated fresh ginger
- 1 Tbsp sesame seeds toasted

Directions: serves 4

- 1. Whisk together ½ cup broth, 3 Tbsp soy sauce, 1 Tbsp cornstarch and sesame oil in a medium bowl.
- 2. Toss chicken in remaining soy sauce, cornstarch and vegetable oil in a large bowl.
- 3. Heat 1 Tbsp vegetable oil in a skillet over med-high heat until just smoking. Brown chicken for 5 minutes.
- 4. Transfer to a plate and tent loosely with foil.
- Add broccoli and remaining broth to now-empty skillet and cook (covered) until broccoli begins to soften (about two minutes).
- Uncover and stir in remaining vegetable oil and bell pepper. Cook until spotty brown (3-4 minutes).
- 7. Add the chicken and ginger and cook until thickened (about one minute).
- 8. Sprinkle with sesame seeds.

Fall 2014 Promotion

New Limited Edition & Regular Line Products! August 16, 2014 — November 15, 2014



< TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler, \$45 (regular line)

Worried about deep wrinkles? Not anymore! Targeted formula immediately fills in deep wrinkles and helps improve their appearance over time.

MK High Intensity™ Sport Cologne Spray, \$40 (regular line) >

This fresh, invigorating fragrance delivers layers of movement and sensation that stimulates the senses.



< MK High Intensity™ Sport Hair and Body Wash, \$18 (limited-edition)

Keep the adventures going with this multitasking scented hair and body wash.

Little Gifts (limited edition) >
Surprise her with sweet-scented gifts.
Little Gifts Hand Cream (\$10 each) in
Vanilla Berry and Vanilla Mint
Little Gifts Lip Balm Set (\$16) Set
includes Vanilla Berry, Vanilla and
Vanilla Mint.



< Midnight Jewels Collection (limited edition)



Adorn yourself with a prismatic fall palette of gemstone looks for day and night.

Mary Kay® Semi-Matte Lipstick (\$16 each) in Pink Moonstone and Ruby Night Mary Kay® Eye Color Palette

(\$24 each) in Sapphire Noir and Emerald Noir Mary Kay® Nail Lacquer

Mary Kay® Nail Lacquer (\$9.50 each) in Sapphire Noir and Night Diamond

FREE* Evening Clutch >

with the purchase of one nail lacquer, eye color palette and semimatte lipstick, (\$49.50 total) from the Midnight Jewels Collection. *while supplies last





Team building is about giving a potential new team member the facts so they can make an informed decision. But wait...which facts you give them will depend on their personality! Check out this hot list to decode her personality and power-up your team building!

Discover the possibilities of her personality!

influence

She will talk about herself

conscientious

How she will most likely respond to your questions...

Her basic

characteristics...

appointment...

She is likely to talk about her job and accomplishments

People-oriented

Expressive

Loves to talk

Enthusiastic

Impulsive

Recognition-focused

Not detail-oriented

Relationship-building

Simple explanations

· Let her do the talking

Provide I-stories of

Show pictures rather

than written material

· Ask her lots of

successful people

auestions

Don't bore with details

and what she likes

Family-oriented

steadiness

She may talk about her

family and the work she

does for family or church

Security-focused

Loyal

Easy going

Abides by the rules

Values Friendship

Slow to change

 Give simple explanations

 Share the facts about... costs, time demands, steps to get started

 Explain how she can fit it into her busy schedule

Answer all questions

 Explain our support system

She may need to meet again

She will ask you to clarify the question, perhaps saying, "What do you mean by that question?"

- Detail-oriented
- Perfectionist
- Analytical
- Exacting
- Precise
- Organized
- · Likes the facts

Be concise

- · Build on the Company's credibility
- Use facts in print
- Answer all questions
- Explain exactly what it takes to move up the career path

meet again

dominance

Results-oriented

Career-focused

Makes quick decisions

Direct

Independent

Self-confident

Impatient

Totally teambuilding

Provide direct answers

Outline steps to leadership roles

Short appointment

Explain marketing plan

Let her do the talking

Be brief but thorough Don't dwell on the fluff

She will probably She will probably decide quickly decide quickly

Decision time...

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2 Ashley Ford 2 Mindi Speck 3 Karen Broski 4 Megan Travis 5 Kelly Barker 6 Jennifer Rohrt \$40,000 Personal Estimated Retail Production

Amount Name \$8,402 \$2,893 \$2.018 \$1,987 \$1,613 6 Jennifer Rohrborn \$1,494 7 Grace Schop \$1,488 \$1,337 8 Kerry Engle 9 Catherine Murphy \$1.310 10 Ann Hamilton \$1,308 11 Chrissy Sengstock \$1,259 12 Annette LaFave \$1,101 13 Julie Wiles \$1,060 14 Kathleen Williams \$881 15 Suzy Durkee \$831

Lourt of Sales!

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She may need to

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Year to date results as of 8/06/2014











with the Preferred Customer Program. Making contact 7 to 10 business days after The Look begins mailing is always a great way to share your enthusiasm about new products. Combined with your customers' excitement, it could mean increased sales

The Look begins mailing on Aug. 15

and more success for you!

Here is a dialogue to help you get the conversation going: Hi, [Customer's Name]. It's [Your Name]. Did you receive your fall issue of The Look? [Yes response] Great! I'm so excited about the the new Midnight Jewels Collection and the incredible new TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler. What products caught your eye in this edition? [wait for response] Fantastic! Let's schedule a time to check out the benefits of these products in person, or better yet, with friends! Are you available to host a party on [Date]

at [Time]?

zel your vior on!

contest ends: 9/15/2014

3000				FALS
1800	2400	3000	3600	4800
			results date	: 8/06/2014

Consultant Name	Credits	Current Star Level	Credits to Next Level
Chrissy Sengstock	\$6,308	Pearl	\$1,492
Ashley Ford	\$3,705	Emerald	\$1,095
Mindi Speck	\$1,680		\$120
Karen Broski	\$1,554		\$246
Kerry Engle	\$1,541		\$259
Kelly Barker	\$1,356		\$444
Christine Kurzawa	\$1,354		\$446
Grace Schop	\$1,342		\$458
Suzy Durkee	\$1,265		\$535
Catherine Murphy	\$866		\$934
Megan Travis	\$855		\$945
Ann Hamilton	\$788		\$1,012
Alyssa Farrah	\$678		\$1,122
Jennifer Rohrborn	\$614		\$1,186
Nicole Schave	\$609		\$1,191
Monica Parada	\$570		\$1,230
Annette LaFave	\$560		\$1,240
Julie Wiles	\$522		\$1,278
Terri Kariniemi	\$503		\$1,297
Jeanette Sant	\$455		\$1,345
Alexis Corbitt	\$442		\$1,358

July Weekly Accomplishment Sheets!

Name	SALES	Hours	WAGE	
Kelly Barker				
7/13-7/19	\$586	3	\$78	
. ,				
Chrissy Sengstock				
6/29-7/5	\$20	2.25	\$4	
7/6-7/12	\$322	5	\$26	
, ,				
Mindi Speck				
7/6-7/12	\$723	6	\$48	
7/13-7/19	\$488	7	\$28	



Chrissy Sengstock

Kelly Barker Angela Donovan Suzy Durkee Kerry Engle Ann Hamilton Holly Jacobs Catherine Murphy Sara Ratz Jennifer Rohrborn Nicole Schave Michelle Seaglund Mindi Speck Megan Travis Jillian Winn Melissa Hinkle* Joanne Sengstock* Rebecca Ward* Peggy Accardo*

TEAM LEADERS Rita Doroh

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

STAR TEAM BUILDERS Debbie Kiser

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

Monica Parada

Carrie LaHaie Shari Sanderson* Brenda Andrews* Maureen Babrick* Beth Cooper* Marie Cooper* Kristen Glaz*

SENIOR CONSULTANTS Kelly Barker

Karen Broski Grace Schop

Marcia Beaulieu

Kathy Smith Lynne Fiscelli* Dawn Stroupe* Paula Antio*

Kelly Bowman **Emily Stoll**

ShaDarian Corona-Green Alexis Corbitt

Andrea Dodge

Denise Collins* Christine Murrell*

Kerry Engle

Melissa Snyder Danielle Turner

Elizabeth Johnson

Laura Weaver Erin Lane* Shari McLarty* Lindsay Romanchuk*

Annette LaFave

Debbie Kiser Linda Miller Linda Tyckoski* Angela Burr*

Kim Meltzer

Mary Polkowski

Catherine Murphy Ashley Ford

Mary Polkowski

Essie Thacker-Cobb

Anissa Robere Jessica Schaschko*

Christine Skruba

Lauren Slanec Elizabeth Patrick* Ellen Gough*

Stephanie Thomas

CleveAnn Neely* Pamela Jones* Lisa Smith*

Rebecca Ward

Iulie Wiles Heather Huffman* Alicia Kaufmann* Tonya Hackman*

Jennifer Wissa

Elizabeth Johnson* 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!



Washington, MI rec... Chrissy Sengstock

Ashley Ford

Clinton Twp, MI rec... Catherine Murphy

Jennifer Rohrborn

Shelby Township, MI rec... Chrissy Sengstock

Emily Stoll

Lake Villa, IL rec... Kelly Bowman

Megan Travis

Roseville, MI rec... Chrissy Sengstock

Danielle Turner

Southgate, MI rec... Kerry Engle



September Birthdaus

~ -		and the same of th	
Name	Day	Name	Day
Terri Simants	2	Karen Forsythe	19
Jennifer Berner	3	Debra Hansen	19
Anissa Robere	5	Sue Fagan	20
Lynne Fiscelli	7	Rosalyn Jenkins	20
Jennifer Wissa	8	Tammy Beardsley	23
Laurie Smart-Gierl	ke10	Keri Sutton	23
Mary Hoke	11	Annette LaFave	24
Suzy Durkee	13	Dorri Russell	25
Holly Jacobs	14	Dawn Azzaretti	26
Elizabeth Johnson	15	Denise Judy	30
Jeannie Johnson	18	Chrissy Sengstock	30
Susan Brys	19		

September Anniversaries

• •			
Name	Years	Name	Years
Nancy Beauregard	14	Donna Halacoglu	10
Pamela Cobb	14	Linda Miller	10
Melisa Hellman	14	Laura Roth	10
Kathryn Agostini	13	Dawn Bertani	9
Lynne Fiscelli	13	Kristi MacDonald	9
Lynn Lypen	12	Stacie Stachowiak	9
Kelly Borman	11	Rhea Rinke	8
Joela Quaine	11	Lisa Luberacki	5
Beth Cooper	10	Chrissy Sengstock	4
Andrea Dodge	10		

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





FUTURE DIRECTOR

Requirements

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

Compensation

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



Join us for a *POWER-PACKED* evening celebrating Tammy Patton and her Fire Angels Unit! Learn about the Mary Kay opportunity, see the *Mary Kay* cars and meet the women who have earned them!

Tammy Patton
Independent Sales Director

es Director

Consultants: \$10+/\$15 at door Directors: \$15+/\$20 at Door Guests: FREE!

Special prizes and give aways Including a Starter Kitl



ConCorde Im

A4315 N Gratiot Ave

Charter Twp of Clinton, MI

Tuesday, September 16, 2014 7-9 pm

Special Guests:



Dawn Otten Sweeney National Sales Director



Chris Kurzawa Executive Senior Sales Director



Linda Johnson Sales Director



Must 18 years old and present to win.

Money is due by September 10th. One check per unit mailed to: 39150 Aynesley, Clinton Twp, M148038





QUEEN'S COURT OF PERSONAL SALES



QUEEN'S COURT OF SHARING 24 Qualified New Team Members

> product corner

Volu-Fill™ TimeWise Repair™ Deep Wrinkle Filler

Worried about deep wrinkles? Not anymore. *TimeWise Repair™ Volu-Fill™ Deep Wrinkle Filler* significantly impacts the appearance of all 6 wrinkle zones:

- 1. Forehead creases
- 2. Between-the-brow creases
- 3. Crow's feet
- 4. Smile lines
- 5. Vertical lip lines
- 6. Marionette lines

After an 8-week clinical study, this targeted cream was shown to have a significant impact on the appearance of all 6 wrinkle zones making it the **perfect complement** to the *TimeWise Repair™* regimen. That's on top of the fact that 100% of women showed an improvement in the appearance of wrinkle severity after using Volu-Fill™ Deep Wrinkle Filler.

geptember 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
31	1	2	3	4	5	6
Last Day to Place Online Orders	Labor Day; Wall Leaders Challenge Ends / Lunch & Learn Conference Call 12:30 EST	Success Meeting 7PM - 9PM				
7	8	9	10	11	12	13
Grandparents' Day	Lunch & Learn Conference Call 12:30 EST	Success Meeting 7PM - 9PM		Patriot Day		Mary Kay, Inc. 51st Anniversary
14	End of Quarter; Bee a Star! / Lunch & Learn Conference Call 12:30 EST	PCP Enroll Begins Holiday Look / Tammy's Fire Angels Debut. Concorde Inn. 7PM - 9PM	17	18	19	20
21	Lunch & Learn Conference Call 12:30 EST	First Day of Autumn / Success Meeting 7PM - 9PM	Rosh Hashanah Begins	25	Rosh Hashanah Ends	27
28	Last Day to Place Telephone Orders	Last Day to Place Online Orders /				



/ Lunch & Learn

Conference Call

12:30 EST

Online Orders /

Success Meeting

7PM - 9PM

Get your MK education from the comfort of your own home! The Power Class of the Month is an incredible webcast you can watch each month to help you build your business! Listen as National Sales Directors share their wisdom and cutting edge ideas on how you can reach the next level. Find it under consultant education on MK InTouch.



	Look who invested in their business during July!

Name	Amount	Name	Amount	Name	Amount
1 Ashley Ford	\$3,705	19 Rita Doroh	\$279	37 Lisa Luberacki	\$155
2 Mindi Speck	\$1,402	20 Kathy Smith	\$257	38 Sara Ratz	\$119
3 Kelly Barker	\$807	21 Carrie LaHaie	\$254	39 Shari McLarty	\$95
4 Karen Broski	\$736	22 Terri Simants	\$250	40 Cindy Copeland	\$94
5 Catherine Murphy	\$632	23 Amy Goleski	\$244	41 Zenobia Kaylor	\$90
6 Chrissy Sengstock	\$614	24 Deanna LaValley	\$237	42 Heather Blanzy	\$74
7 Megan Travis	\$614	25 Kristi MacDonald	\$237	43 Alicia Zeisler	\$69
8 Jennifer Rohrborn	\$614	26 Monica Parada	\$237	44 Anissa Robere	\$61
9 Kerry Engle	\$603	27 Kathleen Vorel	\$236	45 Terri Kariniemi	\$58
10 Ann Hamilton	\$577	28 Danielle Turner	\$234	46 Alicia Kaufmann	\$48
11 Julie Wiles	\$523	29 Dawn Bertani	\$231	47 Julie Swierczynski	\$40
12 Grace Schop	\$511	30 Shannon Holsbeke	\$230	48 Carmen Mora	\$37
13 Kathleen Williams	\$418	31 Jean Oleksiak	\$229	49 Jennifer Wissa	\$37
14 Suzy Durkee	\$406	32 Angela Donovan	\$228	50 Debbie Kiser	\$23
15 Nicole Schave	\$376	33 Kimberly Stevens	\$226	51 Stephanie Thomas	\$19
16 Arlene Deoro	\$336	34 Annette LaFave	\$214	52 Jessica Schaschko	\$11
17 Melissa Snyder	\$314	35 Patricia Matway	\$204		
18 Emily Stoll	\$281	36 Colleen Boggess	\$190		



all four quarters of the year!

God would not give us a dream without the ability to achieve it. Winning begins when you throw away your pride and "go for broke." When you aim at something that's bigger than you're sure you could ever achieve, and then you practice believing and seeing yourself achieve that goal. Act as if you have

already achieved it. In other words, "fake it'til you make it."

Kay Ash





Independent Future Executive Senior Sales Director

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ph 586.246.2626

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

to the beautiful



Are You Speaking Her Language...

Discover the possibilities when you learn how to effectively communicate!

Deep Wrinkle Dare...

Learn the truth about the new Volu-Fill Deep Wrinkle Filler and take the MK Deep Wrinkle Dare!

Fall 2014 Product Preview...

Take a look at the new fall products!

July 2014 Results



How would you like to earn double recruiting credit? During the month of August you will earn double credit for new personal team members toward the Seminar 2015 Queen's Court of Sharing! This could get you half way to earning your prestigious bee pin by the end of the month! With six qualified new team members counting double...12 of the 24 total consultants could be checked off your to do list! Log onto InTouch today for all the exciting details!

Look who's coming down the runway!



Project Runway® Season 13

It's time to get your glam on!

G971

Mary Kay's partnership with *Project* Runway® Season 13 gives you a unique opportunity to reach out to your customers and potentially grow your business. With episodes airing now through October, you can host Project Runway® watch parties where your guests get a new color look!

Beauty Bar Party: Set up tables with skin care, color and gifting options. Let

> your guests move from one table to the next, perusing products as the show plays in the background. You can highlight specific makeup looks and have face charts along with the corresponding products so your customers can try the looks for themselves!