



Future Area Newsletter

Newsletter for May 2014
March Results



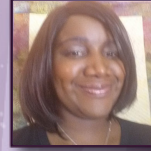
Queen of Wholesale
Suzy Durkee
runners up



Queen of Retail Sales
Suzy Durkee
runners up

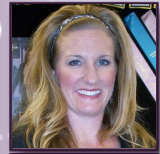


Queen of Sharing
Chrissy Sengstock
runners up

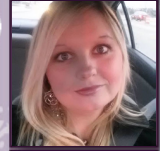


Court of Sales!

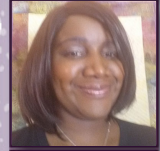
\$36,000 Personal Estimated Retail Production
Year to date results as of 4/7/2014



Chrissy Sengstock
\$22,734



Amy Sughrue
\$12,507



Tammy Patton
\$11,685



Rebecca Ward
\$9,906



Nicole Larabell
\$9,799

Consultant Name	Wholesale
1 Suzy Durkee	\$2,613
2 Tammy Patton	\$2,086
3 Melissa Hinkle	\$1,801
4 Jennifer Milas	\$1,304
5 Alyssa Farrah	\$1,204

Consultant Name	Sales
1 Suzy Durkee	\$3,547
2 Tammy Patton	\$3,392

Consultant Name	Recruits
1 Chrissy Sengstock	2
2 Stephanie Thomas	2
3 Tammy Patton	2
4 Amy Sughrue	1
5 Essie Thacker-Cobb	1

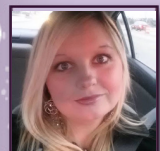
Path to Cash

monthly worksheet

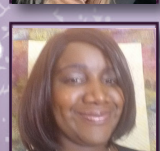
Use this worksheet to help you determine what activity level you need to achieve your financial goals this month!

Court of Sharing!

24 New Qualified Personal Team Members
Year to date results as of 4/7/2014



Amy Sughrue
6



Tammy Patton
4

Goals for the month of:

Income Goal for Month \$ _____
x 2.5

Retail Sales Goal ★ \$ _____

Team Building Goal for Month = _____

Average Interviews needed per new team member x 5

Total Interviews to Hold = _____

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 = _____

Total Selling Activities to Hold = _____

Business Reinvestments:

Inventory: Retail Sales Goal ★ x 0.5 = \$ _____

Business: Retail Sales Goal ★ x 0.1 = \$ _____

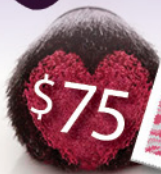
Business account covers marketing (PCP), party supplies, travel, etc.

This worksheet assumes... 40% profit (income), 50% inventory reinvestment, 10% business marketing/supply/travel reinvestment, 1/2 of your income from parties, 1/4 of your income from facials, 1/4 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.

Share the Love

Team-Building Promotion

April 1 - 30, 2014



Spring is here and that means it's time to start digging into the garden of your daily living!

Plant three rows of peas...

1. Peas of Mind
2. Peas of Heart
3. Peas of Soul

Plant four rows of squash...

1. Squash Gossip
2. Squash Indifference
3. Squash Grumbling
4. Squash Selfishness

Plant four rows of lettuce...

1. Lettuce Be Faithful
2. Lettuce Be Kind
3. Lettuce Be Patient
4. Lettuce Love One Another

No garden is complete without turnips...

1. Turnip for Meetings
2. Turnip for Service
3. Turnip to Help One Another

All great gardens require thyme...

1. Thyme for Each Other
2. Thyme for Family
3. Thyme for Friends

Don't forget to water freely with patience and cultivate with love.

fabulous incentives

The starter kit for only \$75

\$400 wholesale product inventory (\$800 suggested retail value)
\$10 BizBuilder Bucks credit

The starter kit for only \$75

\$600 wholesale product inventory (\$1,200 suggested retail value)
FREE shipping on the first product order
Up to \$35 in BizBuilder Bucks credit
FREE custom color look (\$118 suggested retail value)
FREE product bonus bundle (up to \$223 suggested retail value)

The starter kit for only \$75

\$1,800 wholesale product inventory (\$3,600 suggested retail value)
A \$100 credit off the first product order
FREE shipping on the first product order
Up to \$125 in BizBuilder Bucks credit
FREE custom color look (\$118 suggested retail value)
FREE product bonus bundle (up to \$642 suggested retail value)

discover what you
LOVE



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Recipe of the Month!

Ingredients:

4 ripe avocados
¼ cup sour cream
3-4 Tbsp fresh lime juice, divided
2 Tbsp minced fresh chives
15 oz fresh crabmeat, squeezed dry
½ cup mayonnaise
3 Tbsp thinly sliced fresh basil
1 red jalapeno chili, minced
salt and pepper to taste

FRESH CRAB & AVOCADO DIP

Directions:

1. Mash avocados with sour cream, 2-3 Tbsp lime juice and the chives in a large bowl.
2. Season with salt and pepper.
3. Spoon evenly into a glass serving bowl.
4. Lightly mix crab, mayonnaise, basil, jalapeno and 1 Tbsp lime juice in a bowl.
5. Season with salt and pepper.
6. Spoon evenly over avocado layer.
7. Cover and refrigerate until serving or for up to 8 hours.
8. Serve with chips.



the POWER of the reorder

What makes our business special? Residual income from reorders!
 Every item we sell is a consumable product. Our customers wash it down the drain twice a day! This means the products you sell today will actually be sold over and over and over again to the same satisfied customers! Building a good customer base will continue to boost your bank account every month!

Harness the power of residual income in your business! Residual income gives you the ability continue

to make money from your efforts or time worked in the past. **How many jobs can you say that about?** So many direct sales companies have a product with which you are only making money when you are holding parties. This is not the case with MK!
When your product is consumable you continue to make money over and over again just by following up with your customers! Take advantage of this concept by building a solid foundation in your business. Check out

the table below as an example of how focusing on maintaining 45 skin care customers can earn you \$1,000 profit each month!
IMPORTANT!! Follow up is the moral of this story! You must follow up regularly to service and maintain your customer base. It's the only way you will retain these skin care customers. Try a routine schedule like... 2 days, 2 weeks, 2 months! Keep up the contact and enjoy your residual income each and every month!

What would you do with an extra \$1,000 profit per month?

botanicals miracle set repair set

retail price	monthly usage*	monthly sales	monthly profit*	sets sold	total profit
\$58	2	\$29	\$11.60	10	\$116
\$90	2	\$45	\$18	20	\$360
\$199	2	\$99.50	\$39.80	15	\$597
				45	\$1,073

*Use-up rates for each product vary from 1-3 months. Log onto MK InTouch and look under product central for more information. Profit is based on 40% of retail prices. Adjust numbers as needed to match the results you experience in your business.

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Court of Sales!

Name	Amount
1 Chrissy Sengstock	\$22,734
2 Amy Sughroue	\$12,507
3 Tammy Patton	\$11,685
4 Rebecca Ward	\$9,906
5 Nicole Larabell	\$9,799
6 Suzy Durkee	\$9,482
7 Essie Thacker-Cobb	\$8,559
8 Annette LaFave	\$5,611
9 Mary Polkowski	\$5,343
10 Rita Doroh	\$4,893
11 Neena Buttignoli	\$4,744
12 Sandra VanVyve	\$4,518
13 Darcy Harris	\$4,407
14 Jennifer Milas	\$4,189
15 Melissa Hinkle	\$4,048

Court of Sharing!



Name	Recruits
1 Amy Sughroue	6
2 Tammy Patton	4
3 Chrissy Sengstock	3
4 Mary Polkowski	1
5 Nicole Larabell	1

\$36,000 Personal Estimated Retail Production
 Year to date results as of 4/07/2014

24 New Qualified Personal Team Members
 Year to date results as of 4/7/2014



STAR
consultant
program

GO for
the
GOLD

03.16.14
through
06.15.14

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Get your star on!





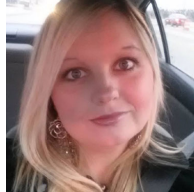


1800 2400 3000 3600 4800


contest ended: 3/15/2014

final results

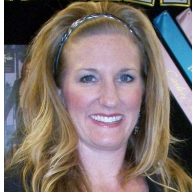
Congratulations to our stars!



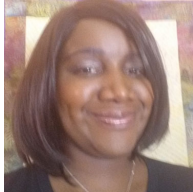
Amy Sughrue
Pearl! Star!




Christine Kurzawa
Emerald! Star!




Chrissy Sengstock
Emerald! Star!




Tammy Patton
Emerald! Star!



Suzy Durkee
Ruby! Star!




Sandra VanVye
Sapphire! Star!




Rebecca Ward
Sapphire! Star!



Essie Thacker-Cobb
Sapphire! Star!



Jennifer Milas
Sapphire! Star!



Neena Buttignoli
Sapphire! Star!



4 point Recruiting

MK's Share the Love Starter Kit discount is a great way to boost your team size this month! Skin care classes and collection previews offer the best place to find prospective team members. **Try this plan to grow your team!**

- 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.

March Weekly Accomplishment Sheets!

NAME	SALES	HOURS	WAGE
Suzy Durkee			
3/9-3/15	\$1,525	7	\$87
3/16-3/22	\$803	6	\$54
3/23-3/29	\$1,024	8	\$51
3/30-4/5	\$196	2	\$39
Tammy Patton			
3/2-3/8	\$1,027	19.5	\$21
3/9-3/15	\$1,211	38.5	\$13
3/16-3/22	\$347	6	\$23
3/23-3/29	\$807	4	\$81

Weekly Summaries
enter them online

I want to celebrate your success!
Click to www.marykayintouch.com >
Business Tools > Weekly Accomplishments > Enter Weekly Accomplishments



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Team Builders!

Career and Status Levels as of 04/01/2014

*You must place a minimum \$225 wholesale order to become active.

Career Path

DIQs

Tammy Patton

Felicia Benn
Neena Buttignoli
Amanda Diggs
Liz Kaczmarek
Nicole Larabell
Amber Mazzie
Natalie Rossiter
Tammy Skelcy
Amy Sughroue
Sandra VanVyve
Christi Wilcox
Regina Gorman-Shumpert*
Nichole Moore*
Dawn Relyea*
Christina Rudd*
Chicequia Billups*
Denitia Jones*
Tilnisha King*
Tamarsha Marzette*
Neisha Roupe*

Amy Sughroue

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

TEAM LEADERS

Rita Doroh

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

Chrissy Sengstock

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

STAR TEAM BUILDERS

Marcia Beaulieu

Paula Antio
Kathy Smith
Lynne Fiscelli*
Dawn Stroupe*

Debbie Kiser

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

Elizabeth Vassallo

Shari McLarty
Lindsay Romanchuk
Laura Weaver*
Erin Lane*

SENIOR CONSULTANTS

Andrea Dodge

Denise Collins*
Christine Murrell*

Annette LaFave

Debbie Kiser
Linda Miller*
Angela Burr*
Linda Tyckoski*

Nicole Larabell

Susan Larabell

Kelly Mac

Maria Cook
Shelley Claeys*

Kim Meltzer

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

Monica Parada

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

Mary Polkowski

Essie Thacker-Cobb
Sheilah Larnhart*

Christine Skruba

Elizabeth Patrick
Lauren Slanec
Ellen Glahc

Regina Smith

Rosalyn Vega

Stephanie Thomas

Lisa Smith*
Pamela Jones*
CleveAnn Neely*
Marissa Palmer*

Joanna Walsh

Rhea Rinke

Jennifer 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

Requirements

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

Compensation

- 4% personal team commission.
- Eligible to begin earning \$50 team-building 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!

ShaDarian Corona-Green

Warren, MI
rec... Neena Buttignoli

Joslyn Dilbert

New Haven, MI
rec... Essie Thacker-Cobb

Regina Gorman-Shumpert

Acworth, GA
rec... Tammy Patton

Melissa Hinkle

Kimball, MI
rec... Chrissy Sengstock

Pamela Jones

Clinton Township, MI
rec... Stephanie Thomas

CleveAnn Neely

Madison Heights, MI
rec... Stephanie Thomas

Dawn Relyea

Kenosha, WI
rec... Tammy Patton

Whitney Sughroue

Burbank, CA
rec... Amy Sughroue

Jillian Winn

Sterling Heights, MI
rec... Chrissy Sengstock

pink doing green

Be a part of our latest effort to make a difference. Mary Kay Inc. will plant one tree in the United States, in partnership with the Arbor Day Foundation and the U.S. Forest Service, for every 10 flip-top caps and/or color refill cases received by Mary Kay Inc.!

Items may be sent to:
Mary Kay Inc., Caps & Cases Program
Attn: Carlos Troncoso
1330 Regal Row
Dallas, TX 75247

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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.

May Birthdays

Name	Day	Name	Day
Denise Collins	1	Kelly Mac	13
Melanie Fraley	1	Vita Holtz	14
Rhea Rinke	1	Susan Knust	15
Joanna Walsh	1	Cassie Meltzer	20
Lisa Luberacki	5	Denise Sinke	22
Debbie Kiser	7	Lisa Smith	22
Emily Stoll	7	Liz Kaczmarek	23
April Loren	8	Kathy Bugyski	24
Julie Chaney	10	Donna Halacoglu	26
Brenda Kerst	12	Cynthia Lance	27
Donna Perry	12	TeRaye Walker	28
Doris Orr Britt	13	Christine Murrell	31
Angela Burr	13		

May Anniversaries

Name	Years	Name	Years
Christine Kurzawa	21	Linda Tyckoski	10
Pamela James	20	Roxanne Nimelli	9
Marcia Beaulieu	17	Angela Burr	8
Carrie Brickner	17	Terri Kariniemi	8
Sharon Perry	15	Kimberly Pirtle	8
Kathleen Williams	14	Carrie LaHaie	7
Jennifer Berner	13	Colleen Glombowski	6
Janet Waters	13	Wendy Liske	2
Colleen Boggess	12	Mary Polkowski	2
Kathleen Vorel	12	Denitia Jones	1
Rose Pochmara	11	Kelly Macleod	1
Michele Majewski	10	Tamarsha Marzette	1



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TOP 10 "Show and Sell" for Spring 2014

1. Foundation Primer
2. Lip Primer
3. Eye Primer
4. Lash Primer
5. CC Creams
6. Belara Midnight Fragrance
7. Bronzer Compact with top selling gloss; Pink Luster
8. Our Custom Color Look Compact in "Delicate Details" Eyes; 1) crystalline, 2) moonstone and 3) copper glow. Cheeks; shy blush. Lips; au natural lip-gloss.
9. Make-up Finishing Spray by Skindinavia
10. Spring Crème Peach/Coral Lipstick assortment.

Neutrals; toffee and apricot glaze. Pinks; pink satin. And Corals; icy peach, sunset and sweet nectar.



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

Way to Grow!



CONGRATULATIONS TO CHRISSY SENGSTOCK!!

- + CHRISSY COMPLETED HER 1ST MONTH OF CAR PRODUCTION
- + CHRISSY IS A POWERHOUSE SELLER; CLASS AVERAGE \$600
- + CHRISSY IS A POWERFUL TEAM LEADER
- + CHRISSY IS OUR #1 CONSULTANT IN OUR NATIONAL AREA
- + CHRISSY'S COLLEGE INTERNSHIP WAS @ WALT DISNEY WORLD
- ++ HERE IS WHERE SHE LEARNED TO DREAM, BELIEVE & BUILD PEOPLE
- ++ CHRISSY TOOK A MK PAID FAMILY DREAM VACATION TO DISNEY 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



Mary Kay® Facial Highlighting Pen

The Mary Kay® Facial Highlighting Pen can help your customer wake up her look with sheer luminosity. The special light-reflecting pigments in the Highlighting Pen optically "lift" the shadowy areas of the face. Instantly the skin will look brighter, the skin tone more even and the face more radiant!

Benefits & Claims

- Diminish small imperfections
- Easy-to-blend formula will not settle into fine lines
- Non-Comedogenic
- Oil-Free

Target Customer

- Any customer who likes to look refreshed throughout the day
- Any customer who wears Mary Kay® foundations, concealers and powders

How it works

- Light reflecting pigments optically "lift" the shadowy areas of the face

May 2014

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
27	28 Lunch & Learn Conference Call 12:30 EST	29 Last Day to Place Telephone Orders / Success Meeting 7PM - 9PM	30 Last Day to Place Online Orders; Seminar Priority Awards Registration Ends	1 Seminar 2014 Registration Begins for all Consultants; May Day	2	3
4	5 Cinco de Mayo / Lunch & Learn Conference Call 12:30 EST	6 National Teachers Day / Success Meeting 7PM - 9PM	7	8	9	10 Order Early! Summer 2014 Promotion Begins for PCP Participants
11 Mother's Day	12 Mary Kay's Birthday; Team Up Challenge Ends / Lunch & Learn Conference Call 12:30 EST	13 Success Meeting 7PM - 9PM	14	15	16 Summer Issue of The Look begins mailing; Summer 2014 Promotion Begins	17 Armed Forces Day
18	19 Lunch & Learn Conference Call 12:30 EST	20 Success Meeting 7PM - 9PM	21	22	23	24
25	26 Memorial Day / Lunch & Learn Conference Call 12:30 EST	27 Success Meeting 7PM - 9PM	28	29 Last Day to Place Telephone Orders	30	31 Last Day to Place Online Orders; Share the Love Promotion Ends

Power Class of the month

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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 March!

Name	Amount	Name	Amount	Name	Amount	Name	Amount
1 Suzy Durkee	\$2,613	21 Mary Polkowski	\$420	41 Maria Cook	\$257	61 Kristen Koral	\$226
2 Tammy Patton	\$2,086	22 Sandra VanVyve	\$401	42 Jean Oleksiak	\$252	62 Felicia Benn	\$225
3 Melissa Hinkle	\$1,801	23 Michele Majewski	\$392	43 Stephanie Thomas	\$250	63 Makesha Jones	\$225
4 Jennifer Milas	\$1,304	24 Mary Hoke	\$360	44 Cathrene Behrens	\$250	64 Monica Mcelwain	\$225
5 Alyssa Farrah	\$1,204	25 Karen Orlins	\$351	45 Terri Kariniemi	\$246	65 Rosalyn Vega	\$225
6 Krystal Thomas	\$1,201	26 Annette LaFave	\$346	46 Tammy Skelcy	\$246	66 Amanda Diggs	\$181
7 Allison Meyer	\$706	27 Rose Schulte	\$338	47 Terri Simants	\$245	67 Shannon Holsbeke	\$151
8 Susan Knust	\$688	28 Essie Thacker-Cobb	\$328	48 Andrea Dodge	\$235	68 Tine Belden	\$127
9 Chrissy Sengstock	\$670	29 Kelly Borman	\$327	49 Susan Larabell	\$232	69 Colleen Glombowski	\$122
10 Anissa Robere	\$632	30 Carrie LaHaie	\$325	50 Christi Wilcox	\$231	70 Keri Sutton	\$118
11 Amy Sughroue	\$619	31 Kelly Mac	\$325	51 Sharon Perry	\$229	71 Lynnsey Klooster	\$87
12 Rebecca Ward	\$614	32 Mindi Speck	\$324	52 Natalie Rossiter	\$229	72 Kathleen Williams	\$86
13 Jillian Winn	\$606	33 Neena Buttignoli	\$295	53 Liz Kaczmarek	\$228	73 Monica Parada	\$86
14 Darcy Harris	\$584	34 Eydie Hickerson	\$291	54 Dorri Russell	\$228	74 Dawn Stroupe	\$77
15 Deanna LaValley	\$583	35 Cynthia Lance	\$280	55 Whitney Sughroue	\$228	75 Diane Ringler	\$72
16 Rita Doroh	\$510	36 Julie Swierczynski	\$277	56 Jennifer Wissa	\$227	76 Debra Hansen	\$66
17 Diane Binkowski	\$476	37 Nicole Wilbur	\$272	57 Tracie Thomes	\$227	77 Stacie Stachowiak	\$58
18 Shari McLarty	\$471	38 Sue Fagan	\$271	58 Laurie Smart-Gierke	\$226	78 Alicia Zeisler	\$41
19 Liz Girard	\$459	39 Amber Mazzie	\$264	59 Elizabeth Vassallo	\$226	79 Kathryn Shankin	\$20
20 Kimberly Kronner	\$440	40 Lindsay Romanchuk	\$263	60 Zenobia Kaylor	\$226		



Join the Fight!

THE MARY KAY FOUNDATION

TEAM UP FOR WOMEN!



April 1 - May 12, 2014

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Make every day count. Make every hour count. Make every minute count. And don't stop until you have exercised your full potential, realizing your impossible dream and fulfilling your total destiny to become the person that you, and only you, are capable of being.



Mary Kay Ash

Visit chriskurzawa.com for Training/Events/Promos



CHRIS KURZAWA
Independent Future Executive Senior Sales Director

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



to the beautiful

What's Inside

The Power of the Reorder...
Capture the power of residual income for your business today!

Share the Love...
MK is offering an incredible \$75 starter kit! Perfect for growing your team this spring!

The Garden...
Get inspired by the garden of daily living.

March 2014 Results

Looking for a way to Pamper Moms?



Limited Edition

Lemon Parfait pedicure collection



Mother's Day is on it way! What better way to pamper moms this season than a pedicure kit! This incredible pedicure collection is sure to sell out! Limited Edition set includes Lemon Parfait Foot Gel, Foot Fizzies, Toe Separators, Pumice Stone, and Emery Board and a gift bag. **Call your customers to start booking your "Mother/Daughter Pedis" today!**



discover what you

LOVE

SEMINAR 2014

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

