



SEMINAR 2014 GOALS:

- ◆ \$300,000 Circle of Excellence
- ◆ 2 New Offspring Directors
- ◆ 2 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 30 Star Consultants
- ◆ 100 Unit Members

SEPT. 2013 GOALS:

- ◆ \$12,000 Unit Wholesale Production
- ◆ 6 New Unit Recruits
- ◆ 2 New Red Jackets
- ◆ 8 Completing 30 Faces Challenge

Retail Queen



Sandy Mangrum

Wholesale Queen



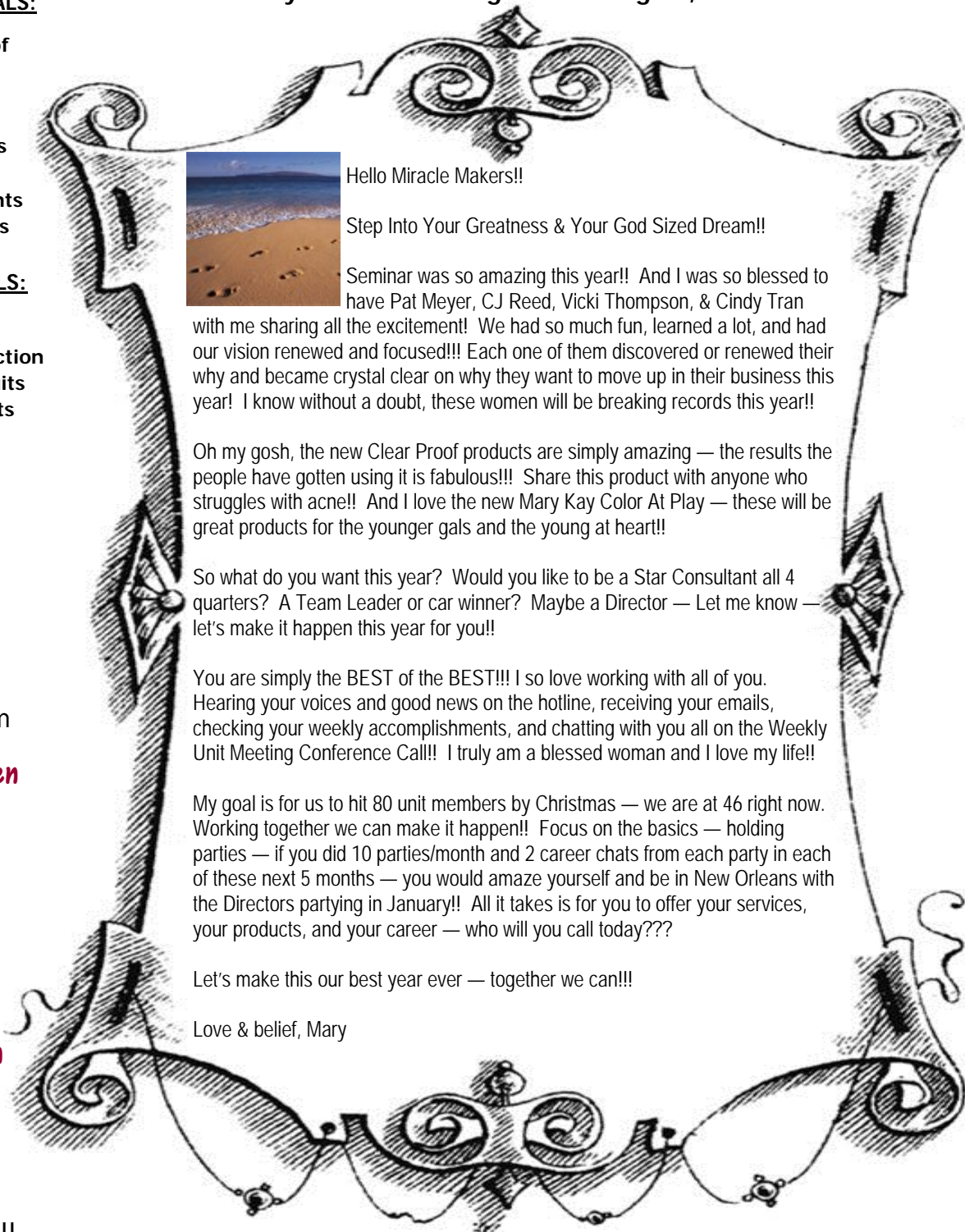
Laura Fiudo

Sharing Queen



Position Available!!

July Results & Recognition - August, 2013



Hello Miracle Makers!!

Step Into Your Greatness & Your God Sized Dream!!

Seminar was so amazing this year!! And I was so blessed to have Pat Meyer, CJ Reed, Vicki Thompson, & Cindy Tran with me sharing all the excitement! We had so much fun, learned a lot, and had our vision renewed and focused!!! Each one of them discovered or renewed their why and became crystal clear on why they want to move up in their business this year! I know without a doubt, these women will be breaking records this year!!

Oh my gosh, the new Clear Proof products are simply amazing — the results the people have gotten using it is fabulous!!! Share this product with anyone who struggles with acne!! And I love the new Mary Kay Color At Play — these will be great products for the younger gals and the young at heart!!

So what do you want this year? Would you like to be a Star Consultant all 4 quarters? A Team Leader or car winner? Maybe a Director — Let me know — let's make it happen this year for you!!

You are simply the BEST of the BEST!!! I so love working with all of you. Hearing your voices and good news on the hotline, receiving your emails, checking your weekly accomplishments, and chatting with you all on the Weekly Unit Meeting Conference Call!!! I truly am a blessed woman and I love my life!!

My goal is for us to hit 80 unit members by Christmas — we are at 46 right now. Working together we can make it happen!! Focus on the basics — holding parties — if you did 10 parties/month and 2 career chats from each party in each of these next 5 months — you would amaze yourself and be in New Orleans with the Directors partying in January!! All it takes is for you to offer your services, your products, and your career — who will you call today???

Let's make this our best year ever — together we can!!!

Love & belief, Mary

Career Path:

DIRECTOR

Rewards ~

- ◆ 4-13% Personal Team Commissions
- ◆ 9-13% Unit Commissions
- ◆ Unlimited Unit Bonuses
- ◆ \$500 Unit Building Bonus
- ◆ Team Building Bonus \$100 per
- ◆ Eligible to wear Director's Suit
- ◆ Eligible to drive Premier Club Car or Pink Cadillac
- ◆ Eligible to attend Leadership Conference
- ◆ Special Gifts, Recognition, Prizes & Travel

DIO

10+ Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50 per
- ◆ Future Director Pin Enhancer
- ◆ Eligible to earn the use of a Car
- ◆ Eligible to wear Future Director Scarf & Black Blouse with Red Jacket attire

FUTURE DIRECTOR

8+ Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50 per
- ◆ Future Director Pin Enhancer
- ◆ Eligible to earn the use of a Car
- ◆ Eligible to wear Future Director Scarf

TEAM LEADER

5-7 Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50
- ◆ Team Leader Pin Enhancer
- ◆ Eligible to go On-Target for Car

STAR TEAM BUILDER

3-4 Active Team Members

Rewards ~

- ◆ 4% Personal Team Commission
- ◆ Team Building Bonus \$50
- ◆ Star Team Builder Pin Enhancer
- ◆ Eligible to wear Red Jacket
- ◆ \$50 Rebate on Red Jacket

Look Who's Moving Up!

Standings are updated as of July 31st —
this will not reflect August orders or new team members.

Team Leaders

Recruiter :C.J. Reed
Emily R. Andringa
Annette R. Canarr
Robin E. Gelschus
Jane F. Hauptert
Linda R. Lamusga
Patricia S. Meyer
Lou Weiss
Mary F. Acker
Beverly Debolt
Ludmilla Maretski

Senior Consultants

Recruiter :Carolyn L. Felder
Cyrena D. McGee
Recruiter :Patricia S. Meyer
Laura D. Fiudo
Leda A. Flowers
Sara J. Hurt
Maria Rodriguez
Recruiter :Averi H. Segrest
Adriana V Guadarrama
Valerie C. Dodson

Star Team Builders

Recruiter :Annette R. Canarr
Coni L. Lentz
Linda Mace
Lori O'Connor
* Judy Henry

Recruiter :Cindy Tran
Edith Lopez
Molly Vickers

Recruiter :Linda R. Lamusga
Debra R. Heggernes
Rosemary C. Hunt
Margaret Riess
* Kathryn A. Morgan
Linda M. Latterell



ARE YOU READY TO MOVE UP??

** Inactive Member (N1,N2,N3,I1,I2,I3) #Terminated Member
To become ACTIVE you must place a \$200 wholesale order.*

Consistency Club

On Target Consistency Club:

\$650 Club

Laura Fiudo CJ Reed

\$450 Club

Sonya Schulte Rebecca Parker
Rosemary Hunt

\$250 Club

Peggy Riess Emily Andringa
Sandy Christianson Edith Lopez
Becky Brininstool Carolyn Felder
Debbie Heggernes Robin Gelschus
Jo Ruffcorn Heather Ruffcorn
Joyce Williams Linda Mace
Cindy Tran Averil Segrest

Order 2 out of 3 months (July—Sept) to WIN your choice of prizes!!!



\$650 Club



3 Beads, or Bracelet and 2 Beads

Or a New Mary Kay Mirror & Tray

\$450 Club



2 Beads, or Bracelet and 1 Bead, or New MK Mirror & Tray

\$250 Club



1 Bead, or Bracelet, or a Training CD

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

9% Recruiter Commission Level

C.J. Reed	\$38.93
Mary A. Richardson	\$136.96

4% Recruiter Commission Level

Linda R. Lamusga	\$39.35
Patricia S. Meyer	\$28.30
Cindy Tran	\$8.31
Annette R. Canarr	\$2.92



Team Building Tip of the Month!

Be a Gold Medal Winner!

By NSD Mollye Morrow

Share your opportunity with five people in one calendar month to win the Gold Medal!

1. Decide that you can be a Gold Medal Winner!
2. Skin care classes are the best way to find recruits. Book 7 per week so you'll have 5 classes.
3. Do the 4-Point Recruiting Plan at every skin care class.
4. Do at least 5 interviews each week.
5. Follow up, and follow up on the follow up. Take your prospects to Skin Care Classes with you. Call her and overcome her objection, see her husband, and answer his questions, etc.

Opportunity is knocking at your door!

"You may have a fresh start any moment you choose, for this thing we call 'failure' is not the falling down, but the staying down." -Mary Pickford

New for Fall 2013

ORDER ASAP! Limited Edition items WILL BE OUT OF STOCK SOON!

New products are available August 16th!
(or August 10th if you enrolled in the Fall 2013 Preferred Customer Program)



Clearproof™
Acne System



Mary Kay at Play™
Collection



Limited-Edition
Fairytales & Fantasy
Collection



Gift with \$40
Purchase



Limited-Edition
Colored Lash Love
Mascara



Special-Edition
Thinking of You®
Set

Visit www.MaryKayIntouch.com for more information.



REASONS TO BE A STAR!

1. Earn Excellent Income
2. Build Inventory
3. Earn Ladder Pin and Star for Ladder
4. Company Quarterly Prize
5. Company Recognition
6. Unit Recognition
7. Pride and Satisfaction in a Job Well Done
8. Star Consultants are "Great Consultants"
9. Gives you Something to Crow About
10. Builds Self-Esteem
11. Builds a Happy Customer Base
12. Your Customers Like to do Business with a Successful Consultant
13. Product on Your Shelf Motivates You to Book and Sell
14. You're never Broke When you Have Product on Your Shelf to Sell
15. Builds Self Confidence
16. First Step to Becoming a Red Jacket
17. First Step to Becoming a Director
18. Helps Build Protective Shield Against Negativity
19. Shows you are a Unit Team Player
20. Take Advantage of Product Bonuses
21. Mary Kay will give customer referrals from the Mary Kay 1-800 number
22. Accumulate Points for Yearly Awards
23. Receive Priority Registration for Seminar
24. Feels Fantastic to be an Achiever
25. Stars Drive Cars!

\$1800 - Sapphire Star **\$3600 - Emerald Star**
\$2400 - Ruby Star **\$4800 - Pearl Star**
\$3000 - Diamond Star

When you are selling enough product to be a consistent Star Consultant, you are meeting enough women to build a team.

Results: Directorship, Free Cars and the opportunity to help Change Lives!

We Invested in Product Last Month!

Laura D. Fiudo	\$707.50	Debra R. Heggernes	\$204.50
C.J. Reed	\$667.25	Robin E. Gelschus	\$204.00
Rosemary C. Hunt	\$530.50	Martha J. Ruffcorn	\$203.75
Sonya L. Schulte	\$461.00	Heather M. Ruffcorn	\$202.00
Rebecca R. Parker	\$432.50	Carolyn L. Felder	\$200.50
Margaret Riess	\$248.75	Joyce T. Williams	\$171.00
Emily R. Andringa	\$228.50	Linda Mace	\$73.00
Sandra Christianson	\$226.00	Cindy Tran	\$36.25
Rebecca Brininstool	\$223.75	Averi H. Segrest	\$21.00
Edith Lopez	\$207.75	Mary A. Richardson	\$616.50



Summer's heat and humidity can wreak havoc on skin.

Your customers want skin that glows, looks bright and feels radiant. Help them achieve that luminous look with superindulgent products!!



Shooting for the Courts!

Top 10 in Retail Sales

(Based on verified wholesale orders to the company as of prior month-end)

	Consultant	YTD Retail	Bonus & PCP	Total
1	Laura D. Fiudo	\$1,435.00	\$0.00	\$1,435.00
2	C.J. Reed	\$1,354.50	\$0.00	\$1,354.50
3	Rosemary C. Hunt	\$1,081.00	\$0.00	\$1,081.00
4	Sonya L. Schulte	\$942.00	\$20.00	\$962.00
5	Rebecca R. Parker	\$885.00	\$0.00	\$885.00
6	Margaret Riess	\$497.50	\$0.00	\$497.50
7	Emily R. Andringa	\$457.00	\$0.00	\$457.00
8	Sandra Christianson	\$452.00	\$0.00	\$452.00
9	Rebecca Brininstool	\$447.50	\$0.00	\$447.50
10	Edith Lopez	\$415.50	\$0.00	\$415.50

Tops in Team Building

Who will be in the Court of Sharing next year?!





Aim for the Stars!

**Congrats
4th Quarter
STARS!**

DIAMOND

MARY
RICHARDSON

SAPPHIRE

LAURA FIUDO
PATRICIA MEYER
C.J. REED

On-Target \$tar Consultants!

June 16 ~ September 15, 2013



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
MARY RICHARDSON	\$1,308.25	\$491.75	\$1,091.75	\$1,691.75	\$2,291.75	\$3,491.75
C.J. REED	\$867.75	\$932.25	\$1,532.25	\$2,132.25	\$2,732.25	\$3,932.25
LAURA FIUDO	\$707.50	\$1,092.50	\$1,692.50	\$2,292.50	\$2,892.50	\$4,092.50
ROSEMARY HUNT	\$530.50	\$1,269.50	\$1,869.50	\$2,469.50	\$3,069.50	\$4,269.50
SONYA SCHULTE	\$461.00	\$1,339.00	\$1,939.00	\$2,539.00	\$3,139.00	\$4,339.00
SANDY MANGRUM	\$456.50	\$1,343.50	\$1,943.50	\$2,543.50	\$3,143.50	\$4,343.50
REBECCA PARKER	\$432.50	\$1,367.50	\$1,967.50	\$2,567.50	\$3,167.50	\$4,367.50
LINDA LAMUSGA	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00
VICKI THOMPSON	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50

Working with Accountability!

Sensational Sales

Heidi Fowler \$850.00
 Fran Bates \$506.00
 Susie Caraway \$361.00
 Sandy Mangrum \$336.00
 Pat Meyer \$303.00
 Vicki Thompson \$290.00
 Cindy Tran \$151.00
 Laura Fiudo \$126.00

Remarkable Reorders

Fran Bates \$506.00
 Susie Caraway \$361.00
 Vicki Thompson \$290.00
 Sandy Mangrum \$214.00
 Cindy Tran \$151.00
 Heidi Fowler \$82.00

Wonderful Web Sales

Sandy Mangrum \$122.00
 Heidi Fowler \$105.00
 Pat Meyer \$32.00
 Laura Fiudo \$20.00

Awesome On the Go Sales

Pat Meyer \$271.00
 Laura Fiudo \$70.00

Spectacular Shows

Heidi Fowler \$663.00

Interviews Held

Laura Fiudo 2

New Bookings

Cindy Tran 5

Parties with Purpose

Laura Fiudo \$36.00

Wonderful Weeks

Heidi Fowler \$663.00
 Sandy Mangrum \$336.00
 Susie Caraway \$289.00
 Fran Bates \$286.00
 Fran Bates \$220.00

Sets Sold

Heidi Fowler 2



PCP Participation

Annette Canarr
 C.J. Reed
 Cindy Tran
 Laura Fiudo
 Lou Weiss
 Mary Richardson
 Pat Meyer
 Vicki Thompson

Weekly Summary Sheets

Turned In

Fran Bates
 Susie Caraway
 Laura Fiudo
 Heidi Fowler
 Sandy Mangrum
 Pat Meyer
 Vicki Thompson
 Cindy Tran

**Thank you for
being accountable
with your weekly
accomplishment
sheets!!**

Seminar 2013 Memories!



Waiting for the Sock Hop To Begin!
Pat Meyer, Vicki Thompson, CJ Reed,
Cindy Tran, & Mary.



Back Row: Vicki, Mary, & Pat. Front row: Cindy, Dot,
Lynda, Annie, & CJ.



Four Quarter Stars: Kathy, Mary, Pat, CJ,
Annie, & Lynda!



Team Leader CJ Reed during the
Team Leader March!

Below, Seminar Awards Night
we partied like a STAR!!



Below, Our Goal setting lunch
after Seminar!



Above, Kyle, Mary,
Lynda, & Guy





Court of Sales: Vicki, Pat, & Queen CJ!



Queen of Sales CJ Reed



Queen of Sharing & Queen of Retail sales: Pat Meyer



Most Improved and Miss Go Give: Cindy Tran



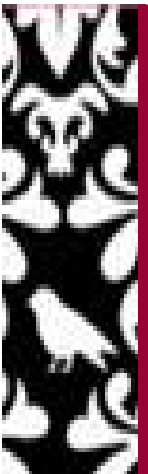


September 2013

Sun Mon Tue Wed Thu Fri Sat

1	2 LABOR DAY MK Offices Closed Postal Holiday.	3 TNT 6:30—8:30 At the Mary Kay Pink Spot	4	5 Thursday Night Makeovers at Mary's 7 pm	6	7
8	9	10 TNT 6:30—8:30 At the Mary Kay Pink Spot	11	12	13 Mary Kay Inc's 50th Anniversary	14
15 Star Consultant Deadline!	16 Holiday 2013 PCP online enrollment for <i>The Look</i> begins.	17 TNT 6:30—8:30 Star Night At the Mary Kay Pink Spot	18	19 Thursday Night Makeovers at Mary's 7 pm	20	21 I Love My Mary Kay Success Brunch 9:30— Noon see flier for details./Makeovers 2:00 & 4:30 pm call Mary for Details
22	23	24 TNT 6:30—8:30 At the Mary Kay Pink Spot	25	26	27 Midnight CST cutoff for Consultants to place phone orders.	28
29	30 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.					

Saturday 8/7, 8/14, & 8/28
 Makeovers at 9 am, noon, and 3 pm call Mary for Details
 Tuesday 10/1 TNT 6:30—8:30 At the Mary Kay Pink Spot



Birthdays

Mary F. Acker	10
Catrina S. Klei	14
Maria S. Lozano	25
Yifeng Hu	26

Day



Anniversaries

Kristen R. Box-Rojas	27
Judy Henry	11
Valerie C. Dodson	1

Years

Celebrate!!





Mary's Miracle Making Maniacs!

Mary Richardson

Senior Sales Director
10804 Pickfair Drive
Austin, TX 78750

Phone: 512-335-5464
Hotline: 512-374-4439
Email: maryrich@marykay.com
Web: www.maryarichardson.com

To the Valuable...

Highlights this Month:

July Results, August, 2013

- ◆ Quarter 1 Star Consultant Quarterly Contest (June 16 - September 15, 2013)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ August Double Credit Promotion (August 1-30, 2013)



August Double Credit Promotion!

You can earn double credit towards the Seminar 2014 Queen's Court of Sharing! Check out details below:

- ◆ Independent Sales Directors and Independent Beauty Consultants can earn double credit for up to 6 qualified new personal team members for a maximum credit of 12 in the month of August 2013 towards the Seminar 2014 Queen's Court of Sharing.
- ◆ Normally you can earn one credit for every qualified personal team member. During the dates listed below you can earn two credits for each qualified new personal team member who signs her Independent Beauty Consultant agreement between Aug. 1-31, 2013 and places at least \$600 or more in wholesale Section 1 products from Aug. 1 – Sept. 30, 2013.



In regards to the monthly maximum for the Queen's Court of Sharing, for the purposes of this promotion, the double credit (for up to 6 qualified) will not count toward the monthly maximum of 13 new team members in any calendar month.

A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified. If more than 13 new team members' Agreements are processed in a calendar month during the contest period, the 13 with the highest commissions earned by the recruiter will count toward the maximum.

For more info, go to MaryKayInTouch.com.

Words of Wisdom

"Don't limit yourself. Many people limit themselves to what they think they can do.

You can go as far as your mind lets you. What you

believe, remember, you can achieve."

~Mary Kay Ash

