



Miracle Making Maniacs!



JULY RESULTS & RECOGNITION ♦ AUGUST, 2014

Sales Director
Mary Richardson

SEMINAR 2015 UNIT GOALS:

- ◆ \$350,000 Circle of Excellence
- ◆ 5 New Offspring Directors
- ◆ 5 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 30 Star Consultants
- ◆ 100 Unit Members

SEPTEMBER 2014 GOALS:

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

#1 WHOLESALE ORDERS



CJ Reed

#1 RETAIL



Maureen Fiudo

#1 SHARING



Maureen Fiudo

a NOTE FROM YOUR DIRECTOR . . .

To Mary's Miracle Making Overcomers!!

Seminar was so amazing this year!! I was so blessed to have Pat Meyer, Laura Fiudo & 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 Time Wise Repair Volu-Fill Deep Wrinkle Filler is going to be HOT! **100%** of women showed an improvement in the appearance of wrinkle severity!! The Company has issued a **Deep Wrinkle Dare Challenge**: Invite [20 existing customers](#) and 20 new customers to try the *TimeWise Repair® Volu-Fill™* Deep Wrinkle Filler, which they can test on either their knuckles or their faces. To find potential new customers, start with your current *TimeWise Repair®* customers, contact their referrals and then go from there! Check out the details on InTouch!

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!!

God laid it on my heart for us to have 5 – YES 5 NEW Directors this year!!! Will you be one of them??? Let me know if that is your hearts desire so we can get to work and make it happen for YOU!!

My immediate goal is for us to hit 80 unit members by Christmas — we are at 52 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 Nashville 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

Spotlight on Team Builders!

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
 Bev A. Debolt
 Robin E. Gelschus
 Jane F. Hauptert
 Linda R. Lamusga
 Patricia S. Meyer
 Lou Weiss
 * Annette R. Canarr
 * Ludmilla Maretski

Senior Consultants

Recruiter :Katherine A. Benitez
 Kelly Adams
 Recruiter :Annette R. Canarr
 Coni L. Lentz
 * Judy Henry
 * Linda Mace
 * Lori O'Connor
 Recruiter :Carolyn L. Felder
 Cyrena D. McGee

Recruiter :Laura D. Fiudo
 Maureen Fiudo

Recruiter :Maureen Fiudo
 Megan Tay

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

Recruiter :Patricia S. Meyer
 Laura D. Fiudo

Recruiter :Cindy Tran
 Edith Lopez
 * Molly Vickers



are you ready
 TO MOVE UP??

* Inactive Member (N1,N2,N3,I1,I2,I3) #Terminated Member
 To become ACTIVE you must place a \$225 wholesale order.

FOLLOW THE STEPS TO SUCCESS!



Senior Consultant

(1-2 active team members)

4% Commission

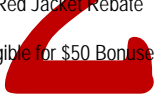


Star Team Builder

RED JACKET
 (3+ actives)

Sr. Consultant benefits plus
 Red Jacket Rebate

Eligible for \$50 Bonuses

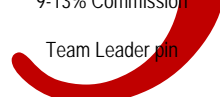


Team Leader

(5+ actives)

All the previous benefits plus
 9-13% Commission

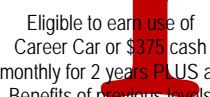
Team Leader pin



On-Target for Car!

(5+ actives and \$5,000
 wholesale growing to
 14 actives and \$20,000
 in 4 months or less)

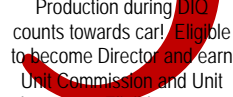
Eligible to earn use of
 Career Car or \$375 cash
 monthly for 2 years PLUS all
 Benefits of previous levels



Director in Qualification

Effective Jan. 1, 2010
 (10+ actives growing
 to 24 in 4 months and
 be a star consultant!)

Production during DIQ
 counts towards car! Eligible
 to become Director and earn
 Unit Commission and Unit
 bonuses—Eligible to wear
 the exclusive Director Suit.





Here We Grow Again!

WELCOME NEW BUSINESS OWNERS!

(These new unit members signed Consultant agreements July 1-31.)

New Consultant
Megan Tay

From
ARLINGTON, TX

Sponsored by
M. Fiudo

Welcome to Mary's Miracle Making Maniacs! Together we are building our futures, winning cars, becoming stars, and we are building our teams with reliable, enthusiastic, positive, faith-filled, hardworking, women of integrity just like YOU!! I challenge you to earn your Pearls of Sharing Earrings, Bracelet, and Necklace set this month!

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level

C.J. Reed	\$85.41
Mary A. Richardson	\$120.78

4% Recruiter Commission Level

Patricia S. Meyer	\$23.94
Laura D. Fiudo	\$21.70
Maureen Fiudo	\$12.22
Katherine A. Benitez	\$9.60
Cindy Tran	\$9.46

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!

"It is our attitude at the beginning of a difficult task which, more than anything else, will affect its successful outcome."

~William James, Psychologist, Professor and Author

Mary Kay Fall Products



Fall Indulgence!

Target Deep Wrinkles for Immediate Impact:

- ◆ Significantly impact the appearance of all six wrinkle zones with the TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler.

Dare to Live it - MK High Intensity™ Sport for Men:

- ◆ Cologne Spray
- ◆ Hair and Body Wash

New! Limited-Edition Midnight Jewels Collection:

- ◆ Mary Kay® Semi-Matte Lipstick available in Ruby Night and Pink Moonstone
- ◆ Mary Kay® Eye Color Palette, available in Sapphire Noir and Emerald Noir
- ◆ Mary Kay® Nail Lacquer available in Sannahire Noir and Night Diamond

Limited-Edition Little Gifts

- ◆ Hand Cream
- ◆ Lip Balm Set



FREE Evening Clutch with the purchase of one nail lacquer, one eye color palette and one semi-matte lipstick from the Midnight



Take the Deep Wrinkle Dare

July 26 – Aug. 31, 2014



100%

of women showed an improvement in the appearance of wrinkle severity with the TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler.

Are you ready to challenge yourself and potentially grow your business? We're throwing down the gauntlet this fall and daring you to sell the TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler to 20 current and 20 new customers.

To find potential new customers, start with your current TimeWise Repair® customers, contact their referrals and then go from there! Invite 20 existing customers and 20 new customers to try the TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler, which they can test on either their knuckles or their faces.

Wrinkles tell a story that you're not ready to write. That's why Mary Kay® created the TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler. This advanced targeted product immediately fills in deep wrinkles and helps improve their appearance over time.



Chevy Cruze goes

Lipstock Red!

Independent Beauty Consultants who meet Beauty Consultant Grand Achiever qualification or requalification requirements July 2014 through June 2015, have the additional option of selecting the use of a "red" Chevy Cruze! Get all the details at marykayintouch.com.

We Invested in Product Last Month!

C.J. Reed	\$677.50	Edith Lopez	\$236.50
Laura D. Fiudo	\$598.50	Martha J. Ruffcorn	\$233.00
Maureen Fiudo	\$542.50	Robin E. Gelschus	\$228.50
Rebecca R. Parker	\$439.50	Emily R. Andringa	\$227.00
Megan Tay	\$305.50	Joyce T. Williams	\$223.50
Sonya L. Schulte	\$304.50	Sandra Christianson	\$214.00
Patricia S. Meyer	\$250.00	Cindy Tran	\$204.50
Lou Weiss	\$243.50	Cynthia C. Martinets	\$113.50
Kelly Adams	\$240.00	Vicki E. Thompson	\$65.00
Katherine A. Benitez	\$236.50	Mary A. Richardson	\$939.50



As a Star Consultant, you get to choose prizes for yourself – or your family. From totally indulgent to really practical, you can earn fabulous rewards just for working your business!

Shooting for the Courts!

TOP 10 IN RETAIL SALES

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

	Consultant	YTD Retail	Bonus & PCP	Total
1	C.J. Reed	\$1,415.00	\$40.00	\$1,455.00
2	Laura D. Fiudo	\$1,242.00	\$20.00	\$1,262.00
3	Maureen Fiudo	\$1,115.00	\$20.00	\$1,135.00
4	Rebecca R. Parker	\$914.00	\$0.00	\$914.00
5	Megan Tay	\$611.00	\$0.00	\$611.00
6	Sonya L. Schulte	\$609.00	\$0.00	\$609.00
7	Katherine A. Benitez	\$526.00	\$0.00	\$526.00
8	Lou Weiss	\$487.00	\$20.00	\$507.00
9	Emily R. Andringa	\$507.00	\$0.00	\$507.00
10	Patricia S. Meyer	\$500.00	\$0.00	\$500.00



Queen's Court of Sales!

\$40,000 retail

July 1, 2014— June 30, 2015



Queen's Court of Sharing!
24 New Team Members

July 1, 2014 — June 30, 2015



Tops in Team Building



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



Working with Accountability!

Sensational Sales

Sarah Schaetzel	\$1175
Maureen Fiudo	\$636
Pat Meyer	\$582
Fran Bates	\$435
Susie Caraway	\$362
Nan Harrison	\$323
Emma Sue Smallwood	\$247
Janice Merritt	\$238
Laura Fiudo	\$199
Vicki Thompson	\$165

Remarkable Reorders

Susie Caraway	\$362
Janice Merritt	\$238
Nan Harrison	\$158
Emma Sue Smallwood	\$111
Vicki Thompson	\$109

Wonderful Web Sales

Vicki Thompson	\$56
----------------	------

Amazing On The Go Sales

Sarah Schaetzel	\$456
Laura Fiudo	\$199
Pat Meyer	\$134
Emma Sue Smallwood	\$58

Sets Sold

Pat Meyer	6
Sarah Schaetzel	2
Laura Fiudo	1

Interviews Held

Fran Bates	2
Maureen Fiudo	1
Sarah Schaetzel	1

New Bookings

Maureen Fiudo	3
Pat Meyer	1
Fran Bates	1

Fabulous Facials & Parties

Fran Bates	\$435
Heidi Fowler	\$368
Sarah Schaetzel	\$314
Maureen Fiudo	\$289
Sarah Schaetzel	\$269
Pat Meyer	\$176
Nan Harrison	\$165
Sarah Schaetzel	\$136
Pat Meyer	\$128
Maureen Fiudo	\$128
Pat Meyer	\$98
Maureen Fiudo	\$93
Emma Sue Smallwood	\$78
Maureen Fiudo	\$68
Maureen Fiudo	\$58
Pat Meyer	\$46

Wonderful Weeks

Sarah Schaetzel	\$601
Fran Bates	\$435
Heidi Fowler	\$368
Susie Caraway	\$362
Sarah Schaetzel	\$324
Nan Harrison	\$323
Maureen Fiudo	\$289
Sarah Schaetzel	\$250
Pat Meyer	\$244

WAS Turned In

Fran Bates
Susie Caraway
Laura Fiudo
Maureen Fiudo
Heidi Fowler
Nan Harrison
Janice Merritt
Pat Meyer
Sarah Schaetzel
Emma Sue Smallwood
Vicki Thompson



Aim for the Stars!

On-Target \$tar Consultants!

June 16 - September 15, 2014



**Congrats
4th Quarter
STARS!**

**PEARL
MARY
RICHARDSON**

**SAPPHIRE
C.J. REED**

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—					Pearl \$4,800
		Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	STAR	
MARY RICHARDSON	\$4,425.00	*****	*****	*****	STAR	\$375.00	
MAUREEN FIUDO	\$1,613.00	\$187.00	\$787.00	\$1,387.00	\$1,987.00	\$3,187.00	
LAURA FIUDO	\$1,004.00	\$796.00	\$1,396.00	\$1,996.00	\$2,596.00	\$3,796.00	
C.J. REED	\$677.50	\$1,122.50	\$1,722.50	\$2,322.50	\$2,922.50	\$4,122.50	
SANDY MANGRUM	\$452.50	\$1,347.50	\$1,947.50	\$2,547.50	\$3,147.50	\$4,347.50	
REBECCA PARKER	\$439.50	\$1,360.50	\$1,960.50	\$2,560.50	\$3,160.50	\$4,360.50	

Consistency Club

On Target Consistency Club:

\$650 Club

CJ Reed Laura Fiudo
Maureen Fiudo

\$450 Club

Rebecca Parker

\$250 Club

Edith Lopez Katherine Benitez
Cynthia Martinets Jo Ruffcorn
Robin Gelschus Emily Andringa
Sonya Schulte Megan Tay
Lou Weiss Sandy Christianson
Vicki Thompson Joyce Williams
Cindy Tran Pat Meyer
Kelly Adams

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

\$250 Club



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

1 Bead, or Bracelet, or a Training CD

Juicy August

You and your customers can have a chance to win this Juicy Couture Purse or the Coach Wristlet!! We will have a drawing and if your name is drawn — YOU will get to choose first!!



Customers are entered to win:

- Host a party with at least 2 friends
- Hear about the career at a sit down or telephone interview
- Go to a Mary Kay Event
- Listen to Roya's story on our unit website and give their opinion
- Sign her agreement and becomes your new Team Member

Consultants are entered to win:

- For every customer you have do an interview with Mary. (or on your own if you are a seasoned consultant)
- For each customer who attends a Mary Kay meeting/event
- For each customer who listens to Roya's story and gives their opinion
- For each new Team Member you sign.

** In order to have the drawing our unit must have a minimum of 25 women who hear about the career from 8/1/14—8/31/14. Contact me immediately after you have someone to be entered into the drawing! (those entries from July will be in the drawing.)



Squares Contest

August 1st - 31st

Submit to Director by Sept 3rd.















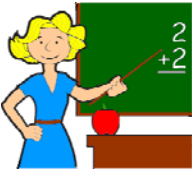




















Text a picture of completed form

Do the activity, color in the square, and win the prize!

7 Squares = 7 Points
 14 Squares = 14 Points
 21 Squares = 21 Points
 28 Squares = 28 Points
 Points redeemed for Inner Circle Prizes

Name _____

Number of Squares completed _____

 Facial mom pushing baby stroller.	 Sell 3 or more items.	 Facial a blonde.	 Submit all monthly sales by the 3rd of next month on Intouch.	 Facial a business woman.	 Demo Deep Wrinkle Filler on 20 women's faces or hands.	 Give a facial to a new customer.
 Facial someone with brown hair.	 Book one facial or party.	 Submit 5 entries in the Cute drawing.	 Facial someone who wears scrubs to work.	 Share the Marketing Plan with one.	 Sell 3 or more items.	 Hold a Mary Kay Party with 3 or more.
 Facial a teacher.	 Hold a Mary Kay Party with 3 or more.	 Facial someone who wears a uniform.	 Sell 3 or more items.	 Facial a mom.	 Facial a blonde.	 Attend Tuesday Night Live!
 Share the Marketing Plan with one.	 Facial a mother and daughter.	 Facial someone with brown hair.	 Facial a college student.	 Give a facial to a new customer.	 Sell \$1000 this month.	 Sell 3 or more items.
 Sell 3 or more items.	 Facial a red head.	 Attend Tuesday Night Live!	 Book one facial or party.	 Call your customers.	 Hold a Mary Kay Party with 3 or more.	 Share the Marketing Plan with one.

SEMINAR HIGHLIGHTS



Mary, Lynda, & Annie picking up our Four Quarter Prizes at the Ice Cream Social!



Laura, Mary, Pat & Cindy before the Krebsbach Area Awards Night.



Unit Awards Night picture with our NSD Julie Krebsbach.



Pat Meyer #1 Retail Sales, Laura Fiudo #1 Sharing, and Cindy Tran in Sales Court and our Digital Zone Expert!



Future Richardson Area after our unit awards – it was a fun night!



Mary on stage – who will join me next year?

September 2014



Sun Mon Tue Wed Thu Fri Sat

	1 LABOR DAY MK Offices Closed Postal Holiday.	2 Makeover Night 6:30—8:30 at the Hampton Inn	3	4	5	6 Makeovers at 10 am, noon, and 3 pm call Mary for Details
7	8	9 TNT 6:30—8:30 at the Hampton Inn	10	11	12	13 Mary Kay Inc's 51st Anniversary Special Guest Event with NSD's Mary Diem and Vicki Auth + Holiday Workshop, see filer for detail
14	15 Star Consultant Deadline!	16 Makeover Night 6:30—8:30 at the Hampton Inn	17	18	19	20 Makeovers at 10 am, noon, and 3 pm call Mary for Details
21	22	23 TNT/ Star Night 6:30—8:30 at the Hampton Inn	24	25	26	27 Makeovers at 10 am, noon, and 3 pm call Mary for Details
28	29 Midnight CST cutoff for Consultants to place phone orders.	30 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight. Makeover Night 6:30—8:30 at the Hampton Inn	<p>"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</p>			



Birthdays	Day	Anniversaries	Years
Maureen Fiudo	6	Kristen R. Box-Rojas	28
Rosario R. Ortiz	13	Judy Henry	12
Maria S. Lozano	25		



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, 2014

- ◆ (June 16 - September 15, 2014)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2015)
- ◆ Class of 2015 Offspring Challenge (through July 1, 2015)



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

Double Credit is Twice as Nice!

You can earn Double Credit toward the Seminar 2015 Queen's Court of Sharing!



QUEEN'S COURT OF SHARING

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 August 2014 toward the 2015 Queen's Court of Sharing.

