



Senior Sales Director Mary Richardson

Miracle Making Overcomers

**NEW
FACES**
take you
PLACES

November Results & Recognition ««« December, 2017

Seminar 2018 Unit Goals

- ◆ \$400,000 Circle of Excellence
- ◆ 5 New Offspring Directors
- ◆ 5 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 30 Star Consultants
- ◆ 100 Unit Members

December 2017 Goals

- ◆ \$25,000 Unit Wholesale
- ◆ 15 New Unit Recruits
- ◆ 2 New Red Jackets
- ◆ 8 Completing 30 Faces Challenge

#1 RETAIL SALES



Pat Meyer

#1 WHOLESALE



Maureen Fiudo

#1 SHARING

Positions
Available!!

NEW FACES *take you* **PLACES**



Miracle Making Overcomers,

Don't you love this time in our business — what an easy time of year for sales!! This is the time of year to talk with men — tell them you can make them a hero with your 12 Days of Christmas gift or ask him if he has gotten her the pillow gift yet!! Offer gift certificates to everyone, whenever you see people ask "have you finished your Christmas shopping?" — if the answer is no — tell them you have some great gift ideas and you can wrap and deliver!!

NEW FACES WILL TAKE YOU PLACES!! You can earn a gorgeous trend setting bracelet designed by R.J. Graziano, each month you order \$600 WS or more!! That



is only selling \$300/week! WOW so doable!!! Earning bracelets in November: Laura Fiudo, Maureen Fiudo, Cynthia Martinets, Christina Thompson, Pat Meyer, & CJ Reed! Who is going to join them this month?? AND Laura, Maureen, Cynthia, & CJ are all On Target for the Consistency Bracelet!! Congratulations to: Cynthia Martinets, Maureen Fiudo, Laura Fiudo, CJ Reed, Pat Meyer, Christina Thompson,

Katie Brady, Jane Bryan, Sandy Mangrum, Lynette Harens, Lou Weiss, and Vicki Thompson earning prizes in our November New Faces will Take You Places Contest! Check out the one for December — you can be a winner!!

I have been blessed to be a part of Mary Kay for 37 years and the longer I am with Mary Kay Cosmetics the more I realize what an incredible company we represent. This company has integrity, compassion, and a vision for the future. Know that you are with an amazing company and YOU are an important part of keeping it on top in the cosmetic world!!

Today look forward to the New Year with hope, vision, and promise — set your goals, hold tight to your dream, make the choice to put forth the effort daily to meet that goal, work with a singleness of purpose and never look back!!

Have a Blessed Holiday and Healthy, Abundant New Year!!

Love & belief, Mary



Spotlight on Team Builders!

Standings are updated as of November 30th — this will not reflect December orders or new team members.

DIQS

Recruiter :C. Reed
Emily R. Andringa
Annette R. Canarr
Bev A. Debolt
Jane F. Hauptert
Linda R. Lamusga
Ludmila Maretski
Patricia S. Meyer
Lynda M. Paulson
Lou Weiss
Christina M. Hosmer
Teresa A. Klasen

Team Leaders

Recruiter :Maureen Fiudo
Barbara Bennion
Katie M. Brady
Bernadine Dixon
Rebecca L. Evans
Megan Tay
* Kelley S. Brackson
* Audrey C. Conway
* Halsey A. Hahne
* Ashley L. Haney
* Emily M. Stetson
* Kayla J. West
Jordan A. Burkholder
Andrea K. Holder
Donna Lewis
Leah A. Reynolds
Claire Schroettner
Katelyn Schultz

Star Team Builders

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

Senior Consultants

Recruiter :Jane Bryan
Christy Thompson

Recruiter :Carolyn L. Felder
Cyrena D. McGee

Recruiter :Laura D. Fiudo
Maureen Fiudo

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

Recruiter :Cynthia C. Martinets
Michelle Waters
Bridgett N. Wigley
* Kristina Baldwin
* Michelle F. Elliott
* Beth Fortner
* Traci M. Perdue
* Elizabeth M Townsend
Monica S. Miller
Yadira M. Moreno

Recruiter :Patricia S. Meyer
Laura D. Fiudo
Ashley M. Naujoks

Recruiter :Debbie Smith
Lauren M. Augustine
Jaidy Cole

Recruiter :Megan Tay
Hannah M. Sumpter



**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.*



GIFT GIVING MADE EASY

Imagine the possibilities of promoting yourself as a personalized gift-buying service, especially during the profitable holiday season coming up. In addition to offering a sensational array of gifts for a wide range of ages and tastes, you could save your customers valuable time and stress as you make gift-giving as easy as a quick phone call.

To start the process, have your preferred customers and the guests at all your upcoming selling appointments and open houses fill out a Holiday Wish List. Then start calling those special Santas.

Here is a script that Independent Senior Sales Director Andrea Andrews from Ooltewah, Tenn., uses with great success:

Hi, Bob, this is Andrea Andrews. You don't know me, but I'm a friend of Karen's. Actually, I'm her Mary Kay Independent Beauty Consultant. Do you have a quick minute? I wanted to talk to you about a gift idea for her. Great!

Bob, I always call my customer's husbands to offer my gift-buying service. I keep a wish list throughout the year of Mary Kay products she wants and has mentioned she'd love to receive as gifts.

I don't know if you've finished shopping for her _____ (birthday, anniversary, Mothers Day, Christmas, etc.) gift, but I'd love to help you out by fixing a beautiful, personalized gift basket full of products I know she'll love.

I offer free gift wrapping and delivery, and absolutely guarantee all the products. If she's not 100% thrilled, I'll exchange anything to her complete satisfaction.

I can make you look really good, Bob! Tell me, is this something you might be interested in? Great!

Then simply make arrangements for payment and schedule a delivery time.

Thank you from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level	
Mary A. Richardson	\$237.06
9% Recruiter Commission Level	
C.J. Reed	\$80.55
Maureen Fiudo	\$74.07
4% Recruiter Commission Level	
Laura D. Fiudo	\$57.46
Patricia S. Meyer	\$34.18
Jane Bryan	\$24.32
Annette R. Canarr	\$13.79
Debbie Smith	\$5.20
Linda R. Lamusga	\$4.16

NEW
FACES
take you
PLACES

When you step out and introduce new faces to our incredible Mary Kay® skin care, the places it can take you and your Mary Kay business are limitless!



The December bracelet features one large crystal plus two charms – one with the power word Celebrate and a sparkly crystal-encrusted crown.

"One of the most important rules for success is this: Every great success is the result of hundreds and thousands of small efforts and accomplishments that no one sees or appreciates."

~ Brian Tracy, Author and Speaker

The Key to Winning a Gold Medal!

From Executive NSD Emeritus Mollye Morrow

The precious Gold Medal is the most prestigious award in all of Mary Kay! All you do is share your opportunity with five people in one calendar month to win the Gold Medal! The Consultants' Agreements must be in the branch office by the last working day of the month. You may say "How do I win a Gold Medal?"

Here's how!

1. Decide "Yes, I can and I will win a Gold Medal this month."
2. Plan your work and work your plan. Since the best recruits are found at Skin Care Classes, it starts with booking your Skin Care Classes. Book seven every week so you will hold five.
3. Do the 4-Point Recruiting Plan at every Skin Care Class.
 - a. Before the Skin Care Class, ask the hostess, "Who is coming today who might be interested in doing what I do?" Feed her mind: someone who is at home with children; someone who is so busy they couldn't possibly fit another thing into their lifestyle; someone who is looking for part-time work.
 - b. Put on a crackerjack recruiting talk at the end of your Skin Care Class.
 - c. Select one person at every Skin Care Class and offer her your career.
 - d. Offer the hostess a merchandise gift (about \$10) for any person suggested who is accepted by the Company and becomes a qualified Consultant. Don't forget to ask her!
4. Do at least five interviews each week.
 - a. Make a list of all your prospects with their phone numbers on it. A suggestion is to put them on 3 x 5 index cards on a key ring. This is great because you have them in your purse with you at all times.
 - b. Set up appointments for this week only.
 - c. Invite guests to Success Meetings every week — pick them up. Tell them on the way over that they will learn everything they need to know about the Mary Kay Career tonight in order for them to make an intelligent decision about coming into the Company. Don't keep it a secret that you are trying to recruit them. Let them know how great you think they are. Don't run out after the meeting, Debut, or whatever you take them to. Bring them up to introduce them to the Directors personally. Make a fuss over them. Everyone loves to be "made over." You think they are great or else you wouldn't have asked them.
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!



Super BOWL Squares

Super Bowl Sunday is coming up! How would you like to have a \$500 Day!!! Here's how ...

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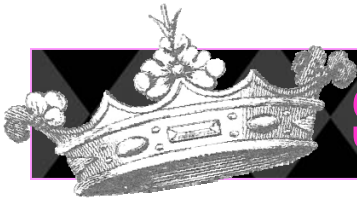
Make five separate grids with 100 boxes to be filled in. Then start calling your customers. Tell them that for each \$5 they spend, they get to fill in a square. Let them sign their squares if you deliver before the game or at your facials and classes! Otherwise, fill in their name for them. When all the squares are full, shuffle a deck of cards (Ace through 9). Starting across the top, enter 0 - 9 by turning a card and writing that number across the top for Team A as shown. Reshuffle and do the same along the side for the other team.

At the end of each quarter, whoever's name is in the square that matches the score wins a prize (hand cream, etc.) for that quarter. Do the same for the next three quarters and last have a final "Big Prize" for the final score (Satin Hands, etc.)! When all the boxes are finished ... it will total \$500 in sales!!! Sounds like fun, doesn't it?!

It's a great way to keep busy during the game if you're not a fan. How about inviting all the ladies over for a game and do facials?

We invested in product Last month!

Maureen Fiudo	\$1,436.50	Sandy Mangrum	\$292.00
Laura D. Fiudo	\$854.50	Lynette D. Harens	\$275.00
Cynthia C. Martinets	\$660.00	Lou Weiss	\$262.00
Patricia S. Meyer	\$633.00	Barbara Bennion	\$254.00
Christy Thompson	\$608.00	Vicki E. Thompson	\$250.00
C.J. Reed	\$606.50	Carolyn L. Felder	\$225.00
Katie M. Brady	\$522.00	Lauren M. Augustine	\$130.00
Susan Wiegrefe	\$425.00	Kathryn A. Morgan	\$104.00
Jane Bryan	\$412.75	Megan Tay	\$47.00
Coni L. Lentz	\$344.75	Mary A. Richardson	\$601.00



Shooting for the Courts!



Queen's Court of Sales!
\$40,000 retail

July 1, 2017 — June 30, 2018



Queen's Court of Sharing!
24 New Team Members
July 1, 2017 — June 30, 2018

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	Cynthia C. Martinets	\$9,094.00	\$0.00	\$9,094.00
2	Maureen Fiudo	\$9,054.00	\$0.00	\$9,054.00
3	Laura D. Fiudo	\$7,256.00	\$0.00	\$7,256.00
4	C.J. Reed	\$6,177.50	\$0.00	\$6,177.50
5	Jane Bryan	\$3,734.50	\$0.00	\$3,734.50
6	Patricia S. Meyer	\$3,615.50	\$0.00	\$3,615.50
7	Hilary L. Huttleston	\$2,968.00	\$0.00	\$2,968.00
8	Vicki E. Thompson	\$2,200.50	\$0.00	\$2,200.50
9	Cindy Tran	\$1,946.00	\$0.00	\$1,946.00
10	Lou Weiss	\$1,906.50	\$0.00	\$1,906.50

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	C.J. Reed	1	\$78.91
2	Kayla J. West	1	\$51.66
3	Cynthia C. Martinets	1	\$24.90
4	Jane Bryan	1	\$24.32



Working with accountability!

Sensational Sales

Pat Meyer	\$1154
Lou Weiss	\$1142
Laura Fiudo	\$968
Vicki Thompson	\$506
Lauren Augustine	\$35
Cynthia Martinets	\$15

Remarkable Reorders

Fran Bates	\$765
Vicki Thompson	\$506
Jamie Wheelless	\$335
Pat Meyer	\$330
Lou Weiss	\$297
Cynthia Martinets	\$15

Amazing On The Go Sales

Laura Fiudo	\$740
Lou Weiss	\$202
Pat Meyer	\$182
Lauren Augustine	\$35

Fun Fast Facials

Laura Fiudo	\$44
Laura Fiudo	\$15

Wonderful Website Orders

Lenora Browning	\$70
Pat Meyer	\$280
Laura Fiudo	\$95

Holiday Open Houses

Fran Bates	\$675
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Parties with a Purpose

Lou Weiss	\$643
Fran Bates	\$315
Laura Fiudo	\$74

Sets Sold

Lou Weiss	3
Lenora Browning	1

New Bookings

Lauren Augustine	1
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Wonderful Weeks

Fran Bates	\$765
Fran Bates	\$675
Lou Weiss	\$643
Pat Meyer	\$549
Pat Meyer	\$478
Laura Fiudo	\$374
Jamie Wheelless	\$335
Laura Fiudo	\$327
Fran Bates	\$315

WAS Turned In

Lauren Augustine
Fran Bates
Lenora Browning
Laura Fiudo
Cynthia Martinets
Pat Meyer
Vicki Thompson
Lou Weiss
Jamie Wheelless





aim for the stars!



On-Target \$tar Consultants!

September 16 - December 15, 2017



**congrats
1st quarter
stars!**

**PEARL
MAUREEN
FIUDO**

**EMERALD
CYNTHIA
MARTINETS**

**SAPPHIRE
C.J. REED
LAURA FIUDO
MARY
RICHARDSON**



Consultant Name	Current Wholesale Production	Sapphire \$1,800	—Wholesale Production Needed for Star—			
			Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
MAUREEN FIUDO	\$2,551.00	*****	STAR	\$449.00	\$1,049.00	\$2,249.00
LAURA FIUDO	\$2,010.50	STAR	\$389.50	\$989.50	\$1,589.50	\$2,789.50
C.J. REED	\$1,849.75	STAR	\$550.25	\$1,150.25	\$1,750.25	\$2,950.25
CYNTHIA MARTINETS	\$1,494.00	\$306.00	\$906.00	\$1,506.00	\$2,106.00	\$3,306.00
MARY RICHARDSON	\$1,444.50	\$355.50	\$955.50	\$1,555.50	\$2,155.50	\$3,355.50
PATRICIA MEYER	\$1,188.50	\$611.50	\$1,211.50	\$1,811.50	\$2,411.50	\$3,611.50
SANDY MANGRUM	\$942.50	\$857.50	\$1,457.50	\$2,057.50	\$2,657.50	\$3,857.50
LOU WEISS	\$727.25	\$1,072.75	\$1,672.75	\$2,272.75	\$2,872.75	\$4,072.75
REBECCA PARKER	\$698.00	\$1,102.00	\$1,702.00	\$2,302.00	\$2,902.00	\$4,102.00
LAUREN AUGUSTINE	\$640.50	\$1,159.50	\$1,759.50	\$2,359.50	\$2,959.50	\$4,159.50
KRISTINA BALDWIN	\$633.00	\$1,167.00	\$1,767.00	\$2,367.00	\$2,967.00	\$4,167.00
CHRISTY THOMPSON	\$608.00	\$1,192.00	\$1,792.00	\$2,392.00	\$2,992.00	\$4,192.00
LYNDA PAULSON	\$607.00	\$1,193.00	\$1,793.00	\$2,393.00	\$2,993.00	\$4,193.00
JANE BRYAN	\$595.75	\$1,204.25	\$1,804.25	\$2,404.25	\$3,004.25	\$4,204.25
KATIE BRADY	\$522.00	\$1,278.00	\$1,878.00	\$2,478.00	\$3,078.00	\$4,278.00
DARLENE STRUKEL	\$461.50	\$1,338.50	\$1,938.50	\$2,538.50	\$3,138.50	\$4,338.50
SUSAN WIEGREFE	\$425.00	\$1,375.00	\$1,975.00	\$2,575.00	\$3,175.00	\$4,375.00
LYNETTE HARENS	\$420.00	\$1,380.00	\$1,980.00	\$2,580.00	\$3,180.00	\$4,380.00

Burberry® Poncho With Panache

New Faces Take You Places
Surprise & Delight, December 2017

Now you have even more reasons to find new
faces and grow your business in December.



THE POWER OF PARTIES!

*Based off an 8-10 hours/week comparison

PARTIES VS. FACIALS

See the Difference!

3 PARTIES A WEEK:

Plan for 5-6, but lets just use 3 guests for this example. If 3 show up, you have 9 new customers in one week.

36 new customers per month, at year end you would have a whopping 432!

ABOUT THE MONEY:

Average \$200 retail/party
\$600 rtl a week/\$1200 a month profit
\$14,400 initial profit in a year

REORDER PROFIT:

\$25,920
Reorder average \$30 every 3 months
BONUS: Court of Sales

TEAM MEMBERS:

Sharing with only half, recruiting average, 1 in 5 would give you 42 new team members for the year.
BONUS: Court of Sharing

3 FACIALS PER WEEK:

3 new customers per week = 12 per month and 144 at year end.

ABOUT THE MONEY:

Average \$75 retail/facial
\$225 rtl a week/\$450 a month profit
\$5,400 initial profit

REORDER PROFIT:

\$8,640
Reorder average of \$30 every 3 months

TEAM MEMBERS:

Sharing with only half, recruiting average, 1 in 5 would give you 15 new members in the year.

Created by MKVirtualOffice.com

THE SAME AMOUNT OF TIME SPENT,
HUGE DIFFERENCE IN MONEY EARNED!
How will you work it?

WATCH THE YOUTUBE VIDEO

"SEMINAR 2014 KRISTIN SHARPE SPEECH"
to hear her talk about how she did 300+ parties in a year and where it took her in her business.

December New Faces Take You Places!

Pick your Prize from the Pretty, Practical or Products!

Sec 1 Wholesale	<i>Pretty</i>	<i>Practical</i>	<i>Products</i>
\$250	Snowflake Charm 	Brown Eye Color Cards 	1 Individual Bio-Cellulose Mask 
\$450	Pink Cadi Necklace 	Brown & Blue Eye Color Cards 	2 Individual Bio-Cellulose Masks 
\$600	Celebrate -- MK Bracelet!		
\$850	Pink Cadi Bracelet 	Brown, Blue, & Green Eye Color Cards 	3 Individual Bio-Cellulose Masks 

Wholesale order must be received at Mary Kay by 12/31.

Order prize from Mary by 1/3! No Voucher = No Prizes!!

Order your prize at www.maryarichardson.com (2016miracles)

New Faces Take You Places

Tracking Sheet

Faces



10 Faces is around \$600 in sales



20 Faces is around \$1200 in sales

Star Consultant and Bracelet Winner!!



30 Faces is around \$1800 in sales

Ruby Star Consultant and Bracelet Winner!!

Interviews

Name	Phone Number	Yes!	No	Later?	Notes
1.					
2.					
3.					
4.					
5.					
6.					
7.					
8.					
9.					
10.					

Name _____ WS order _____

January 2018



Sun

Mon

Tue

Wed

Thu

Fri

Sat

1

All Company & Branch
Offices Closed.
Postal Holiday.

2

TNT Training &
Recognition 6:00 – 6:45
do your own guest
makeovers Meeting
6:45 – 8:15 at the
Hampton

3

4

5

6

New Year New
You Makeovers at
Mary's 10 am

7

8

9

TNT Guest Event
New Year New You
Looks 6:30—8:30 at
the Hampton

10

11

12

13

14

Leadership Conf.
2018 begins.

15

Martin Luther King Jr.
Day. Postal holiday.
Last day to enroll
online for Spring PCP
mailing of *The Look*.

16

NO MEETING –
Leadership
Conference

17

18

19

20

21

22

23

TNT Training &
Recognition 6:00 – 6:45
do your own guest
makeovers Meeting 6:45
– 8:15 at the Hampton

24

25

26

27

28

29

30

Midnight CST cutoff
for Consultants to
place phone orders.

TNT Training &
Recognition 6:00 – 6:45 do
your own guest makeovers
Meeting 6:45 – 8:15 at the
Hampton

31

Last working day of the month.
Consultants submit online orders
until 9 pm CST. Online Agreements
accepted until midnight.

HAPPY NEW YEAR

NEW
FACES
take you
PLACES

Birthdays

Katelyn Schultz
Cindy Tran
Jasmine L. Thompson
Teresa A. Klasen
Cyrena D. McGee
Glenna Berinti
Heather M. Ruffcorn
Susan Wiegrefe

Day

3
3
6
12
13
15
27
30

Anniversaries

Sandra Christianson
Kathryn A. Morgan
Lynette D. Harens
Audrey C. Conway
Leah A. Reynolds

Years

21
6
3
1
1

Celebrate!!!



miracle making overcomers

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To the Brilliant...

Highlights this Month:

November Results, December, 2017

- ◆ Quarter 3 Star Consultant Quarterly Contest (Dec. 16, 2017 - Mar. 15, 2018)
- ◆ Class of 2018 Offspring Challenge (through July 1, 2018)
- ◆ New Faces Take You Places (July 1, 2017 - June 30, 2018)
- ◆ New Faces Take You Places Fall Consistency Challenge (July 1 - December 31, 2017)
- ◆ New Faces Take You Places Team Building Challenge (July 1 - December 31, 2017)
- ◆ New Faces Take You Places Career Conference Consistency Challenge (Dec. 1, 2017 – Feb. 28, 2018)



Words of Wisdom

I sincerely believe that faith is an important part in anything we undertake. We can indeed do great things when we believe. Everyone has obstacles to overcome, but those with great faith can conquer whatever stands in the way.

~ Mary Kay Ash



New Faces Take You Places Career Conference Consistency Challenge

Dec. 1, 2017 – Feb. 28, 2018



Independent Beauty Consultants and Sales Directors who achieve New Faces Take You Places Challenge for the months of December, January and February and attend Career Conference will receive the exclusive consistency challenge bracelet with a crystal-encrusted charm featuring the power word FOCUS. Plus, they'll get awesome Bling Buttons for their Career Conference badges!

Career Conference VIP Luncheon:

Independent Beauty Consultants and Sales Directors who achieve the New Faces Take You Places Career Conference Consistency Challenge AND who have one qualified* new personal team member during the contest period, will earn invitations to the Career Conference VIP Luncheon!



In addition, Independent Sales Directors who, from July 1, 2017, to Feb. 28, 2018, are on-target for the \$500,000 Circle of Achievement with at least \$330,000 or more in unit estimated retail production will also earn invitations to the Career Conference VIP Luncheon.

Bracelet Redemption:

Independent Sales Directors and Independent Beauty Consultants will pick up their exclusive bracelets from the New Faces Take You Places Career Conference Challenge at Career Conference. They MUST attend Career Conference to receive their bracelets.