



Senior Sales Director Mary Richardson

Miracle Making Overcomers

Begin
THE YEAR
OF YOUR
DREAMS

January Results & Recognition <<<< February, 2017

Seminar 2017 Unit Goals

- ◆ \$500,000 Circle of Excellence
- ◆ 5 New Offspring Directors
- ◆ 5 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 30 Star Consultants
- ◆ 100 Unit Members

MARCH 2017 GOALS

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

#1 RETAIL SALES



Maureen
Fiudo

#1 WS SALES



Maureen
Fiudo

#1 SHARING



Maureen
Fiudo

Hello Miracle Making Overcomers!!

First month of car qualification done and 5 more to go! Wow, wow, wow — you are all making things happen! **Maureen Fiudo** — decided to accept the challenge of the Red Jacket Revolution and she is knocking it out of the park! This last month 50 faces and 10+ interviews!! Her commitment and enthusiasm is contagious! So excited for you and your success! I see that car in your future!

Career Conference Registration is open!! Already registered are: **Laura Fiudo, Cindy Tran, Cynthia Martinets, CJ Reed, and Vicki Thompson** — I can't wait to hear all that you learn! If **YOU** haven't registered yet — do it now!

Those committed to taking good care of their customers, signed up for the Spring PCP: **Barbara Bennion, Charmaine Carney, Maureen Fiudo, Laura Fiudo, Lynette Harens, Cynthia Martinet, Pat Meyer, Debbie Smith, and Lou Weiss!!** The Summer PCP enrollment begins 3/16, join these smart business women — the best, easiest, cheapest way to keep in touch with your customers!

Maureen Fiudo already a Diamond Star! ON Target Stars: **Cynthia Martinets, CJ Reed, Pat Meyer, Laura Fiudo, Darlene Strukel, Megan Kennedy, Annette Canarr..** I know you all can make it happen!! Who else is ready to step up and receive some great prizes and recognition???

There is excitement in the air! Let's make February Fabulous!!

Love and belief, *Mary*

SPOTLIGHT ON TEAM BUILDERS!

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

Team Leaders

Recruiter :Maureen Fiudo
 Bernadine Dixon
 Megan M. Kennedy
 Donna Lewis
 Katelyn Schultz
 Megan Tay
 * Barbara Bennion
 * Katie M. Brady
 * Kathryn Brown
 * Audrey C. Conway
 * Shannon B. DeGroot
 * Sierra L. DeYoung
 * Rebecca L. Evans
 * Halsey A. Hahne
 * Ashley L. Haney
 * Andrea K. Holder
 * Leah A. Reynolds
 * Virginia N. Smith
 # Chelsea Bulmer
 # Claire Schroettner
 # Emily M. Stetson

Recruiter :C.J. Reed
 Annette R. Canarr
 Bev A. Debolt
 Jane F. Hauptert
 Linda R. Lamusga
 Patricia S. Meyer
 Lou Weiss
 * Emily R. Andringa
 * Robin E. Gelschus
 # Ludmila Maretski

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

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

Recruiter :Debbie Smith
 Lauren M. Augustine

Senior Consultants

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

Recruiter :Laura D. Fiudo
 Maureen Fiudo
 # Natalie Osborne

**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!



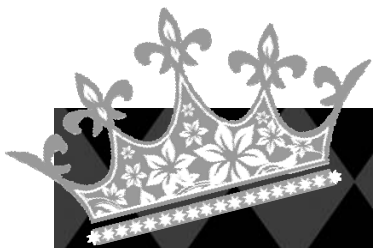
Senior Consultant
 (1-2 active team members)
 4% Commission

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!

Begin
**THE YEAR
OF YOUR
DREAMS**



Welcome New Business Owners!

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

New Consultant
Audrey C. Conway
Leah A. Reynolds

From
JOPLIN, MO
KANSAS CITY, MO

Sponsored by
M. Fiudo
M. Fiudo

*Welcome to Mary's Miracle Making Overcomers!
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	\$88.88
Maureen Fiudo	\$38.79
Mary A. Richardson	\$132.12

4% Recruiter Commission Level

Laura D. Fiudo	\$88.26
Patricia S. Meyer	\$24.70
Linda R. Lamusga	\$9.30



February bracelet features this
Mary Kay Ash quote:
"One person can!"



CHALLENGE BRACELETS

One bracelet can instantly represent your ability to earn up to 50 percent profit on the Mary Kay® products sold. Three bracelets earned in one quarter makes you a Sapphire Star Consultant. Earn 12 bracelets, and you're on your way to consistent bookings, sales and building the business of your dreams.

**"Ability is what you are capable of doing.
Motivation determines what you do. Attitude
determines how well you do it." - Lou Holtz**

Spring Reinvented

Spring is the perfect season for refreshing new looks
 Get your customers ready to embrace brighter colors and renew their skin care regimens with products that protect.



SPRING 2017 NEW PRODUCTS
are available FEBRUARY 16TH!
(or February 10th, for Star Consultants who qualified during the September 16-December 15, 2016 quarter, or if you enrolled in the Spring 2017 Preferred Customer Program)

Limited-Edition Collection:

- ◆ Eye Color Palette
- ◆ Glossy Lip Oil
- ◆ Nail Lacquer

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

Enchanted Wish™ Eau de Toilette

Enchanted Wish™ Shower Gel and Body Lotion

Enchanted Wish™ Collection Bag

This limited-edition collection bag can be yours for \$5 with a qualifying purchase of \$40 suggested retail (excluding tax) of Enchanted Wish™ products.

Visit www.MaryKayIntouch.com for more information.

Weekly Tracking Sheet for those who are COMMITTED to being a *Red Jacket*

Name: _____ **Week Of:** _____

To be a Red Jacket you must personally be Active and have 3 to 4 Active personal team members
Non-negotiables: 4 New Bookings, 2-4 guest at events, \$400 retail/week and FINISH Weekly Checklist

1. 4 NEW Bookings
 (From Skin Care Parties, Warm Chatter, Referrals, Customer Phone Calls etc)
 Name: _____ Date of Booking: _____

/	/
/	/
/	/
/	/
/	/
/	/
/	/

3. Choose how to CREATE a \$400+ retail week

Skin Care Class		Facials/On The Go appointments		Customer Re-orders	
Hostess	Sales	Name	Sales	Name	Sales
	/		/		/
	/		/		/
	/		/		/
	/		/		/
Total SCC: _____		Total F/OTG: _____		Total Re-orders: _____	
Total Sales for the week: _____			Weekly wholesale ordered: _____		

2. 2 - 4 Guest Event
 Name: _____ Event/ #Guests _____

	/	/	/
	/	/	/
	/	/	/
	/	/	/
	/	/	/
	/	/	/
	/	/	/

4. Share the opportunity
 Face to Face, Phone call, Event, etc.
 Name: _____ How did you share? _____

	/
	/
	/
	/
	/
	/
	/

5. Your Weekly checklist

- Place your Wholesale order
- I coached every appointment
- I pre-profiled all my guests
- Submit your weekly tracking sheet totals on your Directors Unit Website

Wholesale for this quarter: _____ **Wholesale needed to complete Star:** _____ **New team members added this week:** _____ **Total Active Team:** _____

We invested in product last month!

<i>Maureen Fiudo</i>	<i>\$2,206.50</i>	<i>Heather M. Ruffcorn</i>	<i>\$323.50</i>
<i>Cynthia C. Martinets</i>	<i>\$1,116.50</i>	<i>Mary H. English</i>	<i>\$243.00</i>
<i>C.J. Reed</i>	<i>\$662.00</i>	<i>Debbie Smith</i>	<i>\$239.50</i>
<i>Darlene F. Strukel</i>	<i>\$647.00</i>	<i>Debra R. Heggernes</i>	<i>\$232.50</i>
<i>Laura D. Fiudo</i>	<i>\$617.50</i>	<i>Monica S. Miller</i>	<i>\$105.00</i>
<i>Patricia S. Meyer</i>	<i>\$601.00</i>	<i>Megan M. Kennedy</i>	<i>\$74.00</i>
<i>Annette R. Canarr</i>	<i>\$386.60</i>	<i>Sonya L. Schulte</i>	<i>\$61.00</i>
<i>Bernadine Dixon</i>	<i>\$357.00</i>	<i>Mary A. Richardson</i>	<i>\$660.50</i>



Love Is Respect.

February Is Teen Dating Violence Awareness Month. Since one in three teens will experience abuse in a dating relationship, Mary Kay's "text for help" program, powered by experts at **loveisrespect**, is a resource for teens and their parents. Text "loveis" to 22522 and be anonymously connected with a trained advocate.



SHOOTING FOR THE COURTS!

Top 10 in Retail Sales

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



Queen's Court of Sales!
\$40,000 retail
July 1, 2016 — June 30, 2017

	<u>Consultant</u>	<u>YTD Retail</u>	<u>Bonus & PCP</u>	<u>Total</u>
1	Maureen Fiudo	\$15,411.50	\$4,361.50	\$19,773.00
2	C.J. Reed	\$9,491.00	\$3,151.50	\$12,642.50
3	Cynthia C. Martinets	\$10,002.30	\$2,604.30	\$12,606.60
4	Laura D. Fiudo	\$9,400.00	\$2,781.00	\$12,181.00
5	Megan M. Kennedy	\$6,652.50	\$1,191.00	\$7,843.50
6	Debbie Smith	\$4,689.40	\$1,987.40	\$6,676.80
7	Patricia S. Meyer	\$5,140.50	\$1,062.00	\$6,202.50
8	Lauren M. Augustine	\$3,090.70	\$2,120.00	\$5,210.70
9	Rebecca R. Parker	\$2,664.00	\$2,524.00	\$5,188.00
10	Vicki E. Thompson	\$2,255.00	\$1,805.00	\$4,060.00



Queen's Court of Sharing!
24 New Team Members
July 1, 2016 — June 30, 2017

Tops in Team Building

	<u>Recruiter</u>	<u>New Team Mbrs</u>	<u>YTD Comm</u>
1	Maureen Fiudo	2	\$393.44
2	Debbie Smith	1	\$61.81
	Mary A. Richardson	1	\$277.52



Working with accountability!

Sensational Sales

Maureen Fiudo	\$2520
Cynthia Martinets	\$1143
Laura Fiudo	\$748
Pat Meyer	\$513
Fran Bates	\$510
Lenora Browning	\$230
Janice Merritt	\$84
Vicki Thompson	\$22

Remarkable Reorders

Fran Bates	\$510
Cynthia Martinets	\$442
Lenora Browning	\$230
Janice Merritt	\$84
Maureen Fiudo	\$52
Vicki Thompson	\$22

Wonderful Web Sales

Maureen Fiudo	\$82
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Amazing On The Go Sales

Pat Meyer	\$375
Laura Fiudo	\$226
Maureen Fiudo	\$177

Sets Sold

Cynthia Martinets	5
Maureen Fiudo	4
Laura Fiudo	1

New Bookings

Maureen Fiudo	4
Pat Meyer	1

Fun Fast Facials

Maureen Fiudo	\$54
Pat Meyer	\$31

Parties with a Purpose

Cynthia Martinets	\$656
Maureen Fiudo	\$513
Maureen Fiudo	\$261
Maureen Fiudo	\$260
Maureen Fiudo	\$253
Maureen Fiudo	\$245
Maureen Fiudo	\$228
Maureen Fiudo	\$209
Maureen Fiudo	\$186
Laura Fiudo	\$151
Laura Fiudo	\$108
Pat Meyer	\$107
Laura Fiudo	\$100
Laura Fiudo	\$94
Laura Fiudo	\$69
Cynthia Martinets	\$45

Wonderful Weeks

Maureen Fiudo	\$1466
Cynthia Martinets	\$762
Maureen Fiudo	\$733
Pat Meyer	\$329
Maureen Fiudo	\$321

WAS Turned In

Fran Bates
Lenora Browning
Laura Fiudo
Maureen Fiudo
Cynthia Martinets
Janice Merritt
Pat Meyer
Vicki Thompson





aim for the stars!



On-Target \$tar Consultants!

December 16, 2016- March 15, 2017



**CONGRATS
2nd QUARTER
STARS!**

DIAMOND
MAUREEN FIUDO

RUBY
CYNTHIA MARTINETTS

SAPPHIRE
C.J. REED
LAURA FIUDO
MARY RICHARDSON

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
MAUREEN FIUDO	\$3,262.50	*****	*****	STAR	\$337.50	\$1,537.50
CYNTHIA MARTINETTS	\$1,116.50	\$683.50	\$1,283.50	\$1,883.50	\$2,483.50	\$3,683.50
C.J. REED	\$1,076.25	\$723.75	\$1,323.75	\$1,923.75	\$2,523.75	\$3,723.75
MARY RICHARDSON	\$949.00	\$851.00	\$1,451.00	\$2,051.00	\$2,651.00	\$3,851.00
PATRICIA MEYER	\$853.50	\$946.50	\$1,546.50	\$2,146.50	\$2,746.50	\$3,946.50
LAURA FIUDO	\$831.00	\$969.00	\$1,569.00	\$2,169.00	\$2,769.00	\$3,969.00
DARLENE STRUKEL	\$647.00	\$1,153.00	\$1,753.00	\$2,353.00	\$2,953.00	\$4,153.00
ANNETTE CANARR	\$424.10	\$1,375.90	\$1,975.90	\$2,575.90	\$3,175.90	\$4,375.90

Overcomers Embrace Your Dreams Contest Winners

December Winners

Level 30 Winners

Maureen Fiudo— earning the bangle & tray inserts for doing **50 Faces, 10+** interviews and over \$2,000 WS!

Cynthia Martinets — earning the bangle for over \$1,000 WS!

Level 20 Winners

CJ Reed earning the charm!

Level 10 Winners

Laura Fiudo, Pat Meyer, Darlene Strukel, Heather Ruffcorn, Bernadine Dixon, & Annette Canarr earning the charm!

Reminder to earn the prizes in this contest you must text me or email the picture of your tracking sheet by the 5th of the month!!

Overcomers Embrace Your Dreams Contest



Build a Bangle Year Long Promotion

Oh My gosh Your Arms will be covered with bracelets!!

There are ways so everyone can win!

February 2017

Do **one** of the following:

30 30 Faces or 10 Interviews or \$850 WS order to earn your bangle!

Do all 3 and earn Your Bangle, the Embrace Dreams



Do **one** of the following:

20 20 Faces or 6 Interviews or \$650 WS order to earn a charm!

Do all 3 and earn Your Bangle & the Embrace Dreams



Do **one** of the following:

10 10 Faces or 3 Interviews or \$250 WS order to earn a charm!

Do all 3 and earn your charm, plus Pink Printing Tray inserts!



Embrace Dreams Bracelet from Mary Kay for a \$600 WS Order!

You must have everyone you interview click: <http://goo.gl/forms/3wal1uSQ4b1EuN9i2> and fill out the questionnaire to count for the contest!

march 2017



Sun Mon Tue Wed Thu Fri Sat

CAREER CONFERENCE

Don't delay!! Registration ends **February 28th!**

1 2 3 4

5 6 7 8 9 10 11

Makeover Night
6:30—8:45 at the
Hampton

12 13 14 15 16 17 18

TNT 6:30—8:30 at
the Hampton

**Last Day of
Star Quarter**

Summer 2017 PCP
online enrollment for
The Look begins.



St. Patrick's
Day

19 20 21 22 23 24 25

Makeover Night
6:30—8:45 at the
Hampton

Career Conference March 24-25

26 27 28 29 30 31

TNT 6:30—8:30 at
the Hampton

Midnight CST cutoff
for Consultants to
place phone orders.

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

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Birthdays

Patricia S. Meyer
Charmaine Carney
Mary H. English
Lisa M. Moyer
Chelsea Bulmer
Emily M. Stetson
Dequita Fisher

Day

2
6
8
8
17
18
27

Anniversaries

Mary A. Richardson
Jane F. Hauptert
Sonya L. Schulte
Edith Lopez
Barbara Bennion

Years

37
23
22
5
2

Celebrate!!



Miracle Making Overcomers

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Highlights this Month: January Results, February, 2017

- ◆ Quarter 3 Star Consultant Quarterly Contest (Dec. 16, 2016 - Mar. 15, 2017)
- ◆ Class of 2017 Offspring Challenge (through July 1, 2017)
- ◆ Embrace Your Dreams Challenge (July 1, 2016 - June 30, 2017)



TO the FABULOUS...

Career Conference

How Important is it?

Someone once said, "It only takes a spark -- to get a fire going." How true! And that spark has been found hundreds of times at

Career Conference. Perhaps you are thinking, "I can't afford to go." From long experience, I believe you can't afford NOT to attend, for at Career Conference you will discover the **BIG PICTURE** of what your

Mary Kay career can be for **YOU!** Make your plans now. Use the profit from a few extra classes to pay your way.



~ Mary Kay Ash



Maureen Fiudo



Cynthia Martinets



Darlene Stukel

Congratulations to these Consultants earning their January Embracelet!



CJ Reed



Pat Meyer



Mary



Laura Fiudo