



Senior Sales Director Mary Richardson

MIRACLE MAKING OVERCOMERS



January Results & Recognition <<<< February, 2018

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

FEBRUARY 2018 GOALS

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

#1 RETAIL SALES



Maureen Fiudo

#1 WHOLESALE



Maureen Fiudo

#1 SHARING



TIE Maureen Fiudo & Christina Thompson

NEW FACES WILL TAKE YOU PLACES!! Earning their designer bracelets in January: **Laura Fiudo, Maureen Fiudo, Cynthia Martinets, CJ Reed, & Lou Weiss!** Who is going to join them this month?? AND **Laura, Maureen, Cynthia, & CJ all are on target for the Consistency Bracelet!!**

Congratulations to: **Cynthia Martinets, Maureen Fiudo, Laura Fiudo, CJ Reed, Pat Meyer, Linda Lamusga, & Lou Weiss** earning prizes in our January New Faces will Take You Places Contest! Check out the one for February – you can be a winner!!

Career Conference Registration is open!! Already registered are: **Laura Fiudo, Maureen Fiudo, & Cynthia Martinets** — 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: **Jane Bryan, Laura Fiudo, Maureen Fiudo, Sandy Mangrum, Cynthia Martinets, Pat Meyer, CJ Reed, & 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!

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.

Star Team Builders

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

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

Recruiter :Laura D. Fiudo
 Maureen Fiudo

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

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

Senior Consultants

Recruiter :Jane Bryan
 Christy Thompson

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

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

Recruiter :Debbie Smith
 Lauren M. Augustine
 # Jaidy Cole

* 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!



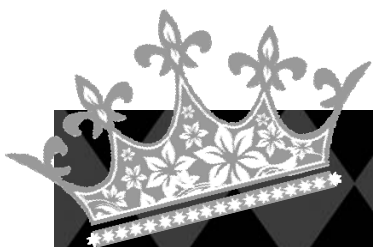
Senior Consultant
 (1-2 active team members)
 4% Commission

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 16 actives and \$23,000 in 4 months or less)
 Eligible to earn use of Career Car or \$425 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!



New Year, FRESH SKIN

Welcome New Business Owners!

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

New Consultant

Jacqueline McCormack
Robert W. Morris
Lisa M. Moyer

From

LIBERTY, MO
AMARILLO, TX
OVERLAND PARK, KS

Sponsored by

M. Fiudo
C. Thompson
M. Richardson

WELCOME ABOARD!!

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

Mary A. Richardson \$83.66

4% Recruiter Commission Level

Laura D. Fiudo \$68.90

C.J. Reed \$56.46

Patricia S. Meyer \$27.20

I LOVE MY UNIT

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 February bracelet features a charm with the power word K.I.S.S. and a round crystal gemstone, plus a sparkly crystal-encrusted XOXO charm.

**"Success is adding value to yourself.
Significance is adding value to others."**

- John C. Maxwell



SEE WHAT'S NEW AND FRESH THIS SPRING!

NEW! Satin Body® Collection

- ◆ Revitalizing Shea Scrub
- ◆ Indulgent Shea Wash
- ◆ Whipped Shea Crème
- ◆ Silkening Shea Lotion

NEW! Mary Kay® Essential Brush Collection

NEW! Mary Kay® Liquid Foundation Brush

NEW! Mary Kay® Powder Foundation Brush

NEW! Mary Kay® Cream Color Brush

NEW! Mary Kay® Eyebrow/Eyeliner Brush

NEW! Mary Kay® Sun Care After-Sun Replenishing Gel

NEW! Mary Kay® Sun Care Subtle Tanning Lotion



Win a Trip For 2 to NYC and \$1500 Spending Cash!

calling all beauty lovers!

MARY KAY **TRY IT CONTEST** *Creators & Cultivate*

Enter Here

JAN. 15 - MARCH 31, 2018

Plus You will Receive an Ultimate Beauty Experience FREE for You and up to 10 Friends
No Purchase Necessary



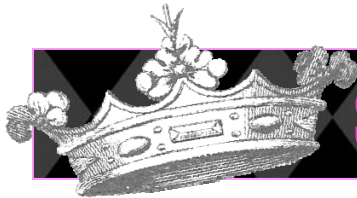
How It Works

- 1. Enter Here**
- 2. Enjoy Your FREE Beauty Experience**
- 3. We will Post a Selfie together and You are entered into the contest**

Must be 18 or older to enter

We invested in product last month!

Maureen Fiudo	\$1,722.50	Lynette D. Harens	\$225.00
Cynthia C. Martinets	\$640.00	Lisa M. Moyer	\$225.00
Laura D. Fiudo	\$628.00	Sonya L. Schulte	\$149.00
Lou Weiss	\$607.00	Martha J. Ruffcorn	\$80.00
Patricia S. Meyer	\$306.50	Lauren M. Augustine	\$63.00
Linda R. Lamusga	\$273.00	Ashley M. Naujoks	\$52.00
Mary H. English	\$228.50	Jane Bryan	\$45.50
Linda Mace	\$225.00	C.J. Reed	\$26.00
Jane F. Hauptert	\$225.00	Christy Thompson	\$8.00
Carolyn L. Felder	\$225.00	Mary A. Richardson	\$614.50



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	Maureen Fiudo	\$14,194.00	\$0.00	\$14,194.00
2	Cynthia C. Martinets	\$11,848.00	\$0.00	\$11,848.00
3	Laura D. Fiudo	\$9,715.50	\$0.00	\$9,715.50
4	C.J. Reed	\$7,432.50	\$0.00	\$7,432.50
5	Patricia S. Meyer	\$4,977.50	\$0.00	\$4,977.50
6	Jane Bryan	\$4,141.00	\$0.00	\$4,141.00
7	Lou Weiss	\$3,264.50	\$0.00	\$3,264.50
8	Hilary L. Huttleston	\$2,968.00	\$0.00	\$2,968.00
9	Rebecca R. Parker	\$2,761.50	\$0.00	\$2,761.50
10	Linda R. Lamusga	\$2,624.00	\$0.00	\$2,624.00

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	\$24.64



Working with accountability!

Sensational Sales

Maureen Fiudo	\$1,892
Laura Fiudo	\$850
Cynthia Martinets	\$619
Pat Meyer	\$325
Lou Weiss	\$139
Vicki Thompson	\$30
Lauren Augustine	\$20

Remarkable Reorders

Maureen Fiudo	\$391
Lou Weiss	\$139
Vicki Thompson	\$30
Cynthia Martinets	\$12

Amazing On The Go Sales

Laura Fiudo	\$483
Pat Meyer	\$236
Maureen Fiudo	\$207
Cynthia Martinets	\$30
Lauren Augustine	\$20

Fun Fast Facials

Maureen Fiudo	\$82
Cynthia Martinets	\$51
Maureen Fiudo	\$44
Pat Meyer	\$20

Wonderful Website Orders

Cynthia Martinets	\$336
Laura Fiudo	\$331
Maureen Fiudo	\$96
Pat Meyer	\$69
Laura Fiudo	\$36

Parties with a Purpose

Maureen Fiudo	\$555
Maureen Fiudo	\$240
Maureen Fiudo	\$128
Cynthia Martinets	\$110
Maureen Fiudo	\$88
Cynthia Martinets	\$80
Maureen Fiudo	\$61

Sets Sold

Maureen Fiudo	2
Cynthia Martinets	1

New Bookings

Maureen Fiudo	1
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Wonderful Weeks

Maureen Fiudo	\$696
Maureen Fiudo	\$624
Cynthia Martinets	\$619
Maureen Fiudo	\$572

WAS Turned In

Lauren Augustine
Laura Fiudo
Maureen Fiudo
Cynthia Martinets
Pat Meyer
Vicki Thompson
Lou Weiss





aim for the stars!



On-Target \$tar Consultants!

December 16, 2017 - March 15, 2018



**CONGRATS
2nd QUARTER
STARS!**

**DIAMOND
MAUREEN
FIUDO**

**RUBY
CYNTHIA
MARTINETS**

**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	\$2,045.00	STAR	\$355.00	\$955.00	\$1,555.00	\$2,755.00
C.J. REED	\$1,090.00	\$710.00	\$1,310.00	\$1,910.00	\$2,510.00	\$3,710.00
CYNTHIA MARTINETS	\$1,042.50	\$757.50	\$1,357.50	\$1,957.50	\$2,557.50	\$3,757.50
LAURA FIUDO	\$989.25	\$810.75	\$1,410.75	\$2,010.75	\$2,610.75	\$3,810.75
MARY RICHARDSON	\$831.50	\$968.50	\$1,568.50	\$2,168.50	\$2,768.50	\$3,968.50
PATRICIA MEYER	\$651.00	\$1,149.00	\$1,749.00	\$2,349.00	\$2,949.00	\$4,149.00
LOU WEISS	\$607.00	\$1,193.00	\$1,793.00	\$2,393.00	\$2,993.00	\$4,193.00
ANNETTE CANARR	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00



**Stars Drive Cars!!
Which Car is in Your Future?!**

A simple way to stay on track for Star Consultant:

- Sapphire** = Sell \$300 Retail per week
- Ruby** = Sell \$400 Retail per week
- Diamond** = Sell \$500 Retail per week
- Emerald** = Sell \$600 Retail per week
- Pearl** = Sell \$800 Retail per week

Also—remember that you earn 600 extra “star” points for each *qualified* team member you add during the quarter.

K.I.S.S., and Tell New Faces!

Keep It Simple, Sweetie,
in February!

GO PLACES ▶





Maureen Fiudo



Lou Weiss



Laura Fiudo



EJ Reed



Cynthia Martinets

**Congratulations to these women earning
their January Bracelet!!**

♥ think pink ♥

February 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	Surprise from Mary's Treasure Chest 	1 Semi Shine Lip Sample 	New Eyebrow Eyeliner Brush 
\$450	Soft Magic Scarf 	2 Semi Shine Lip Samples 	New Cream Color Brush 
\$600	K.I.S.S. -- MK Bracelet!		
\$850	Red Crystal Earrings 	3 Semi Shine Lip Samples 	New Liquid Foundation Brush 

Wholesale order must be received at Mary Kay by 2/28.

Order prize from Mary by 3/3! 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

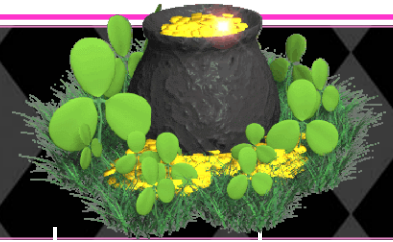
Ruby Star Consultant and Bracelet Winner!!

Interviews

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

Name _____ WS order _____

march 2018



Sun Mon Tue Wed Thu Fri Sat

CAREER CONFERENCE 2018

CONFIDENCE BOOSTER
 Get it at Career Conference!
 Education, plus fun and friendships – all to help you grow your confidence and your business. We're coming to a city near you in March!

1 2 3
 Makeovers at Mary's 10 am

4 5 6 7 8 9 10

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

11 12 13 14 15 16 17 St. Patrick's Day

TNT Guest Event Makeover Night 6:30—8:30 at the Hampton

Last Day of Star Quarter

Summer 2018 PCP online enrollment for *The Look* begins.

18 19 20 21 22 23 24

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

25 26 27 28 Midnight CST cutoff for Consultants to place phone orders. 29 30 Good Friday. Postal holiday. All Company branches closed. 31 Last working day of the month. Cons submit online orders until 9 pm CST. Online Agreements accepted until midnight.

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



Birthdays	Day	Anniversaries	Years
Patricia S. Meyer	2	Mary A. Richardson	38
Kayla J. West	4	Jane F. Hauptert	24
Charmaine Carney	6	Sonya L. Schulte	23
Mary H. English	8	Edith Lopez	6
Lisa M. Moyer	8	Barbara Bennion	3
Emily M. Stetson	18	Jaidy Cole	1
Jacqueline McCormack	25	Hannah M. Sumpter	1
		Jordan A. Burkholder	1
		Susy Garza	1

Celebrate!!!



Miracle Making Overcomers

Mary Richardson

Senior Sales Director
2500 Council Springs Pass,
Leander, TX 78641
Phone: 737-757-2024
Cell phone: 512-422-7560
Email: esdmaryrich50@gmail.com
Web: www.maryarichardson.com



Highlights this Month:

January Results, February, 2018

- ◆ 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 Career Conference Consistency Challenge (Dec. 1, 2017 – Feb. 28, 2018)
- ◆ EXTENDED! All In With 8! DIO Promotion (Jan. 1 – June 1, 2018)
- ◆ Try It Contest (January 15 - March 31, 2018)
- ◆ Starter Kit Product Bonus (Feb. 1 – 28, 2018)



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

Starter Kit Product Bonus

Feb. 1 – 28, 2018

New Independent Beauty Consultants can get two **FREE** vitamin C products when they start their Mary Kay businesses in **FEBRUARY!**



What a great time to find new faces and share the Mary Kay opportunity!

Within the Starter Kit is everything they need to connect with their first hostesses and customers! For only \$100, they'll receive products and literature that can put them on the road to success, plus they'll get **FREE** TimeWise® Vitamin C Activating Squares™ and the TimeWise® Replenishing Serum+C® as a limited-time bonus. Learn more about these products!

Spread the word about this special offer at parties, on the go and anytime you meet a woman who has the potential to reimagine her future with an opportunity that can increase confidence and empower her life. Now that's the Start of Something Beautiful!