

MARY KAY
one woman canSM
 50 YEARS

Seminar Results!

July 1, 2012— June 30, 2013

Great year! Let's beat our best this year!



Top 10 in Retail Sales

(Based on verified wholesale orders placed to the company as of prior month-end)
Queen's Court of Sales! = \$36,000 retail

Consultant	YTD Retail	Bonus & PCP	Total
1 C.J. Reed	\$14,867.60	\$345.00	\$15,212.60
2 Patricia S. Meyer	\$13,841.00	\$445.00	\$14,286.00
3 Laura D. Fiudo	\$9,678.50	\$225.00	\$9,903.50
4 Linda R. Lamusga	\$6,791.50	\$180.00	\$6,971.50
5 Vicki E. Thompson	\$6,312.00	\$165.00	\$6,477.00
6 Cindy Tran	\$5,611.50	\$340.00	\$5,951.50
7 Joyce T. Williams	\$4,605.50	\$20.00	\$4,625.50
8 Rebecca R. Parker	\$4,160.00	\$60.00	\$4,220.00
9 Lou Weiss	\$3,729.50	\$120.00	\$3,849.50
10 Carolyn L. Felder	\$3,468.50	\$20.00	\$3,488.50

Tops in Team Building

Queen's Court of Sharing = 24 New Team Members

Recruiter	New Team Mbrs	YTD Comm
1 Patricia S. Meyer	1	\$191.97

Thanks for a great Mary Kay Year!!

Miss Go Give



Cindy Tran

Rookie of the Year



Laura Fiudo

Most Improved



Cindy Tran



Mary's

Miracle Making Maniacs

"Step Up & Join the Fun!"

- 3 New Directors**
- 2 Car Drivers**
- 12 Red Jackets**
- 40 Star Consultants**



Which will you "Step Up" to??

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

AUGUST 2013 GOALS:

- ◆ \$7,000 Unit Wholesale Production
- ◆ 6 New Unit Recruits
- ◆ 2 New Red Jackets
- ◆ 8 Completing 30 Faces Challenge

Retail Queens



TIE: Pat Meyer & Lou Weiss

Wholesale Queen



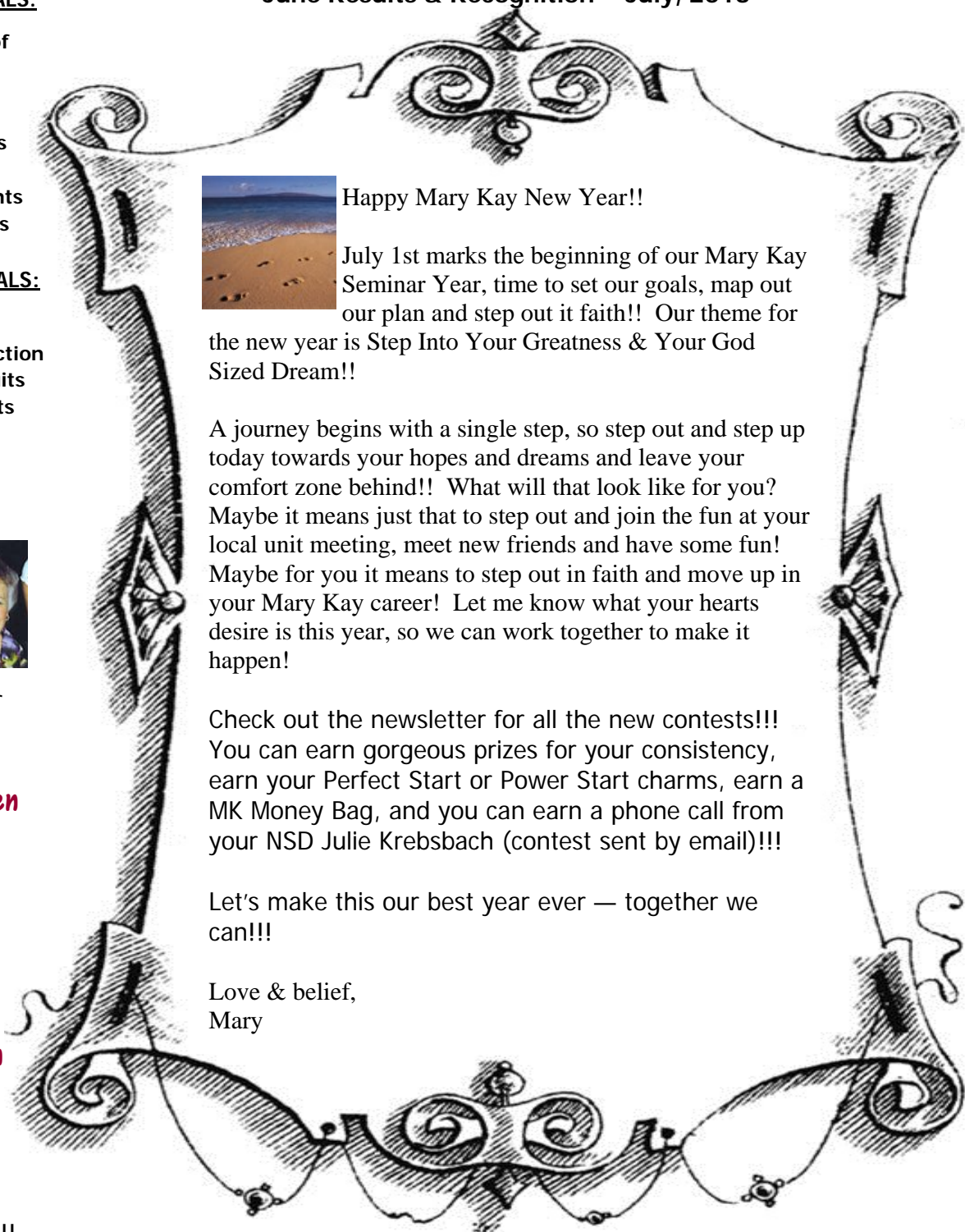
Pat Meyer

Sharing Queen



Position Available!!

June Results & Recognition - July, 2013



Happy Mary Kay New Year!!

July 1st marks the beginning of our Mary Kay Seminar Year, time to set our goals, map out our plan and step out in faith!! Our theme for the new year is Step Into Your Greatness & Your God Sized Dream!!

A journey begins with a single step, so step out and step up today towards your hopes and dreams and leave your comfort zone behind!! What will that look like for you? Maybe it means just that to step out and join the fun at your local unit meeting, meet new friends and have some fun! Maybe for you it means to step out in faith and move up in your Mary Kay career! Let me know what your hearts desire is this year, so we can work together to make it happen!

Check out the newsletter for all the new contests!!! You can earn gorgeous prizes for your consistency, earn your Perfect Start or Power Start charms, earn a MK Money Bag, and you can earn a phone call from your NSD Julie Krebsbach (contest sent by email)!!!

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

Love & belief,
Mary



2013 - 2014 Goals For My Mary Kay Business

Active Team Members*

- Senior Consultant = 1
- Star Team Builder = 3
- Team Leader = 5
- Future Sales Director = 8
- DIQ = 10 to submit
- On-Target Car = 5 +
\$5,000 combined
personal/team production
in a wholesale Section 1
calendar month

* An Independent Beauty Consultant is considered active in the month a minimum \$200 wholesale Section 1 product order is received by the Company and in the following two calendar months.

I will be a . . .



- _____ by September 1st
- _____ by November 1st
- _____ by January 1st
- _____ by March 1st for Career Conference
- _____ by May 1st
- _____ by July 1st for Seminar

OTHER GOALS

Number of Monthly Selling Appointments: _____

Monthly Retail Sales Goal: _____

Monthly Wholesale Sales Goal: _____

Quarterly Wholesale Sales Goal: _____

Star Consultant Program

- Sapphire = \$1,800 wholesale
- Ruby = \$2,400 wholesale
- Diamond = \$3,000 wholesale
- Emerald = \$3,600 wholesale
- Pearl = \$4,800 wholesale

June 16 – Sept. 15 _____

Sept. 16 – Dec. 15 _____

Dec. 16 – Mar. 15 _____

Mar. 16 – June 15 _____



Court of Personal Sales = \$36,000 or more in personal estimated retail production received from 7/1/13 through 6/30/14

Court of Sharing = At least 24 new qualified* personal team members between 7/1/13-6/30/14

* A new qualified personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company between 7/1/13 - 6/30/14. Please refer to the Seminar Awards 2014 brochure for complete rules and qualifications.

Number of Monthly Team-Building Appointments: _____

Number of New Team Members per Month: _____

Queen's Court of Personal Sales

Queen's Court of Sharing

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

DIQ

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 June 30th —
this will not reflect July orders or new team members.

Team Leaders

Recruiter :C.J. Reed

Annette R. Canarr

Jane F. Hauptert

Linda R. Lamusga

Patricia S. Meyer

Lou Weiss

Mary F. Acker

Emily R. Andringa

Beverly Debolt

Robin E. Gelschus

Ludmilla Maretski

Star Team Builders

Recruiter :Annette R. Canarr

Coni L. Lentz

Linda Mace

Lori O'Connor

* Judy Henry

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

Recruiter :Cindy Tran

Molly Vickers

Edith Lopez

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

Consistency Club

Consistency Club Winners:

\$650 Club

C.J. Reed Pat Meyer
Laura Fiudo

\$450 Club

Linda Lamusga Sandy Mangrum

\$250 Club

Vicki Thompson

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

13% Recruiter Commission Level

Mary A. Richardson \$345.90

9% Recruiter Commission Level

C.J. Reed \$163.35

4% Recruiter Commission Level

Carolyn L. Felder \$12.30

Annette R. Canarr \$11.09



Team Building Tip of the Month!

Proven Script for 5 New Recruits:

- ◆ List 30 names of women—start with customer profiles, etc.
- ◆ 15 will agree to listen.
- ◆ 5 should join!

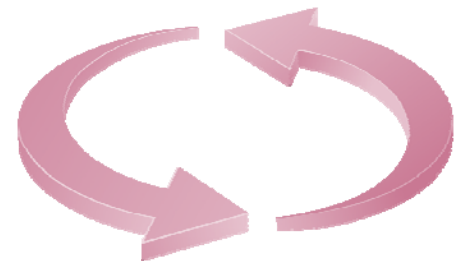
Use the following script to set up interviews and share the marketing plan!

Hi this is _____ with Mary Kay Cosmetics. Do you have a minute? I'm really excited because I've been challenged to share Mary Kay career information with _____ sharp women in the next _____ weeks. I thought of you! I don't know if this is anything that you would ever think about for yourself, but I will give you a \$10 Gift Certificate good for any of our fabulous products. All I need from you is 30 minutes to get your thoughts on the information. We can do it over the phone or we can meet for coffee. Will you help me meet my challenge? Let's set up a time to get together. I appreciate your time.

"Average people look for ways of getting away with it; successful people look for ways of getting on with it."
- Jim Rohn

We Invested in Product Last Month!

Patricia S. Meyer	\$1,009.25	Laura D. Fiudo	\$215.25
C.J. Reed	\$647.50	Joyce T. Williams	\$206.50
Sandy Mangrum	\$456.50	Carolyn L. Felder	\$203.00
Cynthia C. McCarty	\$409.50	Lou Weiss	\$202.75
Linda R. Lamusga	\$402.00	Linda C. Judkins	\$202.00
Vicki E. Thompson	\$400.50	Molly Vickers	\$201.50
Cyrena D. McGee	\$307.50	Charmaine Carney	\$201.25
Lori O'Connor	\$277.25	Corrie L. Daniel	\$201.00
Kristen R. Box-Rojas	\$246.50	Jane F. Hauptert	\$201.00
Cindy Tran	\$245.50	Katherine A. Benitez	\$51.00
Adriana Guadarrama	\$223.00	Mary A. Richardson	\$696.25



**Remember to
work Full Circle!**
Booking, Selling &
Recruiting every time
guarantees that you
are never out of
business!

**Be the
STAR that
you are!**

**Reasons To Become
A Star Consultant!**

- 1. It's A Good Business Decision:** The best reason to be a Star Consultant is because it is a good business decision. When you have enough product on your shelf to provide a Roll Up for every guest at your skin care class you will sell more Roll Ups!
- 2. It builds Self-Confidence:** As the president of your company, you have started your business smart, you have chosen to have products to sell from the beginning, giving you confidence in yourself. By keeping your shelves stocked you always have product availability. This gives your customers confidence in you as a professional, not an order taker when they can take their products home with them. This gives you a selling edge!
- 3. Credit and credibility:** Inventory is proof of your investment in your career. If you need a loan to finance your initial inventory, you can establish credit in your own name and the interest becomes a business expense. It is possible for the revenue you make from one skin care class to more than cover the monthly loan payment. Avoid unnecessary interest expenses, by paying off any loans or credit charges a top priority.
- 4. It Shows You are Committed:** Having a Star Consultant order on your shelf helps to make you committed. This becomes a business instead of a hobby. Remember, when you treat it like a business it will pay you like a business, if you treat your
- 5. Recognition:** This is strictly a right brain reason to be a Star Consultant, but it is the most fun reason. When you are a STAR you get recognized at every sales meeting by sitting up front. This is important for you, but more important for your recruits and prospective recruits, because it gives you credibility. Star Consultants also get special recognition at Seminar, and become celebrities by climbing the ladder of success.
- 6. It makes you a Winner:** You win your ladder pin with a PEARL, EMERALD, DIAMOND, RUBY OR SAPPHIRE STAR. This is important because it shows the world and yourself that you are a winner. It is your visual symbol of your success. You also win the prize of your choice which gives you tangible evidence of your commitment to your career. People want to do business with a winner, and it makes you personally feel GREAT!
- 7. It Shows Success:** Success attracts success. You will attract other sharp women who want to be successful. When you work your business smart by being a Star Consultant it gives you the believability that your recruits can do it also. You will realize how it builds self-confidence and that it is the best advantage your new recruits can give their business.



Aim for the Stars!

Congratulations 4th Quarter \$tars!

Contest Ended June 15th, 2013



DIAMOND

MARY RICHARDSON

SAPPHIRE

LAURA FIUDO
PATRICIA MEYER
C.J. REED



Shoot for
STAR
this
Quarter!!
YOU Can
Do It!!

On-Target \$tar Consultants!

June 16 ~ September 15, 2013

Consultant Name	Current Production	Sapphire	—Wholesale Production Needed for Star—			
			Ruby	Diamond	Emerald	Pearl
MARY RICHARDSON	\$632.75	\$1,167.25	\$1,767.25	\$2,367.25	\$2,967.25	\$4,167.25
SANDY MANGRUM	\$456.50	\$1,343.50	\$1,943.50	\$2,543.50	\$3,143.50	\$4,343.50
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

Build Your Business with Pins & Pearls!



To achieve a Perfect Start, you'll want to facial 15 customers within your first two-weeks.



To achieve a Power Start, you'll want to facial 30 customers within your first month.



To achieve the Power Start Plus Pin, you'll want to complete your Power Start and your Pearls of Sharing®.



To achieve the Pearls of Sharing® Earrings, you'll want to share the opportunity with 3 women within your first two-weeks.



To achieve the Pearls of Sharing® Bracelet, you'll want to share the opportunity with 6 women within your first month.



To achieve the Pearls of Sharing® Necklace, you'll want to add one new personal team member who places a minimum \$600 wholesale order.

Working with Accountability!

Sensational Sales

Pat Meyer	\$1029.00
Lou Weiss	\$1020.00
Fran Bates	\$319.00
Cindy Tran	\$250.00
Susie Caraway	\$245.00
Vicki Thompson	\$168.00
Sandy Mangrum	\$139.00
Laura Fiudo	\$84.00

Remarkable Reorders

Pat Meyer	\$739.00
Lou Weiss	\$564.00
Cindy Tran	\$250.00
Susie Caraway	\$245.00
Fran Bates	\$199.00
Sandy Mangrum	\$139.00
Vicki Thompson	\$138.00
Heidi Fowler	\$39.00

Wonderful Web Sales

Heidi Fowler	\$147.00
Vicki Thompson	\$30.00

Awesome On the Go Sales

Lou Weiss	\$106.00
Pat Meyer	\$95.00
Laura Fiudo	\$32.00

Fun Facials

Lou Weiss	\$200.00
Lou Weiss	\$150.00
Fran Bates	\$120.00
Laura Fiudo	\$52.00

Parties with Purpose

Pat Meyer	\$195.00
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Wonderful Weeks

Pat Meyer	\$739.00
Lou Weiss	\$328.00
Fran Bates	\$319.00
Lou Weiss	\$274.00
Lou Weiss	\$215.00
Susie Caraway	\$211.00
Lou Weiss	\$203.00
Cindy Tran	\$200.00

Sets Sold

Lou Weiss	6
Pat Meyer	1
Fran Bates	1

Weekly Summary Sheets

Turned In

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

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

July

GET YOUR NEW YEAR
OFF TO A

POWERFUL START

ALL CONSULTANTS CAN EARN THE BRAND NEW PS AND PS+ CHARMS
THIS MONTH AS WE KICK OFF THE NEW MK SEMINAR YEAR!



Do a Perfect Start
(15 faces in 2 weeks)
in July and receive
the NEW
Perfect Start Charm



Do a Power Start
(30 faces in 30 days)
in July and receive
The NEW
Power Start Charm



Do a Power Start PLUS
(30 faces in 30 days)
PLUS 6 interviews in
July and receive the
NEW Power Start Plus
Charm



BONUS CHALLENGE!
Add 1 New Active Team Member in July
and WIN the BRAND NEW MARY KAY
HOT PINK MONEY BAG!!



Step Out Into Your Greatness: Consistency Club

Contest Period: July, August, & September 2013

This year you can build your Baci Bead Bracelet!! (think Pandora)

baci
BEADS



Order \$250 Wholesale 2 out of the 3 months



Baci Bead Bracelet
or your First Bead
if you have bracelet

Or choose a Training CD
selected by your Director!

Order \$450 Wholesale 2 out of the 3 months



Baci Bead Bracelet and your first Bead!
Or 2 Beads if you have your bracelet!!

Or choose a new MK Mirror/Tray!

Order \$650 Wholesale 2 out of the 3 months



Baci Bead Bracelet and your
first 2 Beads! Or 3 beads if you
have your bracelet!!

Or choose a new MK Mirror/Tray!

Win More for Sharing!!

Do 10 or more Interviews with your Director
and earn this great Renaissance Dangle charm
and for each New Qualified Team Member
earn another bead!!!



August 2013



Sun Mon Tue Wed Thu Fri Sat



Bee an All-Star Consultant!

Yearlong Consistency Challenge
June 16, 2013- June 15, 2014

						1	2	3	
4	Pearl Seminar begins.	5		6		7	8	9	10
				TNT 6:30—8:30 At the Mary Kay Pink Spot					Makeovers at 9 am, noon, and 3 pm call Mary for Details
11		12		13		14	15	16	17
				TNT 6:30—8:30 At the Mary Kay Pink Spot					I Love My Mary Kay Success Brunch 9:30— Noon see flier for details./Makeovers 1:30 & 4:00 pm call Mary for Details
18		19		20		21	22	23	24
				TNT 6:30—8:30 At the Mary Kay Pink Spot					Makeovers at 9 am, noon, and 3 pm call Mary for Details
25		26		27		28	29	30	31
				TNT 6:30—8:30 At the Mary Kay Pink Spot			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. Makeovers at 9 am, noon, and 3 pm call Mary for Details

Birthdays

Name	Day
Margaret Riess	2
Corrie L. Daniel	6
Edith Lopez	7
Molly Vickers	9
Jane Bryan	13
Darlene F. Strukel	19
Roxanne M. Camareno	25
Vicki E. Thompson	26

Celebrate!!



Anniversaries

Name	Years
Linda R. Lamusga	23
Joyce T. Williams	13
Martha J. Ruffcorn	13
Lou Weiss	13
Coni L. Lentz	12
Linda S. Morrill	8
Kandice K. Sanaia	5
Cristina Gonzales	2
America L. Bland	1



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 Incredible...

Highlights this Month:

June Results, July, 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)



Words of Wisdom

Decide today to build your dream in your mind. Make your goals realistic but high enough so that you will have to stretch to reach them.

~Mary Kay Ash



Makeup Artist Looks

for Summer

So New. So Colorful. So On-Trend.