



# Miracle Making Overcomers!



MAY RESULTS & RECOGNITION ♦ JUNE, 2015

**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

## JULY 2015 GOALS:

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

## #1 WHOLESALE ORDERS



**Maureen  
Fiudo**

## #1 RETAIL



**Maureen  
Fiudo**

## #1 SHARING



**CJ  
Reed**

## a NOTE FROM YOUR DIRECTOR . . .

To Mary's Miracle Making Overcomers!

I hope you have listened to the voxer message I recorded for you and that I sent in the email. IF not, here is the deal this month's Power Class is NSD Kym Walker she shared don't just finish – WIN! She shared that winning is going beyond what you ever believed is possible. She started talking about having a MAP – a massive action plan – write it down. She then said you've got to take a risk and step out – and at that moment I felt like God was saying to me, Mary, you need to step out and take that risk – that now is the time to push to become a National area.

I will tell you I am a realist – looking at the evidence – this is an impossible goal. If we look at what is seen – we have 2 offspring units and we need a total of 20 AND – we need to finish by the time I turn 65 – which gives us 22 months! But I know our God is a God of taking the impossible – and making it possible!

In our unit we have 4 women who have shared with me their goal is Directorship, -- so gals now is the time to step up and make that happen! So you may be thinking – what does this have to do with me? Here's what I know – there might be some other women in our unit who would love being a leader, making a difference in other women's lives, who would like more fun, freedom and cash – if that's you let me know. If that's not you, that's ok – I also know, each and every one of us has women in our circle of influence that we could share this career with, everyone wants to be a part of something bigger than themselves – and this is the beginning of our movement.

So to start this off – here is the plan: would you ask 3 -5 women to help us reach a goal of getting the opinions of 100 women by the end of July? Think of 3 -5 women you know, maybe they love makeup, maybe they are an influencer in the community, maybe they need some extra cash – you get the idea. Ask her if she would be willing to watch a 5 minute video and answer a quick survey to give her opinion good or bad, and for her time I'll give her a FREE lip gloss! When we reach our goal we will also have a drawing for a COACH purse! When you have 5 women give their opinion – you'll win a bracelet AND also be entered to win a Jimmy Choo tote bag!

You'll have those 3 -5 women go to our unit site: <http://www.maryarichardson.com/opportunity.html>

Have them watch Roya's story – it's about 5 minutes or listen to my audio around 10 minutes – answer the survey questions below and I'll call them to thank them and answer questions. – That's it! Just ask her to give you her opinion good or bad!

So will you join our movement? Have you seen the video of the movement? There is one lone nut dancing in the grass and everyone is just watching/ignoring him – then another person gets up and starts dancing, then slowly more and more people join in and decides it looks like FUN – so that is what we are looking for is to start our movement and I need each and everyone of you to join in to make this work! I'm counting on you!

Love & belief,  
*Mary*

# Spotlight on Team Builders!

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

## Future Directors

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

## Senior Consultants

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

Recruiter :Carolyn L. Felder  
 Cyrena D. McGee

Recruiter :Laura D. Fiudo  
 Maureen Fiudo

Recruiter :Maureen Fiudo  
 Barbara Bennion  
 Megan Tay  
 \* Donna Lewis  
 # Lailee LaBarbera

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

Recruiter :Patricia S. Meyer  
 Laura D. Fiudo  
 \* Carla Bobczynski



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 DIO  
 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 May 1-31.)

New Consultant  
Ludmila Maretski

From  
ELK RIVER, MN

Sponsored by  
C. Reed

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



13% Recruiter Commission Level C.J. Reed	\$276.32
9% Recruiter Commission Level Mary A. Richardson	\$168.12
4% Recruiter Commission Level Laura D. Fiudo	\$64.16
Patricia S. Meyer	\$28.26

## Team Building TIP OF THE MONTH!

Have you ever wondered what to look for in a new team member? Here's a checklist of attributes that could be helpful for a new team member. If the answer is YES to these questions, you may have an excellent new prospective team member!

1. Does she use Mary Kay products? If not, you'll want to book her in a class.
2. Is she a woman of her word? Does she return phone calls? Does she show up when and where she says she will? Is she honest?
3. Does she have a warm heart? Does she like people?
4. Is she someone you would enjoy spending time with?
5. Does she want to grow and improve in some area of her life? Does she want to improve her self-esteem, earn more money, have more fun, learn new things or make new friends?
6. Would you be proud to personally introduce her to your Independent National Sales Director?

**"Patience, persistence and perspiration make an unbeatable combination for success."** ~Napoleon Hill, author

# Bridal Parties Party Ideas

Many brides like to experiment with their everyday looks and buy more beauty products than usual during their engagement. You can guide them as they navigate the world of beauty.



## Here Comes the Bride Party

Invite your bride and her bridal party to a get-together using a cute invitation. To give the party a fun wedding-themed twist, decorate with lace, faux pearls and a white tablecloth. You can even buy a "bride-to-be" sash or tiara for the guest of honor to wear. Start by helping your bride, her bridesmaids and the mother of the bride find the

perfect looks for the big day. Make sure the bride-to-be is ready for her wedding and honeymoon by walking through the Countdown to Your Big Day place mat. To make shopping easy for your guests, help them fill out the bridal wish list and answer any questions they may have about the Mary Kay® products you showed them.

# Celebrate and Recharge.

For the past year, you've held parties, shared the Mary Kay opportunity and helped others discover what they love about Mary Kay! Now it's time to come to Dallas and join your Mary Kay family for a celebration like no other! Be there for **recognition, inspiration, and education** and **so much more!**



## SEMINAR 2015



Registration begins now!  
Get info and fees at Mary Kay InTouch® / Events.

# We Invested in Product Last Month!

Maureen Fiudo	\$1,604.00	Jane Bryan	\$318.00
Cynthia C. Martinets	\$925.00	Patricia S. Meyer	\$316.50
C.J. Reed	\$902.50	Jane F. Hauptert	\$304.00
Rebecca R. Parker	\$805.00	Ludmila Maretski	\$288.00
Laura D. Fiudo	\$706.50	Annette R. Canarr	\$276.00
Linda R. Lamusga	\$483.00	Amber D. Grantham	\$42.00
Charmaine Carney	\$465.00	Barbara Bennion	\$26.00
Sandy Mangrum	\$458.50	Megan Tay	\$16.00
Lou Weiss	\$458.00		



Watch a great how-to video using these new products. You'll find it on the Video Lounge on Mary Kay InTouch®.

## Shooting for the Courts!

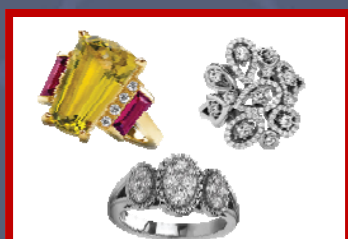
### TOP 10 IN RETAIL SALES

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

	Consultant	YTD Retail	Bonus & PCP	Total
1	Maureen Fiudo	\$17,360.50	\$160.00	\$17,520.50
2	C.J. Reed	\$16,947.50	\$160.00	\$17,107.50
3	Patricia S. Meyer	\$12,287.50	\$335.00	\$12,622.50
4	Cynthia C. Martinets	\$12,428.00	\$0.00	\$12,428.00
5	Laura D. Fiudo	\$11,711.50	\$275.00	\$11,986.50
6	Lou Weiss	\$5,108.50	\$80.00	\$5,188.50
7	Linda R. Lamusga	\$3,980.00	\$80.00	\$4,060.00
8	Rebecca R. Parker	\$3,587.00	\$0.00	\$3,587.00
9	Vicki E. Thompson	\$3,414.00	\$60.00	\$3,474.00
10	Cindy Tran	\$2,755.00	\$195.00	\$2,950.00

### TOPS IN TEAM BUILDING

	Recruiter	New Team Mbrs	YTD Comm
1	Maureen Fiudo	1	\$25.14
	Mary A. Richardson	1	\$165.45



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



# This is the Beginning!

This is the beginning of our movement — contest challenge—

**Have 100 Women give their opinion about the  
Mary Kay career!**

**Contest Dates: 6/1/15—7/31/15**

**What she gets: FREE Lip Gloss from me and an entry to win  
a COACH purse!!** (drawing held only when we reach 100 surveys)

**What you get: when you have 5 listen, you'll get a bracelet  
AND be entered to win a Jimmy Choo tote!** (drawing held only when  
we reach 100 surveys)

So to start this off – here is the plan: would you ask 3 -5 women to help us reach a goal of getting the opinions of 100 women by the end of July? Think of 3 -5 women you know, maybe they love makeup, maybe they are an influencer in the community, maybe they need some extra cash – you get the idea. Ask her if she would be willing to watch a 5 minute video and answer a quick survey to give her opinion good or bad, and for her time I'll give her a FREE lip gloss! When we reach our goal we will also have a drawing for a COACH purse! When you have 5 women give their opinion – you'll win a bracelet AND also be entered to win a Jimmy Choo tote bag!

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# Aim for the Stars!

## On-Target \$tar Consultants!

March 16 - June 15, 2015



**Congrats  
3rd Quarter  
STARS!**

**DIAMOND**

MAUREEN  
FIUDO

**RUBY**

CYNTHIA  
MARTINETS  
MARY  
RICHARDSON

**SAPPHIRE**

C.J. REED  
PATRICIA MEYER

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
CYNTHIA MARTINETS	\$2,890.00	****	STAR	\$110.00	\$710.00	\$1,910.00
MAUREEN FIUDO	\$2,700.50	****	STAR	\$299.50	\$899.50	\$2,099.50
C.J. REED	\$2,135.75	STAR	\$264.25	\$864.25	\$1,464.25	\$2,664.25
LAURA FIUDO	\$1,801.00	STAR	\$599.00	\$1,199.00	\$1,799.00	\$2,999.00
MARY RICHARDSON	\$1,427.50	\$372.50	\$972.50	\$1,572.50	\$2,172.50	\$3,372.50
PATRICIA MEYER	\$866.00	\$934.00	\$1,534.00	\$2,134.00	\$2,734.00	\$3,934.00
REBECCA PARKER	\$805.00	\$995.00	\$1,595.00	\$2,195.00	\$2,795.00	\$3,995.00
BARBARA BENNION	\$675.50	\$1,124.50	\$1,724.50	\$2,324.50	\$2,924.50	\$4,124.50
LYNETTE HARENS	\$670.75	\$1,129.25	\$1,729.25	\$2,329.25	\$2,929.25	\$4,129.25
LUDMILA MARETSKI	\$543.00	\$1,257.00	\$1,857.00	\$2,457.00	\$3,057.00	\$4,257.00
JUDY HENRY	\$490.50	\$1,309.50	\$1,909.50	\$2,509.50	\$3,109.50	\$4,309.50
LINDA LAMUSGA	\$483.00	\$1,317.00	\$1,917.00	\$2,517.00	\$3,117.00	\$4,317.00
CHARMAINE CARNEY	\$465.00	\$1,335.00	\$1,935.00	\$2,535.00	\$3,135.00	\$4,335.00
MEGAN TAY	\$463.00	\$1,337.00	\$1,937.00	\$2,537.00	\$3,137.00	\$4,337.00
SANDY MANGRUM	\$458.50	\$1,341.50	\$1,941.50	\$2,541.50	\$3,141.50	\$4,341.50
LOU WEISS	\$458.00	\$1,342.00	\$1,942.00	\$2,542.00	\$3,142.00	\$4,342.00
CONI LENTZ	\$453.75	\$1,346.25	\$1,946.25	\$2,546.25	\$3,146.25	\$4,346.25

## Consistency Club

### On Target to Win:

**\$650 Club**

CJ Reed Laura Fiudo  
Cynthia Martinets Lynette Harens  
Barbara Bennion Maureen Fiudo  
Rebecca Parker Pat Meyer

**\$450 Club**

Charmaine Carney Coni Lentz  
Linda Lamusga Lou Weiss  
Sandy Mangrum

**\$250 Club**

Cyrena McGee Jane Bryan  
Kristen Box-Rojas Cindy Tran  
Vicki Thompson Sonia Schulte  
Carolyn Felder Annette Canarr  
Jane Hauptert Ludmila Maretski

Order 2 out of 3 months (April—June) to WIN your choice of prizes!!!

**\$650 Club**



3 Charms, or Bracelet and 2 Charms

Or a Mary Kay Mirror & Tray

**\$450 Club**



2 Charms, or Bracelet and 1 Charm, or MK Mirror & Tray

**\$250 Club**



1 Charm, or Bracelet, or a Training CD

# Working with Accountability!

## Sensational Sales

Maureen Fiudo	\$2218
Laura Fiudo	\$759
Pat Meyer	\$693
Lou Weiss	\$408
Lenora Browning	\$168
Vicki Thompson	\$88
Cindy Tran	\$60

## Remarkable Reorders

Lou Weiss	\$352
Lenora Browning	\$168
Vicki Thompson	\$88
Cindy Tran	\$50

## Wonderful Web Sales

Lou Weiss	\$56
Pat Meyer	\$28

## Amazing On The Go Sales

Pat Meyer	\$437
Laura Fiudo	\$102
Maureen Fiudo	\$79
Cindy Tran	\$10

## Sets Sold

Maureen Fiudo	9
Lou Weiss	3
Laura Fiudo	1
Pat Meyer	1

## New Bookings

Maureen Fiudo	3
Pat Meyer	1
Cindy Tran	1
Lenora Browning	1

## Interviews

Maureen Fiudo	6
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## Parties with a Purpose

Maureen Fiudo	\$939
Maureen Fiudo	\$667
Laura Fiudo	\$508
Maureen Fiudo	\$270
Pat Meyer	\$158
Maureen Fiudo	\$79

## Fabulous Facials

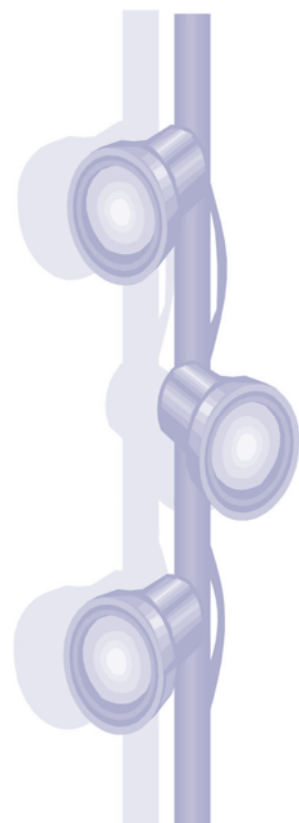
Laura Fiudo	\$149
Maureen Fiudo	\$124
Pat Meyer	\$70
Maureen Fiudo	\$60

## Wonderful Weeks

Maureen Fiudo	\$1137
Maureen Fiudo	\$697
Laura Fiudo	\$508
Pat Meyer	\$421
Maureen Fiudo	\$384

## WAS Turned In

Lenora Browning
Laura Fiudo
Maureen Fiudo
Pat Meyer
Vicki Thompson
Cindy Tran
Lou Weiss





# July 2015



Sun      Mon      Tue      Wed      Thu      Fri      Sat

## RACE FOR RED

There's still time to get in gear and race toward that red jacket! You can do it! Contest ends June 30, 2015.

1 Seminar 2015 Registration ends. 2

3 Company Holiday. All Company and branch offices closed.

4 Independence Day. Postal holiday.



5      6      7      8      9      10      11

Makeover Night – 6:30—8:30 at the Hampton Inn

12      13      14      15      16      17      18

TNT 6:30—8:30 at the Hampton Inn

Sapphire Seminar begins.

10:30 and noon Makeovers at Mary's

19      20      21      22      23      24      25

Emerald Seminar begins.

Makeover Night 6:30—8:45 At the Hampton Inn

Pearl Seminar begins.

26      27

Diamond Seminar begins.

28 TNT Night 6:30—8:30 at the Hampton Inn

29 Ruby Seminar begins.

30 Midnight CST cutoff for Consultants to place phone orders.

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



Birthdays	Day	Anniversaries	Years
Linda R. Lamusga	13	Vicki E. Thompson	33
Sandra Christianson	14	Rosemary C. Hunt	23
		Annette R. Canarr	15
		Laura D. Fiudo	3
		Megan Tay	1



## Miracle Making Overcomers

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## HIGHLIGHTS THIS MONTH:

### May Results, June, 2015

- ◆ Paint The Town Red (March 1 - June 30, 2015)
- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2015)
- ◆ Class of 2015 Offspring Challenge (through July 1, 2015)



## Words of Wisdom

Create a definite plan for carrying out your goal. When defeat comes, accept it as a signal that your plans are not sound. Rebuild those plans and set sail once more toward the goal you want to reach. Chart your course to the top. Goals are what keep us going. To be continually working is not enough. We must see clearly the next step. To keep moving after achieving our goal, we must set a new one. The key to momentum is always having something to look forward to.

~Mary Kay Ash



## To the Remarkable...



## Premier Club Car Option Change

There's no reward like a Mary Kay Career Car! And we're adding an exciting new option to the lineup! The popular Ford Fusion will replace the Toyota Camry as one of the career car options for Premier Club and Premier Plus qualifiers. June 2015 qualifiers will be the last group to have the option of selecting the Toyota Camry.

For more information visit the Career Car Program website on Mary Kay InTouch®.