



Senior Sales Director
Mary Richardson

SEMINAR 2011 GOALS:

- ◆ \$500,000 Circle of Excellence
- ◆ 150 Unit Members
- ◆ 3 New Offspring Directors
- ◆ 50 Star Consultants

JULY 2011 GOALS:

- ◆ \$10,000 Unit Wholesale Production
- ◆ 5 New Unit Recruits
- ◆ 2 New Red Jackets
- ◆ 8 Completing 30 Faces Challenge

Wholesale Queen

Retail Queen



CJ Reed



Pat Meyer

Sharing Queen



Put your name here!

Mary's Miracle Making Maniacs!

Our Unit Mission: Transforming Common Women into Uncommon Women of Excellence
We do that by: Changing Faces, Changing Hearts, & Changing Lives!

A note from your Director . . .

Relationships Are Everything

By Brian Tracey, Author & Motivational Speaker

◆ **YOUR FOUNDATION FOR SUCCESS**

Relationship Selling is the core of all modern selling strategies. Your ability to develop and maintain long-term customer relationships is the foundation for your success as a salesperson and your success in business. Relationship selling requires a clear understanding of the dynamics of the selling process as they are experienced by your customer.

◆ **PROPOSE A BUSINESS MARRIAGE**

For your customer, a buying decision usually means a decision to enter into a long-term relationship with you and your company. It is very much like a "business marriage." Before the customer decides to buy, she can take you or leave you. She doesn't need you or your company. She has a variety of options and choices open to her, including not buying anything at all. But when your customer makes a decision to buy from you and gives you money for the product or service you are selling, she becomes dependent on you. And since she has probably had bad buying experiences in the past, she is very uneasy and uncertain about getting into this kind of dependency relationship.

◆ **FULFILL YOUR PROMISES**

What if you let the customer down? What if your product does not work as you promised? What if you don't service it and support it as you promised? What if it breaks down and he can't get it replaced? What if the product or service is completely inappropriate for his needs? These are real dilemmas that go through the mind of every customer when it comes time to make the critical buying decision.

◆ **FOCUS ON THE RELATIONSHIP**

Because of the complexity of most products and services today, especially high-tech products, the relationship is actually more important than the product. The customer doesn't know the ingredients or components of your product, or how your company functions, or how she will be treated after she has given you her money, but she can

make an assessment about you and about the relationship that has developed between the two of you over the course of the selling process. So in reality, the customer's decision is based on the fact that she has come to trust you and believe in what you say.

◆ **BUILD A SOLID TRUST BOND**

In many cases, the quality of your relationship with the customer is the competitive advantage that enables you to edge out others who may have similar products and services. The quality of the trust bond that exists between you and your customers can be so strong that no other competitor can get between you.

◆ **KEEP YOUR CUSTOMERS FOR LIFE**

The single biggest mistake that causes salespeople to lose customers is taking those customers for granted. This is a form of "customer entropy." It is when the salesperson relaxes her efforts and begins to ignore the customer. Almost 70 percent of customers who walked away from their existing suppliers later replied that they made the change primarily because of a lack of attention from the company.

Once you have invested the time and made the efforts necessary to build a high-quality, trust-based relationship with your customer, you must maintain that relationship for the life of your business. You must never take it for granted.

◆ **ACTION EXERCISES**

First, focus on building a high quality relationship with each customer by treating your customer so well that she comes back, buys again and refers you to her friends.

Second, pay attention to your existing customers. Tell them you appreciate them. Look for ways to thank them and encourage them to come back and do business with you again.

Mary

Spotlight on Team Builders!

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

Team Leaders

Recruiter :C.J. Reed
 Emily Andringa
 Annette R. Canarr
 Beverly A. Debolt
 Jane F. Hauptert
 Linda R. Lamusga
 Patricia S. Meyer
 Lou Weiss
 * Mary F. Acker
 * Ludmilla Maretski
 * Amber O'Brien-Barr

Star Team Builders

Recruiter :Annette R. Canarr
 Judy Henry
 Coni L. Lentz
 Linda Mace

Senior Consultants

Recruiter :Kristen R. Box-Rojas
 Cynthia C. McCarty
 * Lisa M. Moyer

Recruiter :Carolyn L. Felder
 Cyrena D. McGee

Recruiter :Averi D. Harp
 Adriana V Guadarrama

Recruiter :Linda R. Lamusga
 Carla D. Mandrell
 Margaret Riess
 * Linda M. Latterell

Recruiter :Sandy Mangrum
 Kelsey N. Mangrum
 * Brenda Jakubowski

**ARE YOU
 READY TO
 MOVE UP??**



**To become ACTIVE
 you must place a
 \$200 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.

6

Qualities of Successful Mary Kay Consultants

As Shared By SNSD Emeritus Rena Tarbet

- 1. They are busy people.**
 - *Know how to prioritize and are excellent time managers.
 - *May not have 10 hours, but may have 10 minutes, 3 times a day!
- 2. They have more month than money.**
 - *Motivated to make more money.
 - *Goal-oriented and ambitious.
- 3. They are not the sales type.**
 - *Not pushy, but informative.
 - *Like people and repeat business from happy clients.
 - *Not aggressive; they attract, not attack.
- 4. They don't want to build their business just around family and friends.**
 - *Want to build a business with real customers.
 - *Developing clientele is covered in training and with ideas shared at weekly meetings.
- 5. They are family oriented.**
 - *Motivated by the needs of their families; i.e., don't use their family as an excuse, but as a reason to...
 - *Want more for their family and want to present a good example to their children.
- 6. They are decision makers, not procrastinators.**
 - *Sitting on the fence of indecision is very uncomfortable!
 - *They realize that there's never a perfect time to begin something new.
 - *The lights on the highway are never all green at the same time.
 - *They'll never *really* know unless they try.



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level	
Mary A. Richardson	\$525.46
9% Recruiter Commission Level	
C.J. Reed	\$135.99
4% Recruiter Commission Level	
Sandy Mangrum	\$24.12
Carolyn L. Felder	\$11.81
Annette R. Canarr	\$8.42
Averi D. Harp	\$8.00

"The future belongs to those who believe in the beauty of their dreams."
~ Eleanor Roosevelt

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?



Are you up for the challenge?

by NSD & Million Dollar Director Tammy Crayk

Imagine your 50% profit being over \$1600 for 1 week! HOLY COW! There are REAL Women out there doing this with their Mary Kay businesses! I was so inspired by this story that I'm passing it along!

This Consultant did 55 faces in just 18 work hours, for a face average of \$51 and an hourly income of \$89, she was a STAR Consultant and kept a great paycheck!!

First, she made a list of 25 people, and then she called them all and said: "I am building a portfolio of before and after pictures of models and my goal is 100 by the end of February. I think you'd look so good in my book that I'd like to feature you, so could you do that?" Then she said, "I'm looking for different face shapes, skin tones and hair color, and of course, I need lots of faces this week, so if you know anyone who could come with you, that would be WONDERFUL! I have 12 places for ladies in each time slot, so if you could just bring one, or even two, that would be so helpful! What do you think? Who could you bring?" No one turned her down to be in her book, and some even brought a friend!

Her sales and faces were:

4 faces Monday - \$250 in sales	9 faces Tuesday - \$203 in sales	7 faces Wednesday - \$177 in sales
12 faces Thursday - \$531 in sales	7 faces Friday - \$867 in sales	20 faces Saturday - \$1074 in sales

Notice how her sales at the end of the week were higher than the first of the week?? I believe that is because her momentum built and her confidence increased. It was thereby reflected in her sales. As she said, "I started thinking of how many times over the past few years "I tried" to do 30 faces in a month or how many times I "tried" to schedule a high number of classes in a week and how many times it did not work out." But you know what? She has not given up, and in Mary Kay the only way a person can fail is to quit. Mary Kay has told us that numerous times. What was the difference this time? Why did people say "yes" when she had tried so many times before???

1. She made a decision that she was going to be successful - no matter what.
2. She didn't let herself even feel the fear. You leave your comfort zone to change someone else's life.
3. She used her family as a reason. She used her financial situation to her advantage. Instead of getting stressed over bills, she decided to "do" something about it.

Digital Zone



Your Guide to Interactive Success

Company Approved Facebook Posts:

- ◆ **Gift with Purchase** - Mini TimeWise® Essence and Mini Timewise® Even Complexion Mask with Headband FREE with a \$40 (excluding tax) purchase of any Mary Kay® products. Shop now! [Insert your Personal Web Site URL]
- ◆ **O-Ward** - My "O" My! TimeWise® Liquid Foundations receive an O, The Oprah Magazine 2011 Spring Makeup O-Ward! [Insert your Mary Kay® Personal Web Site URL]
- ◆ **Mary Kay After-Sun Replenishing Gel** - Enjoy the sun and replenish your skin! Get a limited-edition Mary Kay® After-Sun Replenishing Gel! While supplies last! [Insert your Personal Web Site URL]
- ◆ **Mary Kay® Pedicure Set** - Tickle your tootsies with a ltd.-edition Mary Kay® Pedicure Set! Hurry and get yrs while supplies last! [Insert your Personal Web Site URL]
- ◆ **Mary Kay® Personal Beauty Profiler** - Get a FREE Personalized Beauty Report! From skin care to makeup to fragrance, know what's perfect for u with this online tool now. [Insert your Personal Web Site URL]
- ◆ **Mary Kay® Acne-Fighters Set** - Break free from breakouts with Mary Kay® Acne-Fighters Set includes 4 popular Mary Kay® products ![Insert your Personal Web Site URL]

Imagine
your way to beautiful

SEMINAR 2011

It's not where you start,
IT'S WHERE YOU FINISH!

We're in the last few weeks of the Seminar year, but there is still time for you to stretch your belief, aim higher and take hold of the recognition you deserve!!

REGISTER BY JULY 4TH!!

We Invested in Product Last Month!

C.J. Reed	\$892.50	Linda Mace	\$210.50
Darlene F. Strukel	\$782.75	Sandra Christianson	\$210.25
Sandy Mangrum	\$671.25	Abioseh Sutton	\$204.00
Patricia S. Meyer	\$611.50	Lynn F. Forney	\$203.50
Kelsey N. Mangrum	\$603.00	Carolyn L. Felder	\$201.00
Kathryn K. Falk	\$602.50	Adriana Guadarrama	\$200.00
Annette R. Canarr	\$555.25	Vicki E. Thompson	\$170.75
Cyrena D. McGee	\$295.25	Cynthia C. McCarty	\$137.25
Joyce T. Williams	\$281.00	Lou Weiss	\$73.00
Linda R. Lamusga	\$271.25	Michelle A. Smith	\$20.00
Averi D. Harp	\$217.00	Mary A. Richardson	\$625.50

FREE* for you
June 16 - July 15, 2011

Free products with each qualified order!
Check out these bonuses, quantities and values, available when you place a product order June 16 - July 15, 2011.



For more information, go to the InTouch® Web site.

*Sales tax is required on the suggested retail value of Section 1 products.



Queen's Court of Sales!

\$36,000 retail

July 1, 2010 — June 30, 2011

See website for more prizes!



Queen's Court of Sharing!

24 New Team Members*

(\$600 cumulative wholesale
July 1, 2010— June 30, 2011)

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	Patricia S. Meyer	\$14,228.50	\$2,264.50	\$16,493.00
2	C.J. Reed	\$12,282.50	\$487.50	\$12,770.00
3	Sandy Mangrum	\$10,539.50	\$140.00	\$10,679.50
4	Annette R. Canarr	\$9,285.50	\$1,191.50	\$10,477.00
5	Linda R. Lamusga	\$5,887.00	\$240.00	\$6,127.00
6	Joyce T. Williams	\$4,190.00	\$718.00	\$4,908.00
7	Rebecca R. Parker	\$4,714.00	\$20.00	\$4,734.00
8	Vicki E. Thompson	\$3,973.00	\$40.00	\$4,013.00
9	Judy Henry	\$3,126.00	\$20.00	\$3,146.00
10	Darlene F. Strukel	\$3,024.00	\$0.00	\$3,024.00

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Sandy Mangrum	1	\$24.12
2	Mary A. Richardson	3	\$834.34





Aim for the Stars!

On-Target Star Consultants!



March 16 - June 15, 2011

*Congrats
3rd Quarter
STARS!*

DIAMOND

MARY
RICHARDSON

RUBY

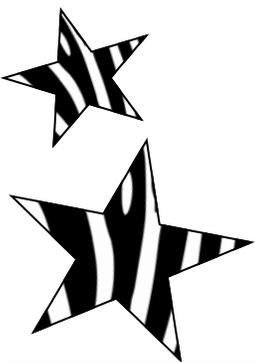
PATRICIA
MEYER

Consultant Name	Current Production	Sapphire	—Wholesale Production Needed for Star—			
			Ruby	Diamond	Emerald	Pearl
C.J. REED	\$1,543.50	\$256.50	\$856.50	\$1,456.50	\$2,056.50	\$3,256.50
PATRICIA MEYER	\$1,431.00	\$369.00	\$969.00	\$1,569.00	\$2,169.00	\$3,369.00
MARY RICHARDSON	\$1,375.75	\$424.25	\$1,024.25	\$1,624.25	\$2,224.25	\$3,424.25
ANNETTE CANARR	\$1,307.00	\$493.00	\$1,093.00	\$1,693.00	\$2,293.00	\$3,493.00
AVERI HARP	\$823.00	\$977.00	\$1,577.00	\$2,177.00	\$2,777.00	\$3,977.00
REBECCA PARKER	\$814.50	\$985.50	\$1,585.50	\$2,185.50	\$2,785.50	\$3,985.50
DARLENE STRUKEL	\$782.75	\$1,017.25	\$1,617.25	\$2,217.25	\$2,817.25	\$4,017.25
JUDY HENRY	\$742.00	\$1,058.00	\$1,658.00	\$2,258.00	\$2,858.00	\$4,058.00
SANDY MANGRUM	\$671.25	\$1,128.75	\$1,728.75	\$2,328.75	\$2,928.75	\$4,128.75
LINDA LAMUSGA	\$606.75	\$1,193.25	\$1,793.25	\$2,393.25	\$2,993.25	\$4,193.25
KELSEY MANGRUM	\$603.00	\$1,197.00	\$1,797.00	\$2,397.00	\$2,997.00	\$4,197.00
KATHRYN FALK	\$602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
JOYCE WILLIAMS	\$503.00	\$1,297.00	\$1,897.00	\$2,497.00	\$3,097.00	\$4,297.00
VICKI THOMPSON	\$417.25	\$1,382.75	\$1,982.75	\$2,582.75	\$3,182.75	\$4,382.75

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.



Fragrant FUN!

Limited-Edition* Mary Kay® Tranquil Waters™ Refreshing Body Gel

Indulge your customers with a cooling body gel that makes skin feel smooth and leaves behind a subtle shimmer. This seaside-inspired scent captures the freshness of dew-kissed freesia, sheer white peach, Mediterranean jasmine and peony rose. \$10

Limited-Edition* Mary Kay® Tranquil Waters™ Fragrance Pencil

Create the perfect fragrance set by layering the matching body gel with the aah-inspiring scent and sales of this unique fragrance pencil, with sharpener. Glides on with a clear gel fragrance tip to apply on the go. \$14

*While supplies last.



Working with Accountability!

Remarkable Reorders

Vicki Thompson	\$155.00
Sandy Mangrum	\$116.00
Pat Meyer	\$42.00
Heidi Fowler	\$25.00
Cindy Tran	\$12.00
Averi Harp	\$10.00

Sensational Sales

Pat Meyer	\$1,036.00
Averi Harp	\$243.00
Sandy Mangrum	\$164.00
Vicki Thompson	\$155.00
Jami Wheelless	\$78.00
Heidi Fowler	\$58.00

Fun Facials

Pat Meyer	\$159.00
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Awesome On the Go Sales

Pat Meyer	\$532.00
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Party with a Purpose

Pat Meyer	\$303.00
Averi Harp	\$233.00
Jamie Wheelless	\$78.00

Wonderful Weeks

Pat Meyer	\$435.00
Pat Meyer	\$384.00
Averi Harp	\$233.00
Pat Meyer	\$217.00

Weekly Summary Sheets Turned In

Heidi Fowler
Averi Harp
Sandy Mangrum
Pat Meyer
Vicki Thompson
Cindy Tran
Jamie Wheelless

Consistency Club

On Target Consistency:

\$650 Club

Rebecca Parker CJ Reed
 Judy Henry Averi Harp
 Pat Meyer Annette Canarr
 Darlene Strukel

\$450 Club

Sandy Mangrum Joyce Williams
 Kelsey Mangrum Linda Lamusga

\$250 Club

Linda Mace Lynn Forney
 Carolyn Felder Vicki Thompson
 Adriana Guadarrama Lou Weiss
 Vicki Thompson Abioseh Sutton
 Cynthia McCarty Cyrena McGee
 Joyce Williams Mary English
 Dawn Booth Sonya Schulte
 Heather Ruffcorn Rose Ortiz
 Emily Andringa
 Sandy Christianson

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

\$650 Club



\$450 Club



\$250 Club



Your Future's Shiny & Bright!!

Win the gorgeous Red Means Go Crystal Necklace or \$50 retail of the new products available in June when you do a total of 12 career chats (also known as sharing appointments) with Mary from April—June!! That is only 1 a week!!!

Should I Go to Seminar???

by NSD Emeritus Mary Pat Raynor



Every consultant in Mary Kay land is asking that question right now. I remember so vividly, 20+ years ago when my Director told me to plan on going to Seminar. I had just quit my job to pursue MK

full time. I was a brand new single mom. I had full responsibility for our house payment and all expenses, including child care. I was emotionally devastated from the breakup of my marriage as were my daughters (ages 8 & 10). I had no savings---AND... I had just submitted for DIQ (which meant that I would need to take an additional trip to Dallas the month following Seminar...we went before DIQ back then.)

Now, honestly, what would YOU be thinking? I had only been with the company around 6 months at this point.....wouldn't you question the soundness of that decision? Besides, I had been to soooo many conferences and seminars in my educational background and quite frankly, I didn't care for them.

Did I intend for Mary Kay to be my life's work? I wanted it too. YES! Was I nervous? Oh, yes!!!! Did I go? YES! Think about this for a minute.....your future lies in your thought process surrounding this.....your future will always be in the YES of this business, never in the NO. You are probably waiting to hear how much stronger I felt once the decision was made. I didn't. In fact, I cried most of the way to Seminar, hiding my tears from my team members. (We cannot base business decisions on emotions.)

I was in a very fragile state emotionally, yet I knew those two little girls were counting on me to find the strength, courage and way to go forward with our life. The thoughts would keep creeping into my mind about the bills to be paid less than 4 days upon my return....house payment, tuition....food! My faith wasn't even that strong at that time of my business. We had a yard sale to raise part of the money for my two trips and the girls sold their Barbie condo and donated the money for my trips. It was OUR dream. It was OUR future. They were my reason.

I share this because it is so easy to look at me and look at the other Directors and assume...assume that the road was easier than yours.....assume that no one could possibly know what you are going through and how it feels to leave children, to raise the money when you are soooo broke.... to leave home in the middle of one of life's difficult passages...are you with me? Why in the world would I want to dedicate an entire message to this one question? Because...when you decide to make a way...find a way....and make it to Seminar..... You will look

around with your eyes wide with amazement and voice the words "Thank you" and we will all know what you mean! You will be thankful because.....

- You will have a new vision for what YOU will be able to do with your business.
- You will no longer question whether or not this business is for you.
- You will learn how to save and manage time better.
- Your energy level will increase dramatically towards your goals.
- Your income will double, if not triple with the training you receive.
- Your thinking will transcend from the "maybes" to the MUST.
- You will meet women who will inspire you to new heights of thinking and acting.
- You will learn about your products and gain a new confidence in sharing them.
- You will make very special friendships with women who will share the career path with you AND you will have more fun than you can possibly imagine!

If your current boss told you that a business seminar would take place this summer and you would be expected to go...you would simply make the arrangements. This is exactly what I want you to do with Seminar. Please don't question what will be the most life-changing few days in your career. Make the arrangements. The only acceptable reasons for not attending are death and dilation.

Your future is much too important to ignore this. I want you to be there. Remember successful women are find-a-way, make-a-way women. They have complications, they have stresses, yet they base their decisions on the future and what it holds, not the present obstacles.

I can't wait to tell your story, full of obstacles, that will inspire the masses next year at this time....and it will all boil down to the fact that you simply made the decision to go to Seminar.

"You were born to win...but to be a winner, you must plan to win, prepare to win, and expect to win." ~Zig Zigler

July 2011



Sun Mon Tue Wed Thu Fri Sat



Register by July 4th!
You don't want to miss
this life-changing event!

1 New Seminar
Year Begins!

2 Bridal Makeovers at
9 am, noon, and
3 pm call Mary for
Details

3
4 Independence Day.
Company & Branch
Offices Closed.


5 TNT 6:30—8:30
Goal Setting Night At
the Mary Kay Pink
Spot

6
7

8
9 Bridal Makeovers at
9 am, noon, and
3 pm call Mary for
Details

10
11

12 TNT 6:30—8:30
At the Mary Kay
Pink Spot

13
14

15
16 Fall/Holiday 2011
PCP online
enrollment begins.

17
18

19 TNT 6:30—8:30
At the Mary Kay
Pink Spot

20 Emerald Seminar
begins.

21
22
23

24 Pearl Seminar
begins.

25

26 TNT 6:30—8:30
At the Mary Kay
Pink Spot

27 Diamond Seminar
begins.

28 Midnight CST cutoff
for Consultants to
place phone orders.

29
30

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

Ruby Seminar
begins.

Every Monday is Conference Call Day!!
 Dial in #: 661-673-8000 Meeting ID: 343-841-168#
 Meeting link: <http://www.freeseec.com/meetings/343-841-168>
 12:30—1:00 pm (Central) Unit Meeting Conference Call for training, recognition, challenges, etc.
 7—7:45 pm (Central) Pearl Call, have your recruit prospects call in to find out more about the MK opportunity.
 8—8:45 pm (Central) New Consultant Training— for training, questions, and support



Birthdays	Day	Anniversaries	Years
Averi D. Harp	10	Vicki E. Thompson	29
Kathryn K. Falk	12	Rosemary C. Hunt	19
Linda R. Lamusga	13	Lisa M. Moyer	16
Sandra Christianson	14	Annette R. Canarr	11
		Mary H. English	5
		Carla D. Mandrell	4
		Beverly A. Debolt	1

Celebrate!!



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.unitnet.com/mrichardson Password: miracles

Highlights this Month:

May Results, June, 2011

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2011)
- ◆ All-Star Star Consultant Consistency Challenge (through June 15, 2011)
- ◆ Lights, Action, Fashion Challenge (through June 30, 2011)
- ◆ Class of 2011 (through July 1, 2011)



To the Remarkable...

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



Summer New Products!



Mary Kay® Mineral Eye Color Bundles. Intensify eye color with four beautiful bundles: \$19.50 each.



Limited-Edition Mary Kay® Lashes L♥ve It! Bundle. Great for Hostesses! Your customers won't want to miss this! \$30 each.



Limited-Edition Mary Kay® Shadow & Line Eye Duo. Share the beauty and simplicity of this eye shadow/eyeliner in one! \$16 each.



Limited-Edition Mary Kay® Tinted Lip Balm Sunscreen SPF 15. The sheer, sensational color with lip-protecting sunscreen and moisturizer make this the go-to summer makeup must-have. \$13 each.

Check out the InTouch® Web site for more information!!