



Miracle Making Overcomers!

FEBRUARY RESULTS & RECOGNITION ♦ MARCH, 2016

Sales Director
Mary Richardson

SEMINAR 2016 UNIT GOALS:

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

APRIL 2016 GOALS:

- ◆ \$20,000 Unit Wholesale
- ◆ 15 New Unit Recruits
- ◆ 2 New Red Jackets
- ◆ 8 Completing 30 Faces Challenge

#1 WHOLESALE ORDERS



**Laura
Fiudo**

#1 RETAIL SALES



**Maureen
Fiudo**

#1 SHARING



**Cynthia
Martinets**

a NOTE FROM YOUR DIRECTOR . . .

Hello Miracle Making Overcomers!!

Wow, wow, wow — you are all making things happen! TWO months in a row completing Mary Kay's 13% increase challenge!! Way to go TEAM! One more month — March to complete the trifecta!! I know we can do it together as a team!! So far our winners from the drawings have been: **Rebecca Evans, CJ Reed, Laura Fiudo, and Cynthia Martinets!!** Will **YOU** be the winner this month??? Remember to get your name entered, a minimum of \$250 WS (yes you can accumulate orders)!

Those of you committed to learning & becoming pro's in your business heading to Career Conference this month: **Dequita Fisher, Ashley Haney, Kathy Lawon, Laura Fiudo, Maureen Fiudo, Katie Brady, Cynthia Martinets, Pat Meyer, CJ Reed, & Cindy Tran!** I can't wait to hear all that you learn — I'll be chatting with you all about a possible Conference Call to share with everyone!

Those committed to taking good care of their customers, signed up for the Spring PCP: **Barbara Bennion, Katie Brady, Annette Canarr, Charmaine Carney, Carolyn Felder, Maureen Fiudo, Laura Fiudo, Lisa Haemmerle, Sandy Mangrum, Cynthia Martinet, Pat Meyer, CJ Reed, Megan Tay, Cindy Tran, 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!

There is excitement in the air! 5 people have told me they are ready to STEP UP to Directorship this year — would you like to join them?? I believe **YOU** can do it!

Love and belief, *Mary*

Spotlight on Team Builders!

Standings are updated as of February 29th — this will not reflect March orders or new team members.

Future Directors

Recruiter :Maureen Fiudo
 Barbara Bennion
 Katie M. Brady
 Bernadine Dixon
 Rebecca L. Evans
 Ashley L. Haney
 Donna Lewis
 Katelyn Schultz
 Megan Tay
 * Ki'ni L. Dardin
 * Amy M. Reeves
 * Angela S. Yeats
 # Kerin E. Casey
 # Kathleen Kaiserski
 # Katie Leis

Star Team Builders

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

Senior Consultants

Recruiter :Laura D. Fiudo
 Maureen Fiudo
 Natalie Osborne

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

 Recruiter :Cynthia C. Martinets
 Dequita Fisher
 * Christal J. Thompson
 * Bridgett N. Wigley

 Recruiter :Patricia S. Meyer
 Laura D. Fiudo
 # Carla Bobczynski

 Recruiter :Megan Tay
 Lisa Haemmerle



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!

WELCOME NEW BUSINESS OWNERS!

(These new unit members signed Consultant agreements February 1-29.)

| New Consultant | From | Sponsored by |
|--------------------|---------------|--------------|
| Dequita Fisher | ARLINGTON, TX | C. Martinets |
| Bridgett N. Wigley | MANSFIELD, TX | C. Martinets |

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 | |
| Maureen Fiudo | \$100.26 |
| Mary A. Richardson | \$102.74 |
| 4% Recruiter Commission Level | |
| C.J. Reed | \$43.53 |
| Laura D. Fiudo | \$36.25 |
| Patricia S. Meyer | \$30.69 |
| Cynthia C. Martinets | \$24.08 |
| Linda R. Lamusga | \$18.53 |
| Megan Tay | \$9.44 |

Team Building TIP OF THE MONTH!

Whom to Look For:

1. Enthusiastic customers.
2. Loyal hostesses.
3. Women looking for extra money.
4. Women dissatisfied with their current job.
5. Friendly, well-groomed women.
6. People with positive attitudes.
7. People who ask you questions about what you do.
8. Almost anyone – don't prejudge! Look for people with a need – then help fill it.

"A woman is like a teabag. It's only when she's in hot water that you realize how strong she is."

~Nancy Reagan, former First-Lady of the United States of America

RACE FOR RED

Summer of Reds
March 1 - May 31, 2016

Finish the Seminar 2016 year strong and reward yourself with these red-hot bracelets! During the Summer of Reds challenge, a Red Jacket IBC Independent Beauty Consultant can earn a stunning bracelet each month of the contest period when she achieves her required level of cumulative team production for her career path status.

Stand out in sophisticated style!
Three fabulous bracelets are yours when you **SELL** the product, **BUILD** your team & **MOVE UP** the career path!



Achieve One Month:
Receive Bracelet No. 1.



Achieve Two Months:
Receive Bracelet No. 2.



Achieve Three Months:
Receive Bracelet No. 3.



3 Month Consistency:
Tote and Clutch

Spring Into Business

Help your business bloom with the Spring Sales Incentive!



When you place a single wholesale Section 1 order of \$450 or more* (excluding shipping, handling and tax) you will receive this pretty pink cosmetic bag** shipped directly from the Company with your qualifying order. Supplies are limited, but the first 50,000 IBCs Independent Beauty Consultants who qualify are guaranteed to receive this great offer!

**Not applicable in Customer Delivery Service, Guest Checkout or EZ Ship orders*

***Limit one cosmetic bag per IBC Independent Beauty Consultant and available only while supplies last*

We Invested in Product Last Month!

| | | | |
|----------------------|----------|--------------------|----------|
| Laura D. Fiudo | \$767.25 | Debra R. Heggernes | \$228.00 |
| Maureen Fiudo | \$680.75 | Jane F. Hauptert | \$227.00 |
| Patricia S. Meyer | \$636.00 | Carolyn L. Felder | \$226.50 |
| Dequita Fisher | \$602.00 | Natalie Osborne | \$225.50 |
| Cynthia C. Martinets | \$585.25 | Lou Weiss | \$225.25 |
| Donna Lewis | \$427.50 | Bernadine Dixon | \$225.00 |
| C.J. Reed | \$405.50 | Katelyn Schultz | \$197.50 |
| Lynette D. Harens | \$243.00 | Cindy Tran | \$25.50 |
| Lisa Haemmerle | \$236.00 | Megan Tay | \$21.00 |
| Kathryn A. Morgan | \$235.25 | Katie M. Brady | \$10.00 |
| Rebecca L. Evans | \$233.00 | Orsheka Moore | \$10.00 |
| Charmaine Carney | \$231.00 | Mary A. Richardson | \$949.00 |
| Jane Bryan | \$228.50 | | |



Reveal the Body You Love!
 NEW! Special-Edition TimeWise Body™
 Smooth-Action™ Cellulite Gel Cream and
 Smooth-Action™ Body Massager Set

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 | \$14,647.50 | \$2,211.00 | \$16,858.50 |
| 2 | C.J. Reed | \$11,797.50 | \$3,439.00 | \$15,236.50 |
| 3 | Cynthia C. Martinets | \$10,477.00 | \$893.00 | \$11,370.00 |
| 4 | Patricia S. Meyer | \$9,145.50 | \$926.00 | \$10,071.50 |
| 5 | Laura D. Fiudo | \$8,772.50 | \$935.00 | \$9,707.50 |
| 6 | Ashley L. Haney | \$9,205.00 | \$0.00 | \$9,205.00 |
| 7 | Ki'ni L. Dardin | \$7,009.50 | \$1,046.00 | \$8,055.50 |
| 8 | Rebecca L. Evans | \$5,567.00 | \$0.00 | \$5,567.00 |
| 9 | Lou Weiss | \$4,083.50 | \$1,105.00 | \$5,188.50 |
| 10 | Barbara Bennion | \$4,133.50 | \$896.00 | \$5,029.50 |

TOPS IN TEAM BUILDING

| | Recruiter | New Team Mbrs | YTD Comm |
|---|----------------------|---------------|------------|
| 1 | Maureen Fiudo | 4 | \$1,255.31 |
| 2 | Megan Tay | 1 | \$60.80 |
| 3 | Laura D. Fiudo | 1 | \$33.36 |
| 4 | Cynthia C. Martinets | 1 | \$24.08 |
| | Mary A. Richardson | 1 | \$78.39 |



Queen's Court of Sales!

\$40,000 retail

July 1, 2015— June 30, 2016



Queen's Court of Sharing!
24 New Team Members

July 1, 2015— June 30, 2016



Beat Our Best March

The Company has challenged us to Beat last March's production by 13%!! MK's goal is \$10,965 WS! Our goal is **\$12,500 WS** to

When we reach the MK goal I will have a special drawing for these TWO Gifts!! When we reach OUR GOAL — I'll add 2 more \$50 CASH winners!! **4 winners when we hit \$12,500!!**
Each Consultant who places a wholesale order of \$250 WS or more in March will have their name entered into the special drawing!

Red Clutch



\$50 CASH

How many times will your name be entered??

For every \$250 WS increment your name will be entered — so a \$250 WS Order = 1 entry, \$500 order = 2 entries, a \$1000 Order = 4 entries, etc. Orders are accumulative.



Aim for the Stars!

On-Target \$tar Consultants!

December 16, 2015 - March 15, 2016



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

| Consultant Name | —Wholesale Production Needed for Star— | | | | | |
|-------------------|--|------------------|--------------|-----------------|-----------------|---------------|
| | Current Wholesale Production | Sapphire \$1,800 | Ruby \$2,400 | Diamond \$3,000 | Emerald \$3,600 | Pearl \$4,800 |
| MARY RICHARDSON | \$2,628.25 | ***** | STAR | \$371.75 | \$971.75 | \$2,171.75 |
| CYNTHIA MARTINETS | \$1,913.75 | STAR | \$486.25 | \$1,086.25 | \$1,686.25 | \$2,886.25 |
| MAUREEN FIUDO | \$1,592.25 | \$207.75 | \$807.75 | \$1,407.75 | \$2,007.75 | \$3,207.75 |
| PATRICIA MEYER | \$1,333.00 | \$467.00 | \$1,067.00 | \$1,667.00 | \$2,267.00 | \$3,467.00 |
| C.J. REED | \$1,215.00 | \$585.00 | \$1,185.00 | \$1,785.00 | \$2,385.00 | \$3,585.00 |
| LAURA FIUDO | \$1,000.25 | \$799.75 | \$1,399.75 | \$1,999.75 | \$2,599.75 | \$3,799.75 |
| ASHLEY HANEY | \$764.25 | \$1,035.75 | \$1,635.75 | \$2,235.75 | \$2,835.75 | \$4,035.75 |
| CAROLYN FELDER | \$682.50 | \$1,117.50 | \$1,717.50 | \$2,317.50 | \$2,917.50 | \$4,117.50 |
| LOU WEISS | \$657.75 | \$1,142.25 | \$1,742.25 | \$2,342.25 | \$2,942.25 | \$4,142.25 |
| DEQUITA FISHER | \$602.00 | \$1,198.00 | \$1,798.00 | \$2,398.00 | \$2,998.00 | \$4,198.00 |
| BRIDGETT WIGLEY | \$600.50 | \$1,199.50 | \$1,799.50 | \$2,399.50 | \$2,999.50 | \$4,199.50 |
| REBECCA EVANS | \$488.50 | \$1,311.50 | \$1,911.50 | \$2,511.50 | \$3,111.50 | \$4,311.50 |
| LYNETTE HARENS | \$470.50 | \$1,329.50 | \$1,929.50 | \$2,529.50 | \$3,129.50 | \$4,329.50 |
| CINDY TRAN | \$446.00 | \$1,354.00 | \$1,954.00 | \$2,554.00 | \$3,154.00 | \$4,354.00 |
| DONNA LEWIS | \$427.50 | \$1,372.50 | \$1,972.50 | \$2,572.50 | \$3,172.50 | \$4,372.50 |
| KATIE BRADY | \$423.00 | \$1,377.00 | \$1,977.00 | \$2,577.00 | \$3,177.00 | \$4,377.00 |
| KATELYN SCHULTZ | \$423.00 | \$1,377.00 | \$1,977.00 | \$2,577.00 | \$3,177.00 | \$4,377.00 |

Consistency Club

On Target to Win:

\$650 Club

CJ Reed, Pat Meyer, Cynthia Martinets, Laura Fiudo, Maureen Fiudo, & Dequita Fisher

\$450 Club

Ashley Haney, Donna Lewis, Rebecca Evans, Lynette Harens, & Katie Schultz

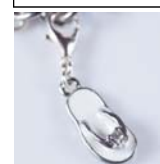
\$250 Club

Megan Tay, Cindy Tran, Carolyn Felder, Kathy Lawson, Orsheka Moore, Linda Lamusga, Charmaine Carney, Jane Bryan, Jane Hauptert, Bernadine Dixon, Heather Ruffcorn, Dawn Booth, Natalie Osborne, Mary English, Katie Brady, Lou Weiss, Kathy Morgan, Lisa Haemmerle, Debbie Heggernes, Bev Debolt, Annette Canarr, Barbara Bennion, & Linda Mace

Order 2 out of 3 months (Jan.-Mar.) to WIN your choice of prizes!!!

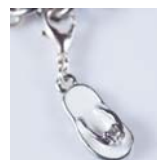


\$650 Club



3 Charms, or Bracelet and 2 Charms or a Mary Kay Mirror & Tray

\$450 Club



\$250 Club



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

1 Charm, or Bracelet, or a Training CD

Working with Accountability!

Sensational Sales

| | |
|-------------------|-------|
| Fran Bates | \$874 |
| Maureen Fiudo | \$731 |
| Pat Meyer | \$573 |
| Laura Fiudo | \$520 |
| Cynthia Martinets | \$510 |
| CJ Reed | \$413 |
| Nan Harrison | \$237 |
| Lenora Browning | \$229 |
| Vicki Thompson | \$73 |

Remarkable Reorders

| | |
|-------------------|-------|
| Fran Bates | \$874 |
| Nan Harrison | \$237 |
| Lenora Browning | \$229 |
| Maureen Fiudo | \$76 |
| Vicki Thompson | \$73 |
| CJ Reed | \$48 |
| Cynthia Martinets | \$22 |

Wonderful Web Sales

| | |
|-------------|------|
| Pat Meyer | \$85 |
| Laura Fiudo | \$76 |

Amazing On The Go Sales

| | |
|---------------|-------|
| Laura Fiudo | \$429 |
| Pat Meyer | \$218 |
| Maureen Fiudo | \$15 |

Sets Sold

| | |
|-------------------|---|
| Cynthia Martinets | 4 |
| Pat Meyer | 3 |
| Maureen Fiudo | 2 |
| Laura Fiudo | 1 |
| CJ Reed | 1 |

Bookings

| | |
|---------------|----|
| CJ Reed | 10 |
| Maureen Fiudo | 6 |
| Pat Meyer | 1 |

Interviews

| | |
|---------------|---|
| Maureen Fiudo | 2 |
|---------------|---|

Parties with a Purpose

| | |
|-------------------|-------|
| Cynthia Martinets | \$373 |
| Maureen Fiudo | \$298 |
| Maureen Fiudo | \$245 |
| Cynthia Martinets | \$115 |
| Maureen Fiudo | \$97 |
| Pat Meyer | \$87 |

Fabulous Facials

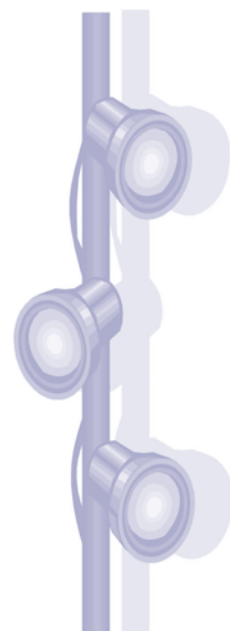
| | |
|-------------|-------|
| CJ Reed | \$213 |
| Pat Meyer | \$183 |
| CJ Reed | \$128 |
| Laura Fiudo | \$15 |

Wonderful Weeks

| | |
|-------------------|-------|
| Laura Fiudo | \$457 |
| Cynthia Martinets | \$373 |
| Maureen Fiudo | \$321 |
| Fran Bates | \$310 |
| Fran Bates | \$301 |

WAS Turned In

| |
|-------------------|
| Fran Bates |
| Lenora Browning |
| Laura Fiudo |
| Maureen Fiudo |
| Nan Harrison |
| Cynthia Martinets |
| Pat Meyer |
| CJ Reed |
| Vicki Thompson |



April 2016



Sun Mon Tue Wed Thu Fri Sat

1 2

3 4 5 6 7 8 9

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

10 11 12 13 14 15 16

TNT 6:30—8:30 at
the Hampton Inn

17 18 19 20 21 22 23

Last day to enroll
online for Summer
2016 PCP mailing.

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

24 25 26 27 28 29 30

Seminar 2016
Registration opens
for Emerald cons.

Seminar 2016
Registration opens
for Diamond cons.

Seminar 2016
Registration opens
for Ruby cons.

Seminar 2016
Registration opens
for Sapphire cons.
Midnight CST cutoff
for Consultants to
place phone orders.

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

TNT 6:30—8:30 at
the Hampton



| Birthdays | Day | Anniversaries | Years |
|--------------------|-----|----------------------|-------|
| Martha J. Ruffcorn | 3 | Cynthia C. Martinets | 24 |
| Jane F. Hauptert | 9 | Margaret Riess | 22 |
| Carolyn L. Felder | 12 | Sandi Coen | 18 |
| Mary A. Richardson | 16 | Maureen Fiudo | 2 |
| C.J. Reed | 25 | Carla Bobczynski | 1 |
| Robin E. Gelschus | 28 | Donna Lewis | 1 |
| Ashley L. Haney | 28 | Linda S. Morrill | 1 |



Miracle Making Overcomers

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To the Incredible...

HIGHLIGHTS THIS MONTH:

February Results, March, 2016

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2016)
- ◆ Class of 2016 Offspring Challenge (through July 1, 2016)
- ◆ Summer of Reds (March 1 - May 31, 2016)



Words of Wisdom

Being well-prepared is a major contributor to self-confidence. Do your homework before you make a sales call; decide exactly what you want to say before you deliver a speech; develop your professional skills through education, training, and experience.

All these actions will increase your level of confidence.

~Mary Kay Ash



SPRING Selling Ideas!

- ◆ Host a Step Into the Garden tea party. You can use the new Into the Garden™ place mats.
- ◆ Download Into the Garden™-themed product display cards for your party.
- ◆ Watch the Into the Garden™ how-to videos to get expert tips you can use with your customers.
- ◆ Apply a one-click trend look to your customer's photo using the Mary Kay® Virtual Makeover App. Then email it, along with the product list, for potential sales.
- ◆ Send a link to the Spring/Summer 2016 Trend Report or eCatalog to your trend-savvy customers. You also can share the link on social media.
- ◆ Create your own product bundles with a combination of limited-edition and regular-line products.