



Senior Sales Director Mary Richardson

Miracle Making Overcomers

Begin
**THE YEAR
OF YOUR
DREAMS**

February Results & Recognition <<<< March, 2017

Seminar 2017 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 2017 Goals

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

#1 RETAIL SALES



Maureen
Fiudo

#1 WS SALES



Maureen
Fiudo

#1 SHARING



Cynthia
Martinets

Hello Miracle Making Overcomers!!

Second month of car qualification done and 4 more to go! We are a little behind on the Premier Club car level and I know we will be able to make that up. Wow, wow, wow — you are all making things happen!

Those registered for Career Conference are: **Laura Fiudo, Cindy Tran, Cynthia Martinets, CJ Reed, Vicki Thompson, Maureen Fiudo, & Pat Meyer** — I can't wait to hear all that you learn! AND those that earned their bracelets December, January, & February earning an extra bracelet and FREE lunch at Career Conference are: **Maureen Fiudo, Laura Fiudo, Cynthia Martinets, and CJ Reed!** Congratulations to YOU!!

Those committed to taking good care of their customers, signed up for the Spring PCP: **Barbara Bennion, Charmaine Carney, Maureen Fiudo, Laura Fiudo, Lynette Harens, Cynthia Martinet, Pat Meyer, Debbie Smith, 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!

Maureen Fiudo already a Emerald Star! Cynthia Martinets already a Diamond Star! *ON Target Stars:* **CJ Reed, Pat Meyer, Laura Fiudo, Darlene Strukel, Linda Lamusga, Debbie Smith, Megan Kennedy, Annette Canarr..** I know you all can make it happen!! Who else is ready to step up and receive some great prizes and recognition???

There is excitement in the air! Let's make March Marvelous!!

Love and belief, *Mary*

SPOTLIGHT ON TEAM BUILDERS!

Standings are updated as of February 28th — this will not reflect March orders or new team members.

Team Leaders

Recruiter :Maureen Fiudo
 Barbara Bennion
 Audrey C. Conway
 Bernadine Dixon
 Rebecca L. Evans
 Megan M. Kennedy
 Katelyn Schultz
 Megan Tay
 * Katie M. Brady
 * Shannon B. DeGroot
 * Sierra L. DeYoung
 * Halsey A. Hahne
 * Andrea K. Holder
 * Donna Lewis
 * Leah A. Reynolds
 * Virginia N. Smith
 # Kathryn Brown
 # Chelsea Bulmer
 # Ashley L. Haney
 # Claire Schroettner
 # Emily M. Stetson

Star Team Builders

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

Recruiter :Cynthia C. Martinets
 Bridgett N. Wigley
 * Dequita Fisher
 * Monica S. Miller
 * Yadira M. Moreno
 # Jeri L. Bryant
 # Tiffany G Chinchilla
 # Christal J. Thompson
 # Michelle Waters

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

Senior Consultants

Recruiter :Laura D. Fiudo
 Maureen Fiudo
 # Natalie Osborne

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

Recruiter :Debbie Smith
 Lauren M. Augustine

**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!



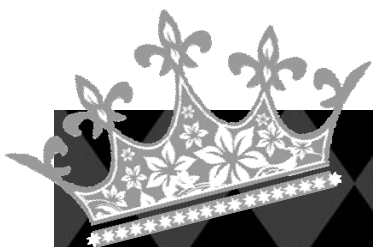
Senior Consultant
 (1-2 active team members)
 4% Commission

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 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!

Begin
**THE YEAR
OF YOUR
DREAMS**



Welcome New Business Owners!

(These new unit members signed Consultant agreements February 1-28.)

New Consultant
Yadira M. Moreno

From
MANSFIELD, TX

Sponsored by
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	\$65.21
Mary A. Richardson	\$131.22

4% Recruiter Commission Level

Laura D. Fiudo	\$84.35
Patricia S. Meyer	\$29.19
C.J. Reed	\$25.83
Cynthia C. Martinets	\$9.06



March bracelet features this Mary Kay Ash quote: "Reach for the moon!"



CHALLENGE BRACELETS

One bracelet can instantly represent your ability to earn up to 50 percent profit on the Mary Kay® products sold. Three bracelets earned in one quarter makes you a Sapphire Star Consultant. Earn 12 bracelets, and you're on your way to consistent bookings, sales and building the business of your dreams.

"A mediocre idea that generates enthusiasm will go farther than a great idea that inspires no one."

~Mary Kay Ash

Working with accountability!

Sensational Sales

Maureen Fiudo	\$3002
CJ Reed	\$1965
Laura Fiudo	\$788
Cynthia Martinets	\$445
Pat Meyer	\$410
Lou Weiss	\$171
Vicki Thompson	\$112

Remarkable Reorders

CJ Reed	\$385
Maureen Fiudo	\$185
Lou Weiss	\$171
Cynthia Martinets	\$119
Vicki Thompson	\$112

Wonderful Web Sales

Maureen Fiudo	\$48
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Amazing On The Go Sales

Laura Fiudo	\$419
Maureen Fiudo	\$333
Pat Meyer	\$178

Sets Sold

Maureen Fiudo	7
CJ Reed	4
Pat Meyer	3
Laura Fiudo	2
Cynthia Martinets	1

New Bookings

CJ Reed	17
Maureen Fiudo	6
Pat Meyer	1

Fun Fast Facials

CJ Reed	\$256
CJ Reed	\$200
CJ Reed	\$83

Parties with a Purpose

Maureen Fiudo	\$445
Maureen Fiudo	\$442
Laura Fiudo	\$369
CJ Reed	\$355
Cynthia Martinets	\$326
Maureen Fiudo	\$292
Maureen Fiudo	\$269
Maureen Fiudo	\$252
CJ Reed	\$251
CJ Reed	\$214
Maureen Fiudo	\$173
Pat Meyer	\$166
Maureen Fiudo	\$117
CJ Reed	\$116
CJ Reed	\$105
Maureen Fiudo	\$95
Maureen Fiudo	\$93
Maureen Fiudo	\$74
Maureen Fiudo	\$74
Pat Meyer	\$66
Maureen Fiudo	\$55
Maureen Fiudo	\$15

Wonderful Weeks

Maureen Fiudo	\$937
CJ Reed	\$848
Maureen Fiudo	\$804
Maureen Fiudo	\$729
CJ Reed	\$599
Laura Fiudo	\$515
Maureen Fiudo	\$484
Cynthia Martinets	\$364
Pat Meyer	\$304

WAS Turned In

Laura Fiudo
Maureen Fiudo
Cynthia Martinets
Pat Meyer
CJ Reed
Vicki Thompson
Lou Weiss



We invested in product last month!

Maureen Fiudo	\$2,108.75	Audrey C. Conway	\$235.00
Cynthia C. Martinets	\$723.50	Carolyn L. Felder	\$229.00
Laura D. Fiudo	\$618.25	Bridgett N. Wigley	\$226.50
C.J. Reed	\$601.50	Kristen R. Box-Rojas	\$225.50
Patricia S. Meyer	\$354.25	Barbara Bennion	\$225.10
Lynette D. Harens	\$323.50	Ashley M. Naujoks	\$111.50
Martha J. Ruffcorn	\$307.50	Debbie Smith	\$78.50
Rebecca L. Evans	\$264.50	Annette R. Canarr	\$37.50
Linda R. Lamusga	\$254.00	Mary A. Richardson	\$609.50
Vicki E. Thompson	\$250.00		



SHOOTING FOR THE COURTS!

Top 10 in Retail Sales

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



Queen's Court of Sales!
\$40,000 retail
 July 1, 2016 — June 30, 2017

	Consultant	YTD Retail	Bonus & PCP	Total
1	Maureen Fiudo	\$19,709.00	\$4,361.50	\$24,070.50
2	Cynthia C. Martinets	\$11,469.30	\$2,604.30	\$14,073.60
3	C.J. Reed	\$10,692.00	\$3,151.50	\$13,843.50
4	Laura D. Fiudo	\$10,631.50	\$2,781.00	\$13,412.50
5	Megan M. Kennedy	\$6,652.50	\$1,191.00	\$7,843.50
6	Patricia S. Meyer	\$5,839.00	\$1,062.00	\$6,901.00
7	Debbie Smith	\$4,846.40	\$1,987.40	\$6,833.80
8	Lauren M. Augustine	\$3,090.70	\$2,120.00	\$5,210.70
9	Rebecca R. Parker	\$2,664.00	\$2,524.00	\$5,188.00
10	Vicki E. Thompson	\$2,755.00	\$1,805.00	\$4,560.00



Queen's Court of Sharing!
24 New Team Members
 July 1, 2016 — June 30, 2017

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Maureen Fiudo	2	\$393.44
2	Debbie Smith	1	\$61.81
	Mary A. Richardson	1	\$284.58





aim for the stars!



On-Target \$tar Consultants!

December 16, 2016- March 15, 2017



**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	\$4,762.75	****	****	****	STAR	\$37.25
CYNTHIA MARTINETS	\$3,036.00	****	****	STAR	\$564.00	\$1,764.00
C.J. REED	\$1,677.75	\$122.25	\$722.25	\$1,322.25	\$1,922.25	\$3,122.25
MARY RICHARDSON	\$1,558.50	\$241.50	\$841.50	\$1,441.50	\$2,041.50	\$3,241.50
LAURA FIUDO	\$1,449.25	\$350.75	\$950.75	\$1,550.75	\$2,150.75	\$3,350.75
PATRICIA MEYER	\$1,207.75	\$592.25	\$1,192.25	\$1,792.25	\$2,392.25	\$3,592.25
DARLENE STRUKEL	\$647.00	\$1,153.00	\$1,753.00	\$2,353.00	\$2,953.00	\$4,153.00
LINDA LAMUSGA	\$507.00	\$1,293.00	\$1,893.00	\$2,493.00	\$3,093.00	\$4,293.00
CAROLYN FELDER	\$459.50	\$1,340.50	\$1,940.50	\$2,540.50	\$3,140.50	\$4,340.50
ANNETTE CANARR	\$424.10	\$1,375.90	\$1,975.90	\$2,575.90	\$3,175.90	\$4,375.90
DEBBIE SMITH	\$403.00	\$1,397.00	\$1,997.00	\$2,597.00	\$3,197.00	\$4,397.00

Overcomers Embrace Your Dreams Contest Winners

February Winners

Level 30 Winners

Maureen Fiudo— earning the bangle & tray inserts for doing **45 Faces, 10+** interviews and over \$2,000 WS!

Level 20 Winners

Cynthia Martinets earning the charm!

Level 10 Winners

Laura Fiudo, CJ Reed, Pat Meyer, Martha Ruffcorn, Linda Lamusga, Vicki Thompson, Lynette Harens, and Rebecca Evans earning the charm!

Reminder to earn the prizes in this contest you must text me or email the picture of your tracking sheet by the 5th of the month!!

Overcomers Embrace Your Dreams Contest



Build a Bangle Year Long Promotion

Oh My gosh Your Arms will be covered with bracelets!!

There are ways so everyone can win!

March 2017

Do **one** of the following:

30 Faces or 10 Interviews or \$850 WS order to earn your bangle!

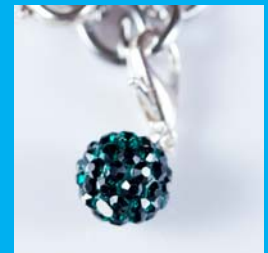
Do all 3 and earn Your Bangle, the Embrace Dreams



Do **one** of the following:

20 Faces or 6 Interviews or \$650 WS order to earn a charm!

Do all 3 and earn Your Bangle & the Embrace Dreams



Do **one** of the following:

10 Faces or 3 Interviews or \$250 WS order to earn a charm!

Do all 3 and earn your charm, plus Pink Printing Tray inserts!



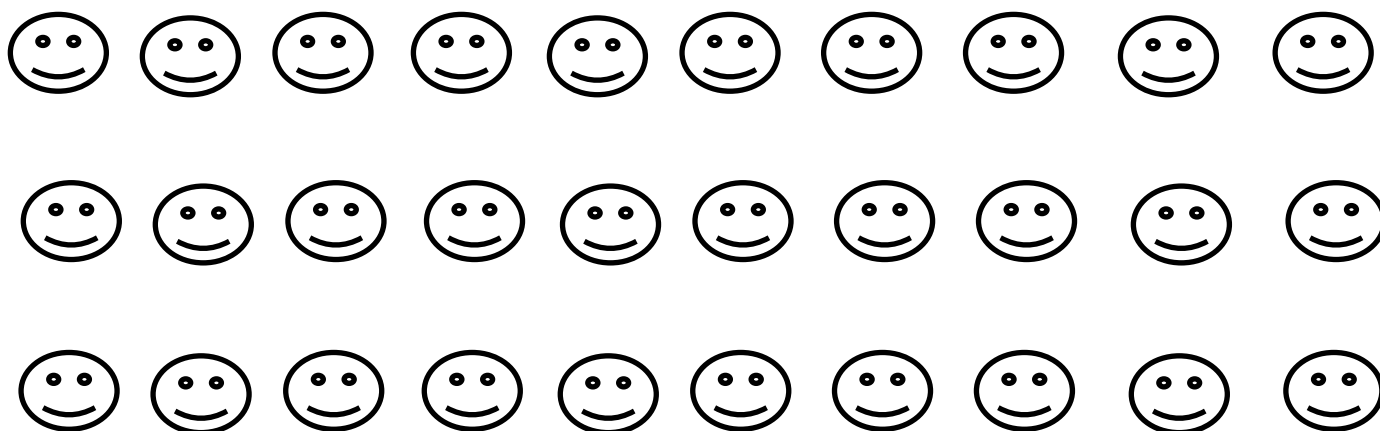
Embrace Dreams Bracelet from Mary Kay for a \$600 WS Order!

You must have everyone you interview click: <http://goo.gl/forms/3wa1uSQ4b1EuN9i2> and fill out the questionnaire to count for the contest!

Overcomers Embrace Your Dreams Contest

Tracking Sheet

Faces



Interviews

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

Name _____ WS order _____

I did all three! Bangle size: Small, April 5th! 512-422-7560, maryrich@marykay.com

april 2017



Sun Mon Tue Wed Thu Fri Sat

The All In Movement

There's no better way to Embrace Your Dreams!

1

2 3 4 5 6 7 8

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

9 10 11 12 13 14 15

TNT 6:30—8:30 at
the Hampton

Good Friday. All
Company & Branch
Offices Closed.

16 17 18 19 20 21 22

Last day to enroll
online for Summer
2017 PCP mailing.

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



23 24 25 26 27 28 29

Seminar 2017
Registration opens
for Diamond cons.

Seminar 2017
Registration opens
for Ruby cons.

Seminar 2017
Registration opens
for Sapphire cons.

Seminar 2017
Registration opens
for Emerald cons.

TNT 6:30—8:30 at
the Hampton

Midnight CST cutoff
for Consultants to
place phone orders.

30 Last working day of
the month. Cons
submit online orders
until 9 pm CST.



Birthdays

Martha J. Ruffcorn
Jane F. Haupt
Carolyn L. Felder
Mary A. Richardson
C.J. Reed
Robin E. Gelschus
Ashley L. Haney

Day

3
9
12
16
25
28
28

Anniversaries

Cynthia C. Martinets
Margaret Riess
Sandi Coen
Maureen Fiudo
Donna Lewis
Lisa M. Moyer
Chelsea Bulmer

Years

25
23
19
3
2
1
1

Celebrate!!!



Miracle Making Overcomers

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Highlights this Month:

February Results, March, 2017

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2017)
- ◆ Class of 2017 Offspring Challenge (through July 1, 2017)
- ◆ Embrace Your Dreams Challenge (July 1, 2016 - June 30, 2017)



To the incredible...



Maureen Fiuda

Cynthia Martinets

EJ Reed

Laura Fiuda

Mary

Congratulations to these Consultants earning their Embracelets in February!

PICCOLLAGE



THE YEAR OF YOUR DREAMS

EXPECT MORE SALES, AND YOU WILL MAKE THEM. EXPECT TO BOOK, AND YOU WILL BOOK. EXPECT TO GROW, AND YOU WILL GROW. THIS WILL BE AN EXCITING AND REWARDING YEAR IF YOU MAKE IT SO.

Mary Kay

MARY KAY SEMINAR 2017

Dates:

- Diamond: July 20 – 23
- Ruby: July 24 – 27
- Sapphire: July 28 – 31
- Emerald: August 1 – 4

I LOVE MY UNIT