



Senior Sales Director Mary Richardson

Miracle Making Overcomers



February Results & Recognition <<<< March, 2018

Seminar 2018 Unit Goals

- ◆ \$400,000 Circle of Excellence
- ◆ 5 New Offspring Directors
- ◆ 5 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 30 Star Consultants
- ◆ 100 Unit Members

APRIL 2018 GOALS

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

#1 RETAIL SALES



CJ Reed

#1 WHOLESALE



Lou Weiss

#1 SHARING



Maureen Fiudo

NEW FACES WILL TAKE YOU PLACES!! Earning their designer bracelets in February: **Lou Weiss, Maureen Fiudo, Cynthia Martinets, & CJ Reed!** Who is going to join them this month?? **AND Maureen, Cynthia, & CJ all earned the Consistency Bracelet!!**

Congratulations to: **Cynthia Martinets, Maureen Fiudo, Laura Fiudo, CJ Reed, Pat Meyer, Lou Weiss, and Jane Bryan** earning prizes in our February New Faces will Take You Places Contest! Check out the one for March – you can be a winner!!

Career Conference Registration is happening this month, those registered are: **Mikkayla Moss, Laura Fiudo, Maureen Fiudo, Cynthia Martinets, & CJ Reed** — I can't wait to hear all that you learn! Congratulations to you all on investing in YOU!!

Our NSD Julie Krebsbach has challenged us to increase this March over last March by 13%!! So our goal for this month is **\$9940 WS** — when we do this I'll do a drawing for **\$100 CASH!!** You will get your name entered 1 time for every \$250 WS order you place. (Example — you order \$600 WS and your name will be entered 2 times) Those committed to taking good care of their customers, signed up for the Spring PCP: Jane Bryan, Laura Fiudo, Maureen Fiudo, Sandy Mangrum, Cynthia Martinets, Pat Meyer, CJ Reed, & 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!

Who else is ready to step up and receive some great prizes and recognition???

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

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 :C.J. Reed
 Annette R. Canarr
 Bev A. Debolt
 Jane F. Hauptert
 Linda R. Lamusga
 Ludmila Maretski
 Patricia S. Meyer
 Lou Weiss
 * Emily R. Andringa
 * Teresa A. Klasen
 * Lynda M. Paulson
 # Robin E. Gelschus
 # Christina M. Hosmer

Star Team Builders

Recruiter :Cynthia C. Martinets
 Kristina Baldwin
 Beth Fortner
 Traci M. Perdue
 * Michelle F. Elliott
 * Michelle Waters
 * Bridgett N. Wigley
 # Yadira M. Moreno
 # Elizabeth M Townsend

Senior Consultants

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

Recruiter :Laura D. Fiudo
 Maureen Fiudo

Recruiter :Maureen Fiudo
 Bernadine Dixon
 Mikkayla Moss
 * Barbara Bennion
 * Katie M. Brady
 * Rebecca L. Evans
 * Jacqueline McCormack
 * Megan Tay
 # Kelley S. Brackson
 # Jordan A. Burkholder
 # Audrey C. Conway
 # Halsey A. Hahne
 # Ashley L. Haney
 # Claire Schroettner
 # Emily M. Stetson
 # Kayla J. West

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

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

Recruiter :Debbie Smith
 Lauren M. Augustine
 # Jaidy Cole

**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!



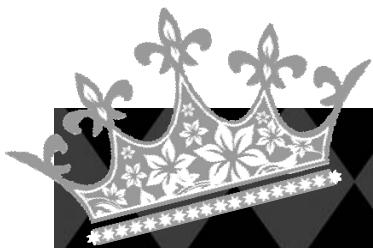
Senior Consultant
 (1-2 active team members)
 4% Commission

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!

INTRODUCING THE NEW
MARY KAY
*Essential Brush
Collection*
Here's why you'll
fall in love with our new brushes!



Welcome New Business Owners!

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

New Consultant
Mikkayla Moss

From
LEAVENWORTH, KS

Sponsored by
M. Fiudo

WELCOME ABOARD!!

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



13% Recruiter Commission Level C.J. Reed	\$258.12
9% Recruiter Commission Level Mary A. Richardson	\$120.60
4% Recruiter Commission Level Laura D. Fiudo	\$28.92
Patricia S. Meyer	\$18.94
Linda R. Lamusga	\$18.46
Cynthia C. Martinets	\$15.90
Maureen Fiudo	\$9.68

NEW
FACES
take you
PLACES

When you step out and introduce new faces to our incredible Mary Kay® skin care, the places it can take you and your Mary Kay business are limitless!



The March bracelet features a charm with the power word Passion and a dangling crystal-gemstone, plus a crystal-encrusted party-dress charm.

"Obstacles are those frightful things you see when you take your eyes off your goal." - Hannah More

***Congratulations to
these amazing
Consultants, earning
their February
Bracelets!!***



Peg Reed



Lou Weiss



Maureen Fudo



Cynthia Martinets



Mary

think pink

We invested in product last month!

<i>Lou Weiss</i>	\$726.00	<i>Beth Fortner</i>	\$239.50
<i>Maureen Fiudo</i>	\$723.00	<i>Bev A. Debolt</i>	\$239.50
<i>C.J. Reed</i>	\$609.00	<i>Debra R. Heggernes</i>	\$234.50
<i>Cynthia C. Martinets</i>	\$608.00	<i>Lynette D. Harens</i>	\$234.50
<i>Laura D. Fiudo</i>	\$473.50	<i>Carolyn L. Felder</i>	\$229.00
<i>Annette R. Canarr</i>	\$432.50	<i>Margaret Riess</i>	\$227.00
<i>Ludmila Maretski</i>	\$335.00	<i>Traci M. Perdue</i>	\$113.00
<i>Kristen R. Box-Rojas</i>	\$267.50	<i>Hilary L. Huttleston</i>	\$103.00
<i>Jane Bryan</i>	\$260.50	<i>Kristina Baldwin</i>	\$45.00
<i>Patricia S. Meyer</i>	\$252.50	<i>Mary A. Richardson</i>	\$618.50
<i>Mikkayla Moss</i>	\$242.00		



SHOOTING FOR THE COURTS!



Queen's Court of Sales!
\$40,000 retail
 July 1, 2017 — June 30, 2018



Queen's Court of Sharing!
24 New Team Members
 July 1, 2017 — June 30, 2018

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	\$15,640.00	\$0.00	\$15,640.00
2	Cynthia C. Martinets	\$13,094.00	\$0.00	\$13,094.00
3	Laura D. Fiudo	\$10,682.50	\$0.00	\$10,682.50
4	C.J. Reed	\$9,881.50	\$0.00	\$9,881.50
5	Patricia S. Meyer	\$5,482.50	\$0.00	\$5,482.50
6	Lou Weiss	\$4,746.50	\$0.00	\$4,746.50
7	Jane Bryan	\$4,662.00	\$0.00	\$4,662.00
8	Rebecca R. Parker	\$2,761.50	\$0.00	\$2,761.50
9	Linda R. Lamusga	\$2,624.00	\$0.00	\$2,624.00
10	Lauren M. Augustine	\$2,432.00	\$0.00	\$2,432.00

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	C.J. Reed	1	\$78.91
2	Cynthia C. Martinets	1	\$24.90
3	Jane Bryan	1	\$24.64



Working with accountability!

Sensational Sales

CJ Reed	\$1133
Maureen Fiudo	\$1064
Cynthia Martinets	\$972
Laura Fiudo	\$352
Fran Bates	\$315
Lenora Browning	\$250
Lou Weiss	\$185
Vicki Thompson	\$78

Remarkable Reorders

Cynthia Martinets	\$504
CJ Reed	\$347
Fran Bates	\$315
Lenora Browning	\$250
Lou Weiss	\$120
Maureen Fiudo	\$98
Vicki Thompson	\$36

Amazing On The Go Sales

Maureen Fiudo	\$551
Laura Fiudo	\$330
Lou Weiss	\$64

Fun Fast Facials

Maureen Fiudo	\$88
CJ Reed	\$46
CJ Reed	\$40
Laura Fiudo	\$23

Wonderful Website Orders

Vicki Thompson	\$42
Maureen Fiudo	\$36

Sets Sold

Cynthia Martinets	1
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New Bookings

CJ Reed	7
Maureen Fiudo	3

Interviews

CJ Reed	4
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Parties with a Purpose

CJ Reed	\$470
Cynthia Martinets	\$269
Cynthia Martinets	\$199
CJ Reed	\$142
Maureen Fiudo	\$106
CJ Reed	\$88
Maureen Fiudo	\$69
Maureen Fiudo	\$62
Maureen Fiudo	\$54

Wonderful Weeks

CJ Reed	\$740
Maureen Fiudo	\$736
Cynthia Martinets	\$315
Fran Bates	\$315
Cynthia Martinets	\$293
Cynthia Martinets	\$264

WAS Turned In

Fran Bates
Lenora Browning
Laura Fiudo
Maureen Fiudo
Cynthia Martinets
CJ Reed
Vicki Thompson
Lou Weiss





aim for the stars!



On-Target \$tar Consultants!

December 16, 2017 - March 15, 2018



**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	\$2,768.00	*****	STAR	\$232.00	\$832.00	\$2,032.00
C.J. REED	\$1,672.50	\$127.50	\$727.50	\$1,327.50	\$1,927.50	\$3,127.50
CYNTHIA MARTINETS	\$1,650.50	\$149.50	\$749.50	\$1,349.50	\$1,949.50	\$3,149.50
LAURA FIUDO	\$1,462.75	\$337.25	\$937.25	\$1,537.25	\$2,137.25	\$3,337.25
MARY RICHARDSON	\$1,450.00	\$350.00	\$950.00	\$1,550.00	\$2,150.00	\$3,350.00
LOU WEISS	\$1,333.00	\$467.00	\$1,067.00	\$1,667.00	\$2,267.00	\$3,467.00
PATRICIA MEYER	\$903.50	\$896.50	\$1,496.50	\$2,096.50	\$2,696.50	\$3,896.50
KRISTINA BALDWIN	\$585.50	\$1,214.50	\$1,814.50	\$2,414.50	\$3,014.50	\$4,214.50
LINDA LAMUSGA	\$528.50	\$1,271.50	\$1,871.50	\$2,471.50	\$3,071.50	\$4,271.50
LYNETTE HARENS	\$459.50	\$1,340.50	\$1,940.50	\$2,540.50	\$3,140.50	\$4,340.50
CAROLYN FELDER	\$454.00	\$1,346.00	\$1,946.00	\$2,546.00	\$3,146.00	\$4,346.00
ANNETTE CANARR	\$432.50	\$1,367.50	\$1,967.50	\$2,567.50	\$3,167.50	\$4,367.50

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.

Fuel Your Passion!

Tell new faces what you love about Mary Kay so they can dream big too.

GO PLACES ▶



SISTERS

(NEW FACES *take you* PLACES)



Celebrate **SISTERS** with the *New Faces Take You Places* Seminar Consistency Challenge!

**WEAR YOUR CHARMING BRACELET AND
SEE YOUR MARY KAY *SISTERS* AT THE PARTY!**

**Independent Beauty Consultants and
Independent Sales Directors** who achieve
New Faces Take You Places challenge for the
months of March, April, May, June **AND** who have
one new personal qualified* team member during
the challenge period will receive the special
edition Seminar Consistency Challenge
designer charm bracelet with the power
word **SISTERS** and an invitation to the
City Girls and Pearls Prize Party. Plus,
you'll get awesome Bling Buttons for
your Seminar badges.












*Go to *Mary Kay In Touch** for complete
challenge rules and details.

MARY KAY

SISTERS

March New Faces Take You Places!

Pick your Prize from the Pretty, Practical or Products!

Sec 1 Wholesale	<i>Pretty</i>	<i>Practical</i>	<i>Products</i>
\$250	See Through Earrings 	1 Semi Shine Lip Sample 	New Eyebrow Eyeliner Brush 
\$450	See Through Earrings & Pendant 	2 Semi Shine Lip Samples 	New Cream Color Brush 
\$600	Passion -- MK Bracelet!		
\$850	Southwest Earrings & Pendant 	3 Semi Shine Lip Samples 	New Liquid Foundation Brush 

Wholesale order must be received at Mary Kay by 3/31.

Order prize from Mary by 4/3! No Voucher = No Prizes!!

Order your prize at www.maryarichardson.com (2016miracles)

New Faces Take You Places

Tracking Sheet

Faces



10 Faces is around \$600 in sales



20 Faces is around \$1200 in sales

Star Consultant and Bracelet Winner!!



30 Faces is around \$1800 in sales

Ruby Star Consultant and Bracelet Winner!!

Interviews


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

Name _____ WS order _____

april 2018



Sun Mon Tue Wed Thu Fri Sat

1 EASTER 	2	3 TNT Training & Recognition 6:00 – 6:45 do your own guest makeovers Meeting 6:45 – 8:15 at the Hampton	4	5	6	7 Makeovers at Mary's 10 am
8	9	10 TNT Guest Event Makeover Night 6:30—8:30 at the Hampton	11	12	13	14
15	16	17 Last day to enroll online for Summer 2018 PCP mailing. TNT Training & Recognition 6:00 – 6:45 do your own guest makeovers Meeting 6:45 – 8:15 at the Hampton	18	19	20	21
22	23	24 Ruby priority registration opens. TNT Training & Recognition 6:00 – 6:45 do your own guest makeovers Meeting 6:45 – 8:15 at the Hampton	25 Sapphire priority registration opens.	26 Emerald priority registration opens.	27 Midnight CST cutoff for Consultants to place phone orders. Diamond priority registration opens.	28 Fashion Show & Silent Auction 10 am
29	30 Last working day of the month. Cons submit online orders until 9 pm CST. Online Agreements accepted until midnight. Registration opens for all Cons.					



Birthdays	Day	Anniversaries	Years
Martha J. Ruffcorn	3	Cynthia C. Martinets	26
Jane F. Hauptert	9	Margaret Riess	24
Carolyn L. Felder	12	Sandi Coen	20
Elizabeth M Townsend	14	Maureen Fiudo	4
Mary A. Richardson	16		
Kristina Baldwin	17		
C.J. Reed	25		
Robin E. Gelschus	28		
Ashley L. Haney	28		

Celebrate!!!



Miracle Making Overcomers

Mary Richardson

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To the incredible...

Highlights this Month:

February Results, March, 2018

- ◆ Quarter 4 Star Consultant Quarterly Contest (Mar. 16 - June 15, 2018)
- ◆ Class of 2018 Offspring Challenge (through July 1, 2018)
- ◆ New Faces Take You Places (July 1, 2017 - June 30, 2018)
- ◆ EXTENDED! All In With 8! DIO Promotion (Jan. 1 - June 1, 2018)
- ◆ Try It Contest (January 15 - March 31, 2018)
- ◆ Seminar Consistency Challenge (March 1 - June 30, 2018)



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



Celebrating 55 Years!

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 2018



Dates:

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