



September Results & Recognition - October, 2013

SEMINAR 2014 GOALS:

- ◆ \$300,000 Circle of Excellence
- ◆ 2 New Offspring Directors
- ◆ 2 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 30 Star Consultants
- ◆ 100 Unit Members

NOV. 2013 GOALS:

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

Retail Queen



Pat Meyer

Wholesale Queen

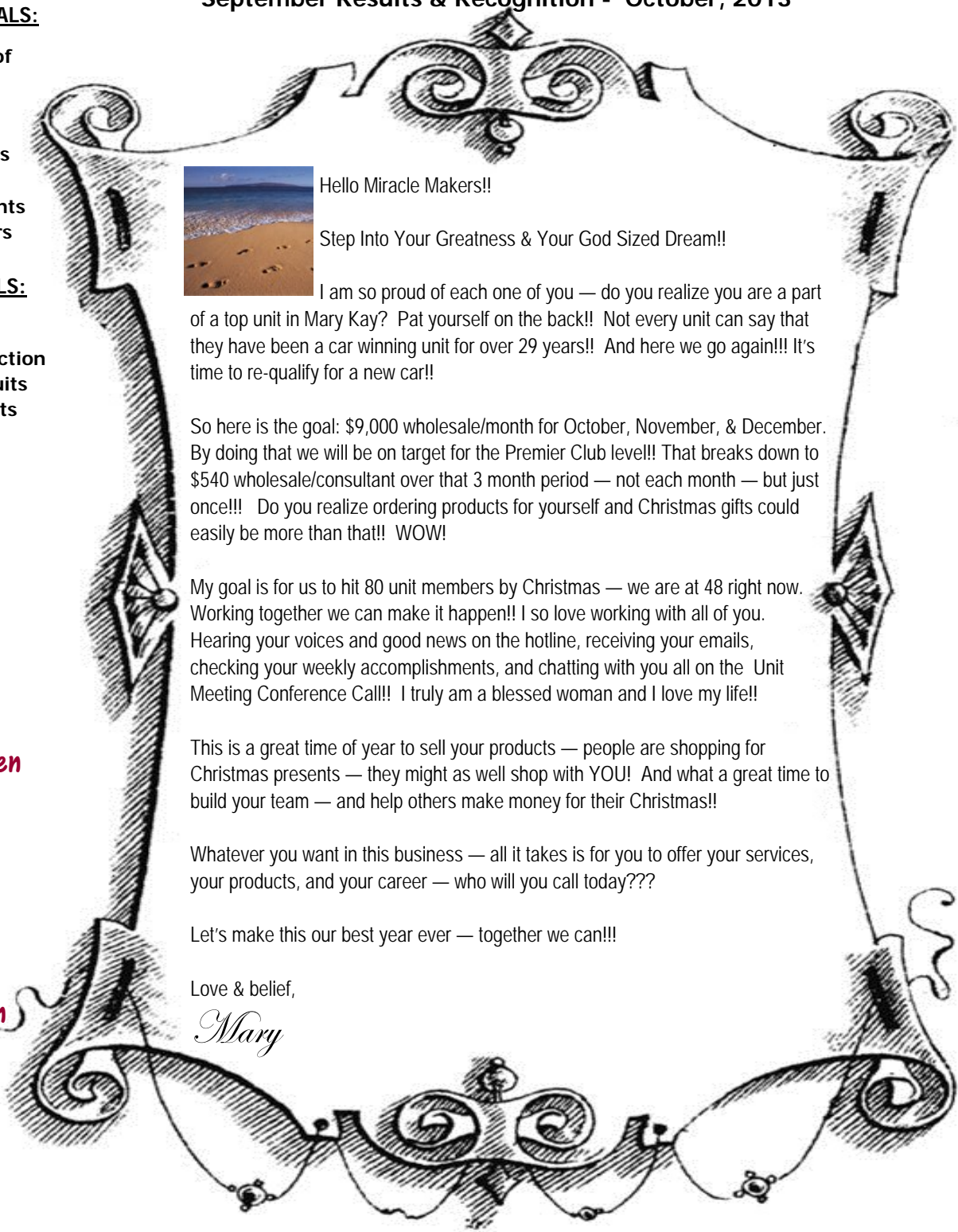


Laura Fiudo

Sharing Queen



Position Available!!



Hello Miracle Makers!!

Step Into Your Greatness & Your God Sized Dream!!

I am so proud of each one of you — do you realize you are a part of a top unit in Mary Kay? Pat yourself on the back!! Not every unit can say that they have been a car winning unit for over 29 years!! And here we go again!!! It's time to re-qualify for a new car!!

So here is the goal: \$9,000 wholesale/month for October, November, & December. By doing that we will be on target for the Premier Club level!! That breaks down to \$540 wholesale/consultant over that 3 month period — not each month — but just once!!! Do you realize ordering products for yourself and Christmas gifts could easily be more than that!! WOW!

My goal is for us to hit 80 unit members by Christmas — we are at 48 right now. Working together we can make it happen!! I so love working with all of you. Hearing your voices and good news on the hotline, receiving your emails, checking your weekly accomplishments, and chatting with you all on the Unit Meeting Conference Call!! I truly am a blessed woman and I love my life!!

This is a great time of year to sell your products — people are shopping for Christmas presents — they might as well shop with YOU! And what a great time to build your team — and help others make money for their Christmas!!

Whatever you want in this business — all it takes is for you to offer your services, your products, and your career — who will you call today???

Let's make this our best year ever — together we can!!!

Love & belief,

Mary

Career Path:

DIRECTOR

Rewards ~

- ◆ 4-13% Personal Team Commissions
- ◆ 9-13% Unit Commissions
- ◆ Unlimited Unit Bonuses
- ◆ \$500 Unit Building Bonus
- ◆ Team Building Bonus \$100 per
- ◆ Eligible to wear Director's Suit
- ◆ Eligible to drive Premier Club Car or Pink Cadillac
- ◆ Eligible to attend Leadership Conference
- ◆ Special Gifts, Recognition, Prizes & Travel

DIO

10+ Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50 per
- ◆ Future Director Pin Enhancer
- ◆ Eligible to earn the use of a Car
- ◆ Eligible to wear Future Director Scarf & Black Blouse with Red Jacket attire

FUTURE DIRECTOR

8+ Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50 per
- ◆ Future Director Pin Enhancer
- ◆ Eligible to earn the use of a Car
- ◆ Eligible to wear Future Director Scarf

TEAM LEADER

5-7 Active Team Members

Rewards ~

- ◆ 9-13% Personal Team Commission
- ◆ Team Building Bonus \$50
- ◆ Team Leader Pin Enhancer
- ◆ Eligible to go On-Target for Car

STAR TEAM BUILDER

3-4 Active Team Members

Rewards ~

- ◆ 4% Personal Team Commission
- ◆ Team Building Bonus \$50
- ◆ Star Team Builder Pin Enhancer
- ◆ Eligible to wear Red Jacket
- ◆ \$50 Rebate on Red Jacket

Look Who's Moving Up!

Standings are updated as of September 30th —
this will not reflect October 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
Ludmilla Maretski
Patricia S. Meyer
Lou Weiss
Beverly Debolt

Star Team Builders

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

Senior Consultants

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

Recruiter :Patricia S. Meyer
Laura D. Fiudo
Sara J. Hurt
Maria Rodriguez

Recruiter :Cindy Tran
Edith Lopez
* Molly Vickers

** Inactive Member (N1,N2,N3,I1,I2,I3) #Terminated Member
To become ACTIVE you must place a \$200 wholesale order.*



Be Your Customers One-Stop Shop!

An Open House Party can make for Jolly Holiday Sales!

The holiday season can be one of the busiest times of year for you and your customers. Shops are packed, lines are long, and time and money are at a premium. But with a little planning, the holiday season also can be one of the most productive and lucrative times of the year for your Mary Kay business. A holiday open house party held in a cheerful yet relaxing environment can be your customers' best, stress-free shopping experience as they choose the perfect gifts - from regular-line favorites to limited-edition must-haves - for family and friends.

Prepare for a successful holiday season and give your customers the personalized service that will keep them coming back to you again and again!

Open House Invite Tips!

- ◆ Send invites about a month out.
- ◆ Encourage your customers to RSVP.
- ◆ Perhaps offer an incentive to those who bring a guest.
- ◆ If your customer list is small, consider teaming with a sister Independent Beauty Consultant.
- ◆ Email or call your customers before the event as a reminder.
- ◆ Relax and have fun!

Find more tips and ideas at MaryKayIntouch.com - Products > Product Central > 2013 Holiday Hub

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

13% Recruiter Commission Level Mary A. Richardson	\$260.78
9% Recruiter Commission Level C.J. Reed	\$136.08
4% Recruiter Commission Level Patricia S. Meyer	\$42.80
Annette R. Canarr	\$23.64



Team Building Tip of the Month!

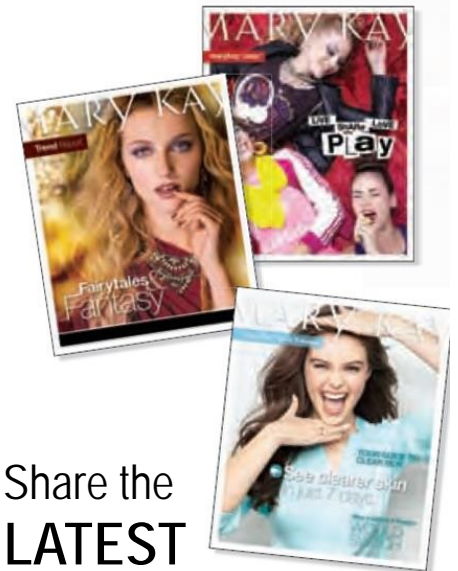
Questions to ask— Did you know . . .

- ◆ More than 200 Independent National Sales Directors in the United States have earned more than \$1 million in commissions?
- ◆ More than 120,000 independent sales force members have qualified or re-qualified for the use of a Career Car or elected the Cash Compensation option?
- ◆ Case studies on Mary Kay's business model have been shared at the collegiate level at several prestigious universities?
- ◆ Mary Kay Inc. was noted as one of the top companies in the world in online sales according to Interactive Week magazine, and Women's Wear Daily magazine listed Mary Kay as one of the Top 10 Most Visited Beauty Web Sites?

*"Leaders are visionaries with a poorly developed sense of fear and no concept of the odds against them."
~ Robert Jarvik, Artificial Heart Developer*

We Invested in Product Last Month!

Laura D. Fiudo	\$1,070.00	Martha J. Ruffcorn	\$243.00
Patricia S. Meyer	\$928.00	Carolyn L. Felder	\$206.00
C.J. Reed	\$659.50	Linda R. Lamusga	\$201.50
Judy Henry	\$591.00	Lou Weiss	\$105.00
Joyce T. Williams	\$411.50	Averi H. Segrest	\$64.00
Cindy Tran	\$330.50	Sandra Christianson	\$63.00
Sandi Coen	\$295.50	Rebecca Brininstool	\$39.00
Annette R. Canarr	\$277.50	Mary A. Richardson	\$604.50
Cynthia C. Martinets	\$274.50		



Share the
LATEST

Mary Kay® eCatalogs with your friends on Facebook. The Fall Trend Report, *The Look*, Mary Kay At Play™ and Acne eCatalogs are available beginning Aug. 16!



Shooting for the Courts!

Top 10 in Retail Sales

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

Consultant	YTD Retail	Bonus & PCP	Total
1 Patricia S. Meyer	\$3,754.00	\$245.00	\$3,999.00
2 Laura D. Fiudo	\$3,944.00	\$40.00	\$3,984.00
3 C.J. Reed	\$3,754.50	\$225.00	\$3,979.50
4 Carolyn L. Felder	\$1,223.00	\$20.00	\$1,243.00
5 Judy Henry	\$1,202.00	\$0.00	\$1,202.00
6 Joyce T. Williams	\$1,165.00	\$0.00	\$1,165.00
7 Rosemary C. Hunt	\$1,081.00	\$0.00	\$1,081.00
8 Linda R. Lamusga	\$1,050.50	\$0.00	\$1,050.50
9 Cindy Tran	\$842.50	\$185.00	\$1,027.50
10 Sonya L. Schulte	\$942.00	\$20.00	\$962.00

Tops in Team Building

Who will be in the
Court of Sharing
next year?!





Aim for the Stars!

Congratulations 1st Quarter \$stars!

Contest Ended September 15, 2013



RUBY

MARY RICHARDSON

SAPPHIRE

PAT MEYER
C.J. REED



Shoot for
STAR this
Quarter!!

**YOU Can
Do It!!**



On-Target \$tar Consultants!

June 16 ~ September 15, 2013

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
LAURA FIUDO	\$711.50	\$1,088.50	\$1,688.50	\$2,288.50	\$2,888.50	\$4,088.50
MARY RICHARDSON	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
JUDY HENRY	\$591.00	\$1,209.00	\$1,809.00	\$2,409.00	\$3,009.00	\$4,209.00



**Stars Drive Cars!!
Which Car is in Your Future?!**

Let the Beauty Begin

Team-Building Promotion

Oct. 1 - 31, 2013



When your new team member starts a business in October and places her first product order by Nov. 30, she's eligible to receive one of these incredible offers:

- \$150 credit on an \$1,800 Section 1 wholesale order
- \$75 credit on a \$600 Section 1 wholesale order
- \$50 credit on a \$400 Section 1 wholesale order

When you add a new team member in October, and the new team member places a \$400 Section 1 wholesale order or more by Nov. 30, you will be entered into a weekly drawing throughout that time frame to possibly win an iPad®. The drawing entries are initiated by the new team member's qualified \$400 Section 1 wholesale order or more.



Get all the details at MaryKayInTouch.com!

Consistency Club

Consistency Club Winners:

\$650 Club

Laura Fiudo CJ Reed
Pat Meyer

\$450 Club

Carolyn Felder Joyce Williams
Linda Lamusga

\$250 Club



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

\$650 Club



3 Beads, or Bracelet and 2 Beads

Or a New Mary Kay Mirror & Tray

\$450 Club

\$250 Club



2 Beads, or Bracelet
and 1 Bead, or New MK
Mirror & Tray

1 Bead, or Bracelet,
or a Training CD

Working with Accountability!

Sensational Sales

Pat Meyer	\$689.00
Nan Harrison	\$578.00
Lou Weiss	\$556.00
Dianne Baldwin	\$386.00
Vicki Thompson	\$310.00
Heidi Fowler	\$264.00
Lenora Browning	\$142.00
Cindy Tran	\$135.00
Fran Bates	\$127.00
Janice Merritt	\$95.00
Laura Fiudo	\$88.00
Ellicia Bellamy	\$40.00

Remarkable Reorders

Dianne Baldwin	\$386.00
Vicki Thompson	\$310.00
Nan Harrison	\$210.00
Heidi Fowler	\$124.00
Lou Weiss	\$104.00
Janice Merritt	\$95.00
Lenora Browning	\$90.00
Fran Bates	\$49.00
Ellicia Bellamy	\$20.00



Wonderful Web Sales

Heidi Fowler	\$140.00
Lou Weiss	\$133.00
Pat Meyer	\$90.00
Nan Harrison	\$87.00
Lenora Browning	\$25.00

Awesome On the Go Sales

Pat Meyer	\$466.00
Lou Weiss	\$164.00
Cindy Tran	\$70.00



Fabulous Facials

Lou Weiss	\$126.00
Nan Harrison	\$58.00
Pat Meyer	\$52.00
Lenora Browning	\$27.00
Ellicia Bellamy	\$20.00

Parties with Purpose

Nan Harrison	\$223.00
Laura Fiudo	\$88.00
Pat Meyer	\$81.00
Fran Bates	\$78.00
Cindy Tran	\$65.00
Lou Weiss	\$29.00

Wonderful Weeks

Dianne Baldwin	\$386.00
Pat Meyer	\$264.00
Pat Meyer	\$252.00
Nan Harrison	\$250.00
Lou Weiss	\$241.00
Nan Harrison	\$215.00

Interviews Held

Cindy Tran	5
Laura Fiudo	1

New Bookings

Cindy Tran	5
Nan Harrison	4
Lenora Browning	3
Fran Bates	2

Sets Sold

Lou Weiss	4
Pat Meyer	1
Laura Fiudo	1
Cindy Tran	1
Nan Harrison	1



Hot, Hot, Hot!!

Win these great prizes just for sharing the products with others!!

<p>September Put MK on 20 faces this month and win the Teal Checkbook cover!</p> 	<p>October Put MK on 20 faces this month and win the Yellow business card holder!!</p> 	<p>November Put MK on 20 faces this month and win the Hot Pink Money Bag!</p> 	<p>December Put MK on 20 faces this month and win the new Calculator!</p> 
Number of faces:	Number of faces:	Number of faces:	Number of faces:

Choose to build your team and win more great prizes!!

With your first qualified team member you will win the new Mary Kay Watch!



With your second qualified team member you will win the new Mary Kay Sunglasses!

With your third qualified team member you will win the new Mary Kay Tote to hold all your prizes!



1.	2.	3.
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Yes!

Yes — you can do this!! Earn these prizes that your new Team Members will be earning — so you can show them what they can earn!!

Step Out Into Your Greatness: Consistency Club

Contest Period: October, November, & December 2013

This year you can build your Baci Bead Bracelet!! (think Pandora)

baci
BEADS



Order \$250 Wholesale 2 out of the 3 months



Baci Bead Bracelet
or your First Bead
if you have bracelet

Or choose a Training CD
selected by your Director!

Order \$450 Wholesale 2 out of the 3 months



Baci Bead Bracelet and your first Bead!
Or 2 Beads if you have your bracelet!!

Or choose a new MK Mirror/Tray!

Order \$650 Wholesale 2 out of the 3 months



Baci Bead Bracelet and your
first 2 Beads! Or 3 beads if you
have your bracelet!!

Or choose a new MK Mirror/Tray!

Win More for Sharing!!

Do 10 or more Interviews with your Director
and earn this great Renaissance Dangle charm
and for each New Qualified Team Member
earn another bead!!!



November 2013



Sun Mon Tue Wed Thu Fri Sat

Unit Conference Calls:

Tuesdays 11/12 9 pm central time zone.

Dial in #: 661-673-8000 Meeting ID: 343-841-168#

1

2

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

3 Daylight Savings Time
Ends - move clocks
back 1 hour!

4

Fashion Show with
guest speaker
NSD Julie
Krebsbach

5

Makeover Night
6:30—8:45
At the Mary Kay
Pink Spot

6

7

8

9

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

10

11

Veterans Day
Observed
Postal Holiday



12

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

13

14

15

16

I Love My Mary
Kay Success
Brunch 9:30—
Noon see flier for
details.

17

18

19

Makeover Night
6:30—8:45
At the Mary Kay
Pink Spot

20

21

22

23

24

25

26 Midnight CST cutoff
for Consultants to
place phone orders.

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

27

28

All Company &
Branch Offices
Closed. Postal
Holiday.



29

All Company &
Branch Offices
Closed.

30

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

Birthdays

Emily R. Andringa
Dawn S. Booth
Sara J. Hurt
Beverly Debolt

Day

4
4
20
27



Anniversaries

C.J. Reed
Carolyn L. Felder
Darlene F. Strukel
Sandy Mangrum

Years

26
16
13
3

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.maryarichardson.com

Highlights this Month:

September Results, October, 2013

- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 2013)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ Let the Beauty Begin Team Building Challenge (October 1-31)
- ◆ Fashion Week Challenge (October 1 - December 31, 2013)



To the Excellent...



Words of Wisdom

Remember, if you do the things you ought to do when you ought to do them, then someday you can do the things you want to do when you want to do them -- like being a National. Whatever you do or dream you can do -- begin it. Boldness has genius and power and magic in it.

~Mary Kay Ash



Project RUNWAY ALL STARS

In celebration of Mary Kay being the Official Beauty Sponsor of Project Runway All Stars Season 3, we are giving you the opportunity to win a once-in-a-lifetime New York City Fashion Week Experience!

Here's what you need to do:

- Within the unit of the winning Independent Sales Director in each Seminar affiliation, the Independent Beauty Consultant with the most qualified new personal team members during the contest quarter of Oct. 1 through Dec. 31, 2013, will qualify to attend along with her Sales Director. (Ties will be broken based on the wholesale orders of the new qualified personal team members.)



The New York City Fashion Week Experience includes:

- Round-trip airfare to New York City.
- Hotel accommodations.
- Tickets to attend a show at Fashion Week.
- Tickets to attend a Broadway play.
- Meals.
- Transportation to and from the fashion show.

This is sure to be the experience of a lifetime!