



Senior Sales Director Mary Richardson

Miracle Making Overcomers

YOU HOLD THE KEY



MARY KAY

September Results & Recognition <<<< October, 2018

Seminar 2019 Unit Goals

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

NOVEMBER 2018 GOALS

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

#1 RETAIL SALES



Laura Fiudo

#1 WHOLESALE



CJ Reed

#1 SHARING



CJ Reed

To Mary's Miracle Making Overcomers!!

Our Goal is to **DOUBLE** this year what we did last year!! I sent out your personal double challenge – I know we can do it!!! We will be making a huge difference for our retiring NSD!! **AND October is DOUBLE CREDIT MONTH!!!** What that means is everything you order counts DOUBLE for YOU and for our UNIT for year-end standings --- THIS could make a huge difference in how we can help Julie go out on TOP!!

You Hold the Key!! You can earn a gorgeous trend setting jewelry designed by R.J. Graziano, each month you order \$600 WS or more! That is only selling \$300/week! WOW so doable!!! Earning earrings in September: **CJ Reed, Rebecca Parker, Laura Fiudo, Cynthia Martinets, Lou Weiss, Pat Meyer, & Maureen Fiudo!!** Who is going to join them this month??

Congratulations to: **CJ Reed, Rebecca Parker, Laura Fiudo, Cynthia Martinets, Lou Weiss, Pat Meyer, Maureen Fiudo, Lynda Paulson, Lynette Harens, Traci Perdue, Charmaine Carney, Megan Tay, Carolyn Felder, Emily Andringa, & Michelle Elliott** earning prizes in our September You Hold the Key Contest! Check out the one for October – you can be a winner!!

No matter what your goal is -- the Most Important thing you can focus on each month is adding NEW Customers!! Make your contact list and start calling/texting them today.

Won't you join us for our \$100 CASH give away??

What we are doing –anyone who has a makeover gets their name entered to win \$100 CASH! Anyone who hears about the career – another drawing for cash!! Can you believe it??? What an easy way to ask someone to have a facial or hear about the business --- "I'm so excited -- We have this great contest going on and just for getting together with me and trying the products – you'll have the chance to win \$100 CASH!"

Here's what you need to do – if you want to give your customers and chance to win: You send me \$10 and you can enter as many people as you can get together with from 9/16- 12/15! You can send a check, go to: paypal.me/maryrich, or transfer money to my Propay account – under my name and email with that account is esdmaryrich50@gmail.com.. **Do this BY 10/16** – after that the fee goes up!!

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

Love & belief, *Mary*

Our NSD Julie Krebsbach will be retiring -- Seminar 2019 will be her last one as an NSD. **Save the Date: Seminar will be July 30 – Aug.2 2019** – I know Julie would LOVE to see you there!!

SPOTLIGHT ON TEAM BUILDERS!

Standings are updated as of September 30th — this will not reflect October orders or new team members.

Team Leaders

Recruiter :C.J. Reed
 Emily R. Andringa
 Jane F. Haupert
 Linda R. Lamusga
 Patricia S. Meyer
 Lynda M. Paulson
 Lou Weiss
 * Annette R. Canarr
 * Robin E. Gelschus
 * Barbara J. Peehl
 * April L. Peloquin
 * Vania S. Pettis
 * Mariah R. Reed
 * April Turitto
 # Joelle E. De La Vega
 # Bev A. Debolt
 # Christina M. Hosmer
 # Ludmila Maretski

Star Team Builders

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

Recruiter :Maureen Fiudo
 Katie M. Brady
 Ashley L. Haney
 Megan Tay
 * Bernadine Dixon
 # Barbara Bennion
 # Kelley S. Brackson
 # Rebecca L. Evans
 # Jacqueline McCormack
 # Mikkayla Moss
 # Danielle Rush

Recruiter :Linda R. Lamusga
 Debra R. Heggernes
 Kathryn A. Morgan
 Margaret Riess

Recruiter :Cynthia C. Martinets
 Michelle F. Elliott
 Beth Fortner
 Traci M. Perdue
 # Kristina Baldwin
 # Martina S. Broussard
 # Michelle Waters
 # Bridgett N. Wigley

Senior Consultants

Recruiter :Carolyn L. Felder
 Cyrena D. McGee

Recruiter :Laura D. Fiudo
 Maureen Fiudo

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

* 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

Eligible for \$50 Bonus (new)

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

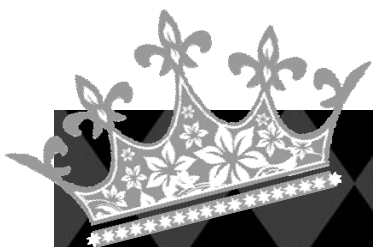
On-Target for Car!

(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

through Dec. 31, 2018
 (8+ actives growing to 24, \$4,000 unit whls prod/mo growing to 13,500 whls/DIQ contributes \$3,000.)
 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 September 1-30.)

New Consultant

Kristen T. Laine
Vania S. Pettis
April Turitto

From

AUSTIN, TX
PLYMOUTH, MN
EAGAN, MN

Sponsored by

M. Richardson
C. Reed
C. Reed

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		
Mary A. Richardson		\$335.27
9% Recruiter Commission Level		
C.J. Reed		\$163.04
4% Recruiter Commission Level		
Patricia S. Meyer		\$27.56
Laura D. Fiudo		\$24.07
Cynthia C. Martinets		\$22.28
Linda R. Lamusga		\$13.40
Maureen Fiudo		\$11.34
Carolyn L. Felder		\$9.12

YOU HOLD THE KEY



MARY KAY

Each month you place a cumulative \$600 or more wholesale Section 1 order, the door is opened to a monthly jewelry piece from the exclusive Mary Kay *You Hold the Key* Jewelry Collection by R.J. Graziano.



The October jewelry piece is a beautiful necklace with a dangling crystal-encrusted key plus a sparkling star charm.

"Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers, you cannot be successful or happy". ~ Norman Vincent Peale

Double Success & Twice the Fun!

Seminar 2019 October Double Credit Promotion



Double your success and have twice the fun as you work your business full circle! From Oct. 1–31, 2018, you have the chance to earn double credit toward the Seminar 2019 Queens' Courts of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Circle of Excellence. Don't miss this opportunity! It's the key that can open the door to valuable Seminar 2019 recognition and prizes! Get all the details at MaryKayInTouch.com.

Holiday Wish List

From soothing skin care to the trendiest tools, let me, your Mary Kay Independent Beauty Consultant, help you get the perfect gift for everyone on your list – including you!

SHARE LIST WITH:
RELATIONSHIP _____

CONTACT INFO _____



LIMITED-EDITION† MARY KAY® MATTE LIPSTICK, \$18

Four beautifully bold shades

- Grazie, Violet QTY.
- Orange Mio
- Puro Mirtillo
- Red Roma



LIVE FEARLESSLY® EAU DE PARFUM, \$44

Bold, fearless and completely captivating, this new fragrance is sure to be a favorite!

QTY.

LIMITED-EDITION† MARY KAY® EYELASH CURLER, \$12

Helps her create an eye-opening effect when she uses it before applying her mascara.



QTY.



LIMITED-EDITION† BLISSFUL POMEGRANATE SATIN HANDS® PAMPERING SET, \$36 QTY.

Includes Blissful Pomegranate Satin Smoothie® Refining Shea Scrub, Blissful Pomegranate Nourishing Shea Cream and Fragrance-Free Protecting Softener. Also available: White Tea & Citrus and Fragrance-Free.

Also Sold Separately

LIMITED-EDITION† QTY. SATIN HANDS® NOURISHING SHEA CREAM, \$12



QTY.

A Gift That Gives

LIMITED-EDITION† MARY KAY® LASH LOVE® MASCARA, \$15

Mary Kay is committed to bringing an end to domestic violence. In the United States, from **Aug. 26 through Dec. 31, 2018**, when you purchase this limited-edition† mascara, Mary Kay Inc. will donate **\$1 from each sale** of the mascara to **The Mary Kay Foundation™**, which supports women's shelters and survivors of abuse.

†Available while supplies last. All prices are suggested retail.

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We invested in product last month!

<i>C.J. Reed</i>	\$1,226.50	<i>Emily R. Andringa</i>	\$255.50
<i>Rebecca R. Parker</i>	\$734.00	<i>Michelle F. Elliott</i>	\$252.00
<i>Laura D. Fiudo</i>	\$689.00	<i>Norma Freeman</i>	\$239.50
<i>Cynthia C. Martinets</i>	\$680.00	<i>Debra R. Heggernes</i>	\$234.50
<i>Lou Weiss</i>	\$607.50	<i>Cyrena D. McGee</i>	\$228.00
<i>Patricia S. Meyer</i>	\$602.50	<i>Lauren M. Augustine</i>	\$226.00
<i>Maureen Fiudo</i>	\$601.70	<i>Linda Mace</i>	\$225.50
<i>Lynda M. Paulson</i>	\$346.00	<i>Judy Henry</i>	\$225.00
<i>Lynette D. Harens</i>	\$339.00	<i>Cindy Tran</i>	\$159.00
<i>Traci M. Perdue</i>	\$305.00	<i>Kathryn A. Morgan</i>	\$100.50
<i>Charmaine Carney</i>	\$299.50	<i>Vicki E. Thompson</i>	\$67.00
<i>Megan Tay</i>	\$283.50	<i>Sandy Mangrum</i>	\$40.50
<i>Carolyn L. Felder</i>	\$275.00	<i>Mary A. Richardson</i>	\$600.00

A Blissful ESCAPE

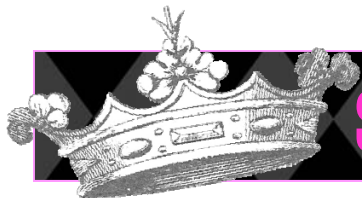
Powered by nourishing shea butter, the lush scent of our

LIMITED-EDITION[®] BLISSFUL POMEGRANATE SATIN HANDS[®] PAMPERING SET

features juicy pomegranate blended with a medley of wild berries, apples, pears and passion fruit



MARY KAY



SHOOTING FOR THE COURTS!



Queen's Court of Sales!
\$40,000 retail
 July 1, 2018 — June 30, 2019



Queen's Court of Sharing!
24 New Team Members
 July 1, 2018 — June 30, 2019

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	C.J. Reed	\$4,933.00	\$0.00	\$4,933.00
2	Maureen Fiudo	\$4,438.00	\$0.00	\$4,438.00
3	Laura D. Fiudo	\$3,809.00	\$0.00	\$3,809.00
4	Lou Weiss	\$3,801.00	\$0.00	\$3,801.00
5	Cynthia C. Martinets	\$3,793.00	\$0.00	\$3,793.00
6	Patricia S. Meyer	\$3,687.00	\$0.00	\$3,687.00
7	Rebecca R. Parker	\$2,628.00	\$0.00	\$2,628.00
8	Sandy Mangrum	\$1,425.00	\$0.00	\$1,425.00
9	Lynette D. Harens	\$1,362.00	\$0.00	\$1,362.00
10	Margaret Riess	\$1,242.00	\$0.00	\$1,242.00

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, 2018



RUBY

MAUREEN FIUDO

LOU WEISS

C.J. REED

CYNTHIA MARTINETS

MARY RICHARDSON

SAPPHIRE

LAURA FIUDO

PATRICIA MEYER



Shoot for
STAR this
Quarter!!

YOU Can
Do It!!



On-Target \$tar Consultants!

September 16 - December 15, 2018

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
C.J. REED	\$639.50	\$1,160.50	\$1,760.50	\$2,360.50	\$2,960.50	\$4,160.50



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

October Starter Kit Product Bonus!

New IBCs get two FREE* masks when they start their businesses this month!



October You Hold the Key!

Pick your Prize from the Pretty, Practical or Products!

Sec 1 Wholesale	<i>Pretty</i>	<i>Practical</i>	<i>Products</i>
\$250	Blush Pearl Earrings 	Mary Kay Stylus Pens 	Surprise!! 
\$450	Moonstone Hope Bracelet 	Mary Kay Stylus Pens 	Surprise!! 
\$600	MK Key Necklace!		
\$850	Pink & Opal Set 	New Look Books 	Surprise!! 

Wholesale order must be received at Mary Kay by 10/31.

Order prize from Mary by 11/3! 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 _____



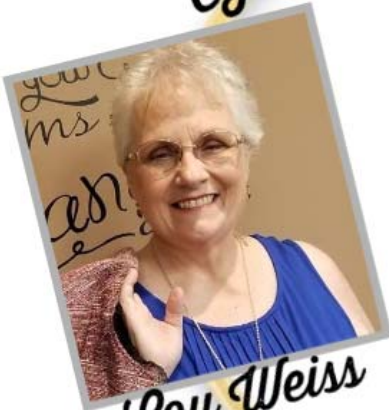
Elyse Reed



Rebecca Parker



Laura Fiudo



Lou Weiss



Cynthia Martinets



Pat Meyer



Maureen Fiudo

Congratulations to our
You Hold the Key Winners
in September!!



Mary

♥ think pink ♥

Working with accountability!

Sensational Sales

Laura Fiudo	\$1510
CJ Reed	\$1505
Maureen Fiudo	\$927
Fran Bates	\$868
Pat Meyer	\$514
Cindy Tran	\$199
Lou Weiss	\$188
Vicki Thompson	\$147
Lauren Augustine	\$52

Remarkable Reorders

Fran Bates	\$500
CJ Reed	\$226
Cindy Tran	\$199
Pat Meyer	\$189
Lou Weiss	\$188
Maureen Fiudo	\$184
Vicki Thompson	\$105

Amazing On The Go Sales

Laura Fiudo	\$406
Pat Meyer	\$173
Maureen Fiudo	\$128
CJ Reed	\$60
Lauren Augustine	\$52

Fun Fast Facials

CJ Reed	\$181
Fran Bates	\$178
Pat Meyer	\$136
Laura Fiudo	\$113
Fran Bates	\$110
Fran Bates	\$80
CJ Reed	\$79
Laura Fiudo	\$63
CJ Reed	\$62
CJ Reed	\$60
CJ Reed	\$59
CJ Reed	\$22
Pat Meyer	\$16

Sets Sold

CJ Reed	5
Laura Fiudo	1
Pat Meyer	1

New Bookings

CJ Reed	15
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Wonderful Website Orders

Maureen Fiudo	\$366
Vicki Thompson	\$42

Parties with a Purpose

CJ Reed	\$630
Laura Fiudo	\$463
Laura Fiudo	\$305
Maureen Fiudo	\$169
CJ Reed	\$126
Laura Fiudo	\$122
Maureen Fiudo	\$38
Maureen Fiudo	\$28
Laura Fiudo	\$20
Laura Fiudo	\$18
Maureen Fiudo	\$14

Wonderful Weeks

CJ Reed	\$1010
Laura Fiudo	\$687
Fran Bates	\$448
Fran Bates	\$420
Laura Fiudo	\$391
CJ Reed	\$339

WAS Turned In

Lauren Augustine
Fran Bates
Laura Fiudo
Maureen Fiudo
Pat Meyer
CJ Reed
Vicki Thompson
Cindy Tran
Lou Weiss



november 2018



Sun Mon Tue Wed Thu Fri Sat

1 2 3

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



5

6 TNT Training & Recognition 6:00 – 6:45
do your own guest makeovers Meeting 6:45 – 8:15 at the Hampton

7

8

9

10

Early ordering of the Winter 2018 promo items begins for 1st qtr. Star Cons. & The Look PCP enrollees.

11

12

Veterans Day Observed Postal Holiday



13 TNT Guest Event 6:30—8:30 at the Hampton

14

15 Ordering of the new Winter 2018 promo items begins for all Cons.

16

17

18

19

20

21

22 All Company & Branch Offices Closed. Postal Holiday.

23

All Company & Branch Offices Closed.

24



25

26

27

TNT Training & Recognition 6:00 – 6:45
do your own guest makeovers Meeting 6:45 – 8:15 at the Hampton

28

29 Midnight CST cutoff for Consultants to place phone orders.

30

Last day of the month to place online orders by 9pm & agreements until midnight.

YOU HOLD THE KEY



MARY KAY

Birthdays

Emily R. Andringa
Dawn S. Booth
Robert W. Morris
Lauren M. Augustine
Bev A. Debolt

Day

4
4
24
25
27

Anniversaries

C.J. Reed
Carolyn L. Felder
Darlene F. Strukel
Sandy Mangrum
Ashley L. Haney
Susan Wiegrefe

Years

31
21
18
8
3
3

Celebrate!!



Miracle Making Overcomers

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Highlights this Month:

September Results, October, 2018

- ◆ Quarter 2 Star Consultant Quarterly Contest (Sept. 16 - Dec. 15, 2018)
- ◆ You Hold The Key Challenge (July 1, 2018 - June 30, 2019)
- ◆ You Hold the Key Fall Consistency Challenge (July 1 – Dec. 31, 2018)
- ◆ All In With 8! DIQ Promotion EXTENDED! (July 1 – December 31, 2018)
- ◆ Great Start Promotion (July 1, 2018 – June 30, 2019)
- ◆ \$100 Red Jacket Bonus (Sept. 1, 2018 – June 30, 2019)
- ◆ October Double Credit Promotion (Oct. 1–31, 2018)
- ◆ October Starter Kit Product Bonus (Oct. 1–31, 2018)



Words of Wisdom

Most people start out with good intentions and want to make significant achievements. But too often they fall short of their ambition because they lack discipline. Because it takes true commitment to fulfill a long-term goal, Mary Kay Cosmetics has a “ladder of success,” with the way to take each step clearly defined in black and white. Each person, through her own efforts, promotes herself.

~Mary Kay Ash



Selling is all around you!

You can find customers all around you — from friends and family to co-workers and people you meet every day. And these customers may lead you to more new customers. It all starts with building relationships and setting the tone for a successful selling situation.

Consider the five suggested ways to market products:

1. On the Face — Skin care classes and facials
2. On the Go — Quick and easy, 15-minute appointments
3. Online — Sales through your Mary Kay® Personal Web Site
4. On Paper — Sales through catalogs and brochures or Preferred Customer Program mailings
5. On With the Show — Parties that preview product sets (collection previews, open houses, etc.)

Check out other fabulous selling ideas available on the InTouch® Web site under *LearnMK* that may help add a little extra excitement to your next selling opportunity.