



Senior Sales Director Mary Richardson

Miracle Making Overcomers

Begin
**THE YEAR
OF YOUR
DREAMS**

August Results & Recognition <<<< September, 2016

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

OCTOBER 2016 GOALS

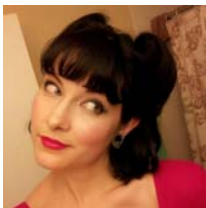
- ◆ \$25,000 Unit Wholesale
- ◆ 15 New Unit Recruits
- ◆ 2 New Red Jackets
- ◆ 8 Completing 30 Faces Challenge

#1 RETAIL SALES



Maureen
Fiudo

#1 WS SALES



Megan
Kennedy

#1 SHARING



Maureen
Fiudo

To Mary's Miracle Making Overcomers!!

Oh my gosh!! Can you believe the amazing September team building promotion from Mary Kay??? They get a FREE Microdermabrasion Plus Set with their Starter Kit!!! Shut the front door! AND – when they place their qualifying order in September or October they get 1 full year FREE website!!

Here is the deal – if you don't tell anyone – they won't know!

Can I ask a HUGE favor? Will you PLEASE tell everyone you know – friends, family members, neighbors, customers, people you have talked to before?

So if you haven't talked to anyone about the career yet – just say "I am building an award winning team made up of women of excellence. Women who know they have more inside of them, that's waiting to be unleashed. If this sounds like you, I'd love to tell you more. And this month, just for hearing more, your name will be entered to win a \$100 CASH!" When she says yes to hearing more, we have options.... I can talk with her, you can talk with her, she can watch a video, etc. You don't have to have all the answers, you just have to ask.

You can achieve your dreams with Mary Kay -- 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*

SPOTLIGHT ON TEAM BUILDERS!

Standings are updated as of August 31st — this will not reflect September orders or new team members.

Future Directors

Recruiter :Maureen Fiudo
 Barbara Bennion
 Katie M. Brady
 Chelsea Bulmer
 Rachel M. Creely
 Bernadine Dixon
 Rebecca L. Evans
 Ashley L. Haney
 Megan M. Kennedy
 Katelyn Schultz
 Emily M. Stetson
 * Claire Schroettner
 * Megan Tay
 # Katie Leis
 # Donna Lewis
 # Amy M. Reeves
 # Angela S. Yeats

Team Leaders

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

Recruiter :Laura D. Fiudo
 Maureen Fiudo
 # Natalie Osborne

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

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

Senior Consultants

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

Recruiter :Cindy Tran
 Edith Lopez

* 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!

Begin
**THE YEAR
OF YOUR
DREAMS**



Welcome New Business Owners!

(These new unit members signed Consultant agreements August 1-31.)

New Consultant	From	Sponsored by
Megan M. Kennedy	COLUMBUS, OH	M. Fiudo
Debbie Smith	ROUND ROCK, TX	M. Richardson

*"It is literally true that you can succeed best and
quickest by helping others to succeed."
~ Napoleon Hill
(one of Mary Kay's favorite authors)*

Thank you from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level Mary A. Richardson	\$467.54
9% Recruiter Commission Level Maureen Fiudo C.J. Reed	\$183.26 \$132.75
4% Recruiter Commission Level Laura D. Fiudo Patricia S. Meyer Cynthia C. Martinets	\$47.30 \$34.32 \$10.00



September bracelet features this Mary Kay Ash quote: "Let it be me."



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.

*"It was character that got us out of bed, commitment that moved us into action, and discipline that enabled us to follow through."
~ Zig Ziglar*

September Team Building Promotion

When a new Independent Beauty Consultants starts her Mary Kay business this **September**, she will receive **FREE** products! When you help her experience the financial freedom and flexibility that comes with being an Independent Beauty Consultant with this offer, you're also building the team of your dreams.

Step 1: Purchase the starter kit.

Step 2: Receive a FREE TimeWise® Microdermabrasion Plus Set.

Step 3: Earn a FREE Mary Kay® Personal Web Site and Embrace Your Dreams Challenge bracelet.

I can love the life I live.
#MyMKLife



Holiday Action Plan!

OCTOBER

1. Set your goal for holiday sales & team building. Dream BIG!
2. Make a list of 15-25 businesses & people you do business with; contact them about your gift-buying services!
3. Talk to ALL your customers about helping them with their gift-buying needs. Let them see how you can help them! Show them how shopping **NOW** will offer them the best choices and prevent some of the hassles of their holiday time!
4. Book 6-8 Holiday Coffees. (These are fabulous, fun & profitable!)
5. Have **every** customer fill out a Holiday Wish List so you can follow up with their "Santa" in Nov. & Dec.
6. Offer a variety of classes—skin care, glamour, body care, coffees, etc. Begin to talk to **everyone** about preparing for the holidays!
7. **RECRUIT!** Build your team in October so they can take benefit from holiday sales & tax benefits!

NOVEMBER

1. **Follow-up** with all business contacts & leads. Be sharp and get out of your comfort zone.
2. Continue to book (& hold) shopping coffees, skin care, glamour & body care classes.
3. Continue having each customer fill out a Holiday Wish List.
4. Begin talking to the men you have contact with—work, church, friends, etc.
5. Begin following up with Holiday Wish Lists. (They may not be ready to buy—but you are at least making your service known!)
6. Service all of your reorder customers for their personal & holiday needs. Offer pre-party glamour clinics.
7. **RECRUIT!** What a great time to begin a business—your own shopping at **COST**, provide service for those you know & prepare for an exciting new year of opportunity!

DECEMBER

1. Follow up on all husbands & men! They are beginning to think!!! Carry a "12 Days" in your trunk so you can show it to men you meet while you're out! (They have moms & assistants, too!)
2. Follow up on all Holiday Wish Lists. Think of the service you're providing, instead of how it benefits you — and it becomes easier!
3. Book 4-6 shopping coffees.
4. Book skin care & glamour appointments. (Help them prepare for parties & family gatherings.)
5. Talk to men, moms and kids about **12 Days of Christmas** gifts! They all love it, and you can put together a set for anyone!
6. Have gifts wrapped with you at all times - in your car - in a basket that you carry - at all appointments & reorders.
7. Help people remember stocking stuffers & last-minute gifts!
8. **RECRUIT!!** Still time to get gifts at cost, take advantage of the tax benefits & prepare for an exciting new year of opportunity! (And if you're selling & making \$...why wouldn't they want to?)
9. Challenge yourself to **GO AHEAD** and book 20-30 faces for January!



We invested in product last month!

Megan M. Kennedy	\$1,413.00	Bernadine Dixon	\$337.00
Maureen Fiudo	\$1,182.50	Lori O'Connor	\$320.00
Laura D. Fiudo	\$750.00	Dequita Fisher	\$250.00
Cynthia C. Martinets	\$666.75	Katherine E. Lawson	\$238.00
Patricia S. Meyer	\$613.00	Ashley L. Haney	\$233.00
Debbie Smith	\$600.75	Jane F. Hauptert	\$230.50
C.J. Reed	\$600.50	Robin E. Gelschus	\$230.00
Carolyn L. Felder	\$600.00	Glenna Berinti	\$228.00
Lynette D. Harens	\$420.50	Ashley M. Naujoks	\$108.00
Lou Weiss	\$401.50	Barbara Bennion	\$53.25
Cindy Tran	\$367.50	Mary A. Richardson	\$661.00



SHOOTING FOR THE COURTS!



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



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

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	Rachel M. Creely	\$4,193.00	\$0.00	\$4,193.00
2	Maureen Fiudo	\$3,785.00	\$0.00	\$3,785.00
3	Megan M. Kennedy	\$3,244.00	\$0.00	\$3,244.00
4	Laura D. Fiudo	\$2,859.00	\$0.00	\$2,859.00
5	Cynthia C. Martinets	\$2,586.50	\$0.00	\$2,586.50
6	C.J. Reed	\$2,464.00	\$0.00	\$2,464.00
7	Patricia S. Meyer	\$1,722.00	\$0.00	\$1,722.00
8	Debbie Smith	\$1,479.50	\$0.00	\$1,479.50
9	Emily M. Stetson	\$1,373.00	\$0.00	\$1,373.00
10	Carolyn L. Felder	\$1,200.00	\$0.00	\$1,200.00

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Maureen Fiudo	2	\$362.08





Overcomers Embrace Your Dreams Contest Winners

August Winners

Level 30 Winners

Megan Kennedy earning the bangle!

Maureen Fiudo almost completing all 3 in the level 30!!

Level 20 Winners

Cynthia Martinets & Laura Fiudo earning the charm!

Level 10 Winners

CJ Reed completing all 3 in the level 10!!

Pat Meyer, Debbie Smith, and Dequita Fisher 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!!



aim for the stars!



On-Target \$tar Consultants!

June 16 ~ September 15, 2016



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
MARY RICHARDSON	\$4,883.00	*****	*****	*****	STAR	STAR
MAUREEN FIUDO	\$2,412.50	*****	STAR	\$587.50	\$1,187.50	\$2,387.50
CYNTHIA MARTINETS	\$1,999.75	STAR	\$400.25	\$1,000.25	\$1,600.25	\$2,800.25
RACHEL CREELY	\$1,807.00	STAR	\$593.00	\$1,193.00	\$1,793.00	\$2,993.00
C.J. REED	\$1,608.00	\$192.00	\$792.00	\$1,392.00	\$1,992.00	\$3,192.00
LAURA FIUDO	\$1,420.50	\$379.50	\$979.50	\$1,579.50	\$2,179.50	\$3,379.50
MEGAN KENNEDY	\$1,413.00	\$387.00	\$987.00	\$1,587.00	\$2,187.00	\$3,387.00
CAROLYN FELDER	\$1,072.00	\$728.00	\$1,328.00	\$1,928.00	\$2,528.00	\$3,728.00
PATRICIA MEYER	\$868.50	\$931.50	\$1,531.50	\$2,131.50	\$2,731.50	\$3,931.50
LYNETTE HARENS	\$678.00	\$1,122.00	\$1,722.00	\$2,322.00	\$2,922.00	\$4,122.00
REBECCA PARKER	\$657.00	\$1,143.00	\$1,743.00	\$2,343.00	\$2,943.00	\$4,143.00
EMILY STETSON	\$610.50	\$1,189.50	\$1,789.50	\$2,389.50	\$2,989.50	\$4,189.50
DEBBIE SMITH	\$600.75	\$1,199.25	\$1,799.25	\$2,399.25	\$2,999.25	\$4,199.25
LINDA LAMUSGA	\$506.50	\$1,293.50	\$1,893.50	\$2,493.50	\$3,093.50	\$4,293.50
LOU WEISS	\$401.50	\$1,398.50	\$1,998.50	\$2,598.50	\$3,198.50	\$4,398.50



Shoot for STAR this Quarter!!

YOU Can Do It!!



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

High-Dimension Color

NEW! Limited-Edition† *Mary Kay*®
Runway Bold Collection

GO FOR BOLD™



Working with accountability!

Sensational Sales

Maureen Fiudo	\$1273
CJ Reed	\$1175
Fran Bates	\$959
Pat Meyer	\$507
Laura Fiudo	\$345
Lou Weiss	\$319
Lenora Browning	\$135
Vicki Thompson	\$128

Remarkable Reorders

Fran Bates	\$959
Lou Weiss	\$319
CJ Reed	\$317
Maureen Fiudo	\$236
Lenora Browning	\$135
Vicki Thompson	\$128

Wonderful Web Sales

Laura Fiudo	\$67
CJ Reed	\$34

Amazing On The Go Sales

Pat Meyer	\$507
Maureen Fiudo	\$133
Laura Fiudo	\$24

Sets Sold

Pat Meyer	3
Maureen Fiudo	3
CJ Reed	1
Lou Weiss	1

Interviews

Maureen Fiudo	5
Megan Kennedy	4
Debbie Smith	3
Lenora Browning	2

New Bookings

CJ Reed	7
Laura Fiudo	3
Lenora Browning	3

Parties with a Purpose

Maureen Fiudo	\$252
Maureen Fiudo	\$227
Maureen Fiudo	\$200
CJ Reed	\$182
CJ Reed	\$154
Maureen Fiudo	\$150
Laura Fiudo	\$116
Maureen Fiudo	\$75
Laura Fiudo	\$69

Fun Fast Facials

CJ Reed	\$188
CJ Reed	\$174
CJ Reed	\$88
Laura Fiudo	\$52
CJ Reed	\$38
Laura Fiudo	\$18

Wonderful Weeks

Maureen Fiudo	\$697
CJ Reed	\$448
CJ Reed	\$362
Pat Meyer	\$327
Fran Bates	\$310
Fran Bates	\$310
Maureen Fiudo	\$309

WAS Turned In

Fran Bates
Lenora Browning
Laura Fiudo
Maureen Fiudo
Pat Meyer
CJ Reed
Vicki Thompson
Lou Weiss



Thank you for being
accountable with your weekly
accomplishment sheets!!

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!

September 2016

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 Bangle from MK plus Pink Printing tray inserts!



Do **one** of the following:

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

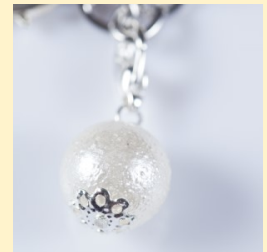
Do all 3 and earn Your Bangle & the Embrace Dreams Bangle from MK!



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!

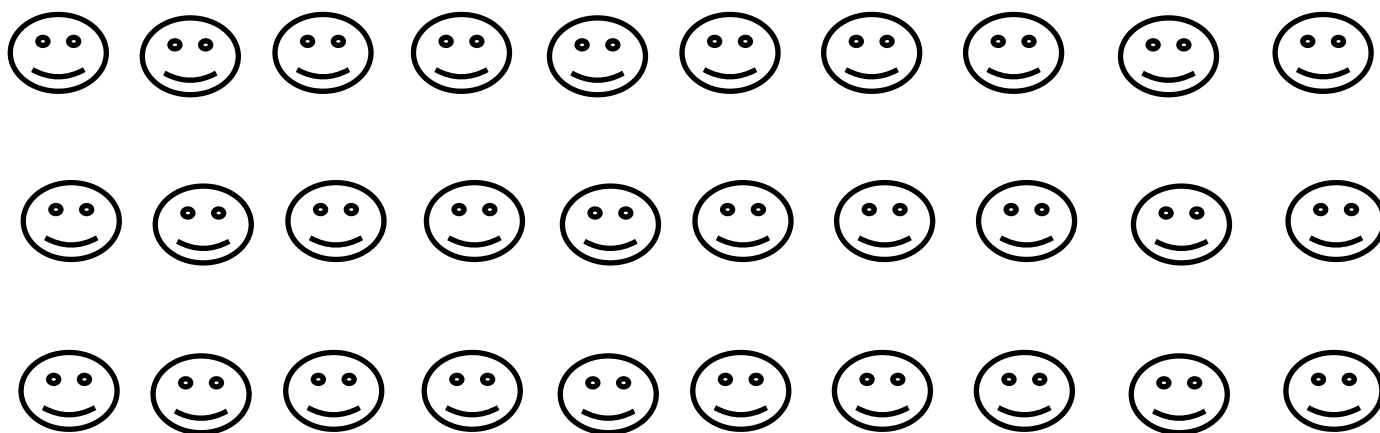
You must have everyone you interview click: <http://goo.gl/forms/3wal1uSQ4b1EuN9i2>

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, Medium, Large

Take a picture of this and text or email to Mary by October 5th! 512-422-7560, maryrich@marykay.com

OCTOBER 2016



Sun Mon Tue Wed Thu Fri Sat



Bee an All-Star Consultant!

Yearlong Consistency Challenge
June 16, 2016- June 15, 2017

1
Unit Makeover Day
10 am Skin Care
& 12:30 Advanced
Glamour at Mary's

2	3	4 Makeover Night – 6:30—8:30 at the Hampton Inn	5 Holiday 2016 PCP mailing of <i>The Look</i> begins. Holiday 2016 ordering available for all Cons.	6	7	8
9	10 Columbus Day Observed Postal Holiday	11 TNT 6:30—8:30 at the Hampton Inn	12	13	14	15
16	17 Last day to enroll online for Winter PCP.	18 Beauty Bar 6:30— 8:45 at the Hampton Inn	19	20	21	22
23	24	25 TNT 6:30—8:30 at the Hampton	26	27	28 Midnight CST cutoff for Consultants to place phone orders.	29
30	31 Last working day of the month. Consultants submit online orders until 9 pm CST.					



Birthdays	Day	Anniversaries	Years
Ashley M. Naujoks	1	Rebecca R. Parker	22
Rebecca L. Evans	2	Heather M. Ruffcorn	17
Claire Schroettner	4	Lori O'Connor	15
Kathryn A. Morgan	6	Charmaine Carney	14
Debra R. Heggernes	10	Linda Mace	11
Linda Mace	10	Natalie Osborne	1
Kristen R. Box-Rojas	17		
Lou Weiss	18		
Lynette D. Harens	22		



Miracle Making Overcomers

Mary Richardson

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Highlights this Month:

August Results, September, 2016

- ◆ Quarter 2 Star Consultant Quarterly Contest (Sept. 16 - Dec. 15, 2016)
- ◆ Class of 2017 Offspring Challenge (through July 1, 2017)
- ◆ Embrace Your Dreams Challenge (July 1, 2016 - June 30, 2017)
- ◆ September Team Building Promotion (Sept. 1-30, 2016)



Words of Wisdom

You can have anything in this world if you want it badly enough and are willing to pay the price. With your priorities in order, press on, and never look back. May all of your dreams come true! You can, indeed, have it all!

~Mary Kay Ash



Reveal More Sales!

NEW! TimeWise Repair® Revealing Radiance™ Facial Peel

Independent Future Executive Senior Sales Director Audrey MacDowall Forest, VA shares great ways to sell:



- ◆ **First to Know, First to Glow Launch Party.**
 - Issue the #GlowAndTell challenge where your customers use TimeWise® Miracle Set® or TimeWise Repair® Volu-Firm® Set plus TimeWise Repair® Revealing Radiance™ Facial Peel for 21 days.
 - Take before pics of your customers' faces.
 - Hold an after party to celebrate their results. Ask your customers to share their after photos on social media to get others excited and expand your reach!
- ◆ **VIPs.** Invite your best customers to try Revealing Radiance™ Facial Peel and share what they think with you. It makes them feel important that you value their opinions, and they tell their friends! The result? Product lovers and reorders.
- ◆ **Price-Resisters.** For those hesitant to spend, you can respond with, "What price do you put on confidence?"

For less than the price of a cup of coffee, you can have skin that looks transformed!

