

MARY KAY  
SEMINAR  
2014

# Seminar Results!

July 1, 2013— June 30, 2014

*Great year! Let's beat our best this year!*

## Top 10 in Retail Sales

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

*Queen's Court of Sales! = \$36,000 retail*

Consultant	YTD Retail	Bonus & PCP	Total
1 Lynn A. Boccio	\$15,230.00	\$1,730.00	\$16,960.00
2 Audrey Freeman	\$15,849.00	\$961.00	\$16,810.00
3 Lisa Squicciarini	\$13,215.00	\$972.00	\$14,187.00
4 Marguerite R. Ganci	\$13,220.00	\$545.00	\$13,765.00
5 Chrissy L. Phillips	\$12,668.00	\$435.00	\$13,103.00
6 April Givens	\$12,550.50	\$513.00	\$13,063.50
7 Jacqueline N. Harte	\$11,004.00	\$683.00	\$11,687.00
8 Albertina Williams	\$9,942.50	\$20.00	\$9,962.50
9 Karen Rubino	\$8,710.00	\$720.00	\$9,430.00
10 Janine Myers	\$8,606.00	\$694.00	\$9,300.00

## Tops in Team Building

*Queen's Court of Sharing = 24 New Team Members*

Recruiter	New Team Mbrs	YTD Comm
1 Avette Ware	1	\$563.46
2 Marguerite R. Ganci	1	\$168.03
3 Janine Myers	2	\$155.87
4 Chrissy L. Phillips	1	\$141.06
5 April Givens	1	\$132.58

*Thanks for a great Mary Kay Year!!*

### Miss Go Give



*Candace  
Shurman*

### Rookie of the Year



*Albertina  
Williams*

### Most Improved



*Lynn  
Boccio*



# Future Clark's Future CLIMB Area

1st & 2nd Lines

## 1st Line Directors



Director Lisa Baker  
Fabulous Baker Girls



Director Cindy Barrow  
Barrow's Believers



Director Patricia Calvelli  
Pat's Soaring Eagles



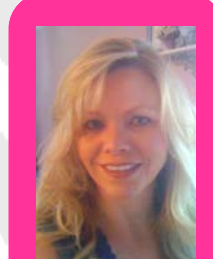
Director Kathy Carlin  
Precious Jules



Director Grace Hackett  
Women Of Grace



Director  
Marie Jean Blain  
Immaculate Gems



Director Laurie Mattone  
Laurie's  
Lighting Achievers



Director  
Celeste Prusaitis  
Celestial Sensations



Director Dari Rudge  
Ripple Effect Unit



Ashley Clark-Petchonka  
Ashley's Awesome  
Allstars

## 2nd Line Director



Director  
Johnlyn Morton  
Blessed Believers



*Executive Senior  
Sales Director  
Donna Clark-  
Driscoll*

# Rainbow Riders

## *A note from your Director . . .*

### **It's a New Seminar Year!! Get Your Goals Going!**

Thanks to Senior Sales Director Nancy Cetrone for sharing!

It's a new year and the official beginning of Seminar 2015. What are your goals? Do you have a plan of action? You have 12 months to make your Seminar 2015 dream come true. Here are some goal-setting tips to help you focus on the tasks ahead.

#### 21 Steps to help you accomplish your goal for 2014-2015:

1. Envision a clear picture of what you desire. Claim that as your goal.
2. State your goal, telling people who will support and encourage you.
3. Hang a goal poster and place motivating pictures in your surroundings.
4. Devise a course of action to accomplish your goal.
5. Become confident in reaching your goal.
6. Set and recognize deadlines, knowing exactly when programs and contests end.
7. Listen and read motivational material daily.
8. Develop a consuming and burning desire to reach your goal.
9. Seek and offer a cooperative spirit. Learn from those who can help and advise you.
10. Track your work regularly using Weekly Summary Sheets, Weekly Accomplishment Sheets and To-Do lists.
11. Work consistently as if you have blinders on, never drifting from your plan.
12. Read your affirmations out loud daily.
13. Control your emotions. Do not fret, worry, complain or talk negatively, preventing anyone or anything from stealing your dream.
14. Balance your life with Mary Kay's priorities of God first, family second and career third.
15. Allow yourself 10 minutes for a "pity party." Vent if you must, then redirect your efforts and begin again.
16. Develop the courage and belief to keep going. Focus on efforts, not results.
17. Put forth a sharp, polished, professional image by eating healthy, exercising and getting adequate sleep.
18. Focus on giving, not getting.
19. Love others with appreciation, encouragement and guidance through your actions, speech and thoughts.
20. Pray for wisdom, guidance and trust.
21. Put on a happy face each day, creating time for laughter. Be happy!

I believe in you—I believe in us! Let's make this your best year yet!!

*Donna*



**Dazzling rewards  
are yours for the  
taking!**

**Plan now for your  
Seminar 2015 prizes  
and awards. Make  
Seminar the place  
where all your dreams  
come true!**

#### **Wholesale Queen**



**Carol A. Seitz  
\$1,867.00**

#### **Sharing Queens**



**April Givens  
2  
J. Stachowicz  
2**



# 2014 - 2015 Goals For My Mary Kay Business

## Active Team Members\*

Senior Consultant = 1  
 Star Team Builder = 3  
 Team Leader = 5  
 Future Sales Director = 8  
 DIQ = 10 to submit  
 On-Target Car = 5 +  
 \$5,000 combined  
 personal/team production  
 in a wholesale Section 1  
 calendar month

\* An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received by the Company and in the following two calendar months.

I will be a . . .

- \_\_\_\_\_ by September 1st
- \_\_\_\_\_ by November 1st
- \_\_\_\_\_ by January 1st
- \_\_\_\_\_ by March 1st for Career Conference
- \_\_\_\_\_ by May 1st
- \_\_\_\_\_ by July 1st for Seminar



## OTHER GOALS

Number of Monthly Selling Appointments: \_\_\_\_\_

Monthly Retail Sales Goal: \_\_\_\_\_

Monthly Wholesale Sales Goal: \_\_\_\_\_

Quarterly Wholesale Sales Goal: \_\_\_\_\_



**Star Consultant Program**  
 Sapphire = \$1,800 wholesale  
 Ruby = \$2,400 wholesale  
 Diamond = \$3,000 wholesale  
 Emerald = \$3,600 wholesale  
 Pearl = \$4,800 wholesale

June 16 – Sept. 15 \_\_\_\_\_  
 Sept. 16 – Dec. 15 \_\_\_\_\_  
 Dec. 16 – Mar. 15 \_\_\_\_\_  
 Mar. 16 – June 15 \_\_\_\_\_

**Court of Personal Sales** = \$40,000 or more in personal estimated retail production received from 7/1/14 through 6/30/15  
**Court of Sharing** = At least 24 new qualified\* personal team members between 7/1/14-6/30/15

\* A new qualified personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company between 7/1/14 - 6/30/15. Please refer to the Seminar Awards 2015 brochure for complete rules and qualifications.

Number of Monthly Team-Building Appointments: \_\_\_\_\_

Number of New Team Members per Month: \_\_\_\_\_

Queen's Court of Personal Sales

Queen's Court of Sharing

# Spotlight on Team Builders!

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

## Future Directors

Recruiter :Virgilia C. Gross  
Janice K. Buckley  
Barbaraann Grape  
Cynthia M. Hill  
Joann Manchise  
Kimberly Perry  
Alisa Robinson  
Kimberly Romaine  
Robin E. Tysowski  
Catherine E. Verga  
Avette Ware  
\* Donna M. Evans  
\* Rosemary Garofalo  
\* Brandi James  
\* Robin L. Nicotri  
# Danica E. Denning  
# Mary M. Feder  
# Donna L. Priani

## Team Leaders

Recruiter :Marguerite R. Ganci  
Janice P. Caston  
Sharon O Halloran  
Emelia Peterson  
Susan A. Salvato  
Donna Schecker  
Carol A. Seitz  
Jessica L. Simmons  
\* Myrna Aguayo  
\* Deborah A. Feinstein  
\* Sarah Giammarese  
\* Christine G. Kenahan  
\* Susan Torney  
# Kerry N. Hartranft  
# Heather L. Pesce

Recruiter :Janine Myers  
K. Bernini Da Costa  
Donna A. Butcher  
Kerrie E. Humphreys  
J. Stachowicz  
Wendy O. Wollheim  
\* Shantel Garcia

Recruiter :Chrissy L. Phillips  
Yolanda R. Bailey  
Lisa Cacossa  
Susan M. Curiano  
Janine Myers  
Jeannette M. Quigley  
\* Kathy J. Bacon  
\* Sherry F. Corbett  
\* Alice Encacabian  
\* Marisol Fuentes  
\* Cecilia Navarro  
# Briana D. Chapman  
# Janice P. Cipriano  
# Beth Kidwell  
# Natisha T. Pixley  
# Barbara Small

Recruiter :Avette Ware  
Toya L. Coleman  
Jacqueline N. Harte  
Mikkalisa Lefkowitz  
Shannon A. Murphy  
Aretha Nelson  
Phyllis Pelzer  
Albertina Williams  
\* Yvonne G. Benton  
\* Thyias Merritt  
\* Akqra C. Smith  
# C. Atkinson-Blain  
# Malika Batchie  
# Sharleta Henley  
# Michele Y. McArthur  
# Rochelle J. Ramos  
# Melissa S. Rivera

## Star Team Builders

Recruiter :Lisa A. Bloom  
Jennifer A. Cerrito  
Liz Morea  
Robin L. Short  
\* M. Guale-Torres

Recruiter :Catherine A. Ennis  
Martha A. Cody  
Joanne Hiney  
Anna R. Ramos  
\* Mary K. Fogarty  
\* Theresa M. Miller  
\* Francine R. O'Brien  
\* Nancye A. Wright  
# Pearl A. Alster  
# Cynthia C. Cammarato  
# Janet A. Donovan  
# Elaine M. Poloskey  
# Donald Spillman

Recruiter :Mary K. Fogarty  
Mary Donaghy  
Lyubov V. Pechenyuk  
Karen Rubino  
Michele P. Zahradka

Recruiter :Cynthia M. Hill  
Cindy M. Barrow  
Linda A. McMillan  
Holly C. Schiebl  
\* Donna M. Ardizzone  
\* Kimberly M. Bangel  
# Mary Ann Bechhofer  
# Shelagh Borgstede  
# Denise Franzone

Recruiter :Ava M. Rosso  
Catherine J. Carter  
Celeste Prusaitis  
Laura A. Putnam  
# Lori A. Younger

*\* Inactive Member (N1,N2,N3,I1,I2,I3) #Terminated Member  
To become ACTIVE you must place a \$225 wholesale order.*



# Spotlight on Team Builders!

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

## Senior Consultants

Recruiter :Virginia F. Farrell  
Evelyn Palladino  
Dari Rudge  
\* A. Olsen-Duval

Recruiter :Audrey Freeman  
Jessica J. Fritz  
\* Carol Bennett  
\* K. Encarnacion  
\* Beverly A. Vignola  
# Rosa I. Arias  
# Lynette A. Bissoon

Recruiter :April Givens  
Willette M. Robinson  
\* Eva Asamoah  
\* Bridget S. Bryant  
\* Latricia Cooley  
\* Tracey L. Creely  
\* Micah Freeman  
\* Armento Kirkland  
\* Denise L. Mapp  
# Starr Clemens  
# Stephani Register  
# Toinette R. Roberts  
# Anita D. Russell  
# Trina M. Ward

Recruiter :Paula Harran  
Grace E. Hackett  
\* Susan Reeves

Recruiter :Jacqueline N. Harte  
Rosa Perez  
\* T. Cadogan-Duffus  
\* Debra Lavache  
\* Marteka Stennett  
# Barakah Nausrudeen

Recruiter :Linda Martin  
Joanmarie DeMaria  
Marian C. Poletti  
\* Jennifer Menite  
# Andrea Ohlsson

Recruiter :Niki Murray  
Susan M. Kearns  
Joan L. Lewis

Recruiter :Phyllis Pelzer  
Kea Jones  
\* Mary M. Harley

Recruiter :Darian Richard-Coste  
Katie Blumberg  
Barbara A. Christie  
\* Donna Woyevodsky  
# Allison L. Capone  
# Karen Fanuzzi  
# Barbara H. Krucher  
# Johanna Pellati  
# Kimberly A. Peyser

Recruiter :Alisa Robinson  
Patricia A. Marcia  
\* Nancy J. Maers

Recruiter :Karen Rubino  
Kathy Ammerman  
Justine P. Frazer

Recruiter :Barbara E. Russell  
Graceann Vavalle

Recruiter :Cynthia Seidman  
Nancy Levinson

Recruiter :Candace M. Shurman  
Tricia A. Belger  
\* Jennifer Canino  
\* Karen Keiser  
\* Dianna Kost  
\* E. Tolson-Harris  
\* Kate Van de Berghe

Recruiter :Graceann Vavalle  
Lisa Squicciarini

Recruiter :Catherine E. Verga  
Theresa J. Casal  
\* Susan Gleason  
# Ginamarie Currao  
# Pamela Gurman  
# Maryann Hennessey  
# Annmarie Margulies  
# Mary E. Mazzarella

Recruiter :Hollie M. Whaley  
Diana D. Denwalt

Recruiter :Wendy O. Wollheim  
Edy H. Attanasio

Recruiter :Michele P. Zahradka  
Linda L. Paquette  
Hyunkyung Yang  
\* Adeline Giattino  
# Daniella Giulietti  
# Michele Swerdlow



\* Inactive Member (N1,N2,N3,I1,I2,I3) #Terminated Member  
To become ACTIVE you must place a \$225 wholesale order.



# Here We Grow Again!

## Welcome New Business Owners!

(These new unit members signed Consultant agreements June 1-30.)

### New Consultant

Eva Asamoah  
Regina Becker  
Jennifer Canino  
Latricia Cooley  
Mary M. Harley  
Alison Krieb  
Nancy J. Maers  
Lindsey J. Ruff  
Carol A. Seitz  
Catelyn R. Steverson

### From

MOUNT LAUREL, NJ  
PANAMA CITY, FL  
GREENLAWN, NY  
TRENTON, NJ  
VIRGINIA BEACH, VA  
RIDGE, NY  
HOLTSVILLE, NY  
CELEBRATION, FL  
PATCHOGUE, NY  
ORLANDO, FL

### Sponsored by

A. Givens  
C. Seitz  
C. Shurman  
A. Givens  
P. Pelzer  
L. O'Connell  
A. Robinson  
J. Stachowicz  
M. Ganci  
J. Stachowicz

## Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

13% Recruiter Commission Level  
D. Clark-Driscoll \$940.16

9% Recruiter Commission Level  
Marguerite R. Ganci \$234.52  
Janine Myers \$182.48  
Virgilia C. Gross \$169.02  
Avette Ware \$153.92  
Chrissy L. Phillips \$116.78

4% Recruiter Commission Level  
Cynthia M. Hill \$134.48  
Paula Harran \$94.54  
Ava M. Rosso \$90.60  
Virginia F. Farrell \$32.90  
Catherine A. Ennis \$32.90  
Lisa A. Bloom \$21.52  
Michele P. Zahradka \$11.80



## Team Building

### Tip of the Month!

#### Proven Script for 5 New Recruits:

- ◆ List 30 names of women—start with customer profiles, etc.
- ◆ 15 will agree to listen.
- ◆ 5 should join!

Use the following script to set up interviews and share the marketing plan!

Hi this is \_\_\_\_\_ with Mary Kay Cosmetics. Do you have a minute? I'm really excited because I've been challenged to share Mary Kay career information with \_\_\_\_\_ sharp women in the next \_\_\_\_\_ weeks. I thought of you! I don't know if this is anything that you would ever think about for yourself, but I will give you a \$10 Gift Certificate good for any of our fabulous products. All I need from you is 30 minutes to get your thoughts on the information. We can do it over the phone or we can meet for coffee. Will you help me meet my challenge? Let's set up a time to get together. I appreciate your time.



# Queen's Court of Personal Sales

JULY 1, 2014 - JUNE 30, 2015

**\$40,000 PERSONAL ESTIMATED RETAIL PRODUCTION**

Mark off a square for every \$500 wholesale/\$1,000 retail you order!



























★ \$1,000	★ \$2,000	★ \$3,000	★ \$4,000	★ \$5,000	★ \$6,000	★ \$7,000
★ \$8,000	★ \$9,000	★ \$10,000	★ \$11,000	★ \$12,000	★ \$13,000	★ \$14,000
★ \$15,000	★ \$16,000	★ \$17,000	★ \$18,000	★ \$19,000	★ \$20,000	★ \$21,000
★ \$22,000	★ \$23,000	★ \$24,000	★ \$25,000	★ \$26,000	★ \$27,000	★ \$28,000
★ \$29,000	★ \$30,000	★ \$31,000	★ \$32,000	★ \$33,000	★ \$34,000	★ \$35,000
★ \$36,000	★ \$37,000	★ \$38,000	★ \$39,000	★ \$40,000		

# Queen's Court of Personal Sharing

JULY 1, 2014 - JUNE 30, 2015

**24 PERSONAL QUALIFIED TEAM MEMBERS**

Write your new recruit's name in a box when she places a \$600+ wholesale order to MK in the same or following calendar month that her Agreement is received.

1 	2 	3 	4 	5 	6 
7 	8 	9 	10 	11 	12 
13 	14 	15 	16 	17 	18 
19 	20 	21 	22 	23 	24 





# We Invested in Product Last Month!

Carol A. Seitz	\$1,867.00	Robin L. Short	\$277.50	Anna R. Ramos	\$226.50
Lynn A. Boccio	\$1,402.50	Jeannette M. Quigley	\$268.00	Diana D. Denwalt	\$226.00
K. Bernini Da Costa	\$1,195.50	Kathleen Finnegan	\$267.00	Mary Alvar	\$226.00
Janine Myers	\$1,029.50	Jennifer A. Cerrito	\$260.50	Alisa Robinson	\$225.50
Audrey Freeman	\$763.50	N. Hinnerschietz	\$260.00	Kea Jones	\$225.50
Marguerite R. Ganci	\$608.00	Patricia L. Smith	\$255.50	Patricia A. Marcia	\$225.00
Wendy O. Wollheim	\$604.50	Sharon O Halloran	\$252.50	Betty A. Hedgecock	\$211.50
Jacqueline Baker	\$561.00	Karen Rubino	\$251.50	Ava M. Rosso	\$200.75
Phyllis Pelzer	\$542.00	Catherine E. Verga	\$245.00	Willette M. Robinson	\$167.00
Linda Martin	\$480.75	Barbara A. Christie	\$239.25	Mary Donaghy	\$161.50
Graceann Vavalle	\$454.00	Linda L. Paquette	\$237.00	Avette Ware	\$160.00
Albertina Williams	\$440.00	Emelia Peterson	\$234.50	Lisa Squicciarini	\$150.00
Lyubov V. Pechenyuk	\$409.50	Anna A. Dente	\$232.50	Louisa Cecchetto	\$137.50
Joann Manchise	\$405.50	Susan A. Salvato	\$231.75	Kate Van de Berghe	\$129.00
Virginia F. Farrell	\$405.50	Joyce Flynn	\$229.00	Lisa A. Bloom	\$121.50
Dawn C. Molinaro	\$390.50	Suzanne James	\$229.00	Jacqueline N. Harte	\$110.50
Kimberly Romaine	\$387.50	Nancy Levinson	\$229.00	Dana DiPalma	\$89.50
Kathy Little	\$386.00	Chrissy L. Phillips	\$228.50	Lauren O'Connell	\$80.00
Diana S. Young	\$365.00	Anna R. Guberski	\$228.00	Hyunkyung Yang	\$58.00
Rosemary Barry	\$341.50	Christine Gros	\$227.50	Marian C. Poletti	\$47.50
Paula Harran	\$331.75	Kerrie E. Humphreys	\$227.50	April Givens	\$36.00
Martha A. Cody	\$307.50	Janice K. Buckley	\$227.50	Jessica L. Simmons	\$20.00
Kathleen M. Vigorito	\$296.50	Nancy J. Johnson	\$227.00	D. Clark-Driscoll	\$1,604.00
Catherine A. Ennis	\$291.50	Cynthia M. Hill	\$227.00		
Joanne Hiney	\$288.50	Wendy J. Florio	\$227.00		

Be the  
STAR that  
you are!

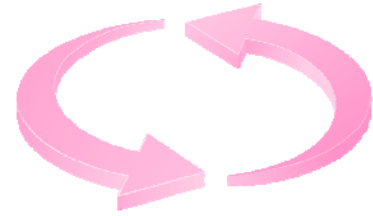
Reasons To Become  
A Star Consultant!

- 1. It's A Good Business Decision:** The best reason to be a Star Consultant is because it is a good business decision. When you have enough product on your shelf to provide a Roll Up for every guest at your skin care class you will sell more Roll Ups!
- 2. It builds Self-Confidence:** As the president of your company, you have started your business smart, you have chosen to have products to sell from the beginning, giving you confidence in yourself. By keeping your shelves stocked you always have product availability. This gives your customers confidence in you as a professional, not an order taker when they can take their products home with them. This gives you a selling edge!
- 3. Credit and Credibility:** Inventory is proof of your investment in your career. If you need a loan to finance your initial inventory, you can establish credit in your own name and the interest becomes a business expense. It is possible for the revenue you make from one skin care class to more than cover the monthly loan payment. Avoid unnecessary interest expenses, by paying off any loans or credit charges a top priority.
- 4. It Shows You are Committed:** Having a Star Consultant order on your shelf helps to make you committed. This becomes a business instead of a hobby. Remember, when you treat it like a business it will pay you like a business, if you treat your business like a hobby it will pay you like a hobby!
- 5. Recognition:** This is strictly a right brain reason to be a Star Consultant, but it is the most fun reason. When you are a STAR you get recognized at every sales meeting by sitting up front. This is important for you, but more important for your recruits and prospective recruits, because it gives you credibility. Star Consultants also get special recognition at Seminar, and become celebrities by climbing the ladder of success.
- 6. It makes you a Winner:** You win your ladder pin with a PEARL, EMERALD, DIAMOND, RUBY OR SAPPHIRE STAR. This is important because it shows the world and yourself that you are a winner. It is your visual symbol of your success. You also win the prize of your choice which gives you tangible evidence of your commitment to your career. People want to do business with a winner, and it makes you personally feel GREAT!
- 7. It Shows Success:** Success attracts success. You will attract other sharp women who want to be successful. When you work your business smart by being a Star Consultant it gives you the believability that your recruits can do it also. You will realize how it builds self-confidence and that it is the best advantage your new recruits can give their business.

# \$\$\$ Million Dollar \$\$\$ Unit Club



\$1,000,000.00  
DONE!  
\$900,000.00  
\$800,000.00  
\$700,000.00  
\$600,000.00  
\$507,440.50  
as of 6/25/14



*Remember to  
work Full Circle!  
Booking, Selling &  
Recruiting every  
time guarantees  
that you are never  
out of business!*

MARY KAY INC.

16251 Dallas Parkway  
Addison, Texas 75001  
Phone: (972) 687-4400

June 30, 2014

NON NEGOTIABLE

Pay Exactly: ten thousand five hundred twenty-one and 91 / 100

\$10,521.91

PAY TO THE  
ORDER OF

DONNA CLARK-DRISCOLL  
167 Saint Nicholas Ave  
Smithtown, NY 11787

NON NEGOTIABLE



# Aim for the Stars!



## On-Target Star Consultants!

June 16 ~ September 15, 2014



Shoot for  
**STAR** this  
Quarter!!

**YOU Can  
Do It!!**



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
EVA ASAMOAH	\$1,813.75	STAR	\$586.25	\$1,186.25	\$1,786.25	\$2,986.25
DONNA CLARK-DRISCOLL	\$1,499.50	\$300.50	\$900.50	\$1,500.50	\$2,100.50	\$3,300.50
ROBIN SHORT	\$1,082.50	\$717.50	\$1,317.50	\$1,917.50	\$2,517.50	\$3,717.50
DARIAN RICHARD-COSTELLO	\$965.50	\$834.50	\$1,434.50	\$2,034.50	\$2,634.50	\$3,834.50
WENDY WOLLHEIM	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
LISA SQUICCIARINI	\$582.50	\$1,217.50	\$1,817.50	\$2,417.50	\$3,017.50	\$4,217.50
LINDA MARTIN	\$456.25	\$1,343.75	\$1,943.75	\$2,543.75	\$3,143.75	\$4,343.75
LISA WHEELER-COONEY	\$452.00	\$1,348.00	\$1,948.00	\$2,548.00	\$3,148.00	\$4,348.00
VIRGINIA FARRELL	\$405.50	\$1,394.50	\$1,994.50	\$2,594.50	\$3,194.50	\$4,394.50
MICHELE ZAHRADKA	\$402.50	\$1,397.50	\$1,997.50	\$2,597.50	\$3,197.50	\$4,397.50
BARBARA RUSSELL	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00
APRIL GIVENS	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50



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



## On Display

Mary Kay is introducing a new social media channel, a fashion commerce site where users assemble clothing and beauty products. You can build collages and showcase new *Mary Kay*® products or create looks for special occasion to share on Facebook® and Twitter®. Check it out at <http://marykayus.polyvore.com>.

# Working with Accountability!

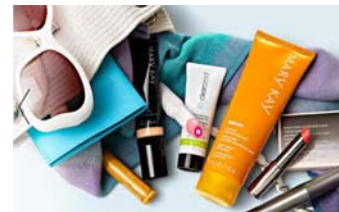


**Total Combined Sales:**  
 Phyllis Pelzer \$916.00  
 Karen Rubino \$839.00  
 Albertina Williams \$541.00  
 Janine Myers \$476.00  
 Jacqueline Baker \$283.00  
 Carol Seitz \$41.00

**Total Reorder:**  
 Karen Rubino \$612.00  
 Janine Myers \$253.00  
 Carol Seitz \$41.00

**Total Website Sales:**  
 Karen Rubino \$135.00

**Total On The Go Sales:**  
 Jacqueline Baker \$283.00  
 Phyllis Pelzer \$122.00  
 Janine Myers \$98.00  
 Karen Rubino \$92.00  
 Albertina Williams \$91.00



**Total Class:**  
 Phyllis Pelzer \$730.00  
 Albertina Williams \$450.00  
 Janine Myers \$125.00

**Total Facial:**  
 Phyllis Pelzer \$64.00

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

Birthdays	Day	Anniversaries	Years	Anniversaries	Years
Denise Franzone	3	Kathleen M. Vigorito	18	Mary Alvar	1
Lauri-Ann McNeill	4	Diana S. Young	14	Kate Van de Berghe	1
Donna L. Priani	5	Linda A. McMillan	14	Lynette A. Bissoon	1
Candace M. Shurman	5	Jeannette M. Quigley	14	Charisse McCall	1
Debbie Szumczyk	6	Paula Harran	14	Brittany Boccio	1
Robin E. Tysowski	7	Kimberly Marshall	14	Courtney Boccio	1
Eva Asamoah	9	Candace M. Shurman	12	Helen Piccirillo	1
Rosemary Garofalo	9	Susan Schmitt	11		
Rochelle J. Ramos	10	Deborah A. Feinstein	11		
Roberta Berrios	14	Rose C. Simon	9		
Allison L. Capone	14	Thyias Merritt	8		
Marisol Fuentes	15	Brandi James	8		
Kimberly Perry	15	Susan A. Salvato	6		
Janet A. Donovan	17	Francine R. O'Brien	6		
Mary M. Feder	17	Joanmarie DeMaria	6		
Lori A. Younger	17	Catherine L. Napier	6		
Theresa J. Casal	20	Sharon O'Halloran	5		
Niki Murray	20	Michelle J. Morris	4		
Marteka Stennett	21	Liz Morea	4		
Daniella Giuliatti	23	Graceann Vavalle	4		
Dana DiPalma	24	Rochelle J. Ramos	3		
Martha A. Cody	26	Melissa S. Rivera	3		
Lisa M. Phelan	26	Yolanda R. Bailey	2		
Donna Woyevodsky	29	Beth Kidwell	2		
Lynette A. Bissoon	31	Vanessa C. Faro	2		
Cynthia C. Cammarato	31	Denise L. Mapp	2		
Catherine Criscuola	31	Carol Bennett	2		



August  
 2014



# Your Life Is Better Than Any Fairytale

Year Long Promotion 2014-15

Bonus



\$1000  
Week



Register &  
Attend Montauk  
Fall Retreat



Active  
Rcruit

July

\$300 w/s



\$650 w/s



October

\$300 w/s



\$650 w/s



January

\$300 w/s



\$650 w/s



April

\$300 w/s



\$650 w/s



August

\$300 w/s



\$650 w/s



November

\$300 w/s



\$650 w/s



February

\$300 w/s



\$650 w/s



May

\$300 w/s



\$650 w/s



September

\$300 w/s



\$650 w/s



December

\$300 w/s



\$650 w/s



March

\$300 w/s



\$650 w/s

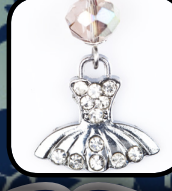


June

\$300 w/s



\$650 w/s



# REV UP YOUR RESULTS

*7 secrets to get to your next level quicker and with less stress!*

The Stress Free Success Experts from  
**The Brandon Barber Coaching Group**  
have worked with over 50,000  
Directors and Consultants, and they  
are coming to see you!



**September 6th from 9am-4pm**

Hosted by Donna Clark-Driscoll at UPSKY  
Long Island Hotel: 110 Vanderbilt Motor  
Parkway Hauppauge, NY 11788

Price: \$55 Includes Lunch

**Only \$45 if you register by August 9th!**

Register at [www.brandonbarbercoaching.com](http://www.brandonbarbercoaching.com)

## This is for you if:

- Your head is constantly swimming with thoughts, and you can't make them stop.
- You're tired of thinking the same things over and over again, not getting ahead.
- You want to bounce out of bed in the morning excited to take on your day, because you know you are going to change lives.
- You want to achieve the level of success you know is possible, quicker.
- You want to open your heart, breathe life into your business, and happiness into the future.



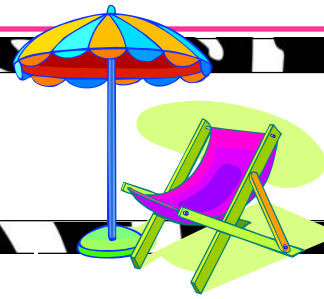
*"We wanted to reach a goal that had been in place for 4 years...kept missing it, but then we attended the REV UP YOUR RESULTS workshop...WOW...we then exceeded our EXPECTATIONS... GOAL was Top 10 in RUBY...we hit #8!! It propelled us to DIAMOND CIRCLE...that is our highest income ranking to date in Mary Kay...over \$200,000 in NSD commissions alone!*

*Maybe we would have reached this level EVENTUALLY...but at a much higher cost of time and frustration? But what if we didn't reach it EVER???*

**Rebecca Evans, Sr. Nat'l Sales Director**



# August 2014



Sun

Mon

Tue

Wed

Thu

Fri

Sat



**Bee an All-Star Consultant!**  
Yearlong Consistency Challenge  
June 16, 2014- June 15, 2015

7/31 - Project Runway Beauty Bash 7-9 pm  
9/6 - Brandon Barber Workshop - See Flyer

1

Class of 2015 Challenge Begins.

2

Muffins & Makeovers  
10-12 noon

3

4

5

Success Meeting

6

7

Director Meeting -  
DIO's Welcome  
10 am  
Project Runway  
Beauty Bash 7-9 pm

8

9

Muffins & Makeovers  
10-12 noon

10

11

12

Success Meeting

13

14

Project Runway  
7-9 pm

15

16

Muffins & Makeovers  
10-12 noon

17

18

19

Success Meeting

20

21

Project Runway  
7-9 pm

22

23

Muffins & Makeovers  
10-12 noon

24

25

26

Success Meeting

27

28

Midnight CST cutoff  
for Consultants to  
place phone orders.

29

Project Runway  
7-9 pm

30

Muffins & Makeovers  
10-12 noon

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

"Enthusiasm is one of the most powerful engines of success. When you do a thing, do it with all your might. Put your whole soul into it. Stamp it with your own personality. Be active, be energetic, be enthusiastic and faithful, and you will accomplish your object. Nothing great was ever achieved without enthusiasm." ~Ralph Waldo Emerson



# Rainbow Riders

Executive Sr. Sales Director  
Donna Clark-Driscoll

167 St. Nicholas Ave  
Smithtown, NY 11787

Phone: 631 366-1351  
E-mail: pinkcad@optonline.net

## Highlights this Month:

### June Results, August, 2014

- ◆ Quarter 1 Star Consultant Quarterly Contest (June 16 - September 15, 2014)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2015)
- ◆ Class of 2015 Offspring Challenge (through July 1, 2015)



*To the Incredible...*

## Words of Wisdom

Decide today to build your dream in your mind. Make your goals realistic but high enough so that you will have to stretch to reach them.

~Mary Kay Ash



With over 1 billion active users, Facebook® is the perfect place to promote your Mary Kay business. According to "22 Social Media Facts and Statistics You Should Know in 2014," 47 percent of Americans say that Facebook® is their top purchase influencer. And capitalizing on that persuasive power is easier than ever thanks to the new Mary Kay® Social Publisher! With this new, innovative tool, you will have engaging content automatically posted to your Mary Kay® Facebook® Business Page! All you need is a Mary Kay® Personal Web Site and a Facebook® page for your Mary Kay business. Details on MaryKayInTouch.com.