

Clark's Future CLIMB Area

1st & 2nd Lines

1st Line Directors



Director Lisa Baker
Fabulous Baker Girls



Director Cindy Barrow
Barrow's Believers



Director Grace Hackett
Women Of Grace



Director
Celeste Prusaitis
Celestial Sensations



Ashley Clark-Petchonka
Ashley's Awesome
Allstars



Director
April Givens

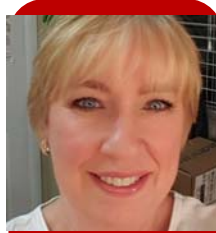


Director
Janine Myers

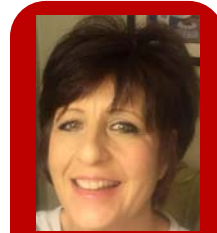


Director
Cyndi Hill

1st Line DIQ



Katherine Carlin



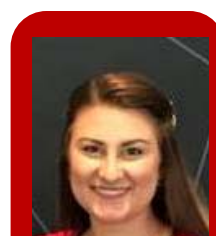
Susan Short

2nd Line Director



Latisha
Carimbocas

2nd Line DIQ



Jacquelyn
Stachowicz



Rainbow Riders!



SEPTEMBER RESULTS & RECOGNITION ♦ NOVEMBER, 2017

**Executive Senior
Sales Director
Donna Clark-Driscoll**



Holiday gifting comes early, so you have time to set your plan and sell, sell, sell! Get ready to spread cheer and delight your customers with these fun and practical new products available starting this month.



WHOLESALE COURT:

Donna A. Gagliardo
\$3,622.00
Audrey Freeman
\$2,919.25
Lyzy Singh
\$2,541.50

SHARING COURT:

Katherine J. Carlin 3
Susan Short 3



a NOTE FROM YOUR DIRECTOR . . .

Make Your Customers Feel Important

By Brian Tracy, Author & Motivational Speaker

Listening is the Key

Listening builds self-esteem. It has been said that, "Rapt attention is the highest form of flattery." When you listen intently to another person and it is clear that you genuinely care about what that other person is saying, his or her self-esteem goes up. His or her feeling of personal value increases. He or she feels more worthwhile and important as a human being. You can actually make another person feel terrific about himself or herself by listening in a warm, genuine, caring way to everything he or she has to say.

Pay Close Attention

When a man and a woman go out for the first time, they spend an inordinate amount of time talking and listening to each other. They look into each other's eyes and hang on every word. They are each fascinated by the personality of the other. The more each listens to the other, the more positive and happy each of them feels and the stronger becomes the bonds of affection between them.

Focus 100% On the Other Person

The opposite of listening is ignoring. You always listen to that which you most value. You always ignore that which you devalue. The fastest way to turn a person off, to hurt their feelings and make them feel slighted and angry is to simply ignore what they are saying or interrupt them in the middle of a thought. Ignoring or interrupting is the equivalent of an emotional slap in the face. Men especially have to be careful about their natural desire to make a remark or an observation in the middle of a conversation. This can often cause the sales conversation to come to a grinding halt.

Action Exercises

First, take every opportunity to make the other person feel important by listening attentively to what he or she says.

Second, avoid interrupting the other person by slowing down and pausing for a few moments after he or she has stopped speaking.

Practice your listening skills and watch your customer retention soar!

Donna

Spotlight on Team Builders!

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

Future Directors

Recruiter :Katherine J. Carlin
J. Falzone-Campbell
Donna A. Gagliardo
Elizabeth Ingrassia
Stacey M. Leoutsakos
Diane MacDougall
Debi Pisano
Rowan Ramsaran
Michelle Tor
* K. Berardicelli
* Elena A. Gelman
* Carol M. Giglio
* Linda McKee
* Stephanie Ronquillo
Cindy Burton
Nafeeza M. Inderpaul
Kimberly Schiano
Carolyn Shurman
Maria A. Torre

Recruiter :Susan Short
Emilia L. Closs
Kathryn Keil
Nalinie D. Pooran
Angela Romero Davis
Lyzy Singh
* Wilmine Casimir
* Darlene Korec
* Ruthanne Okon
* Joy E. Wickliffe
Marisol Figueroa

Team Leaders

Recruiter :Virgilia C. Gross
Rosemary Garofalo
Cynthia M. Hill
Joann Manchise
Kimberly Perry
Robin E. Tysowski
Catherine E. Verga
Avette Ware
* Janice K. Buckley
* Robin L. Nicotri
* Kimberly Romaine
Barbaraann Grape

Recruiter :Susan Short
Emilia L. Closs
Kathryn Keil
Nalinie D. Pooran
Angela Romero Davis
Lyzy Singh
* Wilmine Casimir
* Darlene Korec
* Ruthanne Okon
* Joy E. Wickliffe
Marisol Figueroa

Star Team Builders

Recruiter :Jeannine M. Falzone-
Denise A. Abate
Karen O'Sullivan
Carmela Whaley

Recruiter :Marguerite R. Ganci
Heather Pesce
Emelia Peterson
Susan A. Salvato
* Christine M. D'Amico
* Donna Schecker
Myrna Aguayo

Recruiter :Paula Harran
Grace E. Hackett
Susan Reeves
Deborah A. Sidney

Recruiter :Dari Rudge
April Givens
Valarie A. Gonzalez
Christina Harris
* Rosemarie Bigus
* Kristen K. McCabe
* Kelli Palazzo
Randi DaPonte
Laura Landon
Jennifer Lundstrom
Sondra L. Ramos

Recruiter :Maureen Sladky
Annette Bernard
Emily Madan
Mary Scholl
Melicia Vergara
* Crystal R. Barry
* Nancy M. Buonamassa
* Patricia J. McDonald
* Deirdre K. Moriarty
* Christina M. Paolino
* Stephanie A. Sladky
Bernadette M. Rodin
Donnamarie Serio

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.

Spotlight on Team Builders!

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

Senior Consultants

Recruiter :Crystal R. Barry
Ellise J. Conley
Kara Sladky

Recruiter :Patricia A. Calvelli
Nancy A. Neumann
Christa Pellegrino
* Victoria Callahan
* Tracy Hollywood
* Karin Losh
Lilith Jarvis

Recruiter :Catherine A. Ennis
Joanne Hiney
* Mary K. Fogarty
Martha A. Cody
Francine R. O'Brien
Donald Spillman
Nancye A. Wright

Recruiter :Virginia F. Farrell
Evelyn Palladino
Dari Rudge

Recruiter :Betsy Fergo
Laura Schranz
* Norma A. Frampton

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

Recruiter :Audrey Freeman
Melissa S. Freeman
* Lori A. Gregoreadis
* Beverly A. Vignola
Lauren A. Freeman

Recruiter :Carol M. Giglio
Kelly Birnstein
Marjorie C. Kryl
Randi Connelly

Recruiter :Joanne Hiney
Theresa Dellecave

Recruiter :Marie J. Jean-Blain
D. McFarlane
* Isena Joseph
* Marie F. Plaisir
Cassandre F. Sanon
Nicole P. Shaw
Maelinda Sorel

Recruiter :Susan M. Kearns
Gina M. Goldberg

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

Recruiter :Laurie A. Mattone
Susan Short
* Ann Marie J. Harper
* Stefanie Sterenfeld
Kathleen M. Maguffin

Recruiter :Nancy A. Neumann
Sherri Smith
* Judith O'Melia
Kristen G. Machicote

Recruiter :Darian Richard-Costello
Allison Capone
Karen Fanuzzi
* Barbara A. Christie
* Katie Doherty
Barbara H. Krucher
Johanna Pellati
Donna Woyevodsky

Recruiter :Candace M. Shurman
Jennifer Canino
Kate Van de Berghe
* Tricia A. Belger

Recruiter :Graceann Vavalle
Lisa Squicciarini

Recruiter :Catherine E. Verga
Susan Gleason
Theresa J. Casal

Recruiter :Melicia Vergara
A. Smith-Williams
Jamal A. St. Louis

Recruiter :Avette Ware
Jacqueline N. Harte
Melissa S. Toombs
* Phyllis Pelzer

Recruiter :Michele P. Zahradka
Linda L. Paquette
Hyunkyung Yang
* Michele Swerdlow

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

are you
ready to
MOVE UP??





Here We Grow Again!

WELCOME NEW BUSINESS OWNERS!

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

New Consultant

Wilmine Casimir
 Donna A. Gagliardo
 Elena A. Gelman
 Darlene Korec
 Stacey M. Leoutsakos
 Lyzy Singh

From

VALLEY STREAM, NY
 FARMINGDALE, NY
 SELDEN, NY
 RALEIGH, NC
 WEST ISLIP, NY
 DIX HILLS, NY

Sponsored by

S. Short
 K. Carlin
 K. Carlin
 S. Short
 K. Carlin
 S. Short

"Aerodynamically, the bumblebee shouldn't be able to fly, but the bumblebee doesn't know that, so it goes on flying anyway." ~Mary Kay Ash



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level

Katherine J. Carlin	\$806.72
Donna Clark-Driscoll	\$1,037.40

9% Recruiter Commission Level

Susan Short	\$337.25
Virgilia C. Gross	\$114.93

4% Recruiter Commission Level

Dari Rudge	\$133.04
Laurie A. Mattone	\$50.16
Audrey Freeman	\$49.78
J. Falzone-Campbell	\$37.34
Patricia A. Calvelli	\$30.52
Virginia F. Farrell	\$16.08
Susan M. Kearns	\$12.50
Nancy A. Neumann	\$11.56
Catherine A. Ennis	\$10.14
Betsy Fergo	\$9.19
Michele P. Zahradka	\$9.06
Marguerite R. Ganci	\$5.99
Avette Ware	\$1.98

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 October bracelet features three charms, one with the power word Courage plus a sparkly crystal-encrusted heart lock and key.

Working with Accountability!



Total Reorder	
Maureen Sladky	\$1,396.50
Katherine Carlin	\$379.00
Susan Short	\$377.00
Candace Shurman	\$184.00
Karen Rubino	\$115.50
Jeanne Mitarotondo	\$91.00

Total Website Sales	
Susan Short	\$38.00
Maureen Sladky	\$24.00

Total Combined Sales	
Maureen Sladky	\$1,880.50
Katherine Carlin	\$1,093.00
Susan Short	\$585.00
Mary Ann Farrell	\$293.00
Candace Shurman	\$184.00
Melicia Vergara	\$120.00
Karen Rubino	\$115.50
Jeanne Mitarotondo	\$91.00
Elaine Watson	\$40.00
Lyzy Singh	\$36.00



Total Facial	
Maureen Sladky	\$316.00
Susan Short	\$170.00
Katherine Carlin	\$95.00
Elaine Watson	\$40.00
Melicia Vergara	\$15.00

Total On The Go Sales	
Mary Ann Farrell	\$293.00
Maureen Sladky	\$144.00
Melicia Vergara	\$105.00
Katherine Carlin	\$80.00

Total Class	
Katherine Carlin	\$539.00
Lyzy Singh	\$36.00

**THANK YOU
FOR BEING
ACCOUNTABLE
WITH YOUR
WEEKLY
ACCOMPLISHMENT
SHEETS!!**

All In With 8! DIQ Promotion Oct. 1 – Dec. 1, 2017

For a limited time, you can enter DIQ with the *All In With 8!* DIQ promotion! From Oct. 1 through Dec. 1, 2017, a Future Independent Sales Director will be eligible to enter the Independent Sales Director-in-Qualification program when she has 8 active* personal team members. What a way to continue our All In momentum to find new faces and grow!



The Highlights

You have a limited-time opportunity for entering and completing the Independent Sales Director-in-Qualification (DIQ) program! With the *All In With 8!* DIQ promotion, from Oct. 1 through Dec. 1, 2017, a Future Independent Sales Director will be eligible to enter the Sales Director-in-Qualification program when she has 8 or more active personal team members!

Here are the limited-time requirements:

- Future Independent Sales Directors must be active* themselves.
- Future Independent Sales Directors must have 8 or more active* personal team members.
- DIQs may qualify in one, two or three months.
- \$13,500 cumulative DIQ unit wholesale production.

- \$4,000 minimum DIQ unit wholesale production each month.
- Must finish with 24 active DIQ unit members.
- DIQs may contribute up to \$3,000 in personal wholesale Section 1 orders. (The DIQs' unit members must contribute \$10,500 toward the \$13,500 wholesale production requirement.)

We know Mary Kay Ash wanted nothing more than for women to achieve their fullest potential, and she often reminded her independent sales force members that "passing it on" was the best gift they could give. So what a way to celebrate our Founder, her dream and 54 years! Be sure to read the detailed FAQs below to completely understand how the *All In With 8!* DIQ promotion works! You may contact the DIQ Support Team directly at 800-347-7666 (DIR-SOON) or DIQDepartment@marykayinc.com with additional questions.

We Invested in Product Last Month!

<i>Donna A. Gagliardo</i>	\$3,622.00
<i>Audrey Freeman</i>	\$2,919.25
<i>Lyzy Singh</i>	\$2,541.50
<i>Elizabeth Ingrassia</i>	\$1,418.50
<i>Susan Short</i>	\$1,254.00
<i>Melissa S. Freeman</i>	\$1,244.50
<i>Katherine J. Carlin</i>	\$786.00
<i>Mary Ann Farrell</i>	\$651.50
<i>Denise A. Abate</i>	\$645.00
<i>Maureen Sladky</i>	\$635.25
<i>Laurie A. Mattone</i>	\$605.00
<i>Stacey M. Leoutsakos</i>	\$604.50
<i>Kathryn Keil</i>	\$604.25
<i>Angela Herold</i>	\$562.00
<i>Nancy A. Neumann</i>	\$417.00
<i>Dari Rudge</i>	\$402.00
<i>Rosemary Garofalo</i>	\$385.00
<i>Lisa Squicciarini</i>	\$379.00
<i>Christa Pellegrino</i>	\$346.00
<i>Angela Romero Davis</i>	\$340.00
<i>Patricia A. Calvelli</i>	\$328.00
<i>Diane MacDougall</i>	\$316.50
<i>Gina M. Goldberg</i>	\$312.50

<i>Louisa Cecchetto</i>	\$309.00
<i>Cara A. Sell</i>	\$290.00
<i>Sherri Smith</i>	\$289.00
<i>Karen O'Sullivan</i>	\$288.50
<i>Virgilia C. Gross</i>	\$274.50
<i>Kimberly Perry</i>	\$272.50
<i>Mary Ann Gerrity</i>	\$267.00
<i>Laurel R. Cassagne</i>	\$266.00
<i>Joann Manchise</i>	\$264.00
<i>Nalinie D. Pooran</i>	\$261.50
<i>Catherine E. Verga</i>	\$256.00
<i>Joanne Hiney</i>	\$253.50
<i>Betsy Fergo</i>	\$248.00
<i>Rowan Ramsaran</i>	\$236.50
<i>Jennifer Canino</i>	\$234.25
<i>Amy Indovino</i>	\$234.00
<i>Patricia A. Feliciano</i>	\$232.00
<i>Deirdre Schutt</i>	\$231.00
<i>Elaine M. Watson</i>	\$230.50
<i>Laura Schranz</i>	\$229.75
<i>Anna A. Dente</i>	\$229.25
<i>Kelly Birnstein</i>	\$227.00
<i>Christina Harris</i>	\$226.50

<i>Linda L. Paquette</i>	\$226.50
<i>Deborah A. Sidney</i>	\$226.00
<i>Rose C. Simon</i>	\$225.50
<i>Krista Sacino</i>	\$225.00
<i>Christine M. Smith</i>	\$183.50
<i>Susan M. Kearns</i>	\$157.00
<i>Susan A. Salvato</i>	\$149.75
<i>Rose Torraca</i>	\$111.50
<i>Dana DiPalma</i>	\$110.00
<i>Jacqueline Baker</i>	\$108.00
<i>Avette Ware</i>	\$99.50
<i>Janelle Alberigo</i>	\$99.00
<i>Barbara E. Russell</i>	\$95.50
<i>Tina R. Berlin</i>	\$90.50
<i>Ellise J. Conley</i>	\$75.00
<i>Karen Rubino</i>	\$56.00
<i>Jacqueline N. Harte</i>	\$49.50
<i>Dawn C. Molinaro</i>	\$24.00
<i>J. Falzone-Campbell</i>	\$7.50
<i>Donna Clark-Driscoll</i>	\$602.50

Bolded names indicate embracelet achievers

Shooting for the Courts!

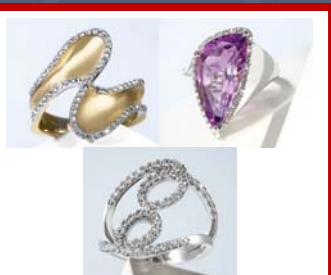
TOP 10 IN RETAIL SALES

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

	<u>Consultant</u>	<u>YTD Retail</u>	<u>Bonus & PCP</u>	<u>Total</u>
1	Kathryn Keil	\$10,899.50	\$0.00	\$10,899.50
2	Audrey Freeman	\$10,574.50	\$0.00	\$10,574.50
3	Donna A. Gagliardo	\$8,159.00	\$0.00	\$8,159.00
4	Lyzy Singh	\$5,790.00	\$0.00	\$5,790.00
5	Melissa S. Freeman	\$5,275.00	\$0.00	\$5,275.00
6	Katherine J. Carlin	\$5,106.00	\$0.00	\$5,106.00
7	Susan Short	\$5,017.00	\$0.00	\$5,017.00
8	Elizabeth Ingrassia	\$4,791.00	\$0.00	\$4,791.00
9	Emilia L. Closs	\$4,548.00	\$0.00	\$4,548.00
10	Mary Ann Farrell	\$4,271.00	\$0.00	\$4,271.00

TOPS IN TEAM BUILDING

	<u>Recruiter</u>	<u>New Team Mbrs</u>	<u>YTD Comm</u>
1	Katherine J. Carlin	2	\$549.44
2	Susan Short	3	\$535.43
3	Melicia Vergara	1	\$27.00



Queen's Court of Sales!

\$40,000 retail

July 1, 2017— June 30, 2018

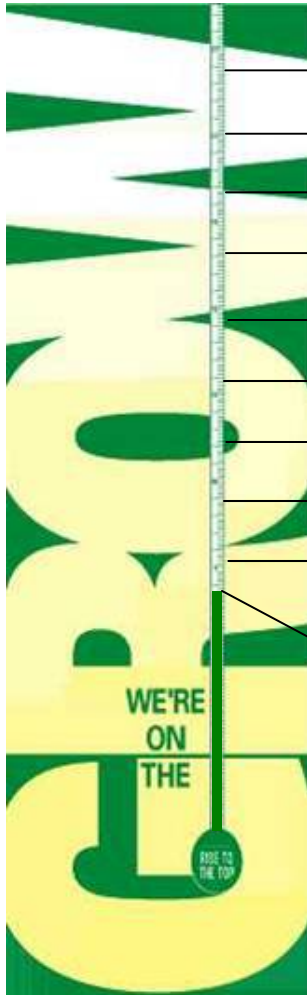


Queen's Court of Sharing!
24 New Team Members

July 1, 2017— June 30, 2018



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



\$1,000,000.00
DONE!

\$900,000.00

\$800,000.00

\$700,000.00

\$600,000.00

\$500,000.00

\$400,000.00

\$300,000.00

\$200,000.00

as of
10/31/2017
\$193,517.00



MARY KAY INC.
16251 Dallas Parkway
Addison, Texas 75001
Phone: (972) 687-4400

September 30, 2017

NON NEGOTIABLE

Pay Exactly: eleven thousand six hundred thirty-five and 44 / 100

\$11,635.44

PAY TO THE
ORDER OF

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

NON NEGOTIABLE



Aim for the Stars!

On-Target \$tar Consultants!



September 16 - December 15, 2017



Shoot for
STAR this
Quarter!!

**YOU Can
Do It!!**

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
DONNA GAGLIARDO	\$3,622.00	*****	*****	STAR	\$1,178.00	
LINDA STAUFFER	\$1,846.00	STAR	\$554.00	\$1,154.00	\$1,754.00	\$2,954.00
AUDREY FREEMAN	\$1,844.00	STAR	\$556.00	\$1,156.00	\$1,756.00	\$2,956.00
ELIZABETH INGRASSIA	\$1,709.00	\$91.00	\$691.00	\$1,291.00	\$1,891.00	\$3,091.00
PATRICIA CALVELLI	\$670.50	\$1,129.50	\$1,729.50	\$2,329.50	\$2,929.50	\$4,129.50
NANCY NEUMANN	\$645.50	\$1,154.50	\$1,754.50	\$2,354.50	\$2,954.50	\$4,154.50
MAUREEN SLADKY	\$623.25	\$1,176.75	\$1,776.75	\$2,376.75	\$2,976.75	\$4,176.75
MELISSA FREEMAN	\$622.00	\$1,178.00	\$1,778.00	\$2,378.00	\$2,978.00	\$4,178.00
STACEY LEOUTSAKOS	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
KATHRYN KEIL	\$604.25	\$1,195.75	\$1,795.75	\$2,395.75	\$2,995.75	\$4,195.75
DONNA CLARK-DRISCOLL	\$602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
GINA GOLDBERG	\$468.00	\$1,332.00	\$1,932.00	\$2,532.00	\$3,132.00	\$4,332.00
LYZY SINGH	\$419.50	\$1,380.50	\$1,980.50	\$2,580.50	\$3,180.50	\$4,380.50

Starter Kit Product Bonus

New IBCs can get two FREE masks when they start their businesses in November!

Extended through November!



What a great month to find new faces and share the Mary Kay opportunity with courageous women who want an opportunity with no boundaries!

Within the Starter Kit is everything they need to connect with their first hostesses and customers! For only \$100, they'll receive products and literature that can put them on the road to success, plus they'll get two FREE* masks as a limited-time bonus.

Spread the word about this special November offer at parties, on the go and anytime you meet a woman who has the potential to reimagine her future with an opportunity that can increase **confidence** and **empower** her life. Now that's the **Start** of Something Beautiful!

NOTHING HAPPENS UNTIL
SOMEBODY SELLS SOMETHING.

SELL!



TAKE THE CHALLENGE!

July 1, 2017 – June 30, 2018

For each month during the 2017-2018 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, she will receive an **exclusively designed charm bracelet by renowned jewelry designer R.J. Graziano**. This month's bracelet is totally charming and features the power word **Sell**. You know you want to earn it, so be that somebody who sells something!



TEAM-BUILDING CHALLENGE

July 1 – Dec. 31, 2017

If you want to go places, share the opportunity with some new faces. If you have the highest number of qualified new personal team members in your Seminar at the end of the contest period, you could win the grand prize – a **\$5,000 trip voucher for the vacation of your dreams!**** There are also great monthly prizes you could earn along the way.

NEW
FACES
take you
PLACES


*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 requirement. You'll receive your bracelet inside your qualifying order. One bracelet per contest achiever each month.

**In the event of a tie, the person with the highest production from the new personal team members during the promotional period will earn the prize.

**LOOK WHERE NEW
FACES CAN TAKE YOU!**

 **CONTINUED!**
Starter Kit Product Bonus

 **NEW! All In With 8!**

 **New Faces Take You Places
Fall Consistency Challenge**

 **New Faces Take You Places
All-Star Booster**

AND DON'T FORGET:

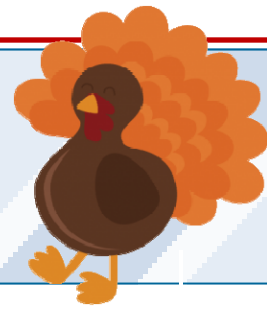
- Star Consultant Quarter 2!
- Seminar Awards!
- Top Sales Director Trip!

Go to *Mary Kay InTouch*® for complete rules and details.

 = Selling  = Sharing  = Growth

MARY KAY

November 2017




Sun Mon Tue Wed Thu Fri Sat

1 2 3 4

**Next event in RIVERHEAD
IS 12/4 - flyer to follow.**

5 Daylight Savings Time Ends - move clocks back 1 hour!
 6 "Fall" in love with color. Makeover Event.
8:30 pm Conference call with Donna Clark-Driscoll
7 RADDISON MEETING
6:30 PM – 8:30 PM
8 9
10 Early ordering of the Winter 2017 promotional items begins for 1st qtr. Star Cons. & The Look PCP enrollees.
11 Veterans Day Observed Postal Holiday


12 13 8:30 pm Conference call with Donna Clark-Driscoll
14 RADDISON MEETING
6:30 PM – 8:30 PM
15 Ordering of the new Winter 2017 promotional items begins for all Cons.
16 17 18

19 20 8:30 pm Conference call with Donna Clark-Driscoll
21 RADDISON MEETING
6:30 PM – 8:30 PM
22 23 All Company & Branch Offices Closed. Postal Holiday.
 24 All Company & Branch Offices Closed.
25

26 27 8:30 pm Conference call with Donna Clark-Driscoll
28 RADDISON MEETING
6:30 PM – 8:30 PM
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.

Birthdays	Day	Name	Day
Jeannette M. Quigley	1	Charlene Poldino	23
Rowan Ramsaran	2	Lisa Wheeler-Cooney	23
Patricia A Feliciano	3	E. Schiefer-Watson	24
Susan Reeves	3	Joann Manchise	25
Judith O'Melia	4	Barbara E. Russell	25
Avette Ware	9	Tricia A. Belger	26
A. Smith-Williams	11	Kathryn Keil	27
Sonia Morales	12	Monica Weatherford	27
Robin L. Nicotri	14	Kristen G. Machicote	28
Johanna Pellati	15	Elise Wickenhauser	28
V. Perez-martinez	20	Valarie A. Gonzalez	29
Karen Stephan	21	Kate Van de Berghe	30

Anniversaries	Years	Name	Years
Dana DiPalma	4	Stefanie Sterenfeld	3
Donna Schecker	24	Maria Kruse	2
E. Schiefer-Watson	22	Trish Kivatisky	1
Norma A. Frampton	20	Stacey Vasquez	1
Catherine E. Verga	19		
Diane Castelli	14		
Janelle Alberigo	13		
Irene Bello	12		
Johanna Pellati	11		
Barbara A. Christie	11		
Junmei Zhao	8		
Isena Joseph	7		
Hollie M. Whaley	6		
Patricia A Feliciano	4		



CELEBRATE!



Rainbow Riders

DONNA CLARK-DRISCOLL

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HIGHLIGHTS THIS MONTH:

September Results, November, 2017

- ◆ Quarter 2 Star Consultant Quarterly Contest (Sept. 16 - Dec. 15, 2017)
- ◆ Class of 2018 Offspring Challenge (through July 1, 2018)
- ◆ New Faces Take You Places (July 1, 2017 - June 30, 2018)
- ◆ New Faces Take You Places Fall Consistency Challenge (July 1 - December 31, 2017)
- ◆ New Faces Take You Places Team Building Challenge (July 1 - December 31, 2017)
- ◆ *All In With 8!* DIQ Promotion (Oct. 1 - Dec. 1, 2017)



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



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.

