

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



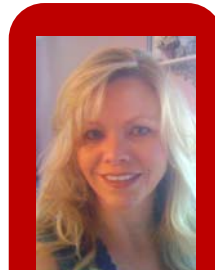
Director Kathy Carlin
Precious Jules



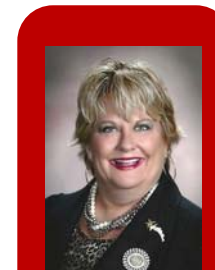
Director Grace Hackett
Women Of Grace



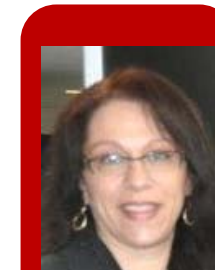
Director
Marie Jean Blain
Immaculate Gems



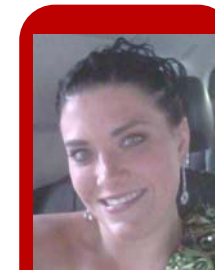
Director Laurie Mattone
Laurie's
Lighting Achievers



Director
Celeste Prusaitis
Celestial Sensations



Director Dari Rudge
Ripple Effect
Unit



Ashley Clark-Petchonka
Ashley's Awesome
Allstars

2nd Line Director



Latisha Carimbocas

are YOU ready
TO MOVE UP??



Rainbow Riders!



DECEMBER RESULTS & RECOGNITION ♦ FEBRUARY, 2015

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

**Maureen
Sladky –
Achieved
3 out of 4
months –
Race For
Red!**



WHOLESALE COURT:

Lyubov V. Pechenyuk
\$1,803.50
Lynn A. Boccio
\$1,800.50
Maureen Sladky
\$1,214.50

SHARING COURT:

Jeanne Mitarotondo 1
Catherine A. Ennis 1
Lillian Kennedy 1



a NOTE FROM YOUR DIRECTOR . . .

Do You Want to Move Up in 2015?

by NSD Lisa Madson

- ♦ Do I attend weekly meetings with guests? Would my Director call me reliable?
- ♦ Do I hand in my Weekly Accomplishment Sheets?
- ♦ Am I calling or emailing my Director with my daily activities and good news?
- ♦ Am I on the datebook---putting the product on minimum 8-10 NEW FACES weekly?
- ♦ Am I selling at least \$600 new RETAIL weekly (not counting reorders)?
- ♦ Am I investing at least 50% of my retail sales into a wholesale order monthly?
- ♦ What Star Level am I working towards this quarter?
- ♦ Am I interviewing 4-6 sharp women weekly?
- ♦ Am I interviewing for SUPERSTARS or just 'personal use' consultants?
- ♦ Do I email my Director with my new team member information immediately so that a welcome packet can be sent???
- ♦ Do I participate in all Conference Calls and Success Events?
- ♦ Do I read my newsletter cover to cover and stay "up" on the hot promotions?
- ♦ Do I have clear personal team goals--recruiting growth and \$10,000 team wholesale production goals?
- ♦ Am I working with a WEEKLY plan sheet and DAILY 6 most important things 'to do' list prepared before I go to bed?
- ♦ Am I accountable to my Director? Am I receptive to her coaching and suggestions?
- ♦ Do I plan to attend Seminar in 2015? How can I be honored ONSTAGE???
- ♦ What are my strongest skills? What skills do I need to master?
- ♦ What tapes am I listening to? What books am I reading?
- ♦ What is my attitude---on a scale from 1-10, 1 being FABULOUS and 10 'it stinks'? What would others say about me? Am I an energy-giver, a magnet, or a drainer?
- ♦ What is the ONE habit I am ready to change in 2015?
- ♦ Do I have a UNIT name, UNIT song, Personal Affirmation? What are they? My Director wants to know!

Why would someone give me the leadership role over their career direction based on my devotion, work ethic, and success habits?

IF you can answer these questions positively, you are on your way! IF you struggle or don't know the answers or meaning to some of these questions, call your Director immediately!!!! **The year ahead can be a powerful one for you**, but if you don't get ON PURPOSE with your behavior, another 6 mos. will pass, and there you will be AGAIN... waiting, wondering! What a great time to STEP UP! I BELIEVE IN YOU!

What does 2015 hold for you? You can make it happen!

Donna

Spotlight on Team Builders!

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

Future Directors

Recruiter :Virgilia C. Gross

Janice K. Buckley
Rosemary Garofalo
Cynthia M. Hill
Joann Manchise
Robin L. Nicotri
Robin E. Tysowski
Catherine E. Verga
Avette Ware
Donna M. Evans
Barbaraann Grape
Brandi James
Kimberly Perry
Alisa Robinson
Kimberly Romaine

Team Leaders

Recruiter :Marguerite R. Ganci

Janice P. Caston
Christine M. D'Amico
Christine G. Kenahan
Sharon O Halloran
Susan A. Salvato
Jessica L. Simmons
* Maryann Koskoff
* Emelia Peterson
Myrna Aguayo
Deborah A. Feinstein
Sarah Giammarese
Donna Schecker
Carol A. Seitz
Susan Torney

Recruiter :Darian Richard-Coste

Katie Blumberg
Allison L. Capone
Barbara A. Christie
Barbara H. Krucher
Johanna Pellati
* Karen Fanuzzi
Donna Woyevodsky

Recruiter :Avette Ware

Toya L. Coleman
Jacqueline N. Harte
Mikkalisa Lefkowitz
Thyias Merritt
Aretha Nelson
* C. Atkinson-Blain
* Michele Y. McArthur
* Phyllis Pelzer
* Eyleen G. Torres
* Albertina Williams
Yvonne G. Benton
Shannon A. Murphy
Akqra C. Smith

Star Team Builders

Recruiter :Catherine A. Ennis

Martha A. Cody
Mary K. Fogarty
Joanne Hiney
* Donald Spillman
* Nancye A. Wright
Theresa M. Miller
Francine R. O'Brien
Anna R. Ramos

Recruiter :Betsy Fergo

Norma A. Frampton
Laura Schranz
Christina M. Vilbig

Recruiter :Mary K. Fogarty

Lyubov V. Pechenyuk
Karen Rubino
Michele P. Zahradka
Mary Donaghy

Recruiter :April Givens

Nichelle Hodges
Armento Kirkland
Willette M. Robinson
Trina Ward
* Leticia Acevedo
* Eva Asamoah
* Nicole R. Bacchiano
* Bridget S. Bryant
* Johanne Cayo
* Starr Clemens
* Latricia Cooley
* Tracey L. Creely
* Micah Freeman
* Jessica M. Glover
* Stephani Register
Denise L. Mapp

Recruiter :Cynthia M. Hill

Kimberly M. Bangel
Cindy M. Barrow
Linda A. McMillan
Holly C. Schiebl
* Donna M. Ardizzone
* Mary Ann Bechhofer
* Denise Franzone

Recruiter :Linda Martin

Joanmarie DeMaria
Jennifer Menite
Marian C. Poletti
* Andrea Ohlsson

Recruiter :Janine Myers

Donna A. Butcher
Kerrie E. Humphreys
Jennifer Russ
Wendy O. Wollheim
* K. Bernini Da Costa
Shantel Garcia
Jacquelyn Stachowicz

Recruiter :Laura Schranz

Ruth Conte
Lori Raynoha
Karen Stephan
Joan.. Swift

Recruiter :Candace M. Shurman

Jennifer Canino
Karen Keiser
E. Tolson-Harris
Kate Van de Berghe
* Tricia A. Belger
* Hilda Vera
Dianna Kost

Recruiter :Maureen Sladky

Annette Bernard
Nancy M. Buonamassa
Bernadette M. Rodin
Mary Scholl
* Kelly E. Samide

*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 December 31st — this will not reflect January orders or new team members.

Senior Consultants

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

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

Recruiter :Norma A. Frampton
Linda M. Alinovi

Recruiter :Audrey Freeman
Beverly A. Vignola
* Lynda Esparza
* Millicent E. Gregory
* Shanika Luke
* Tanisha Poindexter
* Tracy S. Saunders
Carol Bennett
Krysteen Encarnacion
Jessica J. Fritz

Recruiter :Paula Harran
Grace E. Hackett
Susan Reeves

Recruiter :Joanne Hiney
Theresa Dellecave

Recruiter :Lillian Kennedy
Theresa C. Grisafi
* Alison Mallon

Recruiter :Dawn C. Molinaro
Jennifer Sedwick

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

Recruiter :Karen Rubino
Kathy Ammerman
Justine P. Frazer

Recruiter :Barbara E. Russell
Graceann Vavalle

Recruiter :Deirdre Schutt
Ginger Fisher
Dayna M. Montalto
Tamar Solaimani

Recruiter :Marie A. Spaeth
Maria C. Kruse

Recruiter :Lisa Squicciarini
Donna Dubinsky

Recruiter :Graceann Vavalle
Lisa Squicciarini

Recruiter :Catherine E. Verga
Theresa J. Casal
Mary E. Mazzarella
* Susan Gleason

Recruiter :Hollie M. Whaley
Diana D. Denwalt

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

* 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 DIC
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 December 1-31.)

New Consultant	From	Sponsored by
Alison Mallon	LINDENHURST, NY	L. Kennedy
Theresa Mitarotondo	LAKE GROVE, NY	J. Mitarotondo
Donald Spillman	MINEOLA, NY	C. Ennis

"Before a person can achieve the kind of life she wants, she must think, act, walk, talk and conduct herself in all of her affairs as would the person she wishes to become." ~Zig Ziglar, Author

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level Donna Clark-Driscoll	\$932.36
9% Recruiter Commission Level Avette Ware	\$145.71
Virgilia C. Gross	\$108.59
Marguerite R. Ganci	\$64.53
D. Richard-Costello	\$31.19
4% Recruiter Commission Level Cynthia M. Hill	\$109.60
Mary K. Fogarty	\$106.44
Candace M. Shurman	\$28.18
Janine Myers	\$25.12
Linda Martin	\$23.50
Betsy Fergo	\$18.72
Lillian Kennedy	\$17.10
Catherine A. Ennis	\$16.42
Graceann Vavalle	\$16.12
Lisa A. Bloom	\$15.68
Lisa Squicciarini	\$15.54

Team Building

TIP OF THE MONTH!

Start Building Your Team Now!

By NSD Pamela Shaw

Widen your focus and look at those around you. Who do you know that:

- ◆ needs extra income?
- ◆ could benefit from a social outlet?
- ◆ could benefit from building her self confidence?
- ◆ just moved to the area and needs to meet people?
- ◆ is trapped by her current job, needs money, but needs to be home with her children too?
- ◆ is single, credit cards to the limit, and needs to get out of debt?
- ◆ is looking for personal recognition and self-fulfillment?

Working with Accountability!



Total Combined Sales:

Maureen Sladky	\$1,697.00
Karen Rubino	\$1,477.00
Jacqueline Baker	\$1,231.00
Lisa Squicciarini	\$539.60
Candace Shurman	\$516.00
Audrey Freeman	\$357.00
Jeanne Mitarotondo	\$88.00
Marie Spaeth	\$85.00
Marie M. Abraham	\$54.00



Total Reorder:

Karen Rubino	\$861.00
Maureen Sladky	\$670.00
Candace Shurman	\$481.00
Marie Spaeth	\$48.00

Total Show Sales:

Maureen Sladky	\$644.00
Jeanne Mitarotondo	\$20.00
Marie M. Abraham	\$20.00



Total Website Sales:

Maureen Sladky	\$270.00
Lisa Squicciarini	\$201.00
Marie Spaeth	\$37.00
Candace Shurman	\$35.00
Karen Rubino	\$20.00

Total on the go Sales:

Jacqueline Baker	\$1,231.00
Lisa Squicciarini	\$338.60
Karen Rubino	\$224.00
Jeanne Mitarotondo	\$34.00

Total Class:

Audrey Freeman	\$357.00
Karen Rubino	\$186.00

Total Facial:

Karen Rubino	\$186.00
Maureen Sladky	\$113.00
Jeanne Mitarotondo	\$34.00
Marie M. Abraham	\$34.00

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

CAREER CONFERENCE 2015

The best girlfriend event of the year!

Whether you're seasoned in your Mary Kay business or just getting started, Career Conference has something new for you! It reignites the excitement and motivation everyone needs to keep growing.

What you can expect:

- ◆ Inspiring speeches
- ◆ Tips and education
- ◆ Amazing recognition
- ◆ And lots of surprises!



Quick & Easy Ideas for Valentine's

1. Contact the husbands and significant others of your customers and offer to put together a Valentine's Day gift for their sweetheart.* Men generally shop by price and convenience, so you may want to ask what price range they have in mind. Here is a dialogue you could use: *Hi, Bob, this is _____. You may not know me, but I'm a friend of Karen's. Actually, I'm her Mary Kay Independent Beauty Consultant. Do you have a quick minute? I wanted to talk to you about a Valentine's Day gift idea for Karen. Great!*



Bob, I always call my customers' husbands to offer my gift-buying service. I keep a wish list on Karen throughout the year of Mary Kay products she wants and has mentioned she'd love to have _____. This makes things easier for you!

I don't know if you've shopped for Karen's Valentines Day gift yet, but I'd love to help you out by fixing a beautiful, personalized gift basket full of products I know she'll love. I offer free gift wrapping and delivery. If she's not 100% thrilled, I'll exchange anything to her complete satisfaction. I can make you look really good, Bob! I have gifts ranging from \$15 to \$500. Tell me, what price range would you have in mind? Great!

Would you like the gift delivered to you at work or to Karen's home? I know she'll love it either way. When I bring it by, I'll leave my card with you so you'll have it on hand when Karen's birthday and your anniversary rolls around!

2. Wrap up small Valentine's Day-themed gift packages and carry them in a big basket everywhere you go. You'll be amazed at how women buy for their daughters, mothers or even themselves.

3. Top performers know that "sets sell" and the "eye buys."

** Prior to contacting referrals via telephone or e-mail, you should consider whether this kind of communication is consistent with state or federal do-not-call or SPAM laws and regulations. For more information on this subject, you can go to the LearnMK Web site and click on the Legal and Tax link.*

We Invested in Product Last Month!

<i>Lyubov V. Pechenyuk</i>	\$1,803.50	<i>April Givens</i>	\$288.50	<i>Hyunkyung Yang</i>	\$227.00
<i>Lynn A. Boccio</i>	\$1,800.50	<i>Lisa A. Bloom</i>	\$285.00	<i>Nancy Levinson</i>	\$227.00
<i>Maureen Sladky</i>	\$1,214.50	<i>Veronica Weigert</i>	\$269.00	<i>Anna A. Dente</i>	\$225.50
<i>Audrey Freeman</i>	\$557.00	<i>Patricia A. Marcia</i>	\$268.00	<i>Deirdre Schutt</i>	\$221.00
<i>Catherine A. Ennis</i>	\$513.50	<i>Christine G. Kenahan</i>	\$262.00	<i>Laura Schranz</i>	\$213.00
<i>Theresa C. Grisafi</i>	\$427.50	<i>Joann Manchise</i>	\$256.00	<i>Jacqueline Baker</i>	\$178.00
<i>Michele P. Zahradka</i>	\$425.50	<i>Norma A. Frampton</i>	\$255.00	<i>Diane Castelli</i>	\$162.50
<i>Lillian Kennedy</i>	\$423.00	<i>Allison L. Capone</i>	\$250.00	<i>D. Richard-Costello</i>	\$158.00
<i>Marie A. Spaeth</i>	\$404.50	<i>Donna Fici</i>	\$250.00	<i>Wendy J. Florio</i>	\$129.50
<i>Lisa Squicciarini</i>	\$403.00	<i>Avette Ware</i>	\$247.00	<i>Catherine E. Verga</i>	\$117.00
<i>Wendy O. Wollheim</i>	\$400.50	<i>Toya L. Coleman</i>	\$244.50	<i>Joanne Hiney</i>	\$116.00
<i>Karen A. Calise</i>	\$400.50	<i>Christine Gallagher</i>	\$242.50	<i>Virginia F. Farrell</i>	\$113.00
<i>Liz Morea</i>	\$392.00	<i>Karen Keiser</i>	\$242.50	<i>Kathy Little</i>	\$102.50
<i>Donna Dubinsky</i>	\$388.50	<i>Candace M. Shurman</i>	\$236.00	<i>Thyias Merritt</i>	\$98.50
<i>Kathleen M. Vigorito</i>	\$359.00	<i>Mary E. Mazzarella</i>	\$234.00	<i>Mary Donaghy</i>	\$98.00
<i>Barbara Small</i>	\$351.50	<i>Kate Van de Berghe</i>	\$231.50	<i>Jacqueline N. Harte</i>	\$75.50
<i>Karen Rubino</i>	\$334.00	<i>Robin L. Nicotri</i>	\$231.00	<i>Cynthia M. Hill</i>	\$60.50
<i>Lisa Wheeler-Cooney</i>	\$330.00	<i>E. Tolson-Harris</i>	\$230.50	<i>Barbara A. Christie</i>	\$51.50
<i>Rosemary Barry</i>	\$326.00	<i>Pam J. DeFord</i>	\$230.00	<i>Justine P. Frazer</i>	\$46.50
<i>Tina R. Berlin</i>	\$314.50	<i>Yetunde Popoola</i>	\$230.00	<i>Johanna Pellati</i>	\$45.00
<i>Joanmarie DeMaria</i>	\$296.00	<i>Dana DiPalma</i>	\$229.50	<i>Teresa De Jesus</i>	\$44.50
<i>Rosemary Garofalo</i>	\$295.00	<i>Susan A. Salvato</i>	\$227.50	<i>Catelyn R. Steverson</i>	\$44.50
<i>Martha A. Cody</i>	\$294.50	<i>Sharon O Halloran</i>	\$227.50	<i>Virgilia C. Gross</i>	\$39.00
<i>Marian C. Poletti</i>	\$291.50	<i>Donna A. Butcher</i>	\$227.50	<i>Donna Clark-Driscoll</i>	\$616.50

Shooting for the Courts!

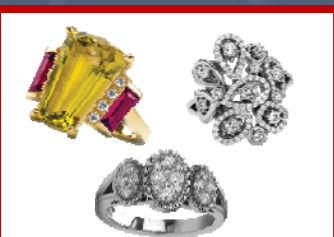
TOP 10 IN RETAIL SALES

(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	Maureen Sladky	\$11,916.50	\$120.00	\$12,036.50
2	April Givens	\$10,734.50	\$0.00	\$10,734.50
3	Audrey Freeman	\$7,552.00	\$235.00	\$7,787.00
4	Deirdre Schutt	\$7,488.00	\$40.00	\$7,528.00
5	Lyubov V. Pechenyuk	\$7,449.00	\$0.00	\$7,449.00
6	Lynn A. Boccio	\$7,382.00	\$0.00	\$7,382.00
7	Lillian Kennedy	\$6,776.00	\$100.00	\$6,876.00
8	Lisa Squicciarini	\$6,241.00	\$400.00	\$6,641.00
9	Theresa C. Grisafi	\$6,409.00	\$20.00	\$6,429.00
10	Marguerite R. Ganci	\$5,652.00	\$140.00	\$5,792.00

TOPS IN TEAM BUILDING

	<u>Recruiter</u>	<u>New Team Mbrs</u>	<u>YTD Comm</u>
1	Lillian Kennedy	1	\$113.16
2	Maureen Sladky	2	\$76.86
3	Willette M. Robinson	2	\$24.23
	Donna Clark-Driscoll	1	\$391.62



Queen's Court of Sales!

\$40,000 retail

July 1, 2014— June 30, 2015



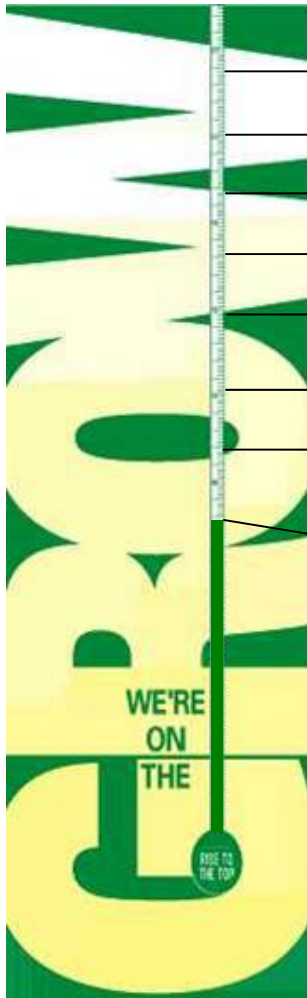
Queen's Court of Sharing!

24 New Team Members

July 1, 2014 — June 30, 2015



\$\$\$ 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
\$314,353.50
as of 1/30/15

"If your actions
create a legacy that
inspires others to
dream more, learn
more, do more and
become more, then
you are an excellent
leader."
~Dolly Parton,
Singer

MARY KAY INC.

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

December 31, 2014

NON NEGOTIABLE

Pay Exactly: eleven thousand one hundred twenty-six and 53 / 100

\$11,126.53

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!



December 16, 2014 - March 15, 2015



Shoot for
STAR this
Quarter!!

Consultant Name	Current		—Wholesale Production Needed for Star—			
	Wholesale Production	Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
ALISON MALLON	\$1,873.50	STAR	\$526.50	\$1,126.50	\$1,726.50	\$2,926.50
DONNA CLARK-DRISCOLL	\$1,167.50	\$632.50	\$1,232.50	\$1,832.50	\$2,432.50	\$3,632.50
MAUREEN SLADKY	\$779.00	\$1,021.00	\$1,621.00	\$2,221.00	\$2,821.00	\$4,021.00
THERESA MITAROTONDO	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
MARY FOGARTY	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
AUDREY FREEMAN	\$517.00	\$1,283.00	\$1,883.00	\$2,483.00	\$3,083.00	\$4,283.00
LINDSEY RUFF	\$472.00	\$1,328.00	\$1,928.00	\$2,528.00	\$3,128.00	\$4,328.00
LILLIAN KENNEDY	\$423.00	\$1,377.00	\$1,977.00	\$2,577.00	\$3,177.00	\$4,377.00
MARIE SPAETH	\$404.50	\$1,395.50	\$1,995.50	\$2,595.50	\$3,195.50	\$4,395.50
THERESA GRISAFI	\$402.50	\$1,397.50	\$1,997.50	\$2,597.50	\$3,197.50	\$4,397.50
WENDY WOLLHEIM	\$401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00

WONDERING
HOW YOU
CAN START
A BUSINESS
WHEN YOU
ARE
ALREADY
IN DEBT?

by
National Sales
Director,
Linda Toupin

When a prospect says she has too much debt to start a business, here is how you can show her how to start her business and use Mary Kay to pay off ALL her debt!

Sell \$200 per week=\$800 income for the Month

Take \$100 to pay loan for your MK business (Leaves \$700)
Use \$400 to replace product sold (Leaves \$300)
Give \$100 to yourself (Have Fun!) (Leaves \$200)
\$200 to pay off other debt

Sell \$300 per week=\$1200 income for the Month

Take \$100 to pay loan for your MK business (Leaves \$1100)
Use \$600 to replace product sold (Leaves \$500)
Give \$200 to yourself (Have Fun!) (Leaves \$300)
\$300 to pay off other debt

Sell \$400 per week=\$1600 income for the Month

Take \$100 to pay loan for your MK business (Leaves \$1500)
Use \$800 to replace product sold (Leaves \$700)
Give \$300 to yourself (Have Fun!) (Leaves \$400)
\$400 to pay off other debt

Sell \$1000 per week=\$4000 income for the Month

Take \$100 to pay loan for your MK business (Leaves \$3900)
Use \$2000 to replace product sold (Leaves \$2000)
Give \$300-\$1000 to yourself (Have fun!) (Leaves \$1000 to \$1700)
\$1000-\$1700 to pay off other debt

Rapid Debt Reduction Plan:

Write down all debt, numbering them 1-10 from the smallest to the largest.
Start paying off the smallest one first, making payments as large as you can.
Make minimum payments on #2 through #10. When debt #1 is paid off,
start paying big payments on #2 and continue minimum payments on #3 through #10.

As with all things in LIFE...Consistency is the KEY



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



February 2015



Sun Mon Tue Wed Thu Fri Sat

1	2	3	4	5	6	7
				Registration opens for the first week of Career Conference March 20-21.		
8	9	10	11	12	13	14
	Registration opens for the second week of Career Conference March 27-28 & 29-30.	Chocolate Delight – Valentine's Makeovers				
15	16	17	18	19	20	21
	President's Day. Postal Holiday.	Winter Break Spa Facials				
22	23	24	25	26	27	28
		Success Meeting		Midnight CST cutoff for Consultants to place phone orders.		Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.

Birthdays	Day		
Towana Fulmore	2	Justine P. Frazer	12
Karen Fanuzzi	4	Karen Keiser	13
Susan Gleason	4	Betty A. Hedgecock	15
Paula Harran	4	Donna Schecker	17
Carrie Hessney	4	C. Atkinson-Blain	18
Barbara M. Reinhardt	7	Theresa Dellecave	24
Norma A. Frampton	9	Carolyn Reid	24
Rosa Perez	9	Dianna Kost	25
Christine M. D'Amico	10	Lillian Kennedy	27
Tamar Solaimani	10	Brandi James	28
Cathryn E. Lakios	11	Kathy M. Mancini	28
Lyubov V. Pechenyuk	11	Alisa Robinson	29

Anniversaries	Years		
Joanne Hiney	23	Jacqueline N. Harte	8
Emelia Peterson	21	Bridget S. Bryant	7
Betsy Fergo	20	Andrea Ohlsson	6
Michele Swerdlow	16	Lyubov V. Pechenyuk	6
April Givens	15	Christine Gros	5
Niki Murray	13	Debra Lavache	4
Helene A. Glatt	13	Krysteen Encarnacion	1
Bonnie L. Ambrosio	12	Rukiya A. Jeffers	1
Wendy J. Florio	12	Nancy Levinson	1
Dawn C. Molinaro	10	Marteka Stennett	1
Maria C. Kruse	9	Donna M. Evans	1
Charlene M. Degroot	9	Tracey L. Creely	1



Rainbow Riders

DONNA CLARK-DRISCOLL

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HIGHLIGHTS THIS MONTH:

December Results, February, 2015

- ◆ Calling All Reds! by Career Conference (December 1, 2014 - February 28, 2015)
- ◆ Quarter 3 Star Consultant Quarterly Contest (December 16, 2014 - March 15, 2015)
- ◆ Class of 2015 Offspring Challenge (through July 1, 2015)



To the Awesome...

Words of Wisdom

I believe that you will make every day incredible just by what you exude in your eyes and your handshake and your friendly spirit. And that you will be self-contained and content in thinking, saying and acting the things that you know are right. And then those things which you believe with



your heart, speak with your mouth and act out in love will inevitably come to pass!

~Mary Kay Ash

A Recipe for Goal Setting

Achieving your goals can be as easy as reading a recipe. Independent Senior Sales Director Peg Percival of Saint Johns, Michigan, created a formula for goal setting.

Her plan is simple. She gathered 12 plastic storage bags, one for each month, and filled each with the following:

- ◆ 25 Beauty Books (Pass these out to find new prospects for facials.)
- ◆ 8 Class Envelopes (This will remind you to hold a minimum of eight classes a month.)
- ◆ 40 Sales Tickets (Have this be your minimum sales activity.)
- ◆ 15 Independent Beauty Consultant Agreements (Challenge yourself to share the marketing plan fifteen times.)



Only put one bag on your desk per month and challenge yourself to empty that bag during the month. If you empty the bag that month, then your work is finished. However, if you should fall short and not be able to empty the bag, simply put the unused contents in a 13th bag. This way you may begin each month fresh. Should you finish a bag early, go back to the 13th bag and begin to work on it.