

Montauk Retreat 2017

The C.L.I.M.B.
Future National
Area

CHART Your Course



November 3rd-5th
Montauk Yacht Club



Special Guest
NSD Jamie
Cruse-Vrinios



Hosted by
ESDD Donna Clark-Driscoll



Reserve your seat today!

\$370 for Consultants * \$400 for Directors
(Double or Triple Occupancy)

To register go to donnaclark-driscoll.com and click on EVENTS



TRAINING, MOTIVATION & FUN!

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

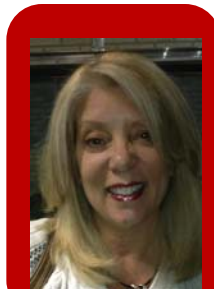


Director
Janine Myers

DIQ



DIQ
Maureen Sladky



DIQ
Cyndi Hill

2nd Line Director



Latisha Carimbocas



Rainbow Riders!



MAY RESULTS & RECOGNITION ♦ JULY, 2017

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



WHOLESALE COURT:

Angela Herold
\$2,139.50
Susan Short
\$1,929.50
Katherine J. Carlin
\$1,819.00

SHARING COURT:

Annette Bernard 2
Maureen Sladky 1
Lyubov V. Pechenyuk 1
Cynthia M. Hill 1



a NOTE FROM YOUR DIRECTOR . . .

Relationships Are Everything

By Brian Tracey, Author & Motivational Speaker

♦ YOUR FOUNDATION FOR SUCCESS

Relationship Selling is the core of all modern selling strategies. Your ability to develop and maintain long-term customer relationships is the foundation for your success as a salesperson and your success in business. Relationship selling requires a clear understanding of the dynamics of the selling process as they are experienced by your customer.

♦ PROPOSE A BUSINESS MARRIAGE

For your customer, a buying decision usually means a decision to enter into a long-term relationship with you and your company. It is very much like a "business marriage." Before the customer decides to buy, she can take you or leave you. She doesn't need you or your company. She has a variety of options and choices open to her, including not buying anything at all. But when your customer makes a decision to buy from you and gives you money for the product or service you are selling, she becomes dependent on you. And since she has probably had bad buying experiences in the past, she is very uneasy and uncertain about getting into this kind of dependency relationship.

♦ FULFILL YOUR PROMISES

What if you let the customer down? What if your product does not work as you promised? What if you don't service it and support it as you promised? What if it breaks down and she can't get it replaced? What if the product or service is completely inappropriate for her needs? These are real dilemmas that go through the mind of every customer when it comes time to make the critical buying decision.

♦ FOCUS ON THE RELATIONSHIP

Because of the complexity of most products and services today, especially high-tech products, the relationship is actually more important than the product. The customer doesn't know the ingredients or components of your product, or how your company

functions, or how she will be treated after she has given you her money, but she can make an assessment about you and about the relationship that has developed between the two of you over the course of the selling process. So in reality, the customer's decision is based on the fact that she has come to trust you and believe in what you say.

♦ BUILD A SOLID TRUST BOND

In many cases, the quality of your relationship with the customer is the competitive advantage that enables you to edge out others who may have similar products and services. The quality of the trust bond that exists between you and your customers can be so strong that no other competitor can get between you.

♦ KEEP YOUR CUSTOMERS FOR LIFE

The single biggest mistake that causes salespeople to lose customers is taking those customers for granted. This is a form of "customer entropy." It is when the salesperson relaxes her efforts and begins to ignore the customer. Almost 70 percent of customers who walked away from their existing suppliers later replied that they made the change primarily because of a lack of attention from the company.

Once you have invested the time and made the efforts necessary to build a high-quality, trust-based relationship with your customer, you must maintain that relationship for the life of your business. You must never take it for granted.

♦ ACTION EXERCISES

First, focus on building a high quality relationship with each customer by treating your customer so well that she comes back, buys again and refers you to her friends.

Second, pay attention to your existing customers. Tell them you appreciate them. Look for ways to thank them and encourage them to come back and do business with you again.

Donna

Spotlight on Team Builders!

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

DIQS

Recruiter :C. Hill
Donna M. Ardizzone
Kimberly M. Bangel
MaryAnn Bechhofer
Elizabeth Duffy
Stephanie Flood
Erin P. Gearity
Shirley A. Glover
Stacy Gorman
Darleen Korpi-Schnei
Brenda Laikin
Linda A. McMillan
Krista Plume
Lori Rhein
Rosemarie Wood
Denise Davis
Jean Eilbert
Linda Grabowy
Laura L. Martin
Alexandra Rugeris

Recruiter :M. Sladky
Annette Bernard
Nancy M. Buonamassa
Ellise J. Conley
Emily Madan
Sonia Morales
Deirdre K. Moriarty
Mary Scholl
Stephanie A. Sladky
Melicia Vergara
Crystal R. Barry
Patricia J. McDonald
Joanna J. Pannell
Christina M. Paolino
Bernadette M. Rodin
Kara Sladky
Jamal A. St. Louis

Future Directors

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

Team Leaders

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

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

Star Team Builders

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

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

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

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

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

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

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

Spotlight on Team Builders!

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

Senior Consultants

Recruiter :Denise A. Abate
Barbara Braccioldieta

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

Recruiter :Annette Bernard
Sonia Morales
* Joanna J. Pannell

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

Recruiter :Virginia F. Farrell
Dari Rudge
* Evelyn Palladino

Recruiter :Patricia A. Felician
Colleen McWilliams
Ann M. Connolly
Carla A. Cosgrove
Marissa M. DeJesus
Dana K. Farber
Shakeena M. Griffin
Leah K. McCue
Sueann M. Rocco

Recruiter :Betsy Fergo
Norma A. Frampton
Laura Schranz

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

Recruiter :Erin P. Gearity
Stephanie Flood
Stacy Gorman

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

Recruiter :Ann Marie J. Harper
Noemi Barrero

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

Recruiter :Joanne Hiney
Theresa Dellecave

Recruiter :Amy Indovino
Haleigh Danza

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

Recruiter :Susan M. Kearns
Gina M. Goldberg

Recruiter :Colleen McWilliams
JoAnne Gallagher
* V. Perez-Martinez

Recruiter :Lyubov V. Pechenyuk
Anya A. Pozdniakov
Oksana Sudyn
* Anna Denys
* Mary Joan T. Kendrot

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

Recruiter :Laura Schranz
Joan. Swift
Ruth Conte
Karen Stephan

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

Recruiter :Marie A. Spaeth
Maria Kruse

Recruiter :Graceann Vavalle
Lisa Squicciarini

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

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



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.



What It Means to Wear **RED!**

RED signifies vibrancy and confidence. It is an exciting color that arouses emotion and represents vitality and intensity. How appropriate that our Company selected this color to identify those who employ these qualities to make their career a success. Those with **RED JACKETS** feel very special about them. Your **RED JACKET** evokes a deep sense of pride whenever you wear it.

It means several things:

SELF-CONFIDENCE Your Red Jacket shows trust, belief, boldness, and assurance. Many of us have lacked in this area at one time or another. Your Red Jacket gives you confidence. It tells you that you have reached a certain level of achievement. You have set a goal and attained it, and you are making a success out of your career.

DETERMINATION It shows that your work is purposeful and worthwhile, and that what you are doing is a credit to yourself and those represented by this jacket. It gives you determination to keep going forward and to let nothing hinder you from becoming successful.

PERSISTENCE It shows that you can hurdle obstacles that appear in your path and keep your mind shut against negativity. It means stick-to-it-iveness.



Ways to share the career opportunity

- Have your prospect take a CD, DVD, or marketing packet home, and call for follow up.
- Guest to weekly Success Meeting.
- Guest to special guest events.
- Three-way calls with your director, guest on Live Marketing or Marketing Hotline.



Here We Grow Again!

WELCOME NEW BUSINESS OWNERS!

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

New Consultant

Anna Denys
Elizabeth Duffy
Emily Madan
Sonia Morales
Joanna J. Pannell

From

CALVERTON, NY
MORICHES, NY
SILVER SPRING, MD
CENTRAL ISLIP, NY
CENTRAL ISLIP, NY

Sponsored by

L. Pechenyuk
C. Hill
M. Sladky
A. Bernard
A. Bernard

Never giving up and pushing forward will unlock all the potential we are capable of.

~Christy Borgeld, Founder Stepfamily Day

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level

Cynthia M. Hill	\$650.39
Donna Clark-Driscoll	\$1,048.52

9% Recruiter Commission Level

Virgilia C. Gross	\$189.27
Maureen Sladky	\$108.77
Katherine J. Carlin	\$67.01

4% Recruiter Commission Level

Dari Rudge	\$115.44
Paula Harran	\$92.10
Laurie A. Mattone	\$84.48
Mary K. Fogarty	\$35.76
Virginia F. Farrell	\$32.21
Patricia A Feliciano	\$24.18
Marguerite R. Ganci	\$19.72
Lyubov V. Pechenyuk	\$19.68
Patricia A. Calvelli	\$12.40
Marie J. Jean-Blain	\$10.20



June bracelet features this Mary Kay Ash quote:
"I can. I will. I must."



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.

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



\$1,005,237.41
as of 6/30

Congratulations!



MARY KAY INC.

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

May 31, 2017

NON NEGOTIABLE

Pay Exactly: eleven thousand four hundred six and 25 / 100

\$11,406.25

PAY TO THE
ORDER OF

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

NON NEGOTIABLE

We Invested in Product Last Month!

Angela Herold	\$2,139.50
Susan Short	\$1,929.50
Katherine J. Carlin	\$1,819.00
Elizabeth Duffy	\$1,239.50
Cynthia M. Hill	\$1,208.50
Patricia A. Calvelli	\$879.00
Deirdre Schutt	\$806.50
Dari Rudge	\$805.25
Mary Ann Farrell	\$689.00
Colleen McWilliams	\$604.55
Krista Plume	\$603.50
Lyubov V. Pechenyuk	\$603.00
Maureen Sladky	\$602.50
Laurie A. Mattone	\$602.50
Sherri Smith	\$479.00
Denise A. Abate	\$477.25
D. Richard-Costello	\$472.50
Laura A. Putnam	\$376.50
Joann Manchise	\$375.00
Karen O'Sullivan	\$350.00
Diane Castelli	\$333.00
Wilmar Bellizaire	\$311.00
Kimberly Perry	\$296.00
Karen Rubino	\$291.00
Annette Bernard	\$288.00
Stephanie Ronquillo	\$285.00
Kathleen M. Vigorito	\$283.50
Virginia F. Farrell	\$283.00
Jacqueline Baker	\$281.50
Marie J. Jean-Blain	\$280.00
Patricia A Feliciano	\$279.50
Kristen K. McCabe	\$278.50
Marguerite R. Ganci	\$277.00

Nancy M. Buonamassa	\$269.50
Susan A. Salvato	\$266.50
Oksana Sudyn	\$264.50
Wendy J. Florio	\$264.00
Emily Madan	\$259.50
Catherine A. Ennis	\$259.00
Jeanne Mitarotondo	\$257.00
Erin P. Gearity	\$256.00
Michelle Tor	\$255.00
Isena Joseph	\$255.00
Diana S. Young	\$254.50
Lisa A. Bloom	\$254.00
Donna A. Helm	\$245.50
Barbara A. Christie	\$242.50
Brenda Laikin	\$241.00
Mary Alvar	\$240.50
Mary Scholl	\$237.00
Susan M. Kearns	\$234.50
Collette R. Scott	\$232.00
Rosemarie Wood	\$232.00
Christa Pellegrino	\$231.50
Krista Sacino	\$231.00
Donna M. Ardizzone	\$230.50
Charlene M. Degroot	\$229.00
Sonia Morales	\$228.50
Christina Harris	\$228.00
Viktoriya Andriychuk	\$228.00
Anya A. Pozdniakov	\$227.50
Susanne Marshall	\$227.50
Gina M. Goldberg	\$226.50
Christine M. D'Amico	\$226.50
Monica S Weatherford	\$225.50
Rose C. Simon	\$225.00

Jillian J. Cyrus	\$212.50
Lisa Squicciarini	\$197.50
Kathleen M. Maguffin	\$182.50
Kathy Little	\$159.00
Elaine M. Watson	\$152.00
Cara A. Sell	\$151.50
Barbara E. Russell	\$142.50
Deirdre K. Moriarty	\$126.00
Jacqueline N. Harte	\$125.00
Carmela Whaley	\$123.50
Diane MacDougall	\$114.50
Barbaraann Grape	\$108.00
Theresa Dellecave	\$104.00
Elizabeth Ingrassia	\$90.00
Avette Ware	\$85.50
Lilith Jarvis	\$78.50
Laurel R. Cassagne	\$74.50
Dana DiPalma	\$70.00
Joan.. Swift	\$67.00
Ellise J. Conley	\$61.00
Kathleen Finnegan	\$58.00
Kristen G. Machicote	\$56.50
Lisa Wheeler-Cooney	\$50.50
Suzanne James	\$50.00
Dawn C. Molinaro	\$41.50
Nancy J. Johnson	\$30.00
Robin L. Nicotri	\$30.00
Niki Murray	\$28.50
Melicia Vergara	\$28.50
Donna Clark-Driscoll	\$2,433.00

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)

	Consultant	YTD Retail	Bonus & PCP	Total
1	Maureen Sladky	\$32,607.50	\$5,011.00	\$37,618.50
2	Angela Herold	\$31,245.30	\$5,351.00	\$36,596.30
3	Katherine J. Carlin	\$24,703.00	\$8,514.50	\$33,217.50
4	Cynthia M. Hill	\$19,719.00	\$4,894.00	\$24,613.00
5	Patricia A. Calvelli	\$19,120.00	\$4,816.00	\$23,936.00
6	Mary Ann Farrell	\$15,541.10	\$3,070.50	\$18,611.60
7	Laurie A. Mattone	\$13,866.00	\$2,779.50	\$16,645.50
8	Lyubov V. Pechenyuk	\$11,048.50	\$3,666.00	\$14,714.50
9	Colleen McWilliams	\$11,901.80	\$1,143.50	\$13,045.30
10	Patricia A Feliciano	\$9,640.00	\$1,602.00	\$11,242.00

TOPS IN TEAM BUILDING

	Recruiter	New Team Mbrs	YTD Comm
1	Cynthia M. Hill	8	\$1,674.21
2	Maureen Sladky	5	\$1,425.88
3	Patricia A Feliciano	2	\$470.56
4	Katherine J. Carlin	1	\$272.02
5	Crystal R. Barry	2	\$137.56



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



Booking Preparation

By Senior NSD Pamela Waldrop Shaw



A KEY TO SUCCESS in any business is holding appointments that produce income! Most businesses need to initiate appointments and yours is no exception! The most common sabotage to success in this area is the mistaken choice to "pre-judge" --deciding for a person why they would or would not want your service! Usually this is done out of protection for ourselves to guard against rejection. We do not want to feel the rejection of the other person's "no" or "no not now" response. Have you ever heard the expression "feel the fear but do it anyway?" Well, that is what you must do! If you do not ask, you are sure to get a "no"! But if you ask, you risk a "yes" response! Results are definitely in the asking!

So, begin by taking inventory and making a comprehensive list of each person you know. Pretend you are getting married. Who would you invite? Don't leave anyone out! Next, gain a clear picture of your goal. What are you working towards right now? Is it an achievement? A prize? A deadline? A challenge? A promotion? Alongside this, what is in it for your potential customer...what is the win/ win? What do you have to offer unconditionally? Are there strings attached? Are you giving more than you are asking? What do you have to offer, and why

would she want to invest time with you? Have you removed the pressure and positioned it positively? Consider each of these elements, and write your script!

You're almost there! You have your list of names. You know what to say. Now you must PICK UP THE PHONE AND MAKE CALLS! Set aside a specific time that you will not compromise (unless someone is bleeding badly), and JUST DO IT! As a new consultant, I felt so intimidated by the phone. I would go into my room, put towels under the crack of my closed door, crawl under the bed and whisper as I made my calls so that no one would hear me get rejected!!! I was really insecure! But an amazing thing happened! With each yes, with each appointment, my confidence grew. Confidence grows with experience! The only way to master a skill is to do it!!!

To take your next step, your next promotion, staying on the date book will be a criteria! Are you ready for success? MAKE THAT LIST and follow through! Remember, those who say it can't be done are constantly being proven wrong by those who are out there doing it! Choose Success by taking action NOW!



Working Smart

60/40: Reinvesting makes "cents."

Mary Kay Ash taught the 60/40 money management method: 60 percent of your weekly earnings (Pink account) can be reinvested into your business to purchase product inventory for your reorder business, limited-edition items, sales tools as needed, and to replenish or build your inventory. The remaining 40 percent (Green account) is profit, less expenses. When you reinvest a portion of your earnings in your Mary Kay business, you have more products on hand to serve your customers.

The goal is to keep as much of your Green account as possible; however, you may have additional expenses you want to pay for from this account before you take a profit (examples: hostess gifts, office supplies, special event registration and travel).

What happens if your Green account needs change? The great news is that you're in control. Maybe you'll want to re-evaluate what you need to achieve in retail product sales every week to meet that change. Keep track daily because what you track and what you measure typically gets done! You also can adjust expenses to make sure you're spending wisely.

SHINE

SHINE 8.0

MASTER LEADERSHIP SKILLS

Director Calls

Consultant Calls

9AM/CST

**MAY 1
JUNE 5
JULY 3**

9PM/CST

**MAY 3 | 10 | 17 | 24 | 31
JUNE 7 | 14 | 21 | 28
JULY 5 | 12 | 19 | 26**



BETH PILAND
NATIONAL SALES DIRECTOR
\$1 MILLION IN COMMISSIONS



LARONDA DAIGLE
NATIONAL SALES DIRECTOR
\$3 MILLION IN COMMISSIONS



JAMIE VRINIOS
DIAMOND CIRCLE
NATIONAL SALES DIRECTOR
\$4 MILLION IN COMMISSIONS



KYM WALKER
SENIOR NATIONAL SALES DIRECTOR
\$3 MILLION IN COMMISSIONS



SUE UIBEL
NATIONAL SALES DIRECTOR
\$1.5 MILLION IN COMMISSIONS



DEB WEHRER
GOLD CIRCLE
NATIONAL SALES DIRECTOR
\$2.5 MILLION IN COMMISSIONS



Aim for the Stars!

Congratulations 4th Quarter \$Stars!

Contest Ended June 15th, 2017



Shoot for
STAR this
Quarter!!

**YOU Can
Do It!!**



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
MAUREEN SLADKY	\$5,281.75	*****	*****	*****	STAR	STAR
KATHERINE CARLIN	\$4,879.50	*****	*****	*****	STAR	STAR
CYNTHIA HILL	\$4,617.50	*****	*****	*****	STAR	\$182.50
ANGELA HEROLD	\$4,482.50	*****	*****	*****	STAR	\$317.50
DONNA CLARK-DRISCOLL	\$4,216.25	*****	*****	*****	STAR	\$583.75
MARY ANN FARRELL	\$2,640.25	*****	STAR	\$359.75	\$959.75	\$2,159.75
PATRICIA CALVELLI	\$2,599.50	*****	STAR	\$400.50	\$1,000.50	\$2,200.50
SUSAN SHORT	\$1,929.50	STAR	\$470.50	\$1,070.50	\$1,670.50	\$2,870.50
DARI RUDGE	\$1,877.25	STAR	\$522.75	\$1,122.75	\$1,722.75	\$2,922.75
LAURIE MATTONE	\$1,825.50	STAR	\$574.50	\$1,174.50	\$1,774.50	\$2,974.50
KRISTA PLUME	\$1,818.50	STAR	\$581.50	\$1,181.50	\$1,781.50	\$2,981.50
LYUBOV PECHENYUK	\$1,812.75	STAR	\$587.25	\$1,187.25	\$1,787.25	\$2,987.25
CHRISTINE DOWLING	\$1,801.00	STAR	\$599.00	\$1,199.00	\$1,799.00	\$2,999.00
STACY GORMAN	\$1,801.00	STAR	\$599.00	\$1,199.00	\$1,799.00	\$2,999.00
MELICIA VERGARA	\$1,800.50	STAR	\$599.50	\$1,199.50	\$1,799.50	\$2,999.50



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

Mix & Mask **BUNDLE**

Hot New Trend: Multimasking! Use different masks to target specific skin care needs all at once!

Bundle includes:

- ◆ Clear Proof® Deep-Cleansing Charcoal Mask: This triple-action charcoal mask deeply cleanses skin and helps clear the way to beautiful, clearer-looking skin.
- ◆ TimeWise® Moisture Renewing Gel Mask: Instantly hydrates, locks in moisture,



July 2017



Sun Mon Tue Wed Thu Fri Sat



Register by July 1st!
You don't want to miss
this life-changing event!

**** All meetings are guest events ****
 6:30 7:30 – skincare presentation
 7-8:30 – Success Meeting
**** Guest presentation done in separate connecting room****

1 Seminar 2017
 Registration ends.

2 3 RIVERHEAD MEETING 4 Independence Day. All Company and branch offices closed. Postal holiday. 5 SHINE 8.0 CALL 6 7 8



9 10 RIVERHEAD MEETING 11 MEETING AT DONNA CLARK-DRISCOLL'S HOUSE 7PM-9PM 12 SHINE 8.0 CALL 13 14 15

16 17 RIVERHEAD MEETING/DEADLINE FOR FALL 2017 PCP ENROLLMENT THE LOOK 18 MEETING AT DONNA CLARK-DRISCOLL'S HOUSE 7PM-9PM 19 SHINE 8.0 CALL 20 Diamond Seminar begins. 21 22

23 SEMINAR 2017 24 Ruby Seminar begins. **NO MEETING – SEMINAR 2017** 25 **Aug 1** 26 SHINE 8.0 CALL/ SEMINAR 2017 27 SEMINAR 2017 28 Sapphire Seminar begins. Midnight CST cutoff for Consultants to place phone orders. 29

30 31 RIVERHEAD MEETING/ Last day of the month to place online orders by 9pm & agreements until midnight. Emerald Seminar begins.

Birthdays	Day	Name	Age
Ava M. Rosso	3	Marjorie C. Kryl	15
Barbara H. Krucher	4	Lisa Squicciarini	15
Robin Short	4	Betsy Fergo	17
Charlene M. Degroot	5	Melissa S. Freeman	19
Rosemarie Wood	6	Susan M. Curiano	22
Michele P. Zahradka	6	Lori A. Gregoreadis	23
Virginia F. Farrell	8	Laura Landon	23
Patricia L. Smith	9	Joan.. Swift	24
Donna Dubinsky	12	Donald Spillman	25
Phyllis Pelzer	12	Joanne Hiney	26
Mary Ann Gerrity	14	Marguerite R. Ganci	29
Jennifer Sedwick	14	Deirdre McGee	29
Kathleen Finnegan	15	Sondra L. Ramos	30
Linda Grabowy	15	Diana Gilroy	31
		Donnamarie Serio	31

Anniversaries	Years	Name	Age
Carolyn Faughnan	6	Debi Pisano	5
Cynthia M. Hill	20	Kathleen M. Maguffin	5
Myrna Aguayo	19	Kimberly Perry	4
Susan M. Curiano	17	Robin L. Nicotri	4
Marie A. Spaeth	16	Christine M. D'Amico	3
Rose Torraca	15	Judith O'Melia	3
Lisa Cacossa	15	Krista Sacino	2
Roberta Dormani	14	Wilmar Belizaire	2
Donna Fici	14	Angela Herold	1
Lisa Wheeler-Cooney	13	Robin Short	1
Patricia L. Smith	12	Shakeena M. Griffin	1
Karen Fanuzzi	11	Mary Ann Farrell	1
Jeanne Mitarotondo	9	Susanne Marshall	1
Gina M. Goldberg	8		
Joyce Flynn	7		





Rainbow Riders

DONNA CLARK-DRISCOLL

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HIGHLIGHTS THIS MONTH:

May Results, July, 2017

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2017)
- ◆ Class of 2017 Offspring Challenge (through July 1, 2017)
- ◆ Embrace Your Dreams Challenge (July 1, 2016 - June 30, 2017)
- ◆ Embrace Your Dreams Seminar Challenge (March 1 - June 30, 2017)
- ◆ Dreaming in Red (April 1 - June 30, 2017)



To the Remarkable...

Words of Wisdom

Create a definite plan for carrying out your goal. When defeat comes, accept it as a signal that your plans are not sound. Rebuild those plans and set sail once more toward the goal you want to reach. Chart your course to the top. Goals are what keep us going. To be continually working is not enough. We must see clearly the next step. To keep moving after achieving our goal, we must set a new one. The key to momentum is always having something to look forward to.

~Mary Kay Ash



Working With Accountability

Total Combined Sales

Maureen Sladky	\$548.50
Jacqueline Baker	\$184.00

Total Reorder

Maureen Sladky	\$285.50
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Total Website Sales

Maureen Sladky	\$33.00
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Total On The Go Sales

Maureen Sladky	\$205.00
Jacqueline Baker	\$184.00

Total Facial

Maureen Sladky	\$25.00
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