

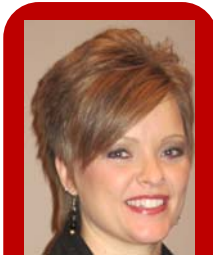
Clark's Future CLIMB Area

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



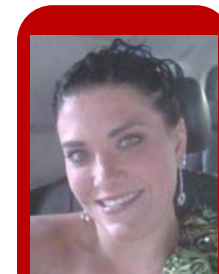
Director Grace Hackett
Women Of Grace



Director
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!



JANUARY RESULTS & RECOGNITION ♦ MARCH, 2016

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



**Coming to a city near you!
Register online by February
29th! You don't want to miss
this career-changing event!**



WHOLESALE COURT:

April Givens
\$1,927.50
Maureen Sladky
\$1,258.00
Norrissia Hightower
\$1,253.50

SHARING COURT:

April Givens 4
D. Richard-Costello 1

Be A Star!

a NOTE FROM YOUR DIRECTOR . . .

10 Attitudes of Top Achievers!

By Brian Tracy, Author & Motivational Speaker

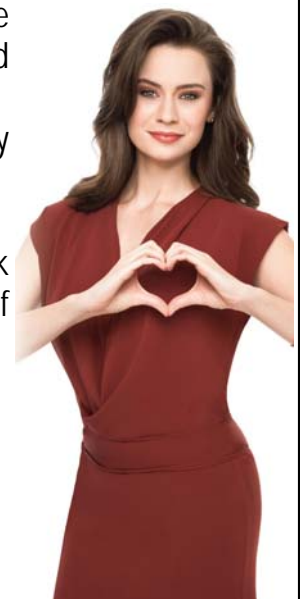
If you think the same way as the top achievers think, you can begin to get the same results they do. Here are 10 psychological and practical ways to mirror the attitudes of top achievers.

1. See yourself as a consultant rather than a salesperson. Believe that you are a problem-solver with regard to your product and how the client can best use it.
2. Become a doctor of selling. Act in the best interests of your "patients" and have a high code of ethics.
3. See yourself as the president of your own sales corporation. Accept 100 percent responsibility for your results.
4. Commit yourself to being the best in your field. Dedicate yourself to lifelong learning.
5. Be ambitious, hungry, and determined to use selling as a steppingstone to the success you want in life.
6. Have integrity. Be honest with yourself and others.
7. Engage in thorough preparation prior to every call.
8. Be an excellent listener; be extremely customer-focused.
9. Have tremendous courage. Be willing to face your fears of rejection and failure, and overcome them.
10. Be highly persistent. Start your workday earlier, work harder, and stay longer.

To make these changes work you must walk, talk and behave consistently with them every hour of every day.

I believe you can be a Top Achiever!
Make 2016 your year to shine!

Donna



Spotlight on Team Builders!

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

Future Directors

Recruiter :April Givens
Starr Clemens
Jessica M. Glover
Norrissia Hightower
Armento Kirkland
D. Leysath-Soledolu
Stephani Register
Toinette R. Roberts
Willette M. Robinson
Chrystal K. Ross
Trina Ward
* Eva Asamoah
* Bridget S. Bryant
Dena L. Billups

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

Team Leaders

Recruiter :Marguerite R. Ganci
Sarah Giammarese
Christine G. Kenahan
Sharon O Halloran
Emelia Peterson
Susan A. Salvato
* Christine M. D'Amico
* Deborah A. Feinstein
* Heather Pesce
Myrna Aguayo
Maryann Koskoff
Donna Schecker
Jessica L. Simmons

Recruiter :Avette Ware
Toya L. Coleman
Jacqueline N. Harte
Aretha Nelson
Phyllis Pelzer
Melissa S. Toombs
Albertina Williams
* Mikkalisa Lefkowitz
* Michele Y. McArthur
C. Atkinson-Blain
Shannon A. Murphy
Eyleen G. Torres

Star Team Builders

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

Recruiter :Cynthia M. Hill
Kimberly M. Bangel
Cindy M. Barrow
MaryAnn Bechhofer
* Donna M. Ardizzone
* Linda A. McMillan
Denise Franzone

Recruiter :Marie J. Jean-Blain
D. McFarlane
Cassandre F. Sanon
Maelinda Sorel
* B. Beaujuin
* Lucie Etienne
* Chantal Jean
* Isena Joseph
* Marie F. Plaisir
Carmen Cloiseau
Eddy Jean
Maryse Jean
M. Jn Baptiste
Monica Nunez
Angelina Pagliarulo
Nicole P. Shaw
Ramonia Vildorin
Falone Volcy

Recruiter :Lillian Kennedy
Theresa C. Grisafi
Amy Indovino
Elaine M. Watson
Alison Mallon

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

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

Recruiter :Lyubov V. Pechenyuk
Patricia Curley
Anna N. Denys
Anyia A. Pozdniakov
Mary Joan T. Kendrot

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



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

Senior Consultants

Recruiter :Noemi Barrero

Jillian J. Cyrus
Melvina F. Jordan
Gwendolyn Austin
Raven Y. Collier
Valeria Cosme

Recruiter :Alisa A. Burns

Lori Macari
Krista Sacino

Recruiter :Diane Castelli

Elizabeth Giglio

Recruiter :Catherine A. Ennis

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

Recruiter :Virginia F. Farrell

Evelyn Palladino
Dari Rudge
A. Olsen-Duval

Recruiter :Betsy Fergo

Norma A. Frampton
Laura Schranz
* Christina M. Vilbig

Recruiter :Norma A. Frampton

Linda M. Alinovi

Recruiter :Audrey Freeman

Lauren A. Freeman
Melissa S. Freeman
Patricia O'Brien
Beverly A. Vignola

Recruiter :Ann Marie J. Harper

Noemi Barrero

Recruiter :Paula Harran

Grace E. Hackett
Deborah A. Sidney
* Susan Reeves

Recruiter :Joanne Hiney

Theresa Dellecave

Recruiter :Isena Joseph

Wilmar Belizaire

Recruiter :Susan M. Kearns

Gina M. Goldberg

Recruiter :Patricia A. Marcia

Patricia mcCumiskey
* Victoria Cimieri
* Emma C. Evans
* Jaime Harvey
Sha'Keena I. Bond
Patricia L. Burgan
Nicole R. Diliberto
Dana K. Farber
Gina M. Ferraro
Sheri L. Johnson
Bonnie Parker
Martha J. Rodriguez
Alexis A. Sausa

Recruiter :Niki Murray

Susan M. Kearns
Joan L. Lewis

Recruiter :Janine Myers

Donna A. Butcher
Wendy O. Wollheim

Recruiter :Anya A. Pozdniakov

Viktoriya Andriyчук

Recruiter :Karen Rubino

Kathy Ammerman
Justine P. Frazer

Recruiter :Barbara E. Russell

Graceann Vavalle

Recruiter :Laura Schranz

Karen Stephan
Joan.. Swift
* Ruth Conte

Recruiter :Susan Short

Karen Coffey
Nalinie D. Pooran
* Eliza Aldrich
* Linda Hutter
* Ruthanne Okon
* Beatriz Porres
* Angela Romero
* Kari Winston
Cathy Ann Lombardo
Jennifer A. Martyn
Megan L. Thompson

Recruiter :Candace M. Shurman

Tricia A. Belger
Alisa A. Burns
* Jennifer Canino
* Karen Keiser
* E. Tolson-Harris
Kathy A. Smith
Kate Van de Berghe
Hilda Vera

Recruiter :Maureen Sladky

Deirdre K. Moriarty
Mary Scholl
* Annette Bernard
* Emily Madan
* Christina M. Paolino
* Bernadette M. Rodin
Nancy M. Buonamassa

Recruiter :Marie A. Spaeth

Maria Kruse

Recruiter :Lisa Squicciarini

Donna Dubinsky

Recruiter :Graceann Vavalle

Lisa Squicciarini

Recruiter :Catherine E. Verga

Susan Gleason
* Theresa J. Casal

Recruiter :Hollie M. Whaley

Diana D. Donohue

** 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 January 1-31.)

New Consultant

Allison Capone
 Starr Clemens
 Norrissia Hightower
 Toinette R. Roberts
 Chrystal K. Ross

From

WEST ISLIP, NY
 EWING, NJ
 SOUTHAVEN, MS
 EWING, NJ
 LAWRENCEVILLE, NJ

Sponsored by

D. Richard-Costello
 A. Givens
 A. Givens
 A. Givens
 A. Givens

“Don’t let the negatives of life control you. Rise above them. Use them as your stepping stones to go higher than you ever dreamed possible. Place your eyes on your goal and don’t move them.” — Mary Kay Ash

Thank You from Mary Kay

“Love Check” Commissions for Personal Team Building



13% Recruiter Commission Level

April Givens	\$399.75
Donna Clark-Driscoll	\$1,119.37

9% Recruiter Commission Level

Virgilia C. Gross	\$89.60
Avette Ware	\$83.48
Marguerite R. Ganci	\$45.36

4% Recruiter Commission Level

Paula Harran	\$85.71
Virginia F. Farrell	\$48.82
D. Richard-Costello	\$29.20
Lillian Kennedy	\$14.24
Candace M. Shurman	\$13.68
Cynthia M. Hill	\$12.98
Graceann Vavalle	\$11.54
Laurie A. Mattone	\$10.22

Team Building

TIP OF THE MONTH!

10 Commandments of a Successful Recruiter!

1. Always lead by example!
2. Attend all unit meetings—see that she is there with you.
3. Call, write, email or text her daily for the first 3-4 weeks.
4. Keep a friendly business relationship.
5. Always talk about profit level.
6. Always let her learn while you earn—take her with you to shows and classes.
7. Keep a 100% positive attitude.
8. Call your director if you need help to answer her questions.
9. Help her sponsor her first recruit.
10. Just as you never take credit for her successes, never take responsibility for her failures.

Spring Awakening



DISCOVER AN EXCLUSIVE COLLECTION INSPIRED BY DESIGNER PATTICIA BONALDI'S FEMININE ALLURE AND RADIANT GLAMOUR.

SPRING 2016 NEW PRODUCTS are available FEBRUARY 16TH!

(or February 10th, for Star Consultants who qualified during the September 16-December 15, 2015 quarter, or if you enrolled in the Spring 2016 Preferred Customer Program)

Limited-Edition Into the Garden™ Collection

- ◆ Color Compact
- ◆ Nail Appliqués
- ◆ Beauty Blotters® Oil-Absorbing Tissues
- ◆ Nail Lacquer
- ◆ Pedicure Set

ORDER ASAP!
Limited Edition items
WILL BE OUT OF
STOCK SOON!

Forever Diamonds™ Eau de Parfum, Shower Gel, Body Lotion & FREE Cosmetic Bag w/purchase.

Special-Edition TimeWise Body™ Smooth-Action™ Cellulite Gel Cream and Smooth-Action™ Body Massager Set
TimeWise Body™ Smooth-Action™ Cellulite Gel Cream
Mary Kay® Smooth-Action™ Body Massager
TimeWise® Replenishing Serum+C® Deluxe Mini

Weekly Tracking Sheet for those who are COMMITTED to being a *Red Jacket*

Name: _____ Week Of: _____

To be a Red Jacket you must personally be Active and have 3 to 4 Active personal team members
Non-negotiables: 4 New Bookings, 2-4 guest at events, \$400 retail/week and FINISH Weekly Checklist

1. 4 NEW Bookings
(From Skin Care Parties, Warm Chatter, Referrals, Customer Phone Calls etc)
Name: _____ Date of Booking: _____
_____/_____/_____
_____/_____/_____
_____/_____/_____
_____/_____/_____
_____/_____/_____
_____/_____/_____

3. Choose how to CREATE a \$400+ retail week

Skin Care Class		Facials/On The Go appointments		Customer Re-orders	
Hostess	Sales	Name	Sales	Name	Sales
____/____/____	____/____/____	____/____/____	____/____/____	____/____/____	____/____/____
____/____/____	____/____/____	____/____/____	____/____/____	____/____/____	____/____/____
____/____/____	____/____/____	____/____/____	____/____/____	____/____/____	____/____/____
Total SCC: _____		Total F/OTG: _____		Total Re-orders: _____	
Total Sales for the week: _____			Weekly wholesale ordered: _____		

2. 2 - 4 Guest Event
Name: _____ Event/ #Guests _____
_____/_____/_____
_____/_____/_____
_____/_____/_____
_____/_____/_____
_____/_____/_____
_____/_____/_____

4. Share the opportunity
Face to Face, Phone call, Event, etc.
Name: _____ How did you share? _____
_____/_____/_____
_____/_____/_____
_____/_____/_____
_____/_____/_____
_____/_____/_____

5. Your Weekly checklist

- Place your Wholesale order
- I coached every appointment
- I pre-profiled all my guests
- Submit your weekly tracking sheet totals on your Directors Unit Website

Wholesale for this quarter: _____ Wholesale needed to complete Star: _____ New team members added this week: _____ Total Active Team: _____

We Invested in Product Last Month!

April Givens	\$1,927.50
Maureen Sladky	\$1,258.00
Norrissia Hightower	\$1,253.50
Marguerite R. Ganci	\$617.00
Lyubov V. Pechenyuk	\$602.50
Starr Clemens	\$602.50
Patricia A. Marcia	\$527.50
Audrey Freeman	\$474.50
Laurie A. Mattone	\$356.00
Amy Indovino	\$356.00
Alisa A. Burns	\$342.00
Kimberly Perry	\$341.50
Cynthia M. Hill	\$318.00
Johanna Pellati	\$316.50
Catherine E. Verga	\$300.50
Janice P. Cipriano	\$300.00
Lisa Squicciarini	\$288.50
Deborah A. Sidney	\$282.00
Chrystal K. Ross	\$277.50
Sarah Giammarese	\$275.50
Lillian Kennedy	\$274.75
Kimberly M. Bangel	\$272.00
Virgilia C. Gross	\$265.50
Ann Marie J. Harper	\$255.50
Anya A. Pozdniakov	\$254.50
Willette M. Robinson	\$249.00

D. McFarlane	\$244.50
Rose C. Simon	\$243.00
Theresa Dellecave	\$242.00
Evelyn Palladino	\$238.00
Laura Schranz	\$237.50
D. Leysath-Soledolu	\$237.50
Jacqueline N. Harte	\$236.50
Albertina Williams	\$236.50
Melissa S. Freeman	\$235.50
Virginia F. Farrell	\$234.00
Marian C. Poletti	\$232.00
Donna Woyevodsky	\$230.00
Collette R. Scott	\$230.00
Justine P. Frazer	\$229.00
Susan A. Salvato	\$228.50
Phyllis Pelzer	\$228.50
Diane Castelli	\$228.50
Toinette R. Roberts	\$228.00
Susan M. Kearns	\$227.50
Stephani Register	\$227.00
Susan Gleason	\$226.00
Jeanne Mitarotondo	\$226.00
Toya L. Coleman	\$226.00
Jennifer Menite	\$225.50
Christine Dowling	\$225.50

Joanne Hiney	\$200.50
Barbara A. Christie	\$183.50
Marie A. Spaeth	\$174.00
Paula Harran	\$160.50
Deirdre Schutt	\$152.50
Mary Alvar	\$135.00
Karen Coffey	\$121.00
Helene A. Glatt	\$118.75
Robin L. Short	\$103.00
Graceann Vavalle	\$100.50
Dana DiPalma	\$87.00
Krista Sacino	\$80.50
Jillian J. Cyrus	\$71.00
Karen Rubino	\$70.00
Jacqueline Baker	\$62.50
Andrea Ohlsson	\$55.00
Joan.. Swift	\$54.50
Lisa A. Bloom	\$47.50
Noemi Barrero	\$41.00
Kimberly Romaine	\$35.50
Marie J. Jean-Blain	\$22.00
Laurel R. Cassagne	\$22.00
Anna R. Guberski	\$15.00
Charlene Poldino	\$15.00
Donna Clark-Driscoll	\$724.25

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	\$14,051.00	\$4,000.00	\$18,051.00
2	April Givens	\$12,942.00	\$4,000.00	\$16,942.00
3	Patricia A. Marcia	\$10,768.50	\$1,254.00	\$12,022.50
4	Lillian Kennedy	\$8,145.50	\$3,072.00	\$11,217.50
5	Deirdre K. Moriarty	\$6,300.50	\$4,000.00	\$10,300.50
6	Alisa A. Burns	\$7,236.00	\$1,711.00	\$8,947.00
7	Lyubov V. Pechenyuk	\$7,306.00	\$1,607.00	\$8,913.00
8	Susan Short	\$7,372.00	\$1,323.00	\$8,695.00
9	Viktoriya Andriychuk	\$8,318.00	\$0.00	\$8,318.00
10	Amy Indovino	\$7,255.00	\$922.00	\$8,177.00

TOPS IN TEAM BUILDING

	Recruiter	New Team Mbrs	YTD Comm
1	April Givens	3	\$296.69
2	Maureen Sladky	1	\$233.15
3	Anya A. Pozdniakov	1	\$146.32
4	Alisa A. Burns	1	\$124.64
5	Lyubov V. Pechenyuk	1	\$83.60



Queen's Court of Sales!

\$40,000 retail

July 1, 2015— June 30, 2016

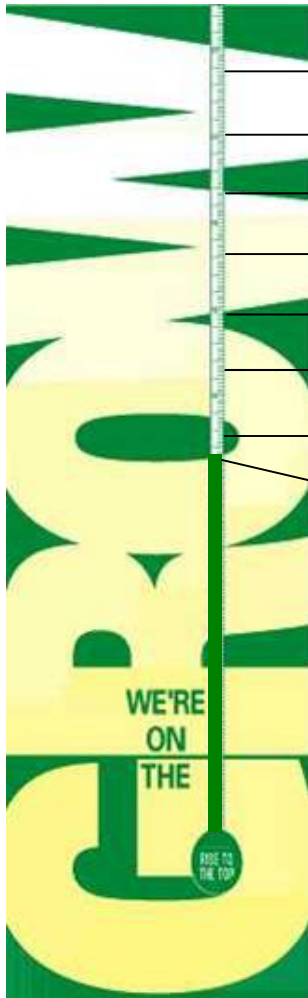


Queen's Court of Sharing!
24 New Team Members

July 1, 2015— June 30, 2016



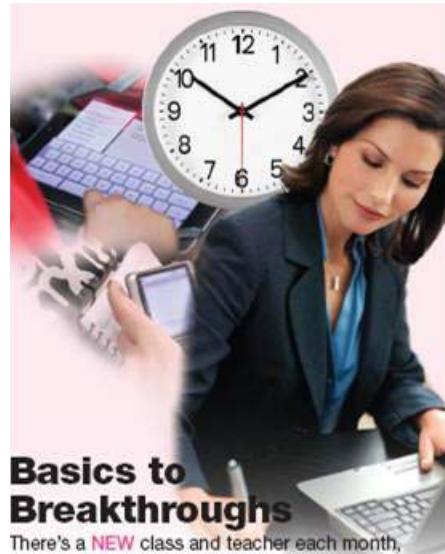
\$\$\$ Million Dollar \$\$\$ Unit Club



\$1,000,000.00
DONE!
\$900,000.00
\$800,000.00
\$700,000.00
\$600,000.00
\$500,000.00
\$479,142.25
as of 2/29/16

This Power Class is for YOU!

This virtual classroom is NEW and available on demand 24/7 on marykayintouch.com under the "Education" tab.



Basics to Breakthroughs

There's a **NEW** class and teacher each month, so DON'T MISS OUT. ONCE THE MONTH is over, so is the class!

MARY KAY INC.

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

January 31, 2016

NON NEGOTIABLE

Pay Exactly: eight thousand two hundred sixty-three and 16/100

\$8,263.16

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, 2015 - March 15, 2016



**Shoot for
STAR
this
Quarter!!**

**YOU Can
Do It!!**



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
APRIL GIVENS	\$2,927.50	*****	STAR	\$72.50	\$672.50	\$1,872.50
DONNA CLARK-DRISCOLL	\$2,534.75	*****	STAR	\$465.25	\$1,065.25	\$2,265.25
MAUREEN SLADKY	\$2,131.25	STAR	\$268.75	\$868.75	\$1,468.75	\$2,668.75
AUDREY FREEMAN	\$1,388.50	\$411.50	\$1,011.50	\$1,611.50	\$2,211.50	\$3,411.50
NORRISSIA HIGHTOWER	\$1,253.50	\$546.50	\$1,146.50	\$1,746.50	\$2,346.50	\$3,546.50
PATRICIA MARCIA	\$1,139.75	\$660.25	\$1,260.25	\$1,860.25	\$2,460.25	\$3,660.25
MELISSA FREEMAN	\$1,121.00	\$679.00	\$1,279.00	\$1,879.00	\$2,479.00	\$3,679.00
KAREN RUBINO	\$987.50	\$812.50	\$1,412.50	\$2,012.50	\$2,612.50	\$3,812.50
LYUBOV PECHENYUK	\$874.00	\$926.00	\$1,526.00	\$2,126.00	\$2,726.00	\$3,926.00
CHRYSTAL ROSS	\$665.00	\$1,135.00	\$1,735.00	\$2,335.00	\$2,935.00	\$4,135.00
DEIRDRE SCHUTT	\$661.50	\$1,138.50	\$1,738.50	\$2,338.50	\$2,938.50	\$4,138.50
MARGUERITE GANCI	\$644.00	\$1,156.00	\$1,756.00	\$2,356.00	\$2,956.00	\$4,156.00
WILMAR BELIZAIRE	\$614.00	\$1,186.00	\$1,786.00	\$2,386.00	\$2,986.00	\$4,186.00
RACHEAL FOWLER	\$609.50	\$1,190.50	\$1,790.50	\$2,390.50	\$2,990.50	\$4,190.50
STARR CLEMENS	\$602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
LAURIE MATTONE	\$586.00	\$1,214.00	\$1,814.00	\$2,414.00	\$3,014.00	\$4,214.00
JACQUELINE BAKER	\$573.25	\$1,226.75	\$1,826.75	\$2,426.75	\$3,026.75	\$4,226.75
LAUREL CASSAGNE	\$560.50	\$1,239.50	\$1,839.50	\$2,439.50	\$3,039.50	\$4,239.50
MARY ALVAR	\$535.50	\$1,264.50	\$1,864.50	\$2,464.50	\$3,064.50	\$4,264.50
VIRGINIA FARRELL	\$534.00	\$1,266.00	\$1,866.00	\$2,466.00	\$3,066.00	\$4,266.00
AMY INDOVINO	\$515.50	\$1,284.50	\$1,884.50	\$2,484.50	\$3,084.50	\$4,284.50
CYNTHIA HILL	\$452.50	\$1,347.50	\$1,947.50	\$2,547.50	\$3,147.50	\$4,347.50
PAULA HARRAN	\$435.00	\$1,365.00	\$1,965.00	\$2,565.00	\$3,165.00	\$4,365.00
LISA SQUICCIARINI	\$422.00	\$1,378.00	\$1,978.00	\$2,578.00	\$3,178.00	\$4,378.00
DIANA YOUNG	\$420.50	\$1,379.50	\$1,979.50	\$2,579.50	\$3,179.50	\$4,379.50
CATHERINE VERGA	\$414.50	\$1,385.50	\$1,985.50	\$2,585.50	\$3,185.50	\$4,385.50
GRACEANN VAVALLE	\$410.25	\$1,389.75	\$1,989.75	\$2,589.75	\$3,189.75	\$4,389.75
VIKTORIYA ANDRIYCHUK	\$402.25	\$1,397.75	\$1,997.75	\$2,597.75	\$3,197.75	\$4,397.75

Buckle up in Black!

Earn the use of a **BMW® 320i**
through June 2016.



EXTENDED!

[LEARN MORE](#)

Working with Accountability!



Total Combined Sales:

Maureen Sladky	\$1,575.00
Audrey Freeman	\$565.00
Anya Pozdnyak	\$384.00
Viktoriya Andriychuk	\$373.00
Karen Rubino	\$306.00
Jacqueline Baker	\$280.00
Kimberly Perry	\$150.00
Jeanne Mitarotondo	\$90.00
Ruthanne Okon	\$20.00

Total Reorder:

Maureen Sladky	\$498.00
Karen Rubino	\$279.00
Jeanne Mitarotondo	\$90.00
Ruthanne Okon	\$20.00

Total Website Sales:

Maureen Sladky	\$193.00
Kimberly Perry	\$50.00

Total On The Go Sales:

Jacqueline Baker	\$280.00
Viktoriya Andriychuk	\$58.00
Kimberly Perry	\$35.00
Karen Rubino	\$27.00



Total Class:

Maureen Sladky	\$625.00
Audrey Freeman	\$565.00
Anya Pozdnyak	\$384.00
Viktoriya Andriychuk	\$315.00

Total Facial:

Maureen Sladky	\$259.00
Kimberly Perry	\$65.00

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

So THAT'S What Recruiting is all About!

So you think you hate sales and you're no good at it. Or perhaps recruiting (which is also sales) feels too "pushy." You don't like trying to convince someone to do something they don't want to.

Then stop!

Where on earth did you get the idea that sharing the opportunity was about hogtying some poor unsuspecting soul, throwing them over your shoulder, and dragging them into a happy life? Did someone along the way tell you that you had to convince, connive, cajole, arm-twist, lie, fib, leave out details, put on a fake voice and a phony expression and do your level best to force someone into a decision to join the company?

There are two ways to look at recruiting. The first makes you feel like you are doing something smarmy and underhanded - that you are on one side of the table and your prospect is on the other side of the table and it's a big game of chess. Your prospect becomes your opponent and your mission becomes the defeat of all her objections until there are none left and she simply surrenders out of exhaustion. This is the mindset of scarcity and competition. A winner and a loser. A victim and a victor.

The second way to look at recruiting is through a mindset of abundance (there is plenty to go around) and collaboration (we are in this together).

Now don't discount the enormity of the difference between the two - it is huge,

a chasm in fact.

If I showed you a gathering of 100 women and told you to go convince ten of them to join, it might seem like a daunting task. But if I told you that there were ten women in that group that didn't need convincing, they just needed to hear about the opportunity and they would jump at the chance to join, and all you had to do was go and find out which ten they were, could you do that? Of course you could (and I probably couldn't stop you!).

That's what recruiting is all about. It's not about convincing women to do something they don't want to do. It's about finding the ones that want to do what you have to offer.



Future CLIMB Area & Co-Give

Giveaway Event

Tuesday, March 29th

Upsky Hotel - Encore Room

110 Motor Parkway * Hauppauge, NY 11788



Hosted by EESD

Donna Clark-Driscoll



Kate Spade Giveaway Drawing!

We are giving away a Kate Spade Tote, a Kate Spade Wallet AND Cash!

Plus a 50/50 Raffle & Tablet Raffle for ALL!

**6:00-7:30pm
Facial Makeovers**

**7:30pm-9:00pm
Kate Spade Event**

Cost:

- ◆ \$12/Consultant prepaid
- ◆ \$15/Consultant at the door
 - ◆ Guests FREE

Recognition

- ◆ Star Consultants ending March 15th
 - ◆ New Red Jackets
- ◆ Career Conference Luncheon Achievers

Future CLIMB Area & Go-Give
Consultant & Customer

Kate Spade

Tote, Wallet & Cash Giveaway



December 16, 2015 - March 15, 2016

**We are giving away
a Kate Spade Tote,
a Kate Spade Wallet
AND Cash!**

There will be three drawings total and six winners. When your customer wins, you win too!

*Consultants can register for
the drawing at
www.donnaclark-driscoll.com.
Please go to the event link.*

- ONE ENTRY -

- ◆ Every facial held
- ◆ Every \$100 in sales (pre-tax)
- ◆ Each party booked from hostess party
- ◆ Be a guest at a weekly success meeting

- FIVE ENTRIES -

- ◆ Host a Mary Kay Party
- ◆ Listen to the marketing
- ◆ Become a new business associate

- TEN ENTRIES -

- ◆ Become a qualified business associate

- TWENTY ENTRIES -

- ◆ Be a guest at the giveaway event on Tuesday, March 29th, 2016

March 2016



Sun Mon Tue Wed Thu Fri Sat

		1 SUCCESS MEETING – UPSKY	2 SUCCESS MEETING – HOLIDAY INN EXPRESS	3	4	5
6	7	8 International Women's Day SUCCESS MEETING – UPSKY	9 SUCCESS MEETING – HOLIDAY INN EXPRESS	10	11	12
13	14	15 Last Day of Star Quarter SUCCESS MEETING – UPSKY	16 Summer 2016 PCP online enrollment for The Look begins. SUCCESS MEETING – HOLIDAY INN EXPRESS	17 	18	19
20	21	22 SUCCESS MEETING – UPSKY	23 SUCCESS MEETING – HOLIDAY INN EXPRESS	24	25 Good Friday. Postal holiday. All Company branches closed.	26
27 	28	29 KATE SPADE GIVEAWAY NIGHT – SEE FLYER	30 Midnight CST cutoff for Consultants to place phone orders.	31 Last working day of the month. Submit online orders until 9 pm CST. Online Agreements accepted until midnight.		

Birthdays	Day		18	Anniversaries	Years		5		1
Catherine E. Verga	3	Chrystal K. Ross	18	Mary K. Fogarty	21	A. Olsen-Duval	5	Mary Joan T. Kendrot	1
Linda L. Paquette	4	M. Jn Baptiste	19	Mindy A. Bellissimo	18	Kathy J. Bacon	3	Gina Boccio	1
Helen B. Ermer	6	Irene Bello	20	Ava M. Rosso	17	Nalinie D. Pooran	3	Gina M. Ferraro	1
Deborah A. Feinstein	6	Trina Ward	20	D. Richard-Costello	17	Beatriz Porres	3	Eddy Jean	1
Lynn A. Boccio	9	Junmei Zhao	20	Anna R. Ramos	12	Jennifer Sedwick	2	Maryse Jean	1
Mary Louise Drumm	9	B. Beaujuin	22	Jacqueline Baker	11	Willette M. Robinson	2	Patricia O'Brien	1
Wendy J. Florio	10	Eyleen G. Torres	23	Rosemary Garofalo	10	Heather Pesce	1	Lisa Phelan	1
Tanya A. Farrell	11	Donna Clark-Driscoll	24	Audrey Freeman	10	Tanya A. Farrell	1		
Diane Castelli	13	Mary Scholl	24	Wendy O. Wollheim	7	Debbie Ghosh	1		
Anna R. Ramos	13	Lisa A. Bloom	26	Anna A. Dente	7	Elaine M. Watson	1		
Sherry Corbett	15	Katie Doherty	27	Laura A. Putnam	7	Sheri L. Johnson	1		
Patricia Curley	17	Bernadette M. Rodin	27	Christine G. Kenahan	7	Dana K. Farber	1		
Mary Alvar	18	Pattie A. Conover	29	Nancy M. Buonamassa	7	Nicole R. Diliberto	1		
Elizabeth Giglio	18	Ruth Conte	30	Katie Doherty	5	Alexis A. Sausa	1		
		D. Richard-Costello	31			Jillian J. Cyrus	1		





Rainbow Riders

DONNA CLARK-DRISCOLL

Executive Sr. Sales Director
167 St. Nicholas Ave
Smithtown, NY 11787

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

To the Fabulous...

HIGHLIGHTS THIS MONTH:

January Results, March, 2016

- ◆ Quarter 3 Star Consultant Quarterly Contest (December 16, 2015 - March 15, 2016)
- ◆ Class of 2016 Offspring Challenge (through July 1, 2016)

Words of Wisdom

How Important is it?

Someone once said, "It only takes a spark -- to get a fire going." How true! And that spark has been found hundreds of times at

Career Conference. Perhaps you are thinking, "I can't afford to go." From long experience, I believe you can't afford NOT to attend, for at Career Conference you will discover the BIG PICTURE of what your Mary Kay career can be for YOU! Make your plans now. Use the profit from a few extra classes to pay your way.

~ Mary Kay Ash



RACE FOR RED

Spring Into Red

Rev up and reap the rewards at Career Conference 2016!

