

Clark's Future CLIMB Area

1st & 2nd Lines

1st Line Directors



Director Lisa Baker
Fabulous Baker Girls



Director Cindy Barrow
Barrow's Believers



Director Kathy Carlin
Precious Jules



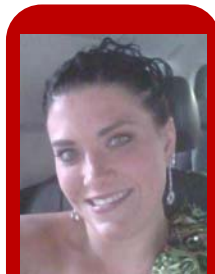
Director Grace Hackett
Women Of Grace



Director
Celeste Prusaitis
Celestial Sensations



Director Dari Rudge
Ripple Effect
Unit



Ashley Clark-Petchonka
Ashley's Awesome
Allstars



DIO April Givens

2nd Line Director



Latisha Carimbocas

are YOU ready
TO MOVE UP??



Rainbow Riders!



MARCH RESULTS & RECOGNITION ♦ APRIL, 2016

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



You don't want to miss
this incredible event!
Make it happen!



WHOLESALE COURT:

Maureen Sladky
\$2,638.75
Patricia A. Marcia
\$1,743.25
P. Bracken-Ostuni
\$1,560.50

SHARING COURT:

April Givens 2
Noemi Barrero 1
Trina Ward 1
P. Bracken-Ostuni 1
Donna Clark-Driscoll 1

a NOTE FROM YOUR DIRECTOR . . .

The Key to Sales Success

By Brian Tracy, Author & Motivational Speaker

Learn to Listen Well

A vital key to sales success is listening. The ability to listen well is absolutely indispensable for success in all human relationships. The ability to be a good listener in a sales conversation is the foundation of the new model of selling. It leads to easier sales, higher earnings and greater enjoyment from the sales profession.

develops a reputation for being an excellent listener, prospects and customers feel comfortable and secure in his or her presence. They buy more readily and more often.

Practice the 70/30 Rule

You've heard it said that God gave man two ears and one mouth, and he is supposed to use them in that proportion.

Being A Good Talker is Not Enough

Many salespeople have been brought up with the idea that, in order to be good at your profession, you must be a glad-hander and a good talker. You have even heard people say, "You have the 'gift of the gab'; you should be in sales!"

Top salespeople practice the "70/30 rule." They talk and ask questions 30 percent or less of the time while they listen intently to their customers 70 percent or more of the time. They use their ears and mouth in the right ratio.

Focus On the Other Person

Nothing could be further from the truth. As many as seventy-five percent of all top salespeople are defined as introverts on psychological tests. They are very easy going and other-centered. They would much rather listen than talk. They are very interested in the thoughts and feelings of other people and they are quite comfortable sitting and listening to their prospects. They would much rather listen than talk in a sales situation. Poor salespeople dominate the talking, but top salespeople dominate the listening.

Action Exercises

Here are two things you can do immediately to put these ideas into action.

First, resolve today that, from now on, you are going to dominate the listening in every sales conversation. Become comfortable with silence.

Second, practice the 70/30 rule in every sales conversation. Listen 70% of the time and only talk and ask questions 30% of the time.

Practice "White Magic" With Everyone

Listening has even been called "white magic." It is too rarely engaged in by business people. When a salesperson

I know success is in your future!!

Donna

Spotlight on Team Builders!

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

DIQS

Recruiter :A. Givens
Bridget S. Bryant
Starr Clemens
Racheal Fowler
Norrissia Hightower
Armento Kirkland
Donna Leysath-Soledo
Patricia Patterson-W
Stephani Register
Toinette R. Roberts
Willette M. Robinson
Chrystal K. Ross
Trina Ward
Jessica M. Glover
Latoya Mcneese
Wanomi Wilson

Future Directors

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

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

Team Leaders

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

Star Team Builders

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

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

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

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

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

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

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

Recruiter :Susan Short
Ruthanne Okon
Nalinie D. Pooran
Beatriz Porres
Angela Romero
* Karen Coffey
Eliza Aldrich
Linda Hutter
Cathy Ann Lombardo
Megan L. Thompson
Kari Winston

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

are you
ready to
MOVE UP??



Spotlight on Team Builders!

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

Senior Consultants

Recruiter :Noemi Barrero

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

Recruiter :Patricia E. Bracken-
Jessica M. Castellon

Recruiter :Alisa A. Burns
Lori Macari
Krista Sacino

Recruiter :Betsy Fergo
Laura Schranz
* Norma A. Frampton
Christina M. Vilbig

Recruiter :Audrey Freeman
Melissa S. Freeman
* Lauren A. Freeman
Patricia O'Brien
Beverly A. Vignola

Recruiter :Ann Marie J. Harper
Noemi Barrero

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

Recruiter :Joanne Hiney
Theresa Dellecave

Recruiter :Nancy J. Johnson
Lisa Lopardo

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

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

Recruiter :Dawn C. Molinaro
Jennifer Sedwick

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

Recruiter :Janine Myers
Wendy O. Wollheim
* Donna A. Butcher

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

Recruiter :Anya A. Pozdniakov
Viktoriya Andriychuk

Recruiter :Karen Rubino
Justine P. Frazer
* Kathy Ammerman

Recruiter :Barbara E. Russell
Graceann Vavalle

Recruiter :Laura Schranz
Joan.. Swift
* Ruth Conte
* Karen Stephan

Recruiter :Deirdre Schutt
Ginger Fisher

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

Recruiter :Graceann Vavalle
Lisa Squicciarini

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

Recruiter :Hollie M. Whaley
Diana D. Donohue

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

*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 March 1-31.)

New Consultant

Jessica M. Castellon
 Raven Y. Collier
 Nicole Hinnerschietz
 Latoya Mcneese
 Patricia Patterson-W
 Wanomi Wilson

From

CENTRAL ISLIP, NY
 BRENTWOOD, NY
 MOUNT SINAI, NY
 TRENTON, NJ
 TRENTON, NJ
 EWING, NJ

Sponsored by

P. Bracken-Ostuni
 N. Barrero
 D. Clark-Driscoll
 T. Ward
 A. Givens
 A. Givens

"The strongest single factor in prosperity consciousness is self-esteem: believing you can do it, believing you deserve it, believing you will get it."

— Jerry Gillies: Author and workshop leader

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level

April Givens	\$605.41
Donna Clark-Driscoll	\$1,075.49

9% Recruiter Commission Level

Virgilia C. Gross	\$102.26
Marguerite R. Ganci	\$43.74
Avette Ware	\$37.35

4% Recruiter Commission Level

Cynthia M. Hill	\$130.24
Virginia F. Farrell	\$121.10
Mary K. Fogarty	\$101.49
Laurie A. Mattone	\$66.86
P. Bracken-Ostuni	\$49.13
Susan Short	\$39.62
Paula Harran	\$26.36
Candace M. Shurman	\$21.10
Lillian Kennedy	\$18.91
Janine Myers	\$18.08
Ann Marie J. Harper	\$15.12
Lyubov V. Pechenyuk	\$13.19
Audrey Freeman	\$12.70
Catherine A. Ennis	\$12.00
Marie J. Jean-Blain	\$11.78
Graceann Vavalle	\$10.84
Alisa A. Burns	\$10.72

Team Building TIP OF THE MONTH!

Proven Script for 5 New Recruits:

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

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

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

Working with Accountability!



Total Reorder:

Maureen Sladky	\$1,137.00
Susan Short	\$181.00
Karen Rubino	\$121.00
Ruthanne Okon	\$15.00

Total Website:

Maureen Sladky	\$383.50
Ruthanne Okon	\$90.00
Susan Short	\$81.00

Total Combined Sales:

Maureen Sladky	\$1,935.50
Karen Rubino	\$716.00
Trina Ward	\$310.00
Susan Short	\$274.00
Jacqueline Baker	\$261.00
Patricia Bracken-Ostuni	\$183.00
Ruthanne Okon	\$105.00
Elaine Watson	\$74.00
Jeanne Mitarotondo	\$51.00



Total On The Go:

Jacqueline Baker	\$261.00
Patricia Bracken-Ostuni	\$183.00
Maureen Sladky	\$76.00
Elaine Watson	\$74.00
Jeanne Mitarotondo	\$51.00

Total Class:

Karen Rubino	\$595.00
Trina Ward	\$241.00
Maureen Sladky	\$212.00

Total Facial:

Maureen Sladky	\$127.00
Trina Ward	\$69.00
Susan Short	\$12.00

TEAM UP for WOMEN!

April 1 - May 12, 2016

The annual Team Up for Women!® campaign to raise money for The Mary Kay FoundationSM is underway!

From April 1 - May 12, Independent Beauty Consultants who collect minimum donations of \$50, \$100 and \$200 will receive standing recognition at Seminar. A donation in any amount qualifies you for a special wristband available at The Mary Kay FoundationSM booth at Seminar. Donations must be postmarked by May 13 to receive Seminar recognition.

Team Up Tools

- ♥ Use the Text-to-Donate option.
- 1. Text 80888.
- 2. Type TEAMUP followed by a space and your Independent Beauty Consultant's number.
- 3. Press send.

A one-time \$10 donation will be added to your mobile phone bill or deducted from your prepaid balance.

In 2015,
THE MARY KAY
FOUNDATION.
donated over
\$4,900,000
to put an END to
cancers that affect women
and violence against women.



We Invested in Product Last Month!

Maureen Sladky	\$2,638.75
Patricia A. Marcia	\$1,743.25
P. Bracken-Ostuni	\$1,560.50
Trina Ward	\$1,504.00
Susan Short	\$1,438.00
Stephani Register	\$1,236.50
Jessica M. Castellon	\$1,228.25
D. Richard-Costello	\$1,019.00
Lyubov V. Pechenyuk	\$932.75
Karen Rubino	\$805.00
Michele P. Zahradka	\$799.50
Norissia Hightower	\$632.50
April Givens	\$626.00
Linda Martin	\$621.00
Robin E. Tysowski	\$560.00
Angela Romero	\$463.00
Laura A. Putnam	\$458.50
Wendy O. Wollheim	\$452.00
Laurie A. Mattone	\$402.00
Deirdre Schutt	\$387.50
Noemi Barrero	\$378.00
Amy Indovino	\$373.75
Armento Kirkland	\$366.00
Catherine A. Ennis	\$341.75
Catherine J. Carter	\$330.00
Melissa S. Freeman	\$317.50
Mary K. Fogarty	\$300.00
Ruthanne Okon	\$300.00
Karen Keiser	\$294.00
Rosemary Barry	\$290.50

Joan L. Lewis	\$283.50
Nicole Hinnerschietz	\$272.50
Lisa Squicciarini	\$271.00
Krista Sacino	\$268.00
Lisa A. Bloom	\$263.50
Sharon O Halloran	\$260.00
Ava M. Rosso	\$253.50
Dawn C. Molinaro	\$252.00
Dana DiPalma	\$246.50
Catherine L. Napier	\$244.00
Jacqueline N. Harte	\$241.00
Tina R. Berlin	\$238.50
Candace M. Shurman	\$235.25
Paula Harran	\$234.50
Ann Marie J. Harper	\$233.50
Alisa A. Burns	\$233.50
P. Patterson-William	\$232.50
Diana D. Donohue	\$232.00
Starr Clemens	\$231.50
Marie F. Plaisir	\$230.50
A. Olsen-Duval	\$230.50
Carolyn Reid	\$230.50
Karen A. Calise	\$229.50
Janelle Alberigo	\$229.50
Rose C. Simon	\$228.50
Towlika Yasmin	\$228.00
Barbara Small	\$227.50
Nancy M. Buonamassa	\$227.50
Nalinie D. Pooran	\$227.50
Catherine E. Verga	\$227.00

Donna Fici	\$227.00
Racheal Fowler	\$227.00
Bridget S. Bryant	\$227.00
Mary Joan T. Kendrot	\$226.50
Chrissy L. Phillips	\$226.00
Jeanne Mitarolondo	\$226.00
Christine M. D'Amico	\$226.00
Avette Ware	\$225.25
Teresa De Jesus	\$225.00
Virginia F. Farrell	\$208.50
Graceann Vavalle	\$197.00
Susan Gleason	\$193.00
Lisa Wheeler-Cooney	\$179.50
Phyllis Pelzer	\$174.00
Joanmarie DeMaria	\$139.50
Jacqueline Baker	\$139.00
Susan M. Kearns	\$126.00
Cynthia M. Hill	\$124.00
Virgilia C. Gross	\$105.00
Anya A. Pozdniakov	\$103.25
Elaine M. Watson	\$99.00
Nancy Levinson	\$90.00
Kathleen M. Vigorito	\$88.00
Diane Castelli	\$71.50
Isena Joseph	\$64.00
Laura Schranz	\$49.00
Nancy J. Johnson	\$24.50
Lisa Cacossa	\$17.50
Donna Clark-Driscoll	\$1,277.00

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	\$21,228.00	\$4,000.00	\$25,228.00
2	April Givens	\$19,774.00	\$4,000.00	\$23,774.00
3	Patricia A. Marcia	\$15,317.50	\$1,254.00	\$16,571.50
4	Susan Short	\$11,043.00	\$1,323.00	\$12,366.00
5	Lyubov V. Pechenyuk	\$9,764.50	\$1,607.00	\$11,371.50
6	Lillian Kennedy	\$8,145.50	\$3,072.00	\$11,217.50
7	Deirdre K. Moriarty	\$6,768.50	\$4,000.00	\$10,768.50
8	Alisa A. Burns	\$7,703.00	\$1,711.00	\$9,414.00
9	Amy Indovino	\$8,321.50	\$922.00	\$9,243.50
10	Viktoriya Andriychuk	\$9,142.50	\$0.00	\$9,142.50

TOPS IN TEAM BUILDING

	Recruiter	New Team Mbrs	YTD Comm
1	April Givens	4	\$517.74
2	Maureen Sladky	1	\$242.51
3	Anya A. Pozdniakov	1	\$162.41
4	Alisa A. Burns	1	\$145.00
5	Lyubov V. Pechenyuk	1	\$87.73



Queen's Court of Sales!

\$40,000 retail

July 1, 2015— June 30, 2016

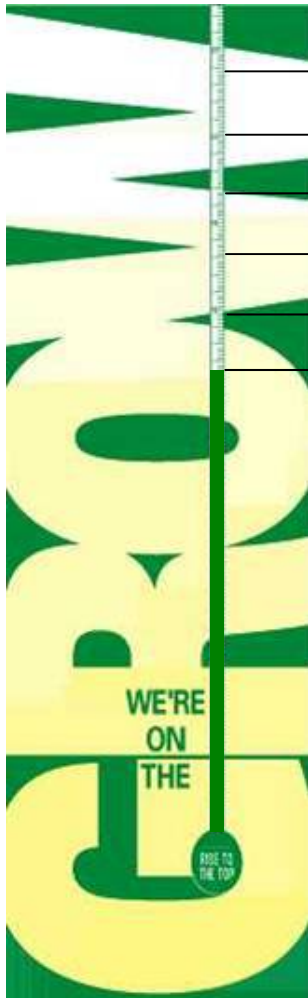


Queen's Court of Sharing!
24 New Team Members

July 1, 2015— June 30, 2016



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



\$1,000,000.00
DONE!

\$900,000.00

\$800,000.00

\$700,000.00

\$628,785.26

As of 5/6/16



We've got plenty of beautiful spring makeup looks in peach, purple, coral and more.

MARY KAY INC.

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

March 31, 2016

NON NEGOTIABLE

Pay Exactly: twelve thousand three hundred seventy-three and 68 / 100

\$12,373.68

PAY TO THE
ORDER OF

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

NON NEGOTIABLE

Aim for the Stars!



**Shoot for
STAR
this
Quarter!!**

**YOU Can
Do It!!**



On-Target \$tar Consultants!

March 16 - June 15, 2016

Consultant Name	Current Wholesale Production	Sapphire \$1,800	—Wholesale Production Needed for Star—			
			Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
JESSICA CASTELLON	\$1,619.75	\$180.25	\$780.25	\$1,380.25	\$1,980.25	\$3,180.25
TRINA WARD	\$1,504.00	\$296.00	\$896.00	\$1,496.00	\$2,096.00	\$3,296.00
STEPHANI REGISTER	\$1,236.50	\$563.50	\$1,163.50	\$1,763.50	\$2,363.50	\$3,563.50
DONNA CLARK-DRISCOLL	\$1,147.50	\$652.50	\$1,252.50	\$1,852.50	\$2,452.50	\$3,652.50
PATRICIA CALVELLI	\$1,081.00	\$719.00	\$1,319.00	\$1,919.00	\$2,519.00	\$3,719.00
MAUREEN SLADKY	\$1,045.00	\$755.00	\$1,355.00	\$1,955.00	\$2,555.00	\$3,755.00
PATRICIA MARCIA	\$879.00	\$921.00	\$1,521.00	\$2,121.00	\$2,721.00	\$3,921.00
MICHELE ZAHRADKA	\$767.50	\$1,032.50	\$1,632.50	\$2,232.50	\$2,832.50	\$4,032.50
DEIRDRE SCHUTT	\$765.00	\$1,035.00	\$1,635.00	\$2,235.00	\$2,835.00	\$4,035.00
LINDA HUTTER	\$693.25	\$1,106.75	\$1,706.75	\$2,306.75	\$2,906.75	\$4,106.75
NORRISSIA HIGHTOWER	\$632.50	\$1,167.50	\$1,767.50	\$2,367.50	\$2,967.50	\$4,167.50
JOANNE HINEY	\$565.50	\$1,234.50	\$1,834.50	\$2,434.50	\$3,034.50	\$4,234.50
ROBIN TYSOWSKI	\$560.00	\$1,240.00	\$1,840.00	\$2,440.00	\$3,040.00	\$4,240.00
JOANN MANCHISE	\$508.50	\$1,291.50	\$1,891.50	\$2,491.50	\$3,091.50	\$4,291.50
MARGUERITE GANCI	\$459.50	\$1,340.50	\$1,940.50	\$2,540.50	\$3,140.50	\$4,340.50
SHERRI SMITH	\$449.75	\$1,350.25	\$1,950.25	\$2,550.25	\$3,150.25	\$4,350.25
VIRGINIA FARRELL	\$441.00	\$1,359.00	\$1,959.00	\$2,559.00	\$3,159.00	\$4,359.00
KATHLEEN MAGUFFIN	\$414.50	\$1,385.50	\$1,985.50	\$2,585.50	\$3,185.50	\$4,385.50
LAURIE MATTONE	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00

RACE FOR RED Summer of Reds

It's the final lap! Cross the finish line at Seminar 2016 with red-hot rewards.



Woman of the New Millennium Profile

Name..... Date.....
 Address..... E-mail Address.....
 City..... State..... Zip Code.....
 Home Phone..... Work Phone.....
 Best time to call..... Marital Status.....
 Children?..... Ages.....
 My Current Occupation.....
 Age (check one) Under 25 years old Over 25 years old
 Independent Beauty Consultant Who Talked to Me

Mark "A" for "Best Describes Me" and "B" for "Second Choice":

..... Results-Oriented People-Oriented Family-Oriented Detail-Oriented
Quick decisions	Loves to talk	Loyal	Perfectionist
Likes to manage	Motivational	Slow to change	Serious
Likes power/authority	Enthusiastic	Security minded	Analytical
Values time	Likes recognition	Goes by the rules	Takes time to change

Is a home-based business right for you? Check all that apply to you.

- Would you like to run your own business?
- Would you like flexible hours?
- Would you like unlimited earnings potential?
- Would you like a career that fosters personal growth and development?
- Do you like to teach or help others?
- Do you manage your time well?
- Can you work directly with customers?
- Would you like to earn extra money while working your present job?
- Would you like to learn new skills and be more confident?
- Is working with a company that wants you to succeed important to you?


If you checked five or more, perhaps you should consider a home-based business like Mary Kay.

Work Profile

- What about your work do you:
 Like.....
 Dislike.....
- In today's business atmosphere do you feel job security is something to be concerned about?
 Yes No
- Over the next five years is career and financial advancement important to you?
 Yes No
- If you considered a home-based business would you choose part-time (10-15 hours/week) or full-time (16 hours or more per week)?
 Part Full
- I would like more information about the Mary Kay opportunity.
 Yes No

May 2016



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3 Success Meeting Smithtown 7-9	4	5	6	7
8 Mother's Day.	9	10 Early ordering for Summer 2016 promo items begins for 3rd Quarter Stars & Consultants who enrolled in Summer 2016 PCP. Success Meeting Smithtown 7-9	11 Success Meeting Riverhead	12 Mary Kay's Birthday!! 	13 Summer 2016 PCP mailing of <i>The Look</i> begins.	14
15	16 Summer 2016 promo begins. Ordering of Summer 2016 promo items available for all Consultants.	17 Success Meeting Smithtown 10:30 -12 Success Meeting Smithtown 7-9	18 Success Meeting Riverhead	19	20	21
22	23	24 Success Meeting Smithtown 10:30 -12 Success Meeting Smithtown 7-9	25 Success Meeting Riverhead	26	27 Midnight CST cutoff for Consultants to place phone orders.	28
29	30 Memorial Day - All Company & branch offices closed. Postal holiday.	31 Last working day of the month. Submit online orders until 9 pm CST. Online Agreements accepted until midnight. Success Meeting Smithtown 10:30 -12 Success Meeting Smithtown 7-9				



Birthdays	Day	Birthdays	Day	Anniversaries	Years
Janelle Alberigo	1	Anna N. Denys	13	Michele P. Zahradka	19
Nancye A. Wright	1	Jennifer Menite	14	Dawn M. Nash	14
Virgilia C. Gross	2	Susan Short	14	Collette R. Scott	14
Maryse Jean	3	Nicole P. Shaw	15	Joan L. Lewis	13
Aretha Nelson	4	Laura J. Abbate	18	Helen B. Ermer	13
Anna A. Dente	6	Donna Fici	19	Karen A. Calise	13
Michelle J. Morris	6	Gina M. Goldberg	20	Robin E. Tysowski	12
Megan L. Thompson	6	Christine Dowling	21	Susan M. Kearns	12
Rosemary Barry	8	Haleigh Danza	22	Donna Woyevodsky	10
Evelyn Palladino	8	Ann Marie Cataldi	24	Avette Ware	10
Theresa C. Grisafi	9	E. Tolson-Harris	27	Barbara Small	6
Toya L. Coleman	11	Amy Indovino	29	Theresa J. Casal	6
Joanne C. Saile	11	Donna M. Ardizzone	30	Stephani Register	6
Norrissia Hightower	12	Diana D. Donohue	30	Toya L. Coleman	3
				Patricia McCumiskey	1



Rainbow Riders

DONNA CLARK-DRISCOLL

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To the Marvelous...

HIGHLIGHTS THIS MONTH:

March Results, April, 2016

- ◆ Quarter 4 Star Consultant Quarterly Contest (March 16 - June 15, 2016)
- ◆ Class of 2016 Offspring Challenge (through July 1, 2016)
- ◆ Summer of Reds (March 1 - May 31, 2016)
- ◆ April Team Building Promotion (April 1-30, 2016)



Words of Wisdom

Never give up, because you never know if the next try is going to be the one that works. Many times you will be surrounded by adversity, but no matter what, don't give up. Success is just around the corner for the person who refuses to quit.



~Mary Kay Ash

MARY KAY SEMINAR 2016

REGISTRATION DATES:

Priority registration opens to all independent sales force members as follows:

April 25 – Emerald

April 26 – Diamond

April 27 – Ruby

April 28 – Sapphire

May 2-July 1 - open to all sales force members

How many Unit members will WE have that will catch the dream?!