

Future Clark's Future CLIMB Area

1st & 2nd Lines

1st Line Directors



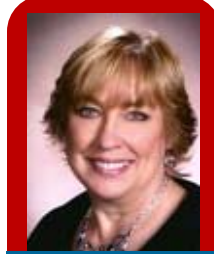
Director Lisa Baker
Fabulous Baker Girls



Director Cindy Barrow
Barrow's Believers



Director Patricia Calvelli
Pat's Soaring Eagles



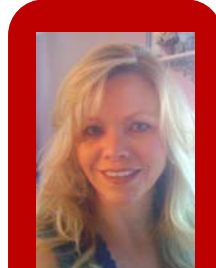
Director Kathy Carlin
Precious Jules



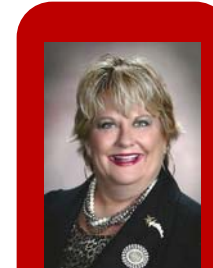
Director Grace Hackett
Women Of Grace



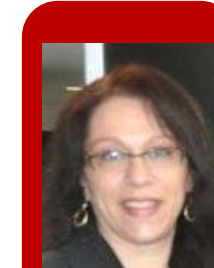
Director
Marie Jean Blain
Immaculate Gems



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

1st Line DIQ



April Givens

2nd Line DIQ



Director
Johnlyn Morton
Blessed Believers



Rainbow Riders!



SEPTEMBER RESULTS & RECOGNITION ♦ NOVEMBER, 2014

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

WRAP IT UP!



Shine like a star to your customers
looking for inexpensive gift options!



WHOLESALE COURT:

Lyubov V. Pechenyuk
\$1,837.00
Lynn A. Boccio
\$1,112.00
Maureen Sladky
\$705.50

SHARING COURT:

April Givens	4
Audrey Freeman	4
Avette Ware	2
Marguerite R. Ganci	1
Maureen Sladky	1
Candace M. Shurman	1
Lillian Kennedy	1
Jessica M. Glover	1
Donna Clark-Driscoll	1

a NOTE FROM YOUR DIRECTOR . . .

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!

Donna



Spotlight on Team Builders!

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

DIQS

Recruiter :A. Givens
Eva Asamoah
Bridget S. Bryant
Starr Clemens
Latricia Cooley
Tracey L. Creely
Micah Freeman
Nichelle Hodges
Armento Kirkland
Onarda Melton-Gibson
Stephani Register
Willette M. Robinson
Leticia Acevedo
Nicole R. Bacchiano
Johanne Cayo
Sandra A. Duncan
Towana Fulmore
Jessica M. Glover
Louise Thompson

Team Leaders

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

Inactive Member

(N1,N2,N3,I1,I2,I3)

#Terminated Member

*To become ACTIVE you must
place a \$225 wholesale order.*

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

Recruiter :Avette Ware
Toya L. Coleman
Jacqueline N. Harte
Mikkalisa Lefkowitz
Michele Y. McArthur
Aretha Nelson
Phyllis Pelzer
Albertina Williams
* C. Atkinson-Blain
* Shannon A. Murphy
* Eyleen G. Torres
Malika Batchie
Yvonne G. Benton
Thyias Merritt
Rochelle J. Ramos
Akqra C. Smith

Star Team Builders

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

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

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

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

Recruiter :Chrissy L. Phillips
Yolanda R. Bailey
Lisa Cacossa
Janice P. Cipriano
Janine Myers
* Susan M. Curiano
* Cecilia Navarro
* Jeannette M. Quigley
Kathy J. Bacon
Briana D. Chapman
Sherry F. Corbett
Alice Encacabian
Marisol Fuentes
Natisha T. Pixley
Barbara Small

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



are you ready
TO MOVE UP??



Spotlight on Team Builders!

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

Senior Consultants

Recruiter :Bonnie L. Ambrosio
Charisse McCall

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

Recruiter :Catherine A. Ennis
Mary K. Fogarty
Nancye A. Wright
* Martha A. Cody
* Joanne Hiney
* Anna R. Ramos
Cynthia C. Cammarato
Theresa M. Miller
Francine R. O'Brien
Elaine M. Poloskey
Donald Spillman

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 :Paula Harran
Grace E. Hackett
Susan Reeves

Recruiter :Jacqueline N. Harte
Marteka Stennett
* Rosa Perez
T. Cadogan-Duffus
Debra Lavache
Barakah Nausrudeen

Recruiter :Joanne Hiney
Theresa Dellecave

Recruiter :Dawn C. Molinaro
Jennifer Sedwick

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

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

Recruiter :Alisa Robinson
Nancy J. Maers
* Patricia A. Marcia

Recruiter :Willette M. Robinson
Onarda Melton-Gibson
* Sandra A. Duncan
* Louise Thompson

Recruiter :Ava M. Rosso
Celeste Prusaitis
* Catherine J. Carter
* Laura A. Putnam
Lori A. Younger

Recruiter :Barbara E. Russell
Graceann Vavalle

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

Recruiter :Deirdre Schutt
Ginger Fisher
* Dayna M. Montalto
Tamar Solaimani
Melissa L. Specce

Recruiter :Lisa Squicciarini
Donna Dubinsky

Recruiter :Jacquelyn J. Stachow
Catelyn R. Steverson
* Lindsey J. Ruff

Recruiter :Graceann Vavalle
Lisa Squicciarini

Recruiter :Catherine E. Verga
Theresa J. Casal
Susan Gleason
Pamela Gurman
Maryann Hennessey
Annmarie Margulies
Mary E. Mazzarella

Recruiter :Hollie M. Whaley
Diana D. Denwalt

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

** 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 September 1-30.)

New Consultant

Leticia Acevedo
 Camille Atkinson-Bla
 Nicole R. Bacchiano
 Johanne Cayo
 Lynda Esparza
 Towana Fulmore
 Jessica M. Glover
 Millicent E. Gregory
 Theresa C. Grisafi
 Lillian Kennedy
 Maryann Koskoff
 Tanisha Poindexter
 Tracy S. Saunders
 Mary Scholl
 Eyleen G. Torres
 Hilda Vera

From

MORRISVILLE, PA
 BAY SHORE, NY
 GLEN OAKS, NY
 CONYERS, GA
 BRENTWOOD, NY
 TRENTON, NJ
 TRENTON, NJ
 QUEENS VILLAGE, NY
 SMITHTOWN, NY
 SMITHTOWN, NY
 ISLIP TERRACE, NY
 JAMAICA, NY
 BROOKLYN, NY
 EAST ISLIP, NY
 BRENTWOOD, NY
 BRENTWOOD, NY

Sponsored by

A. Givens
 A. Ware
 A. Givens
 A. Givens
 A. Freeman
 J. Glover
 A. Givens
 A. Freeman
 L. Kennedy
 D. Clark-Driscoll
 M. Ganci
 A. Freeman
 A. Freeman
 M. Sladky
 A. Ware
 C. Shurman

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level		
Donna Clark-Driscoll		\$575.32
9% Recruiter Commission Level		
Avette Ware		\$85.68
Virgilia C. Gross		\$65.57
Marguerite R. Ganci		\$65.25
April Givens		\$27.18
4% Recruiter Commission Level		
Mary K. Fogarty		\$98.26
Virginia F. Farrell		\$86.60
Paula Harran		\$38.86
Catherine A. Ennis		\$37.72
Linda Martin		\$34.08
Willette M. Robinson		\$24.23
Candace M. Shurman		\$23.63
Lisa A. Bloom		\$18.86
Jacqueline N. Harte		\$18.50
Catherine E. Verga		\$10.54

Working with Accountability

Total Combine Sales:

Maureen Sladky \$792.00
 Candace Shurman \$452.00
 Jacqueline Baker \$310.50
 Albertina Williams \$35.00
 Betty Hedgecock \$24.00

Total Reorder:

Maureen Sladky \$792.00
 Candace Shurman \$77.00

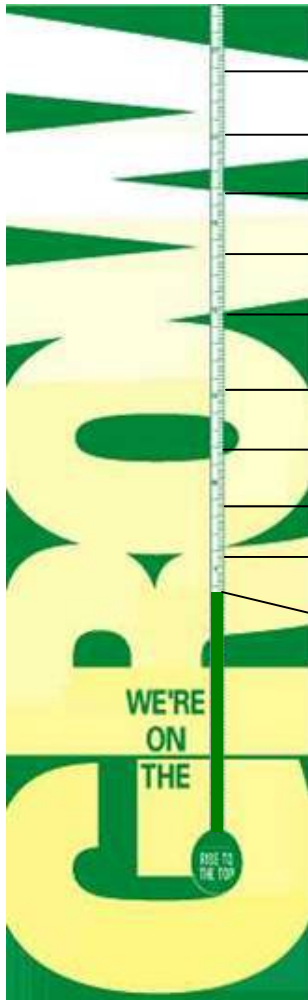
Total on the Go:

Jacqueline Baker \$310.50
 Candace Shurman \$65.00
 Albertina Williams \$35.00
 Betty Hedgecock \$24.00

Total Class:

Candace Shurman \$310.00

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



\$1,000,000.00
DONE!
\$900,000.00
\$800,000.00
\$700,000.00
\$600,000.00
\$500,000.00
\$400,000.00
\$300,000.00
\$200,000.00
\$163,664.00
as of 10/21/14



Beauty Everywhere!

Your customers will delight in the array of gift sets available this year at prices to fit all budgets.

MARY KAY INC.

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

September 30, 2014

NON NEGOTIABLE

Pay Exactly: nine thousand sixty-one and 06 / 100

\$9,061.06

PAY TO THE
ORDER OF

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

NON NEGOTIABLE

We Invested in Product Last Month!

<i>Lyubov V. Pechenyuk</i>	\$1,837.00	<i>Joanmarie DeMaria</i>	\$261.00	<i>Patty A. Kunzinger</i>	\$227.00
<i>Lynn A. Boccio</i>	\$1,112.00	<i>Phyllis Pelzer</i>	\$257.50	<i>Patricia L. Smith</i>	\$226.00
<i>Maureen Sladky</i>	\$705.50	<i>Sharon O Halloran</i>	\$255.50	<i>Marian C. Poletti</i>	\$226.00
<i>Audrey Freeman</i>	\$634.50	<i>Catherine A. Ennis</i>	\$247.00	<i>Karen Fanuzzi</i>	\$226.00
<i>Marguerite R. Ganci</i>	\$606.00	<i>Louisa Cecchetto</i>	\$244.50	<i>Willette M. Robinson</i>	\$226.00
<i>Onarda Melton-Gibson</i>	\$605.75	<i>Susan M. Kearns</i>	\$242.50	<i>Monica S Weatherford</i>	\$225.50
<i>D. Richard-Costello</i>	\$543.00	<i>Robin L. Short</i>	\$241.50	<i>Michelle J. Morris</i>	\$225.50
<i>Mary K. Fogarty</i>	\$509.00	<i>Tricia A. Belger</i>	\$241.25	<i>Karen Rubino</i>	\$213.50
<i>Marteka Stennett</i>	\$462.50	<i>Rose C. Simon</i>	\$239.50	<i>Janice K. Buckley</i>	\$203.50
<i>Deirdre Schutt</i>	\$446.00	<i>Emelia Peterson</i>	\$238.00	<i>Mary Ann Bechhofer</i>	\$201.00
<i>Nancye A. Wright</i>	\$434.00	<i>Marilyn Makinen</i>	\$237.00	<i>Lisa A. Bloom</i>	\$159.25
<i>Michele P. Zahradka</i>	\$406.00	<i>Graceann Vavalle</i>	\$236.00	<i>Evelyn Palladino</i>	\$133.50
<i>Andrea Ohlsson</i>	\$365.00	<i>Irene Bello</i>	\$234.00	<i>Theresa Dellecave</i>	\$130.00
<i>Betty A. Hedgecock</i>	\$361.00	<i>Dawn M. Nash</i>	\$233.50	<i>Nancy J. Maers</i>	\$115.50
<i>Hilda Vera</i>	\$349.50	<i>Avette Ware</i>	\$233.00	<i>Barbara E. Russell</i>	\$110.50
<i>E. Schiefer-Watson</i>	\$343.00	<i>Laiba Butt</i>	\$233.00	<i>Lindsey J. Ruff</i>	\$86.00
<i>Jacqueline Baker</i>	\$336.00	<i>Maryann Koskoff</i>	\$231.50	<i>Teresa De Jesus</i>	\$80.50
<i>Lisa Wheeler-Cooney</i>	\$312.50	<i>Paula Harran</i>	\$230.00	<i>Latricia Cooley</i>	\$76.00
<i>Catherine E. Verga</i>	\$292.00	<i>Jennifer A. Cerrito</i>	\$230.00	<i>Aretha Nelson</i>	\$57.50
<i>Jeanne Mitarotondo</i>	\$283.50	<i>Lisa Squicciarini</i>	\$230.00	<i>Catelyn R. Steverson</i>	\$37.00
<i>Katherine M. Kantz</i>	\$274.00	<i>Diana S. Young</i>	\$228.50	<i>Jacqueline N. Harte</i>	\$36.50
<i>Janelle Alberigo</i>	\$270.00	<i>Donna A. Butcher</i>	\$228.50	<i>Donna Clark-Driscoll</i>	\$1,095.00
<i>Susan Gleason</i>	\$263.50	<i>Lisa Cacossa</i>	\$227.50		

Shooting for the Courts!

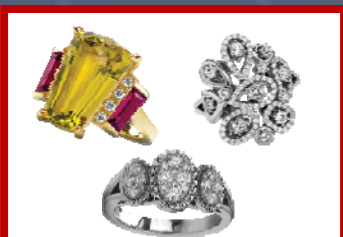
TOP 10 IN RETAIL SALES

(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	April Givens	\$10,157.50	\$0.00	\$10,157.50
2	Maureen Sladky	\$5,429.50	\$120.00	\$5,549.50
3	Eva Asamoah	\$4,195.50	\$0.00	\$4,195.50
4	Marguerite R. Ganci	\$4,004.00	\$80.00	\$4,084.00
5	Lyubov V. Pechenyuk	\$3,764.00	\$0.00	\$3,764.00
6	Lynn A. Boccio	\$3,681.00	\$0.00	\$3,681.00
7	Audrey Freeman	\$3,622.00	\$0.00	\$3,622.00
8	Deirdre Schutt	\$3,375.00	\$0.00	\$3,375.00
9	D. Richard-Costello	\$3,067.00	\$0.00	\$3,067.00
10	Robin L. Short	\$2,351.00	\$20.00	\$2,371.00

TOPS IN TEAM BUILDING

	<u>Recruiter</u>	<u>New Team Mbrs</u>	<u>YTD Comm</u>
1	Willette M. Robinson	2	\$24.23



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





Pottinger Gold Circle National Area Debut



Come Celebrate With Us



Senior National Sales Director Phyllis Pottinger

An Evening Of Discovery



Saturday, November 22nd, 2014

*Appearing:
National Sales
Directors &
Top Directors*

6 PM



Melville Marriott
1350 Old Walt Whitman Rd
Melville, NY 11747
\$60 per person

*Payment Due By: Monday, November 3rd,
2014

Featured Guest Speakers:

Sean Key
Vice President Sales
Force Motivation &
Education



Amy Motta
Director Sales
Development,
Emerald Summit

*New Sales Directors (8/1 - 11/1/2014) will take their oath & meet with Sean Key.

Phyllis Pottinger Gold Circle
National Area Room Block

Last day to book by: 11/3/14

* Melville Marriott Long Island for
\$125.00
per night

To make your reservations you can
call:
1-800-205-6519

Register today at:
www.phyllispottinger.com

OR

Mail Payment To:
Phyllis Pottinger
, SNSD
15 Roosevelt Avenue
Greenlawn, NY 11740

For additional information please
call Phyllis Pottinger
(631) 261-8899 or email
aphenomenal@optonline.net





Aim for the Stars!

On-Target \$tar Consultants!

September 16 - December 15, 2014



Shoot for
STAR this
Quarter!!

**YOU Can
Do It!!**



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
LILLIAN KENNEDY	\$2,517.50	*****	STAR	\$482.50	\$1,082.50	\$2,282.50
THERESA GRISAFI	\$2,401.50	*****	STAR	\$598.50	\$1,198.50	\$2,398.50
DONNA CLARK-DRISCOLL	\$1,127.50	\$672.50	\$1,272.50	\$1,872.50	\$2,472.50	\$3,672.50
DEIRDRE SCHUTT	\$921.50	\$878.50	\$1,478.50	\$2,078.50	\$2,678.50	\$3,878.50
LISA SQUICCIARINI	\$817.50	\$982.50	\$1,582.50	\$2,182.50	\$2,782.50	\$3,982.50
CATHERINE ENNIS	\$807.50	\$992.50	\$1,592.50	\$2,192.50	\$2,792.50	\$3,992.50
MAUREEN SLADKY	\$705.50	\$1,094.50	\$1,694.50	\$2,294.50	\$2,894.50	\$4,094.50
KAREN RUBINO	\$516.50	\$1,283.50	\$1,883.50	\$2,483.50	\$3,083.50	\$4,283.50
MARTEKA STENNETT	\$462.50	\$1,337.50	\$1,937.50	\$2,537.50	\$3,137.50	\$4,337.50
KATHY LITTLE	\$443.50	\$1,356.50	\$1,956.50	\$2,556.50	\$3,156.50	\$4,356.50
MARIA KRUSE	\$411.00	\$1,389.00	\$1,989.00	\$2,589.00	\$3,189.00	\$4,389.00

A simple way to stay on track for Star Consultant:

- Sapphire** = Sell \$300 Retail per week
- Ruby** = Sell \$400 Retail per week
- Diamond** = Sell \$500 Retail per week
- Emerald** = Sell \$600 Retail per week
- Pearl** = Sell \$800 Retail per week

Also—remember that you earn 600 extra “star” points for each *qualified* team member you add during the quarter.

Be Your Customers One-Stop Shop!

An Open House Party can make for Jolly Holiday Sales!

The holiday season can be one of the busiest times of year for you and your customers. Shops are packed, lines are long, and time and money are at a premium. But with a little planning, the holiday season also can be one of the most productive and lucrative times of the year for your Mary Kay business. A holiday open house party held in a cheerful yet relaxing environment can be your customers' best, stress-free shopping experience as they choose the perfect gifts - from regular-line favorites to limited-edition must-haves - for family and friends. Prepare for a successful holiday season and give your customers the personalized service that will keep them coming back to you again and again!

Find more tips and ideas at MaryKayIntouch.com - Products > Product Central > Sparkle! Holiday Hub

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



Together Towards Tomorrow

Montauk Retreat 2014

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



Honoring the Past, Treasuring the Present, Shaping the Future

November 14th-16th * Montauk Yacht Club

Friday, Nov. 14th	Saturday, Nov. 15th	Sunday, Nov. 16th
Special Luncheon & Class <i>Directors/DIQs & Challenge Achievers</i> Registration Dinner & Evening Program 6pm	Breakfast Class Lunch Class Dinner & Fun Night	Optional Prayer Service Breakfast Closing Program
		<i>Dress is casual, dress pant ok, no jeans!</i>

Special Guests

National
Sales Director
Kim McClure

11X Million Dollar Sales
Director and 3X #1 Sales
Director Nationwide



Susan
Johnson

Director of
Ruby Sales
Development



Reserve your seat today!

\$315 for Consultants * \$345 for Directors
(Double or Triple Occupancy)

Husbands: Weekend Stay: \$315/345 (same as wife)
or Saturday ONLY with NO overnight stay: \$125

**Non-Refundable deposit of \$100 due 9/30/14 to
secure room**

Full payment must be received by **10/31/14**
Cash/Check /Propay/ Credit Card
\$10 additional fee for credit card processing

Training, Motivation
and Fun!!

Montauk Retreat 2014

Name: _____ Director: _____

Address: _____

Phone: _____ Email: _____

Roommate(s): _____

Send Registrations to Donna Clark-Driscoll 167 St. Nicholas Ave Smithtown NY 11787

Let's Talk TURKEY!



THANKSGIVING WEEK STRATEGY!! Remember that Thanksgiving is a DAY, not a week! And.. It can be one of the best weeks of your entire year! By using the strategies below, you can make it happen for you! I Know You Can Do It!

- SUNDAY:** Sometime Sunday evening, make your weekly plan sheet! Set a goal for what you want to sell this week! Plan telephone time, quick makeovers, deliveries, interviews! Make a list of friends or relatives you will be seeing this week who may need your services. Also, plan your grocery list, and decide what cooking you will need to do and when you will be doing it. Enter all this on the plan sheet!
- MONDAY:** Attend your weekly Success Meeting (*alternate this day with another day if your meetings are on another night*)! Get the enthusiasm and knowledge you will need to make this week great!
- TUESDAY:** Hold a telephone lottery! Call 25 customers and say, "This is _____ with Mary Kay! I hope you have a quick minute. (Pause) The reason I'm calling tonight is because I'm having a Thanksgiving Day Lottery! And no, I'm not giving away a million dollars or a Pink Cadillac- but if you place an order tonight, you can pick your lucky number between 1 and 25 and at the end of the night, I'm going to draw one lucky number and if it's your number, you'll get your order absolutely free!! Is there anything you'd like to order?" After she orders, have her select her lucky number- write it on her sales ticket, and keep track of the numbers selected! If she chooses one already used, have her select another number!
- WEDNESDAY:** Make your deliveries, taking along a basket of extra products and samples of anything new! Give her a sample of an eye shadow, blush or hand cream to try and watch your sales double!
- THURSDAY:** Enjoy Thanksgiving Day with your family!
- FRIDAY:** This is traditionally the biggest shopping day of the season! This is a day you can either BUY or SELL! I suggest you SELL! This would be the day to contact close friends and relatives who may be in town for the week and get together with them for a quick makeover or interview!
- SATURDAY:** Check your inventory and see what products you will need to order either for Christmas business or just to replenish what you have sold! E-mail your order to the company this evening, and beat the rush!

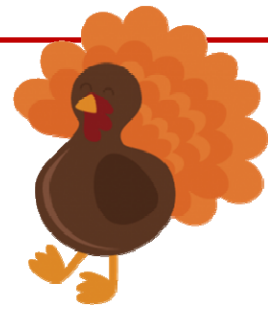
.... And if you are traveling during the holidays.... Here is your alternate plan!

- SUNDAY:** Same as above.
- MONDAY:** Do Tuesday's Activity!
- TUESDAY:** Do Wednesday's Activity!
- WEDNESDAY:** Tie up loose ends for travel day. Be sure to pack your Beauty Case to take with you and an assortment of merchandise!
- THURSDAY:** Enjoy Thanksgiving Day with your family!
- FRIDAY:** Tell your out-of-town relatives and friends that you are in a Thanksgiving Week contest and you need to do just a few makeovers to finish up! Ask for their help! Fun and profitable! And don't forget other family and friends who traveled to be there! I just picked up a customer who lives on my street. She bought a BASIC plus COLOR set while on a trip to California! She has lived about five houses down from me for five years!



Don't be a turkey & miss out on holiday sales this month!

November 2014



Sun Mon Tue Wed Thu Fri Sat

RACE FOR RED 1

2 3 4 5 6 7 8

Daylight Savings
Time Ends - move
clocks back 1 hour!



Success Meeting
7-9pm

9 10 11 12 13 14 15

Veterans Day
Observed
Postal Holiday



NO MEETING

MONTAUK RETREAT

16 17 18 19 20 21 22

MONTAUK
RETREAT

NO MEETING

Phyllis Pottinger
NSD Debut –
See Flyer

23 24 25 26 27 28 29

Midnight CST cutoff
for Consultants to
place phone orders.

All Company & Branch
Offices Closed.
Postal Holiday.

All Company &
Branch Offices
Closed.

30 Last working day of the month.
Consultants submit online
orders until 9 pm CST. Online
Agreements accepted until midnight.

Success Meeting
7-9pm



Birthdays

Day	Name	Day
1	Towfika Yasmin	16
1	Janice P. Caston	17
1	Cecilia Navarro	19
2	Karen Stephan	21
3	Charlene Poldino	23
3	Lisa Wheeler-Cooney	23
4	April Givens	24
7	E. Schiefer-Watson	24
8	Joann Manchise	25
8	Barbara E. Russell	25
9	Tricia A. Belger	26
14	Monica S Weatherford	27
15	Kate Van de Berghe	30

Anniversaries

Donna Schecker
E. Schiefer-Watson
Norma A. Frampton
Donna A. Butcher
Catherine E. Verga
Denise Franzone
Diane Castelli
Janelle Alberigo
April A. Langella
Irene Bello
Johanna Pellati
Barbara A. Christie
Junmei Zhao
Mary M. Feder
Elizabeth Giglio

Years

Hollie M. Whaley	3
Zonecia Z. Simpson	1
Patricia A. Marcia	1
E. Tolson-Harris	1
Dana DiPalma	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

HIGHLIGHTS THIS MONTH:

September Results, November, 2014

- ◆ Race for Red (September 1 - December 31, 2014)
- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 2014)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2015)
- ◆ Class of 2015 Offspring Challenge (through July 1, 2015)



To the Excellent...

Words of Wisdom

Remember, if you do the things you ought to do when you ought to do them, then someday you can do the things you want to do when you want to do them -- like being a National. Whatever you do or dream you can do -- begin it. Boldness has genius and power and magic in it.



~Mary Kay Ash

Holiday Sparkle!

HOLIDAY PRODUCTS 2014

- ◆ Pomegranate Satin Hands® Pampering Set
- ◆ Mary Kay at Play™ Hail to the Nails Mini Nail Lacquer Trio
- ◆ Winter Wishes™ Eau de Toilette Wand
- ◆ Winter Wishes™ Shimmerific® Shower Gel and Shimmerific® Body Lotion Gift Set

Get all the details at marykayintouch.com.

