

Builders of Excellence September Newsletter with August Results

A little extra "try" and "oomph" can change your Future.

Queen of Wholesale



Winner of the Living Relentless Parfum

Juanita Fabian

Winner of the Pomegranate Satin Hands Set

Donna Fischer

YOU Hold the Key



Sylvia Nichols



Betty Lehr



Juanita Fabian



Who will be next?



Donna Fischer



Who will be next?

YOU HOLD THE KEY

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
JUANITA FABIAN	\$2,246.00	STAR	\$154.00	\$754.00	\$1,354.00	\$2,554.00
DONNA FISCHER	\$1,223.50	\$576.50	\$1,176.50	\$1,776.50	\$2,376.50	\$3,576.50
SYLVIA NICHOLS	\$931.60	\$868.40	\$1,468.40	\$2,068.40	\$2,668.40	\$3,868.40
BARBARA SALVATO	\$896.00	\$904.00	\$1,504.00	\$2,104.00	\$2,704.00	\$3,904.00
ISABEL GEARY	\$738.00	\$1,062.00	\$1,662.00	\$2,262.00	\$2,862.00	\$4,062.00
MARISSA GUERRERO	\$730.00	\$1,070.00	\$1,670.00	\$2,270.00	\$2,870.00	\$4,070.00
STARLYN WILLIAMS-GRIFFIS	\$581.80	\$1,218.20	\$1,818.20	\$2,418.20	\$3,018.20	\$4,218.20
STEPHANIE FREE	\$550.50	\$1,249.50	\$1,849.50	\$2,449.50	\$3,049.50	\$4,249.50
STACY ERWIN	\$502.50	\$1,297.50	\$1,897.50	\$2,497.50	\$3,097.50	\$4,297.50
TIA RALEY	\$481.00	\$1,319.00	\$1,919.00	\$2,519.00	\$3,119.00	\$4,319.00
GLORIA LEVESQUE	\$455.50	\$1,344.50	\$1,944.50	\$2,544.50	\$3,144.50	\$4,344.50
HEATHER SCHOEN	\$428.00	\$1,372.00	\$1,972.00	\$2,572.00	\$3,172.00	\$4,372.00
JAC ALYN PRUSER	\$426.50	\$1,373.50	\$1,973.50	\$2,573.50	\$3,173.50	\$4,373.50
JANET JONES	\$407.00	\$1,393.00	\$1,993.00	\$2,593.00	\$3,193.00	\$4,393.00
BETTY LEHR	\$2,507.00	****	STAR	\$493.00	\$1,093.00	\$2,293.00

Most people live day to day expecting that tomorrow they will do the things they wanted to do. They plan a philosophy called a "waiting game" or "someday." Someday things won't be so rushed; someday I'll be in a better position to work, someday the children will be in school. It's so easy to let tomorrow be your rule of life or to slip into the fatal error of living in retrospect or in the past or in prospects of the future, but NOW is the ever present time. As you start your journey to success, keep in mind that the greatest Consultant has not yet been crowned, the greatest Director has not yet been found. This could be you. \sim Mary Kay Ash

GREAT Struct



Build a strong team using the Great Start: New Consultant Rewards.



shooting for the top in retail sales

Company Court of Sales



Juanita Fabian



Donna Fischer



Isabel Geary

	Consultant	Retail	YTD PCP	YTD Retail
1	Juanita Fabian	\$2,893.00	\$0.00	\$2,893.00
2	Donna R. Fischer	\$2,442.00	\$0.00	\$2,442.00
3	Isabel A. Geary	\$1,839.00	\$0.00	\$1,839.00
4	Sylvia Nichols	\$1,398.00	\$0.00	\$1,398.00
5	Barbara J. Salvato	\$1,324.00	\$0.00	\$1,324.00
6	Stephanie Free	\$914.00	\$0.00	\$914.00
7	Heather Schoen	\$856.00	\$0.00	\$856.00
8	S. Williams-Griffis	\$844.00	\$0.00	\$844.00
9	Janet J. Jones	\$814.00	\$0.00	\$814.00
10	Stacy Erwin	\$753.00	\$0.00	\$753.00

We are looking for women to be in the Unit Court of Sharing.

Share this Career Opportunity with everyone you facial!



TimeWise 3D Set

EVERY product in the *TimeWise® Miracle Set 3D* has earned the Good Housekeeping Seal, so the entire set is "sealed"!

This highly-respected seal is only awarded for outstanding products and services that perform as promised, and whose companies stand behind their product claims. It is one of the most recognizable and trusted consumer emblems, and we couldn't be prouder to earn this seal for the **entire** TimeWise®Miracle Set 3D.

National Court of Sales



falional \$40,000 rs/\$20,000 whsl

Area \$20,000 rs/\$10,000 whsl

\$10,000 rs/\$5,000 whsl

National Court of sharing



24 Team Members

Area
12 Team Members

6 Team Members

celebrate

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ın	October
11 1	

Birthdays	Day
Christie A. Escobar	5
Shirley A. Smith	5
Marta Martinez	7
Kerri Sonnenberg	8
Carolyn K. Haynes	14
Renee S. Traver	14
S. Williams-Griffis	15
Lois F. Bishop	30

in October

Anniversaries	Years Anniversaries		Years	
Karen D. Abbott	23	Mindy R. Tellez	8	
Juanita Fabian	22	Stephanie Free	6	
Barbara Block	20	Aundie L. Bland	4	
Elizabeth L Crabtree	13	Rosilyn Griffis	1	
Kimberlee Santillan	12	Ada Castro	1	

Look Who Invested This Month

Name	Amount	Name	Amount	Name	Amount
Sylvia Nichols	\$699.00	Brenda J. Lewis	\$308.00	Peggy Logan	\$226.00
Juanita Fabian	\$633.00	Marissa C. Guerrero	\$299.50	Tia Raley	\$226.00
Donna R. Fischer	\$608.50	Gloria Rascon	\$291.50	Stacy Erwin	\$150.00
Stephanie Free	\$459.50	Vickie Lem	\$271.50	Justina M. Saunders	\$129.50
Heather Schoen	\$428.00	Lois F. Bishop	\$258.00	Isabel A. Geary	\$123.00
Janet J. Jones	\$407.00	Linda A. Schwertner	\$248.50	Gloria I. Levesque	\$111.00
Barbara J. Salvato	\$403.00	Renee S. Traver	\$245.50	Carol J. Pope	\$88.50
S. Williams-Griffis	\$379.00	Marisa R. Najar	\$230.50	Betty R. Lehr	\$1,016.50
Arlene Murray	\$326.00	Louise Wood	\$229.00		



Call your customers, letting them know that this is National Customer Appreciation Week and thank them. Offer them a special for being such a loyal customer. You could have a sale or gift with purchase. Jog their memory by asking them how they are doing with their cleansers, moisturizers, foundation, mascara, etc.

In addition, ask them to:

- 1. Book a party with you
- 2. Give you referrals
- 3. Listen to the Career Opportunity
- 4. Come to an event as a face model

Another idea is to enter them into a drawing for every \$10 they order, for a chance to get their entire order for FREE!"

October 1-5

Show your appreciation to your customers. They are the ones who help you succeed in your business, let them know you are grateful!

steppin'up the





1-2 Active Team Members4% CommissionsEligible to order Red Jacket (2 Active)\$50 Team Building Bonus

Karen D. Abbott
Justina M. Saunders
Rita G. Temple
* Heather A. Johnson

Barbara Block Stacy S. Byrd # Carolyn K. Haynes

Janelle A. Book
Jac alyn M. Pruser

Juanita Fabian

S. Williams-Griffis

- * Juanita M. Castillo
- * Roxanna McDonald
- # Aimee M. Mitchell
- # Kaye Tilley

Stephanie Free Stacy Erwin

Courtney Henrickson

Marissa C. Guerrero Stephanie Free Heather Schoen

Heather A. Johnson Renee S. Traver

Cynthia L. Mitchell Janet J. Jones # Gwendolen M. Landers

Tia Raley Vickie Lem Tamela Taylor

Justina M. Saunders Peggy Logan Marisa R. Najar

Tricia M. Sims-Pate
Karen D. Abbott
Lois F. Bishop
Elizabeth L Crabtree



3-4 Active Team Members4% Commissions\$50 Red Jacket Rebate\$50 Team Building Bonus

Aundie L. Bland
Abby B. Clampitt
Stacie McMahon
Tia Raley
Christi Clampitt

Sylvia Nichols
Brenda J. Lewis
Dinorah M. Neal
Gloria Rascon
Marta Martinez
Elizabeth Williams

Starlyn L. Williams-Griffis Ann Burton Patricia A. Knowles Arlene Murray

- * Setina L. Bellasse
- * Cherrille McWilliams
- * Thomasenia Williams
- # Ada Castro
- # Rosilyn Griffis
- # Yulonda R. Hill
- # Carol Moore



9 or 13% Commissions \$50 Team Building Bonuses Earn the use of a Career Car or Ca Compensation

5+ Active Team Members

Director

5+ Active Team Members 9 or 13% Unit Commissions 9 or 13% Personal Commissions \$100 Team Building Bonuses Unit Bonuses Earn the use of a Career Car or Cash Compensation

Betty Lehr



wake up with determination. go to bed with satisfaction.

Holiday PCP Look who enrolled

Starlyn Williams-Griffis
Juanita Fabian
Barbara Salvato
Gloria Levesque
Donna Fischer
Karen Abbott
Roxanna McDonald
Linda Schwertner
Betty Lehr

a note from

Did you know you can manufacture time? I know, CRAZY, but it's true. When you set up your systems, processes, delegate and plan, you will have more time to focus on your goals. Plus, you will have time to refuel and be with your family. It may require more time upfront, but in the long run you will save time. Are you creating your Weekly Plan Sheet every Sunday?

When you follow your weekly plan sheet, treating it like your boss, you will be lasered focus. You will notice that you can accomplish more in a fraction of the time rather than if you did not follow your weekly plan sheet. And a great benefit to this is, once this becomes a habit, you build momentum and excitement in your business. Momentum takes less energy to keep going, and you become unstoppable. Be in the ZONE!

Are you taking time to plan for appointments, being prepared, not in a hurry? When we live life in a hurried fashion, we miss out on so many wonderful things. We cannot show love and kindness very easily when we are in a hurry, thinking of what we have to hurry to get done before we can move onto the next task. Schedule in time to prepare for your appointments so you can be all in at each one, looking prepared and professional, focused on your guests.

The best selling season of the year is quickly approaching. Hold your parties now, offer great customer service and build your customer base deep and wide! Let your new and existing customers know that you will be having an open house/ sale within the next couple months. Let them know what types of gift giving services you will be offering and examples of who they can shop for with you. Do your best to hold the sale at the same time every year so it becomes a Holiday "habit" for your customers to attend.

Take time to plan for your success!

With Love and Belief,

Betty

September Power Class



NSD Cindy Ivey-Fox shares incredible information about setting goals and tracking. Why this is so important in our daily routines.



Holiday Business

MY 2018 HOLIDAY GAME PLAN

SEPT OCT NOV DEC

- 1. Plan your next 4 months in detail.
- 2. Get on the books! Achieve Faces Take You Places Challenge!
- 3. Contact businesses.
- 4. Finish your STAR
- 5. Bring a new team member on board!
- 6. Order inventory for holiday sales.
- 7. Adopt-a-Grandparent begins.
- 8. Plan for your Open House(s).
- Purchase gift wrapping supplies.
- 10. Plan Stop and Shop/ Holiday Coffees and Previews with best customers.

- Complete a Perfect/ Power Start - Faces are the KFY!
- 2. Carry your On-the-Go baskets everywhere with samples and stocking stuffers - 3 per day.
- Work on Adopt-a-Grandparent fundraiser
- 4. Contact men for gift sales.
- 5. Schedule silent shows; MK Angels.
- Book Holiday Coffees/ Previews.
- 7. Build your team so can take advantage of holiday selling.
- 8. Schedule and/or Send Open House Invites.
- 9. Follow up with businesses.
- 10. Holiday Wish Lists for everyone.

- Complete a Perfect/ Power Start - Faces are the KEY!
- Prepare for you Open House.
- Business Sales deliveries and up sell.
- 4. Continue with all sales; Men's gifts; Shopping Coffees; web shows; silent shows; MK angels, glam shows, etc.
- 5. Holiday Wish Lists for everyone!
- 6. Finish up Adopt-a Grandparent.
- 7. Plan for Black/Pink Friday sale.
- Friday sale.
 8. Send Open House
 Invites/ Follow up
 with ALL customers so
 they do not miss out.
- Share with everyone your holiday gift wrapping and delivery services.
- 10. Book Holiday
 Coffees/ Previews.

- Complete a Perfect/ Power Start - Faces are the KEY!
- 2. Last minute open house or 'men's only' open house
- 3. Holiday Glam parties!
- 4. Personal gifts for your family and friends.
- 5 Finish your STARL
- 6. Have Holiday
 Themed parties or
- 7. Have stocking stuffers and gifts with
- 8. Follow up with Wish Lists.
- 9. Share with everyone your holiday gift wrapping and delivery services
- 10. Book "New Year, New You" parties.

views. Plan for SUCCESS

Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals; pay off debt; work for something you want for you or your family.

The sky is the limit! THINK BIG! GO TO WORK!





Get a

Time Wise Repair*

Revealing Radiance*

Facial Peel

FREE*

when you start your

Mary Kay business



Within your Starter Kit is everything you'll need to start your Mary Kay business and connect with your first hostesses and customers! For only \$100,† you'll receive products for demonstration and literature that can help you on the path to success in your Mary Kay business. Plus, you'll get **ONE FREE*** product as a bonus! What a great way to start your Mary Kay business!

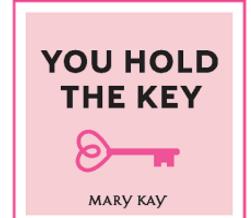


revealing radiance facial peel peeling facial gel facial efecto peeling

1.7 OZ. NET WT. / 48 g



HURRY! OFFER ENDS SEPT. 30, 2018!



Thuis snipping, narroing and tax.

Umit one *Time*Wise Repair*Revsaling RadianceFacial Peel per new Independent Beauty Consultant. Retail-sized product in the Starter Kit is not intended to be purchased from the Company for resale and is for demonstration purposes only. As an Independent Beauty Consultant, your relationship with the Company is that of an independent contractor.

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Builders of Excellence



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important



September 10 - Early Ordering for Quarter 4 Stars and Holiday PCP

Participants

September 13 - Mary Kay Inc. 55th Anniversary

September 15 - Quarter 1 Star Contest Ends AND

Holiday Products avail. to all consultants

September 16 - Quarter 2 Star Contest Begins AND Winter PCP

Enrollment begins

September 27 - Last day to place telephone orders for September

September 30 - Last day to place on-line orders for September

October 8 - Columbus Day, All Branches Closed

October 17 - Last day to enroll for the Winter PCP

October 30 - Last day to place telephone orders for October

October 31 - Last day to place October on-line orders

September Key of Success

When you order \$600+ whsl in SEPTEMBER, you will receive these Earrings from the You Hold the Key Challenge



Fall Consistency

When you achieve the YOU HOLD THE KEY CHALLENGE July-December, you receive this Fall Consistency Challenge Necklace.

