



Betty Lehr

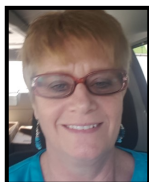
Builders of Excellence

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December Newsletter with November Results

Queen of Wholesale



Juanita Fabian

*October Career Chat
Ring WINNER*



Sylvia Nichols

new faces **take you** places BRACELET



Earned Nov. Bracelet



Winners



Juanita
Fabian



Donna
Fischer



Betty
Lehr



Who
will be
next?



Who
will be
next?

prizes

SEPTEMBER 16 - DECEMBER 15

ON-TARGET STAR CONSULTANT



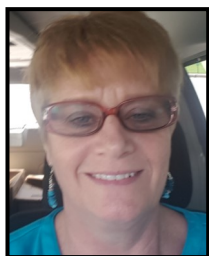
Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
JUANITA FABIAN	\$2,432.50	*****	STAR	\$567.50	\$1,167.50	\$2,367.50
TIA RALEY	\$924.00	\$876.00	\$1,476.00	\$2,076.00	\$2,676.00	\$3,876.00
STARLYN WILLIAMS-GRIFFIS	\$895.50	\$904.50	\$1,504.50	\$2,104.50	\$2,704.50	\$3,904.50
SYLVIA NICHOLS	\$851.50	\$948.50	\$1,548.50	\$2,148.50	\$2,748.50	\$3,948.50
STACY ERWIN	\$841.00	\$959.00	\$1,559.00	\$2,159.00	\$2,759.00	\$3,959.00
BARBARA SALVATO	\$646.50	\$1,153.50	\$1,753.50	\$2,353.50	\$2,953.50	\$4,153.50
DONNA FISCHER	\$624.50	\$1,175.50	\$1,775.50	\$2,375.50	\$2,975.50	\$4,175.50
COURTNEY HENRICKSON	\$611.50	\$1,188.50	\$1,788.50	\$2,388.50	\$2,988.50	\$4,188.50
TRICIA SIMS-PATE	\$602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
TERISE DURIVAGE	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
MARISA NAJAR	\$533.50	\$1,266.50	\$1,866.50	\$2,466.50	\$3,066.50	\$4,266.50
STEPHANIE FREE	\$429.00	\$1,371.00	\$1,971.00	\$2,571.00	\$3,171.00	\$4,371.00
LEAH ZARUBA	\$415.50	\$1,384.50	\$1,984.50	\$2,584.50	\$3,184.50	\$4,384.50
HEATHER SCHOEN	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50
BETTY LEHR	\$2,893.50	*****	STAR	\$106.50	\$706.50	\$1,906.50

shooting for the

Stars

top in retail sales

Company Court of Sales



Juanita
Fabian



Starlyn
Williams-Griffis



Donna
Fischer

	Consultant	Retail	YTD PCP	YTD Retail
1	Juanita Fabian	\$8,375.00	\$0.00	\$8,375.00
2	S. Williams-Griffis	\$4,904.00	\$0.00	\$4,904.00
3	Donna R. Fischer	\$4,880.00	\$0.00	\$4,880.00
4	Louise Wood	\$3,728.00	\$0.00	\$3,728.00
5	Tia Raley	\$3,390.00	\$0.00	\$3,390.00
6	Sylvia Nichols	\$2,954.00	\$0.00	\$2,954.00
7	Stacy Erwin	\$2,381.00	\$0.00	\$2,381.00
8	Barbara J. Salvato	\$2,362.00	\$0.00	\$2,362.00
9	Carol Moore	\$2,230.00	\$0.00	\$2,230.00
10	Heather Schoen	\$1,728.00	\$0.00	\$1,728.00

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

Share this Career Opportunity with everyone
you facial!

PCP Spring Enrollment

Enrollment Information:

- Enroll Dec. 16 - Jan. 17, 2018
- Mails Feb. 15 - **arrives in 7 to 10 business days**
- Only 70¢ per name**



national court of sales

- » **National**
\$40,000 Retail/ \$20,000 whsl
- » **Area**
\$20,000 Retail/ \$10,000 whsl
- » **Unit**
\$10,000 Retail/ \$5,000 whsl



national court of sharing

- » **National**
24 Team Members
- » **Area**
12 Team Members
- » **Unit**
6 Team Members





Celebrate!

January ● ● ● ● ● ● ● ● ● ●

Happy Birthday

MK Anniversary

Birthdays

	Day
Janet J. Oliver	7
Dana Naff	11
Ada Castro	17
Cynthia L. McMinn	20
Arlene Murray	24

Birthdays

	Day
Louise Wood	24
Juvenicia R. Silva	25
Rosilyn Griffis	29
Janelle A. Book	31
Rebecca Torans	31

Anniversaries

	Years
Dinorah M. Neal	18
Marisa R. Najar	14
Molly R. Butler	9
Leandra Krueger	1
Tymothy S. Guerrero	1
Diana Palacios	1

Look Who Invested This Month



Name

Amount

Juanita Fabian	\$1,418.00
Donna R. Fischer	\$624.50
Stacy Erwin	\$451.00
Courtney Henrickson	\$386.00
Barbara J. Salvato	\$378.00
Peggy Logan	\$284.00
Becky J. Smetana	\$279.00
Dana Naff	\$276.00
Marisa R. Najar	\$248.50

Name

Amount

Sylvia Nichols	\$246.50
Cynthia A. Watkins	\$242.00
Lauren K. Schott	\$239.50
Juvenicia R. Silva	\$238.50
Christie A. Escobar	\$233.00
Vickie Lem	\$229.00
Brenda J. Lewis	\$227.50
Ada Castro	\$226.00
S. Williams-Griffis	\$134.00

Name

Amount

Elliott Daniel	\$129.50
Tia Raley	\$129.00
Leah Zaruba	\$123.50
Cynthia L. McMinn	\$122.00
Stephanie Free	\$114.50
Gloria I. Levesque	\$71.00
Aundie L. Bland	\$29.00
Betty R. Lehr	\$1,080.00

10 Steps to RED

- Attend all functions:** Your Unit Success Meeting is a MUST. By attending, you show support for your Director and Sister Consultants. Plus, a guest is bound to be more impressed when she sees a full room of people excited about their business.
- Have a Daily, Weekly, Monthly, Yearly Goal:** Where do you want your business in 1 month (on target star consultant, 3 new people, 5 appointments each week)?
- Say Daily Affirmations:** Every day, something positive and enthusiastic!
- Have goal posters in your office,** car, on your mirror, at work, etc., reminding you of your goals.
- Evaluate your appearance:** Which areas would you like to improve? Start walking. Get a new hairstyle or color. Dress professionally more often, and let your make-up reflect your career.
- Organize your family:** Make them realize you are serious about this career. You can do this by disciplining yourself. Be willing to give up a TV show to service your customers and book classes.
- Complete your weekly accomplishment sheets** & submit them to your Director: Determine how much you earn from your classes, reorders, and facials so you know when you are improving.
- Focus on completing a Power Start monthly:** Listen to motivational talks constantly. Do Activity Daily!
- Organize your office:** Keep it simple
- Go To Work:** Talk to people daily. Smile, it's contagious! Attitude is 98% of your business.



steppin' up the

Ladder



Senior Consultants

1-2 Active Team Members
4% Commissions
Eligible to order Red Jacket (2 Active)

Karen Abbott
Aundie L. Bland
Barbara Block
Janelle Book
Juanita Fabian
Stephanie Free
Marissa Guerrero
Cynthia McMin
Sylvia Nichols
Tia Raley
Justina Saunders
Starlyn Williams-Griffis

Star Team Builder

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



Team Leader/ Future Director/ DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn the use of a Career Car or Cash Compensation



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



DECEMBER - Let's Go Places

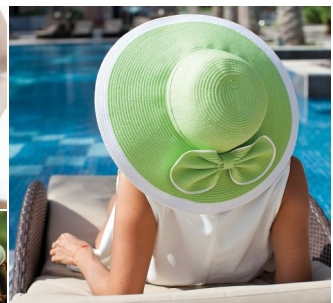
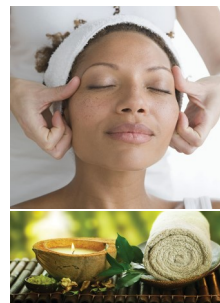
When you share the Mary Kay opportunity, you can celebrate the new faces and changed lives! If you become the Independent Beauty Consultant with the highest number of new personal team members (minimum of two) in your unit, you will receive these glamorous gloves.* Go places and **Celebrate!**

\$5000 Dream Vacation...

that is where NEW Faces Can Take YOU!

The five IBC's in each Seminar with the highest number of qualified** new personal team members during the challenge period (July 1 – Dec. 31, 2017) will earn a trip voucher valued at \$5,000.

For each month during the challenge period (July 1 – Dec. 31, 2017) the IBC with the highest number of new personal team members in her unit (minimum of two) will receive a prize.*



Welcome

New Consultants

Elva Hulsey

From SAN ANGELO, TX

Sponsored by Betty Lehr

Marta Martinez

From HUMBLE, TX

Sponsored by Sylvia Nichols

Welcome BACK

Consultants

Christie A. Escobar

From SAN ANTONIO, TX

Brenda Lewis

From FRIENDSWOOD, TX

Lauren Schott

From WALDORF, MD

Juvenicia Silva

From MILES, TX

Cynthia Watkins

From SAN ANGELO, TX

Quarter 2

STAR

ends December 15



a note from

..... Betty

It's the Most Wonderful Time of the Year!!! You may have heard me talk about this in the past, but I just love sharing this in December; I would love to see us GIVE all during December, showing others the CHRISTMAS PRESENCE with random "Acts of Kindness." This can be shown in many different ways: pay for someone's order behind you in the drive-thru; offer to rake leaves or shovel snow; babysit for a family so the parents can go on a date or for someone that may be single parent who needs some alone time; buy someone coffee or lunch and sit with great listening ears and make it all about them; the list can go on and on! Christmas all month long!!! I would love to hear about your experiences when you give the CHRISTMAS PRESENCE to another person.

Now, business talk; holiday sales are in full swing! Do your customers know about your holiday specials and FREE gift wrapping and delivery service that you offer? Offer attractive last minute gifts, stocking stuffers and gift certificates.

Are you focused on finishing your STAR by December 15! Offer a special on Gift Certificates, "\$100 Gift Certificate for only \$75." You could do this as a 3 Day Only special! Being a STAR will help you keep your shelves stocked with product, having the availability to give your products immediately to your customers which has been proven that you will then sell more when you can give it to your customers immediately!

Remember, Mary Kay said it costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town!

Hugs,

Betty

Power Class of the
December.....
Month

Ready to slay the day? Make sure to put on your "unstoppable confidence!" You can have all the ability in the world to accomplish your business goals, but if you don't believe in that ability, it's difficult to be in full on pursuit of success. Watch this month's show to plug in to your most important personal super power....your confidence!

Click here to Watch

FOCUS

(NEW FACES *take you* PLACES)



Let's Focus on the *New Faces Take You Places* Career Conference Consistency Challenge!



Focus on the Bracelet:

Independent Beauty Consultants and Sales Directors who achieve the *New Faces Take You Places* Challenge for the months of December, January and February and attend Career Conference will receive the exclusive consistency challenge **bracelet with a crystal-encrusted charm featuring the power word FOCUS**. Plus, you'll get an awesome Bling Button for your Career Conference badge! Remember, you must attend Career Conference to receive the bracelet.



Focus on the CCVIP Luncheon:

Independent Beauty Consultants and Sales Directors who achieve the *New Faces Take You Places* Career Conference Consistency Challenge **AND** who have **one qualified*** new personal team member during the contest period will earn an invitation to the **CCVIP Luncheon!**

*Go to *Mary Kay InTouch®* for complete contest rules and details.

MARY KAY®

FOCUS

Fabulous

FREE Makeover to your Friends and Family!

When you list the names and phone numbers of your friends or family members, they will receive a fabulous free makeover!

CONTEST: Be the FIRST to fill in all lines and win a Fabulous gift!

Name	Phone	Best Way to Reach (Circle One)	
1. _____	() _____	TEXT	CALL
2. _____	() _____	TEXT	CALL
3. _____	() _____	TEXT	CALL
4. _____	() _____	TEXT	CALL
5. _____	() _____	TEXT	CALL
6. _____	() _____	TEXT	CALL
7. _____	() _____	TEXT	CALL
8. _____	() _____	TEXT	CALL
9. _____	() _____	TEXT	CALL
10. _____	() _____	TEXT	CALL
11. _____	() _____	TEXT	CALL
12. _____	() _____	TEXT	CALL
13. _____	() _____	TEXT	CALL
14. _____	() _____	TEXT	CALL
15. _____	() _____	TEXT	CALL
16. _____	() _____	TEXT	CALL
17. _____	() _____	TEXT	CALL
18. _____	() _____	TEXT	CALL
19. _____	() _____	TEXT	CALL
20. _____	() _____	TEXT	CALL

Please be assured that I treat each friend or family member with the utmost care and respect! Thank you for supporting my small business!

Your Full Name: _____ Date: _____



Builders of Excellence



Betty Lehr

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San Angelo, TX 76905
(325)205-2882

important

••••• Dates

December 15 - Quarter 2 Star Contest Ends

December 16 - Quarter 3 Star Contest Begins AND Spring PCP Enrollment begins

December 25 - Merry Christmas - All offices closed

December 26 - Company Holiday - All offices closed

December 28 - Last day to place telephone orders for December

December 31 - Last day to place on-line orders for December

January 15 - Martin Luther King Jr. Day - Postal Holiday

January 17 - Spring PCP Enrollment Ends

January 27 - Last day to place telephone orders for January

January 30 - Registration opens for 1st week of Career Conference

January 31 - Last day to place on-line orders for January

February 1 - Registration opens for 2nd week of Career Conference

Holiday Delivery DEADLINE



To ensure delivery of your orders before the holidays, your product orders must be received and processed by
Monday, Dec. 11.

Career Conference 2018

Save the Date

March 16-17

March 23-24

March 25-26

Get wrapped up in the infectious energy of positive, driven women who are also seeking success in their Mary Kay businesses! Cities new your and dates will be available soon.



December