



Cindy's Celebrities



Unit Goals ➔ 30 Stars * 10 Red Jackets * 150 Unit Members

December Newsletter with November Results

Our Proud REDS



Beth Griffin
Star Team Builder



Lisa Perry
Star Team Builder



Erin Shaffer
Star Team Builder



Elena Torsiello
Star Team Builder

Welcome
New Consultants

Theresa Nsiah

From WILLINGBORO, NJ

Sponsored by K. Bowe

On-Target
STARS

Star Consultant Program
Sept. 16 to Dec. 15, 2016

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
DEBORAH CAMPANELLI	\$2,639.20	*****	STAR	\$360.80	\$960.80	\$2,160.80
ELENA TORSIELLO	\$2,291.80	STAR	\$108.20	\$708.20	\$1,308.20	\$2,508.20
JILL KUFFA	\$1,705.00	\$95.00	\$695.00	\$1,295.00	\$1,895.00	\$3,095.00
CHRISTINE SPAIN	\$1,378.50	\$421.50	\$1,021.50	\$1,621.50	\$2,221.50	\$3,421.50
CATHLEEN MALTEZ	\$1,315.00	\$485.00	\$1,085.00	\$1,685.00	\$2,285.00	\$3,485.00
KIMBERLY BOWE	\$1,247.50	\$552.50	\$1,152.50	\$1,752.50	\$2,352.50	\$3,552.50
MICHELLE REDFIELD	\$1,078.00	\$722.00	\$1,322.00	\$1,922.00	\$2,522.00	\$3,722.00
DONNA PEDICORD	\$1,074.00	\$726.00	\$1,326.00	\$1,926.00	\$2,526.00	\$3,726.00
ERIN SHAFFER	\$1,062.75	\$737.25	\$1,337.25	\$1,937.25	\$2,537.25	\$3,737.25
ANGIE LUKER	\$898.75	\$901.25	\$1,501.25	\$2,101.25	\$2,701.25	\$3,901.25
LISA PERRY	\$753.00	\$1,047.00	\$1,647.00	\$2,247.00	\$2,847.00	\$4,047.00
KRISTEN CAPPS	\$688.00	\$1,112.00	\$1,712.00	\$2,312.00	\$2,912.00	\$4,112.00
PHYLLIS BRYANT	\$638.75	\$1,161.25	\$1,761.25	\$2,361.25	\$2,961.25	\$4,161.25
SARAH KELLER	\$571.25	\$1,228.75	\$1,828.75	\$2,428.75	\$3,028.75	\$4,228.75
TRACY FOXX	\$560.50	\$1,239.50	\$1,839.50	\$2,439.50	\$3,039.50	\$4,239.50
DENISE KIEHN	\$535.00	\$1,265.00	\$1,865.00	\$2,465.00	\$3,065.00	\$4,265.00
DANIELLE NIRDLINGER	\$526.25	\$1,273.75	\$1,873.75	\$2,473.75	\$3,073.75	\$4,273.75
MARIA ELLIOTT	\$523.00	\$1,277.00	\$1,877.00	\$2,477.00	\$3,077.00	\$4,277.00
SHERRY WILLIS	\$522.50	\$1,277.50	\$1,877.50	\$2,477.50	\$3,077.50	\$4,277.50
MARY LISA WILLIAMS	\$496.50	\$1,303.50	\$1,903.50	\$2,503.50	\$3,103.50	\$4,303.50
JOANNA WHIPPLE	\$485.00	\$1,315.00	\$1,915.00	\$2,515.00	\$3,115.00	\$4,315.00
GAYLE WALSH	\$462.10	\$1,337.90	\$1,937.90	\$2,537.90	\$3,137.90	\$4,337.90
DONNA SANTOIANNI	\$458.50	\$1,341.50	\$1,941.50	\$2,541.50	\$3,141.50	\$4,341.50
MAEOZIA SAMUEL	\$450.00	\$1,350.00	\$1,950.00	\$2,550.00	\$3,150.00	\$4,350.00
ELEANOR CARLINO	\$426.75	\$1,373.25	\$1,973.25	\$2,573.25	\$3,173.25	\$4,373.25
CINDY LEONE	\$467.00	\$1,333.00	\$1,933.00	\$2,533.00	\$3,133.00	\$4,333.00



Outstanding Achievements



New Red Jacket Erin Shaffer



Erin with Team Member Kristen



Tuesday Night Live Winners
Elena & Christine



Danielle Kick Off Party



Danielle & family at Kickoff Party



Queen of Sales Danielle

 A promotional graphic for Mary Kay makeup products. The background is light purple with white snowflake patterns. The text "ESCAPE WINTER" is written in large, bold, purple letters at the top. Below the text are images of several products: an eye palette, a liquid eyeliner pen, a sleeping eye mask, and a tube of Satin Lips lipstick.

NEW! Limited-Edition* *Pure Dimensions™* Eye Palette

NEW! *Mary Kay®* Liquid Eyeliner Pen

Limited-Edition* *Mary Kay® Beauty That Counts®* Sleeping Eye Mask

NEW FORMULA!
Satin Lips® Set

Shooting for the STARS

Top in Retail Sales

Company Court of Sales



Deborah
Campanelli



Elena
Torsiello



Christine
Spain

	Consultant	Retail	YTD PCP	YTD Retail
1	Deborah A Campanelli	\$5,405.40	\$5,248.40	\$10,653.80
2	Elena R. Torsiello	\$7,159.10	\$3,378.60	\$10,537.70
3	Christine Spain	\$6,469.50	\$2,631.00	\$9,100.50
4	Kimberly F. Bowe	\$6,157.00	\$2,495.00	\$8,652.00
5	Jill A. Kuffa	\$5,001.00	\$3,402.00	\$8,403.00
6	Danielle Nirdlinger	\$5,237.00	\$1,048.50	\$6,285.50
7	Erin Shaffer	\$4,236.00	\$1,831.50	\$6,067.50
8	Donna L. Pedicord	\$3,314.00	\$2,198.00	\$5,512.00
9	Michelle L. Redfield	\$2,812.50	\$1,769.00	\$4,581.50
10	Angie D. Luker	\$2,075.50	\$2,075.50	\$4,151.00

Top Team Builders

Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	2	\$79.53

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





January CELEBRATIONS

Happy Birthday

Happy MK Anniversary

Birthdays	Day
Julie Richards	3
Marie J. Deetjen	9
Cary S. Fredericks	23
Jill A. Kuffa	23
Angela Cosom	25
Tamara Francois	25
Susan Ammirata	28
Heather D. Donaire	28
Maegan C. Steffen	28

Anniversaries	Years	Anniversaries	Years
Cindy A. Leone	32	Colleen M. White	3
Lisa Perry	21	Donna M. Halgas	1
Karen J. Fonollosa	18	Nicole Phipps	1
Jo Ann M. Foulks	18	Allison Smith	1
Jackie Rowley	15	Shayla Bess	1
Barbara A. Sokol	14	Cheryl Fisher	1
Colleen M. Williams	5	Douglas Bennett	1



** Earned the "Embrace Your Dreams" Bracelet for November

Look who Invested this Month

Name	Amount
Jill A. Kuffa	**\$1,092.25
Elena R. Torsiello	**\$1,023.80
Christine Spain	**\$700.00
Erin Shaffer	**\$666.25
Kimberly F. Bowe	**\$646.50
Deborah A Campanelli	**\$609.20
Michelle L. Redfield	\$573.00
Tracy Foxx	\$560.50
Joanna J. Whipple	\$485.00
Lisa Perry	\$435.50

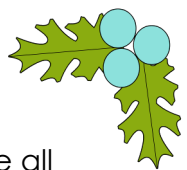
Name	Amount
Danielle Nirdlinger	\$405.5
Lori Picinich	\$394.50
Kristen Capps	\$394.50
Malitza Hollander	\$363.00
Cathleen M. Maltez	\$313.50
Denise L. Kiehn	\$301.50
Sherry A. Willis	\$296.50
Maria Elliott	\$244.50
Beth C. Griffin	\$241.50
Marjorie E. Hurdle	\$235.00

Name	Amount
Phyllis G. Bryant	\$233.75
Cara D. McCarty	\$231.50
Esther P. Clark	\$229.50
Ann M. MArtinez	\$229.00
Regina K. Toe	\$228.00
Grace M. Kruse	\$228.00
Joyce-Patryce Clark	\$226.00
Cary S. Fredericks	\$225.50
Maeozia Samuel	\$225.00



Choices we Make will define our lives

By Pamela Waldrop Shaw



What have I learned from my past that I can carry into the success of my future? REMEMBER. We all make mistakes. We are blessed when we have the opportunity to learn from them. Support and love from family and friends, the input from professionals and wise counselors, a fresh start to move forward. But when we ignore all of that and repeat doing what we just want to do, what we "feel" like doing, life will offer up a price tag. Often the consequence becomes heavier and with a greater price when repeated.

- What lesson have I learned from my past that I do not want to repeat the consequences from?
- What choice or choices can I make today to safeguard that I am moving forward?
- What accountability or relationship or group or gathering will be beneficial to my honesty and support healthy decisions?
- What action steps can I take today to remind myself I am moving in the right direction?

I can lash out, I can point a finger, I can get mad, I can tell myself the same old story, I can blame someone else, but at the end of the day, if I'm wrong I am only kidding myself. Although my choices do affect other people – in beneficial and detrimental ways, my choices ultimately most affect me. It's the small choice – the seemingly insignificant choice that accumulates day after day and week after week. It's not the one big thing. It's the private Choice, made in a split second. That choice would take somewhere between one minute and one hour to complete – but the accumulation effect of that choice (those choices) will define my life. Choose well today.



Steppin' Up the Ladder



Senior Consultants

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

Kimberly Bowe
Michele Cressman
Gail Devine
Maria Elliott
Jo Ann Foulks
Jill Kuffa
Patrice Patterson
Diana Williams
Sherry Willis

Star Team Builder

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



Beth C. Griffin
Karen J. Fonollosa
Tracy Foxx
Daryl A. Pagliuso
** Eileen T. Delvecchio*
Racquel L. Whipple

Lisa Perry
Heather D. Donaire
Maria Elliott
Jo Ann M. Foulks
Beverly Gerberich
** Cathy Soganic*
** Maegan C. Steffen*
** Deborah Yussuf*
Nancy Boettger
Nancy J. Huber
Jackie Rowley
Nina Scalcione
Karyn Weber

Erin Shaffer
Kristen Capps
Angie D. Luker
Cathleen M. Maltez

Elena R. Torsiello
Joyce-Patryce Clark
Sarah C. Keller
Lori Picinich
Allison Smith
** Marie J. Deetjen*
** Donna A. Teel-Drake*
Georgiana Foti
Carolanne Garstka
Lisa Jack
Delilah Lewis
Eileen H. Rothstein

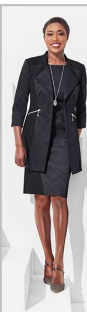
Team Leader/ Future Director

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



A Note

From Cindy

Quarter 2
STAR
ends
Dec. 15

November Contest

Erin Shaffer 6 activities
Christine Spain 9 activities
Elena Torsiello 10 activities

November Bangle Winners

Jill Kuffa
Christine Spain
Erin Shaffer
Elena Torsiello
Kimberly Bowe
Deborah Campanelli

\$100 Days

Christine Spain
Kimberly Bowe
Erin Shaffer
Cathleen Maltez

Merry December! This is such a fun and exciting time of the year. I am thankful for YOU and I am thankful for the opportunities that my business with Mary Kay has given to me and my family. It is my wish for you to take advantage of all the wonderful things your Mary Kay Starter Kit provides and the education available to you.

Have you written down your sales goal for December? Connect with your customers and be sure to let them know about your free delivery and other services that can help them this holiday season. Let them know you can help with last minute gifts for teachers, unexpected guests coming, stocking stuffers and all the other wonderful things available.

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.

Get appointments on your books NOW, and book their second appointments and parties for January. Wouldn't it be nice to have a JUMP START for the New Year and be on the path to reaching your goals!

With Love and Belief,

Cindy

Power Class of the Month

December

Building a new business requires some stretching and growth. This month we pause to share tips to help you be your best you and grow your best Mary Kay business ever. Need to elevate your confidence quotient? Ready to truly embrace your dreams? Don't miss this month's Power Class featuring Independent Senior National Sales Director Pam Ross!

Decorate Your Holiday 2016 Tree of Ornaments!

Have a Holiday open house or Holiday coffee

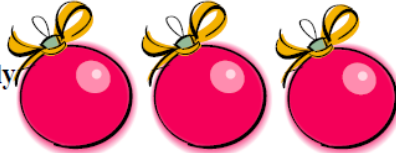


Hold 3 interviews



Book and Hold 2 classes

Attend Weekly Meeting

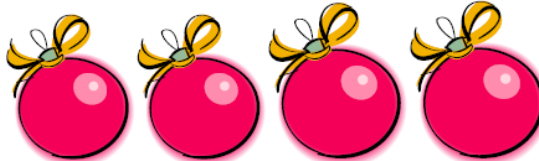


Call in \$100 Day

Be a Star Consultant by 12/15



Get 10 new leads



Bring 1 Guest to Meeting

Sell a Skin Care Set

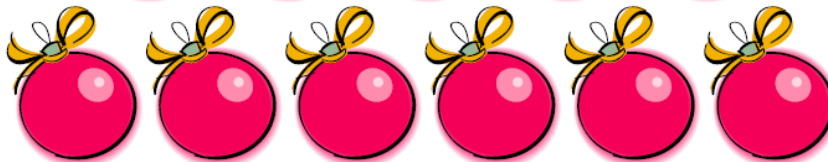


Call 5 Reorder Customers



Have a \$500 selling week

Sell 2 Holiday Baskets



Attend Dec Mtg.

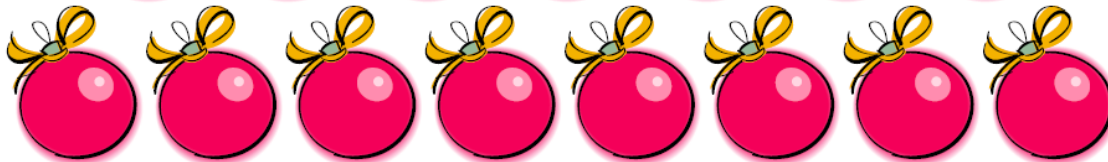
Place 3 facial bags



Bring a guest to a MK mtg



Call 5 leads



Call Cindy's Hotline for 10 days in Dec!
641-715-3900
extension 356539#

Hold 2 holiday stop & shops

Call in \$100 day

Book & hold a facial

Bring 1 Guest to Meeting

Hold a Holiday Makeover class!

Book a New Years New You Class for January!

Have a \$300 selling week

Call 5 husbands to holiday shop with you!



Have fun by crossing out each Holiday Ornament when the activity is completed!

[Total 25 Christmas Activities]

Complete 25 Balls & place \$800 whl. or more - Win Lunch and Gift from your Director!

Complete 15 Balls and place \$600 Wholesale order - Win jewelry!

Complete 10 Balls and place \$400 Wholesale order - Win CD or Sec. 2 gift!

Complete 6 Balls and place \$225 Wholesale order Win small gift!

Recruit 1 or more in December and win REFER TO PEARL CONTEST

Due: January 5, 2017

Name: _____

January Jumpstart

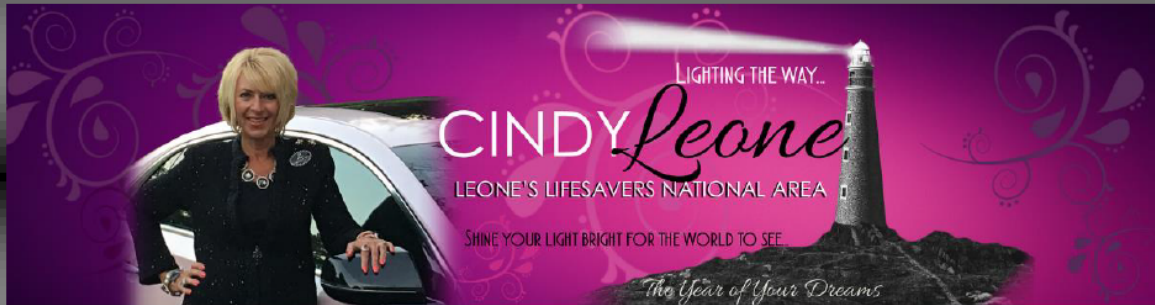
Join
NSD CINDY LEONE
And the Lifesaver Directors

Red
Jacket
Debuts

DIQ's
& Team
March

Raffle
Gifts

**Career Path
Recognition!!!**



**Happy New Year!
Get Your New Year
In Gear!
Get your Battery
Recharged!**

Special Gift & Recognition
for
Top in Sales &
Top in Team Building
December 1 – 31st 2016
&
Star Consultant Recognition
quarter ending 12/15/16

**Saturday,
January 7, 2017**

The Mansion on Main St
Voorhees, NJ
Doors open at 9:00 AM
9:30 AM – 3:30 PM
Price: \$36 per person

Includes Coffee in the morning
And Lunch in the afternoon

**Our Day will consist of Training,
Ideas, Inspiration & Recognition
& Much More!**

Prelim Counts due 12/27/16 by 10am
Final Counts by 12/30/16 by noon
Director Deb Lucash will be taking the counts
Email Deb at D3bby@verizon.net

Special Recognition & Gift for the Director with the most in attendance & Special Recognition & Gift for the Director with the most Star Consultants at this event

Pearl Girl

December only!!

**Earn our NEW Pearl collection
Already earned them? Get an
awesome alternate Set!!**



Earn your *Pearl Earrings*
when you complete 3
NEW practice career chats
with your Director.

Earn your *Pearl Bracelet* for
completing 3 more NEW
practice career chats.



Earn your *Pearl Necklace*
with your first team member



Earn your *Pearl Ring*
with your 2nd team
member. (or a similar ring)



THERE'S POWER IN PEARLS!

(minimum \$225 whl order in Dec to receive prizes!)

Miss America Contest

LIFESAVERS ARE CHANGING LIVES 1 STATE AT A TIME



Make believe
you are great.

The trick will
take you far.

You'll find you
are just as
great as you
make believe
you are!

Be a Talent Scout across the USA

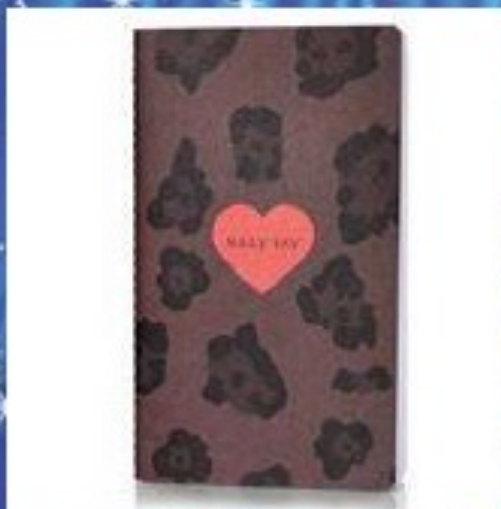
Be the first in each state in our beautiful USA to add a new team member. Let your Director know as soon as you do so she can message me and we will add your name as the FIRST in the state! We will add a crown to that state so everyone knows it has been claimed. At Seminar 2017 all who were first to add a new TM in each state will march on our Leone Awards Stage representing the state or states you added a new TM in. We will have 1 Queen that has added team members in the most states in the USA.



Consistency Club

Girls, consistency is the key to your success!

Earn a beautiful prize from the Mary Kay "Wildest Dreams Collection" when you place a wholesale order of \$250 or more in **October, November & December!**



*\$250 Wholesale
Journal & Wild Pen!*



*\$450 Wholesale
Money Bag/Clutch*



*\$700+ Wholesale
Tablet Cover*



*\$600 or more earn the MK
Bangle of the Month!*



Michael Kors Hostess Contest!



MICHAEL KORS

- *Contest runs from
October 12th thru December 31st
- *Consultant participation fee is \$15
- *Night of Drawing:
TBA in January 2017
- *Deadline to sign up for \$15 is
November 1st
- *After 11/1 price increases to \$20

Ways to earn entries for Michael Kors bag:

- ♥ One entry for hosting a party with you plus 2 and \$150 in sales!
- ♥ One entry for listening to the Mary Kay marketing plan! (with Director Followup)
- ♥ You may earn entries for doing both!!
- ♥ If you are present the night of the drawing your name will go in 2 additional times!
- ♥ Maximum amount of times you may earn entries is 4 entries!
- ♥ Consultants who participate will be entered in to win a Michael Kors bag also!

Location: Rutgers Eco Complex , 1200 Florence Columbus Rd, Bordentown NJ

Welcome Back to Wonderful!

DEC. 1-31, 2016

Do you remember the thrill of starting your Mary Kay business and the joy that came with getting to know determined, inspirational women like you? Just follow these three steps to **earn a FREE* TimeWise® Microdermabrasion Plus Set**, \$55 suggested retail, and get back on the path to success!



"DON'T PUT OFF 'TIL TOMORROW
WHAT IT IS THAT YOU WANT TO DO.
START NOW. DO IT NOW. START
DOING WHATEVER IT IS THAT WILL
MAKE YOUR DREAM A REALITY."

Mary Kay

1 RESTART.

Sign a new Independent Beauty Consultant Agreement.

2 PURCHASE.

Purchase a \$25 Second Chance Starter Kit or \$100 Starter Kit.

3 ORDER.

Place an initial wholesale Section 1 order of \$600 or more by Jan. 31, 2017.**
(excluding shipping, handling and tax)

If you're ready to make this a December to remember, contact me! I can help you rediscover your dreams and turn them into destiny!

The following restrictions apply: Participants must be eligible to submit a new Independent Beauty Consultant Agreement to the Company and it must be received and accepted by the Company Dec. 1 through Dec. 31, 2016.

Limit one retail-sized TimeWise® Microdermabrasion Plus Set per Independent Beauty Consultant only while supplies last and with a \$600 or more wholesale Section 1 order (\$1,200 or more suggested retail) excludes shipping, handling and tax. Your initial wholesale Section 1 order must be received and accepted by the Company by Jan. 31, 2017 to qualify to receive the FREE TimeWise®

Microdermabrasion Plus Set. Sales tax is required on the suggested retail value of the FREE* TimeWise® Microdermabrasion Plus Set.

**Purchasing inventory is an individual decision, and it's certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity. If you decide that this opportunity is not right for you, Mary Kay will repurchase, at 90 percent of your original net cost,

original and unused Section 1 products, as long as these items were purchased by you from the Company within one year prior to return. Please refer to your Independent Beauty Consultant Agreement for complete details.

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses in print form only. This page should not be altered from its original form nor incorporated into other materials. For a printable version of this page, go to the Mary Kay *inTouch®* website.

MARY KAY



Embrace Your Dreams **Career Conference Challenge** *Dec. 1, 2016 – Feb. 28, 2017*

Get energized at Career Conference 2017, and have the Year of Your Dreams. You can qualify to earn an invitation to the Career Conference VIP Luncheon where you will receive the special Career Conference *Embrace Your Dreams* bracelet which encourages you to follow Mary Kay Ash's lead and "Eat Dessert First." You will earn these two wonderful rewards if you are:

- An **Independent Beauty Consultant** or an **Independent Sales Director** who achieves the *Embrace Your Dreams* Challenge in December, January and February.
- A **NEW Independent Beauty Consultant** whose Independent Beauty Consultant Agreement is received and accepted by the Company in the month of January and who achieves the *Embrace Your Dreams* Challenge in January and February.
- An **Independent Sales Director** who from July 1, 2016, to Feb. 28, 2017, is on-target for the \$500,000 Circle of Achievement with at least \$330,000 in unit estimated retail production.

For all of the qualification details, visit the *Embrace Your Dreams* Challenge page on *Mary Kay InTouch*®. And I look forward to seeing you show off your new bracelet at Career Conference 2017.



»» 12 DAYS OF «« CHRISTMAS

Package Options

\$299 Package

EYE LINER
LIP GLOSS
MASCARA
LIP LINER

MINT BLISS ENERGIZING FOOT LOTION
3 PIECE SATIN HANDS PAMPERING SET
MK COMPACT W/ APPLICATORS
3 MINERAL EYE COLORS
CHEEK COLOR
TRAVEL ROLL-UP BAG
5 PIECE BRUSH COLLECTION W/ BAG
FACIAL CLEANSING CLOTHS

\$249 Package

EYE LINER
LIP GLOSS
MASCARA
LIP LINER

MINT BLISS ENERGIZING FOOT LOTION
3 PIECE SATIN HANDS PAMPERING SET
HYDRATING LOTION
INDULGE SOOTHING EYE GEL
OIL-FREE EYE MAKEUP REMOVER
2-IN-1 BODY WASH & SHAVE
CREAM EYE COLOR
THINKING OF YOU EAU DE PARFUM

\$199 Package

EYE LINER
LIP GLOSS
MASCARA
LIP LINER

MINT BLISS ENERGIZING FOOT LOTION
SATIN HANDS HAND CREAM
HYDRATING LOTION
INDULGE SOOTHING EYE GEL
OIL-FREE EYE MAKEUP REMOVER
2-IN-1 BODY WASH & SHAVE
CREAM EYE COLOR
BEAUTY BLOTTERS

WANT TO SWITCH OUT ITEMS IN THE MENU CHOICES ABOVE? SWAP OUT FOR THESE ITEMS:

BEAUTY BLOTTERS • ACNE TREATMENT GEL • EYE PRIMER • CREAM EYE COLOR • EXTRA EMOLLIENT NIGHT CREAM
2-IN-1 BODY WASH & SHAVE • HYDRATING LOTION • OIL-FREE EYE MAKEUP REMOVER • INDULGE SOOTHING EYE GEL

MONEY THAT CAN BE MADE
FROM 12 DAYS BASKETS
JUST USING THE
\$199 PACKAGE AS AN EXAMPLE:

Sell
5

12 Day Baskets @ \$199 =
\$995 in Sales =
profit of \$497.50

Sell
10

12 Day Baskets @ \$199 =
\$1,990 in Sales =
profit of \$995.00

Sell
15

12 Day Baskets @ \$199 =
\$2,985 in Sales =
profit of \$1,492.50

12 Days of Christmas Script

» Hi _____ this is _____ with Mary Kay. (I'm your wife Lisa's Mary Kay Consultant) Do you have just a minute? Great!! You know Christmas is just around the corner and I'm calling to save your life this Christmas. No malls and no decisions, does that sound good to you?

» I have a great gift option for your wife. She will go crazy over this and you will look terrific. It's a 12 days of Christmas Basket. Each day, for the 12 days prior to Christmas, she will choose a gift out of her basket and open it. Each day she will open a special gift hand picked for her. There are 3 options to choose from: 199, 249, or 299. Would you like to go with the 299 or was the 199 more of what you had in mind? (Let him speak first :)

» Great! Your wife is taken care of, now how about your daughter?
How much would you like to spend?

» How about your mother? How much would you like to spend?

» Great! Have we covered all the special women in your life?

» Now would you like me to deliver these to you or the recipients?
(Schedule a delivery time and write it on his sales ticket)

» I take all major credit cards, checks or cash... which would you prefer to use? Thanks so much for your business!!!

Star Consultant Quarter 2 ENDS December 15th!

What is STAR Consultant?

You become a Star Consultant when you place a minimum of \$1,800 in
wholesale orders within a quarter.

At that level, each time you add a New *Qualified Team Member, you
can earn an additional 600 contest credits.

BE GREAT!
BE BOLD!
BE A STAR!

Why You Should Be a STAR:

- * Star Consultant Prizes from Mary Kay
- * Ladder of Success Jewelry
- * Recognition at our Quarterly Awards Event
- * Customer Referrals from Mary Kay on your
Personal Shopping website
- * Stars earn Cars & Become Directors
- * You'll have a Loyal ReOrdering
Customer Database & More



Use these ideas to help you reach your STAR Consultant Goals:

- * Contact Customers with December Birthdays &
offer them a discount to get together with you to
try the NEW Winter Products!
- * Challenge 5 of your BEST Customers to sell \$100
Each and reward them with a Special Gift from
you when they sell \$100!
- * Sell \$24 to 24 People in 24 Hours
- * Demo Satin Hands on 30 People to sell 15 sets!
You can visit schools on lunch break to treat the
teachers to a FUN start to the year!
- * Book 5 Guests/Models to your meeting this week and
offer her a Special Gift when she brings 1 Friend with her!
- * Contact your Customers to provide them with excellent Customer
service! Check in with them, see how their doing with their existing
products, ASK what they want to replenish and ASK if they'd like to
get together with you to try the NEW HOLIDAY Products!

STAR Levels:

4800 - PEARL
3600 - EMERALD
3000 - DIAMOND
2400 - RUBY
1800 - SAPPHIRE

Being a Star Consultant every
Quarter is not a goal...
it is a STANDARD! EDENSSITE

Cindy's Celebrities



Cindy Leone

203 Heritage Dr
Columbus, New Jersey 08022

(609)723-4822

Important Dates

December 15 - Quarter 2 Star Contest Ends

December 16 - Quarter 3 Star Contest Begins

December 25 - Merry Christmas

December 30 - Last day to place telephone orders for December

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

HOLIDAY DELIVERY DEADLINE



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

Friday, Dec. 9.



Say auf wiedersehen to boring Thursday nights and hello to parties with panache! Since Mary Kay Inc. is the Official Beauty Sponsor of *Project Runway*® Season 15, airing Thursdays at 9/8c on Lifetime®, you have new opportunities to engage with your customers every week and help them find their own runway bold or everyday chic looks. [CLICK HERE](#) to check out the party inspiration below so you can get the party started!

DECEMBER

embrace
YOUR DREAMS



Earn your Embrace Your Dreams Bracelet when you order \$600 whsl in DECEMBER. Orders may be cumulative.

CONSISTENCY IS KEY