



Cindy's Celebrities



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

June Newsletter with May Results

Our Proud RED



Elena Torsiello
Team Leader

Charcoal Mask

Even men are getting excited. This mask is for all ages and all skin types.



Look how clear and glowing her skin looks, after years of dealing with Rosacea.

On-Target
STARS

Star Consultant Program
March 16 to June 15, 2017
MARY KAY

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
ERIN SHAFFER	\$2,008.25	STAR	\$391.75	\$991.75	\$1,591.75	\$2,791.75
CHRISTINE SPAIN	\$1,508.00	\$292.00	\$892.00	\$1,492.00	\$2,092.00	\$3,292.00
JOANNA WHIPPLE	\$1,355.20	\$444.80	\$1,044.80	\$1,644.80	\$2,244.80	\$3,444.80
ELENA TORSIELLO	\$1,288.00	\$512.00	\$1,112.00	\$1,712.00	\$2,312.00	\$3,512.00
KIMBERLY BOWE	\$1,232.50	\$567.50	\$1,167.50	\$1,767.50	\$2,367.50	\$3,567.50
MICHELLE REDFIELD	\$1,036.00	\$764.00	\$1,364.00	\$1,964.00	\$2,564.00	\$3,764.00
LISA PERRY	\$754.00	\$1,046.00	\$1,646.00	\$2,246.00	\$2,846.00	\$4,046.00
DONNA PEDICORD	\$746.00	\$1,054.00	\$1,654.00	\$2,254.00	\$2,854.00	\$4,054.00
STEPHANIE MCCATHERIN	\$708.65	\$1,091.35	\$1,691.35	\$2,291.35	\$2,891.35	\$4,091.35
CHRISTI KUNZWEILER	\$683.50	\$1,116.50	\$1,716.50	\$2,316.50	\$2,916.50	\$4,116.50
LISA MCBRIDE	\$569.00	\$1,231.00	\$1,831.00	\$2,431.00	\$3,031.00	\$4,231.00
JILL KUFFA	\$548.25	\$1,251.75	\$1,851.75	\$2,451.75	\$3,051.75	\$4,251.75
DANIELLE NIRDLINGER	\$517.50	\$1,282.50	\$1,882.50	\$2,482.50	\$3,082.50	\$4,282.50
DIANA BECKER	\$511.50	\$1,288.50	\$1,888.50	\$2,488.50	\$3,088.50	\$4,288.50
MARJORIE HURDLE	\$502.00	\$1,298.00	\$1,898.00	\$2,498.00	\$3,098.00	\$4,298.00
PHYLLIS BRYANT	\$468.50	\$1,331.50	\$1,931.50	\$2,531.50	\$3,131.50	\$4,331.50
SHERRY WILLIS	\$456.00	\$1,344.00	\$1,944.00	\$2,544.00	\$3,144.00	\$4,344.00
REGINA TOE	\$455.00	\$1,345.00	\$1,945.00	\$2,545.00	\$3,145.00	\$4,345.00
MAEOZIA SAMUEL	\$453.50	\$1,346.50	\$1,946.50	\$2,546.50	\$3,146.50	\$4,346.50
DENISE KIEHN	\$404.00	\$1,396.00	\$1,996.00	\$2,596.00	\$3,196.00	\$4,396.00
CINDY LEONE	\$519.00	\$1,281.00	\$1,881.00	\$2,481.00	\$3,081.00	\$4,281.00



Shooting for the STARS

Top in Retail Sales

Company Court of Sales



Elena
Torsiello



Christine
Spain



Kimberly
Bowe

	Consultant	Retail	YTD PCP	YTD Retail
1	Elena R. Torsiello	\$14,891.60	\$3,378.60	\$18,270.20
2	Christine Spain	\$13,998.00	\$2,631.00	\$16,629.00
3	Kimberly F. Bowe	\$13,541.00	\$2,495.00	\$16,036.00
4	Erin Shaffer	\$11,440.50	\$1,831.50	\$13,272.00
5	Jill A. Kuffa	\$9,823.00	\$3,402.00	\$13,225.00
6	Deborah A Campanelli	\$7,246.80	\$5,248.40	\$12,495.20
7	Michelle L. Redfield	\$7,932.50	\$1,769.00	\$9,701.50
8	Donna L. Pedicord	\$6,752.00	\$2,198.00	\$8,950.00
9	Danielle Nirdlinger	\$6,876.00	\$1,048.50	\$7,924.50
10	Lisa Perry	\$5,415.00	\$1,652.00	\$7,067.00

Top Team Builders

Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	4	\$273.10

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





July CELEBRATIONS

Happy Birthday

Happy MK Anniversary

Birthdays	Day	Birthdays	Day
Denise L. Kiehn	2	Joyce-Patryce Clark	17
Donna T. Monzo	7	Cara Murtaugh	17
Kelly A. Hudak	9	Stephanie McCatherin	20
Ann M. MArtinez	9	Maria Elliott	23
Christine Spain	10	Elizabeth McLaughlin	24
Linda Sparks	10	Eleanor Carlino	25
Deborah Mitchell	16	Gayle E. Walsh	26

Anniversaries	Years
Mary R. Miller	21
Esther P. Clark	19
Eileen T. Delvecchio	12
Deborah A Campanelli	9
Michelle L. Redfield	7
Julie Richards	1

Look who Invested this Month

Name	Amount	Name	Amount	Name	Amount
Erin Shaffer	*\$790.00	Barbara A. Sokol	\$261.00	Phyllis G. Bryant	\$229.00
Elena R. Torsiello	*\$648.50	Gayle E. Walsh	\$260.50	Sherry A. Willis	\$228.00
Michelle L. Redfield	*\$625.00	Danielle Nirdlinger	\$239.00	Jill A. Kuffa	\$227.25
Kimberly F. Bowe	*\$608.00	Kelly A. Hudak	\$237.00	Grace M. Kruse	\$227.00
Christine Spain	*\$601.00	Donna T. Monzo	\$232.00	Maeozia Samuel	\$226.50
Nancy J. Huber	\$330.00	Hillary B. Paton	\$230.50	Eileen H. Rothstein	\$226.00
Mary R. Miller	\$325.00	Regina K. Toe	\$229.00	Cary S. Fredericks	\$225.50
Lisa Perry	\$315.00				



* Earned the "Embrace Your Dreams" Bracelet for May



Get Book Smart

"Bookings are the lifeline of your Mary Kay business. When you book appointments, your business can start to grow. One booking can lead to more bookings, sales, customers and potential team members," Mary Kay

WHO SHOULD I BOOK?

- Co-workers (current, former & spouses)
- Babysitters
- Clubs/ organization members
- Teachers/ aides, staff, parents
- Church friends
- Neighbors (former and current)
- High school/ college friends
- Service providers (hairdressers, nail tech, tellers, clerks, cleaners, postal workers, dental hygienists)
- Social media friends
- Guests from parties
- Referrals from parties

BOOKING IDEAS:

- Give women a reason to book a party. Here are a few to get you started:
- Hostess program incentives
 - New product previews
 - Special occasions (bridal, back-to-school, spa day, mother-daughter)
 - Gifts—you can be her shopping service
 - Girlfriend time - who doesn't want this

WHAT DO I NEED?

- Confidence and belief are great traits when it comes to finding customers and booking appointments. And remember booking is a skill. The more you practice, the more confident you become and the better you'll get!
- Helpful starters:
- Education and motivation under the Education tab on MaryKayInTouch.com
 - Learn by watching others
 - Professional image

Steppin' Up the Ladder



Senior Consultants

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

Michele Cressman
Gail Devine
Jo Ann Foulks
Cary Fredericks
Beth Griffin
Denise Kiehn
Lisa Perry
Sheila Richardson
Erin Shaffer
Christine Spain
Diana Williams
Sherry Willis

Star Team Builder

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



Team Leader/ Future Director

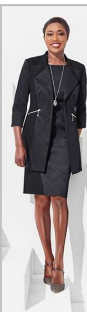
5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn the use of a Career Car or Cash Compensation



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

Director

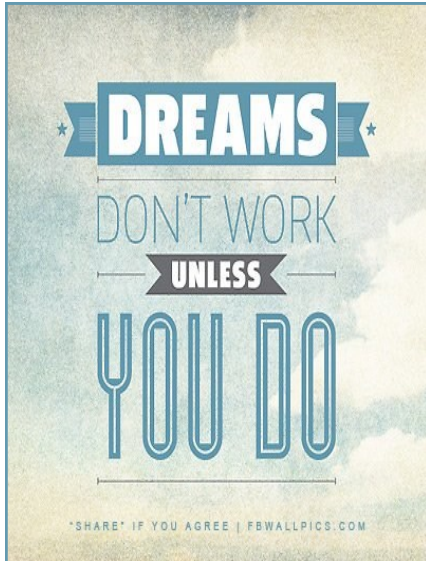
5+ Active Team Members
9 or 13% Unit Commissions
9 or 13% Personal Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn the use of a Career Car or Cash Compensation



THE YEAR OF YOUR DREAMS

A Note

From Cindy



I LOVE June! This is the time when we push as hard as we can to reach our Seminar goals. We work with purpose and passion and persistence! We get out of our comfort zone and go beyond what we thought possible. Just imagine if we worked each month of the year in this same fashion... Oh the places we could go! Continue working to the end, which will only build momentum going into the NEW Seminar Year.

We are stretching to reach a huge goal this Seminar Year, so ALL Selling, Team Building, Ordering and Prayers will help us achieve our unit goal.

If you have taken some time off and wonder where to start, try doing the following activities 4-6 days each week:

- Book 1 New Selling Appointment
- Sell Something - focus on \$100 days
- Make a Strong Recruiting Attempt
- Get 3 New Leads

This will get you appointments and your excitement and enthusiasm will keep you on the books. You could earn your RED JACKET, go on-target for your Career Car and be in qualification to be a Director.

BIG ACTIVITY PRODUCES BIG RESULTS!

With Love,

Cindy

Power Class of the Month

June

Have you ever wondered what's the key to successful team-building? Here to help you power up your team-building game plan from beginning to end are those who have been most successful! Don't miss this exciting show featuring Independent Future Executive Sr. Sales Director, Cindy Machado-Flippen, Independent Senior Sales Director, Denise Peterson and the awesome mother daughter duo Independent Senior National Sales Director Nancy Osborn and Independent National Sales Director Annaka Krafka.

Look who is Registered for
SEMINAR 2017

Kimberly Bowe
Cindy Leone
Erin Shaffer
Elena Torsiello
Sheila Richardson



Welcome

New Consultants

Michelle Jones

From QUEENS VILLAGE, NY
Sponsored by S. Richardson

Yvonne Lassiter

From MOUNT HOLLY, NJ
Sponsored by C. Leone

Donna Monzo

From WATERFORD WORKS, NJ
Sponsored by C. Leone

Join the Grand Celebration in Dallas!



**GOING TO MARY KAY CORPORATE FOR TOUR & DINNER ON Aug. 1st 2017
ALL STARS QUARTER ENDING 6/15/17 WILL BE INVITED TO ATTEND
(Each will pay for cost of your dinner)**



We are blessed as a National Area to be one of the few that has the privilege to go to the the Mary Kay Corporate building for a Tour of the Mary Kay Museum and have dinner in a private room! This is one of my favorite parts of Seminar!



Don't miss it! Be a Star!



We all go together on a chartered bus from the Hyatt Hotel
(Where we stay as an area and have a package deal) to the Mary Kay Corporate Building!

**Cost of Dinner - \$40.00
After 7/15 cost is \$45.00**

Cash to Cindy or PayPal to nsdcindy@comcast.net check friends & family for no extra charges

LIFESAVER AREA SEMINAR 2017



Sunday 7/30-5:00pm Director Shop til you drop shopping spree for all Winners! Leave from Hyatt

Day 00-Monday 7/31-2:30pm Director & FD Mtg Hyatt
Evening "All In " Winner Dinner w Cindy(announcing qual for this)

Day 0-Tuesday 8/1- 10am-3 (Come & go event) Prize Party Gilley's
Leone Red Rally Hyatt-3:00pm All Reds & above
All Star Cons quarter ending 6/15 Invited to MK museum & corporate headquarters & dinner(all pay for their dinner...price tba)
Bus leaving Hyatt hotel 5:30pm

Day 1-Weds 8/2- Seminar begins
All Star Luncheon
General luncheon all others
Evening Leone Area Awards banquet & Dinner at Hyatt

Day 2-Thursday 8/3- 8:30am-11:30am Career Development classes
1:45-2:45 Royalty Reception for all Co Court Winners
3:00-7:30 Awards Show(everyone attends)
7:30-10:00 Let's earn the After Party!(everyone is invited when co meets Bangle goal)

Day 3-Friday 8/4- 9:30am- noon General Session - Plan to travel home after 3:00pm

This is a tentative schedule. More details when I receive room info from Hyatt. More details on mk intouch under events-Seminar

We're Makin &
Breakin Records in
Jammin June!
Earn YOUR prize!

TURQUOISE TEMPTATION

**Jammin June
Promotions!**



Add Team Members in June!
Earn beautiful gifts from your
Director by doing team building
in June! (See promo sheet!)

**Your order will help us
reach this Goal!**

**Prizes for your wholesale
orders from**

June 1st – June 30th

**Place a \$1000 or more
wholesale order and win this
Fabulous Watch!**



**Place a \$850-\$999 wholesale
order & win this unique
Turquoise Stretch Bracelet!**



**Place a \$650-\$849 wholesale
order & win this gorgeous
Beaded Necklace Set!**



**Place a \$250-\$649 wholesale
order & win these trendy
Turquoise Dangle Earrings!**



Name: _____ June Whl Order: \$ _____ Circle earned prize above! DUE: July 3, 2017

Makin' & Breakin' Records

TEAM BUILDING PROMO!



ADD 1 NEW TEAM MEMBER TO YOUR TEAM IN JUNE OR 5 TEAM BUILDING APPOINTMENTS WITH YOUR DIRECTOR!

NEW! Earn this beautiful turquoise cross bracelet!



ADD 2 NEW TEAM MEMBERS TO YOUR TEAM IN JUNE OR 10 TEAM BUILDING APPOINTMENTS WITH YOUR DIRECTOR!

NEW! Travel makeup bag!!!



ADD 3 NEW TEAM MEMBERS TO YOUR TEAM IN JUNE OR 15 TEAM BUILDING APPOINTMENTS WITH YOUR DIRECTOR!!

NEW! Earn the elegant long turquoise necklace AND matching bracelet!

Name: _____ Due: July 3rd
Team Members Names: _____

ALL IN

EXCITING NEWS!


LEONE NATIONAL AREA

June Contest

*Win this amazing rhinestone
ALL IN
Pin!*



*The first 50 consultants that add a
new team member in June will win
this beautiful prize from Cindy!*

WE'RE  ALL IN!

#teamMK

Thank you for submitting your Mary Kay Accomplishment sheets online!

May Results

Parties/Classes with 3 or more

Erin Shaffer - \$285, \$43
Christine Spain - \$234
Elena Torsiello - \$252.71

Facials(1 or 2 in attendance)

Kimberly Bowe-\$432, 75
Christine Spain - \$333, \$219
Erin Shaffer - \$54

OTG-On the Go Appointments

Kimberly Bowe-\$44
Christine Spain - \$126, \$20
Erin Shaffer - \$309, \$97, \$79.60

PCP-Preferred Customer Program

Kimberly Bowe-\$57
Christine Spain - \$95, \$35
Erin Shaffer - \$71, \$64
Elena Torsiello \$140.90

Skin Care Sets

Kimberly Bowe- 5
Christine Spain - 5
Erin Shaffer - 2

PWS –Personal Website Orders

Kimberly Bowe-\$235

Weekly Sales

Kimberly Bowe-\$ 476, 367
Christine Spain - \$554, \$508
Erin Shaffer - \$71, \$309, \$382,
\$240.60
Elena Torsiello - \$466.48

Basic Skin Care Sets YTD

Kimberly Bowe- 60
Christine Spain- 42
Erin Shaffer- 6
Christi Kunzweiler-1

\$100 Day Callers

Christine Spain & Erin Shaffer



\$1,000 Selling Month

Congratulations

See you here!

Christine Spain & Erin Shaffer



Hotline Callers Everyday

Christine Spain & Erin Shaffer

Look who is Winning!



Registered for Seminar so far! Our Unit Goal is 8!!

Kimberly Bowe Erin Shaffer Elena Torsiello Sheila Richardson



Embrace Bangle Challenge

On Target to Receive for Every month since it started!

Christine Spain Elena Torsiello Kimberly Bowe



On Target March, April, May & June Bangle Promo & to go to Gilley's at Seminar



May Contest Winners

Elena Torsiello Christine Spain Erin Shaffer
23 Activities 18 Activities 12 Activities



Dates to Remember

June 15th – End of Star

June 27th - Hostess Contest Night

July 31st – August 4th Emerald Seminar- Seminar is Aug 1-4th We go early for our DIQ & Director Day

Seminar 2017

Cindy Leone

National Area

Housing and Meeting Packages
at the Hyatt Regency Dallas



Package Descriptions:

Your base package includes hotel from 8/1/17 - 8/4/17 (3 Nights), tax, gratuities, Area Awards Dinner, etc. Rates are based on the number of people in the room and are per person or per couple.

Consultant & Spouse: \$991.00/couple

Consultant and husband, 1 King Bed

Single: \$875.00

One Person - One Bed

Double: \$561.00/person

Two People in the Room, 2 Beds (One of which may be a roll-a-way.)

Triple: \$423.00/person

Three People in the Room, 2 Beds (One of which may be a roll-a-way.)

Quad: \$355.00/person

Four People in the Room, 2 Beds

Extra Nights Can be Purchased

Return this Form with Payment
(Payable to Success Express) to:

Success Express

1501 S Catlin Rd - Rockville IN 47872

Fax: 888-813-8334

Register on-line at www.RegSuccess.com

**We cannot accept
Reservations by Phone.**

Release of Liability

By participating in the Success Express Program you agree to all terms and conditions listed on this form or at www.RegSuccess.com. You release Success Express, its aids, and its employees from responsibility for any injury to body or property as a result of participation in this event.

Spread Out Your Payment with our Special Deposit Option

Quad and Triple Reservations: \$175.00

Double Reservations: \$225.00

Single and Consultant/Spouse: \$400.00

Deposit Due by June 16th

Pay in full by June 16th and Save Money!

YOUR ATTENTION PLEASE!

- ★ 1. Don't register for Housing with Mary Kay.
- ★ 2. Don't call the Hyatt Directly
- ★ 3. All Roommates must register separately and by June 16th to guarantee placement together.

Cancellation Policy!!!!

All cancellations must be submitted in writing! Full refunds minus a \$75.00 processing fee will be made upon written cancellations received by July 1, 2017. After that date all packages are non-refundable but fully transferrable to another consultant (same occupancy/same arrival and departure, same roommates.

(NO REFUNDS WILL BE MADE WITHOUT WRITTEN NOTIFICATION!)

Find out more information and Register On-Line at:

www.RegSuccess.com or Call 317-435-0155

with Questions!



2017 Cindy Leone National Area

ROOM INFORMATION:

Arrival/Departure

Arrival Date: _____

Departure Date: _____

Approximate Arrival Time: _____

(Arrival time information will be used to prepare rooms for arrival.
Please provide as accurate a time as possible.)

Roommate Requests:

We will make every effort to honor roommate requests, however, roommates **must arrive and depart on the same day and all roommate reservations need to arrive prior to the June 16th deadline.** When roommates do not arrive and depart on the same day, it will be necessary for us to re-assign roommates and/or adjust the room charges accordingly. Note: The Hyatt Regency has a limited number of rooms with two double beds. These will be assigned to those requesting quad occupancy first. Triples and doubles may include a king bed and roll-a-way.

Roommate Preference: _____ Their Arrival/Departure Date: _____

(Please Print or Type)

Name: _____

Spouse (if attending): _____

Address: _____

City: _____ State: _____ Zip: _____

Cell Phone #: _____

E-mail: _____

Director's Name: _____

Status: Please Check One:

Consultant DIQ Director

Sr. Director FESD ESSD EESD

Base Package:

Includes hotel 8/1-8/4 and Area Awards Dinner. (Please check)

YOUR COST!

**Save Money!!!!
Pay your package in Full!**

Consultant and Spouse \$991.00/couple
Single \$875.00/person
Double \$561.00/person
Triple \$423.00/person
Quad \$355.00/person

Regular Rate postmarked on/ or before June 16th
Late Rate postmarked on or before July 5th
After July 5th registrations will be accepted only if space is available. Add an additional \$40.00 to the late rate.

Total

Extra Nights:	Consultant & Spouse : \$239.00/couple/night	Single \$239.00/night		\$
	Double \$135.00/person/night	Triple \$91.00/person/night	Quad \$68.00/person/night	\$
	*If using the Deposit Option please include the extra nights. See instructions. 2nd Number = extra night			
Pay in Full by June 16th and Save \$15.00	-\$15.00	NA	NA	\$
			Sub Total:	\$
Cash Discount: (If you are paying by money order you may multiply your sub total by .05)				\$
	Total: (Subtract your cash discount from your sub total.)			\$

Quad and Triple Reservations: \$175.00/\$25.00 - Double Reservations: \$225.00/\$25.00
Single and Consultant/Spouse: \$400.00/\$50.00
Deposit Due by June 16th - Full Payment only After that Date!

Balance Due: July 11th!

(Invoices with payment reminders and directions for submitting payment will be emailed.)

Amount Submitted: \$

Credit Card Information

Complete this section if you plan to charge your housing and/or incidental expenses. All cards will be processed upon their arrival at our office and will show on your statement as Success Express, Rockville IN. (Requests to delay charging or declined cards will be subject to the rate in effect at the date of processing.)

MasterCard/Visa _____ American Express _____ Discover _____
Card Number: _____ Expiration Date: _____
Name on Card: _____ CVV #: _____
Card Holder Signature: _____

Confirmations

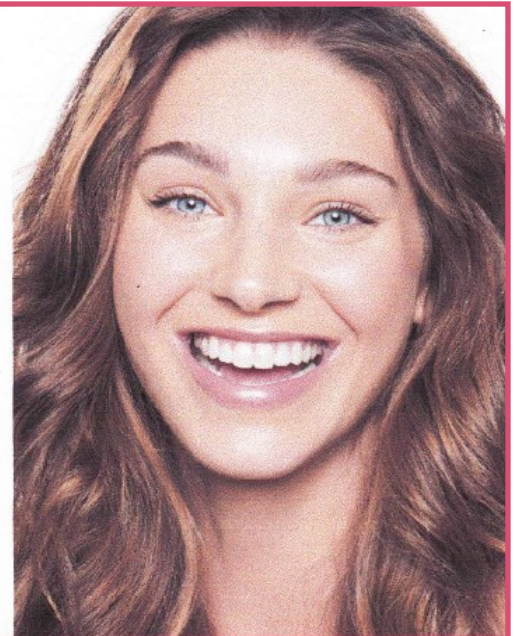
Confirmations, which will include event tickets, will be mailed by July 5, 2017. Once you have received your confirmation all cancellations must be accompanied by luggage tags and event tickets before refunds will be issued.

Best. Month. **Ever!**

Enjoy EXTRA PROFITS on all Mary Kay® skin care sets† in June!

**56.5% OFF SUGGESTED RETAIL
JUNE ONLY!**

The ALL IN June Skin Care Sets† discount will allow you to fulfill your customers' needs while also putting extra money in your pocket! The magic happens when you sell in multiples! So take advantage of this great discount to go All In on skin care sales this month! Check out how this promotion can work for you.



Skin Care Set	Suggested Retail Price	Your Normal Wholesale Cost With 50% Discount†	What You Would Have Earned With 50% Discount*	Your JUNE ALL IN Wholesale Cost at 56.5% Discount†	What you Will Earn With the JUNE ALL IN 56.5% Discount*
 <p><i>TimeWise® Miracle Set®</i></p>	\$95.00	\$47.50	\$47.50	\$41.00	\$54.00
 <p><i>TimeWise Repair® Volu-Firm® Set</i></p>	\$205.00	\$102.50	\$102.50	\$89.00	\$116.00
 <p><i>Clear Proof® Acne System</i></p>	\$45.00	\$22.50	\$22.50	\$19.00	\$26.00
 <p><i>Botanical Effects® Skin Care</i></p>	\$58.00	\$29.00	\$29.00	\$25.00	\$33.00
 <p><i>MKMen® Skin Care Regimen</i></p>	\$78.00	\$39.00	\$39.00	\$34.00	\$44.00

MARY KAY®

†An Independent Beauty Consultant must be in active status or place an activating order to receive the discount off suggested retail. *If sold at suggested retail price June extra savings applies to all Mary Kay® skin care sets. It does not include products sold separately. Sales tax is required on the suggested retail value of the sets.

100 Leads in a Week

By Sr Sales Dir Debra Bishop

1) You need a gallon zip lock bag or a cute bag with a handle. Place the following in the bags:

- a) 10 skin care surveys - your choice
- b) an ink pen with a curly ribbon tied on it (so it won't get lost)
- c) a Look book and/or Beauty Book - make sure your contact info is on it
- d) several business cards & a few sales tickets

2) Make 10 of these bags.

3) Call 10 women you know and ask them to help you.

These should be "Chatty Cathies"... women who know a lot of women, work in an office around women, women who head up committees and like to talk. This is what you say: *Hi, Betty, I need your help! I've been challenged to get 100 skin care surveys filled out this week but I don't know 100 women. However, I do know 10 women who know 10 women! Would you take 10 of these surveys to work and get the women you work with to fill one out? For helping me out, you can select any item you want from my catalog at 1/2 price! (Or offer her a gift, a hand cream, a PCP gift or some of our discontinued glamour colors.)*

4) Deliver the bags to your 10 helpers and set a DEFINITE TIME to pick the bag up - within 48-72 hours. Let her see you write the appointment in your datebook.

5) When you pick them up, you'll call those who want facials and say this: *Hi, Caroline! My name is Debra Bishop and last week, you filled out a skin care survey for Betty at work. I was calling to thank you for filling it out. (pause, see if she has any comments) I see that you marked that you'd like to have a makeover. I was calling to schedule the appointment. Which is better for*

you...this week or next? (Book the appointment) I also see that you checked that you'd like to have a few friends join you. That is great! My hostesses can earn FREE Mary Kay products, let me tell you about it. (Explain whatever hostess credit you are using.)

If you do not get her (and with caller ID, know that people who don't recognize the number will not always answer), leave a positive message and tell her that you will text her your info. Then do a quick text, like...*It's Debra w/ Mary Kay. Just left U a msg about the survey you filled out for Betty. Plz call me to schedule ur apt for ur free makeover.* Here are the averages we have tracked for years. If you give out and get back all 10 bags, you'll have about 65-75 names. However, not everyone will get all 10 done. Out of those, about 20-25 will check that they aren't interested or else have a consultant. Out of the 40-45 that are left, if you call all of them, you'll book about 25 and about 1/2 of those will hold. You'll end up holding about 12-15 classes. If they average \$300 a party, that is an average of over \$3000 in sales!! So....it is worth it to give out those 10 bags!!

KEYS TO SUCCESS!!

- 1) Choose women who will do this for you!!
- 2) Pick up the completed bags within 2-3 days after you give them out.
- 3) Start calling within 24 hours and call everyone within 3-5 days after you get the names.
- 4) COACH, COACH, COACH your hostesses!!
- 5) Carry extra bags to those classes to give out to the new customers to get more leads!

I'd love to hear how you do with your 10 bags! POST YOUR NUMBERS ON OUR FACEBOOK GROUP OR TEXT ME, WOULD LOVE TO CELEBRATE YOU!

ALL IN FOR

MARY KAY summer skin...



SUMMER 2017 PRODUCTS

NEW!

Clear Proof
Deep-Cleansing
Charcoal Mask

\$24



TimeWise
Moisture Restoring
Gel Mask

\$22



+
= Multi Masking
Clear Proof Deep-Cleansing
Charcoal Mask TimeWise
Moisture Restoring Gel Mask

\$46
SET

LTD. ED!

Beauty That Counts
Baked Cheek Powder



\$18
EACH

\$1 from each purchase
will be donated to the
Mary Kay Foundation

Available in
2 Colors!

Kind Heart &
Giving Heart

Reintroduced!

\$24



NEW!

TimeWise
Age-Fighting
Lip Primer

LTD. ED!

White Tea and Citrus
Satin Hands Satin
Smoothie



\$18

Cindy's Celebrities



Cindy Leone

203 Heritage Dr
Columbus, New Jersey 08022

(609)723-4822

Important Dates

June 15 - Quarter 4 Contest Ends

June 16 - Quarter 1 Contest Begins

June 29 - Last day to place telephone orders for June

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

JULY 1 - LAST DAY TO REGISTER FOR SEMINAR

GO **ALL IN!** SEMINAR 2017

- July 20 – 23 Diamond Seminar dates
- July 24 – 27 Ruby Seminar dates
- July 28 – 31 Sapphire Seminar dates
- Aug. 1 – 4 Emerald Seminar dates

July 1 Registration Deadline

[CLICK HERE TO REGISTER](#)



JUNE

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YOUR DREAMS



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

CONSISTENCY IS KEY