



# Cindy Leone

# Cindy's Celebrities

(609)723-4822

nsdcindy@comcast.net

## Our Proud Reds



Elena Torsiello  
Team Leader



Beth Griffin  
Star Team Builder



This could be  
YOU!

June Newsletter with May Results

new faces **take you** places BRACELET



Christine Spain



Erin Shaffer



Kimberly Bowe



Leah Marley



Who will be next? Who will be next? Who will be next? Who will be next?

## Winners

**Sale** >>>>

Deep Cleansing  
*Charcoal Mask*

**55% off**

June 1 - 30 while supplies last



*Summer Starter Kit Product Bonus*

New Beauty Consultants will receive  
**2 FREE**  
Microdermabrasion products when  
they start a Mary Kay business in June.



*Hurry... offer ends*  
**June 30**

## 4th Quarter Star Consultant Prizes

March 16 to June 15, 2018



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
CHRISTINE SPAIN	\$2,570.00	*****	STAR	\$430.00	\$1,030.00	\$2,230.00
KIMBERLY BOWE	\$2,490.60	*****	STAR	\$509.40	\$1,109.40	\$2,309.40
LEAH MARLEY	\$2,100.40	STAR	\$299.60	\$899.60	\$1,499.60	\$2,699.60
ELENA TORSIELLO	\$1,641.50	\$158.50	\$758.50	\$1,358.50	\$1,958.50	\$3,158.50
ERIN SHAFFER	\$1,499.70	\$300.30	\$900.30	\$1,500.30	\$2,100.30	\$3,300.30
LISA PERRY	\$947.50	\$852.50	\$1,452.50	\$2,052.50	\$2,652.50	\$3,852.50
DONNA PEDICORD	\$935.00	\$865.00	\$1,465.00	\$2,065.00	\$2,665.00	\$3,865.00
JILL KUFFA	\$792.50	\$1,007.50	\$1,607.50	\$2,207.50	\$2,807.50	\$4,007.50
MARY MILLER	\$707.00	\$1,093.00	\$1,693.00	\$2,293.00	\$2,893.00	\$4,093.00
SAMANTHA HURTT	\$678.50	\$1,121.50	\$1,721.50	\$2,321.50	\$2,921.50	\$4,121.50
NATASHA DANIELS	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
ANDREA BRENNER	\$468.00	\$1,332.00	\$1,932.00	\$2,532.00	\$3,132.00	\$4,332.00
JOANNA WHIPPLE	\$454.50	\$1,345.50	\$1,945.50	\$2,545.50	\$3,145.50	\$4,345.50
GAYLE WALSH	\$421.00	\$1,379.00	\$1,979.00	\$2,579.00	\$3,179.00	\$4,379.00

Enthusiasm is the key not only to achievement of great things, but to the accomplishment of anything worthwhile. Enthusiasm is a way of life. It's a magic spark that transforms being into living, and it makes hard work enjoyable. Enthusiasm is the greatest elixir known to man. Nothing will help you to sell yourself better than the power of your personal enthusiasm. (April 1993 Applause From the Heart)

## Should I go to Seminar

From NSD Mary Pat Raynor

Every consultant in Mary Kay land is asking that question right now. I remember so vividly, 20 years ago when my Director, Stacy James told me to plan on going to seminar.

- a.. I had just quit my job to pursue MK full time
- b.. I was a brand new single mom
- c.. I had full responsibility for house payment and all expenses, including child care
- d.. I was emotionally devastated from the breakup of my marriage
- e. I had no savings AND I had just submitted for DIQ (which meant that I would need to take an additional trip to Dallas the month following seminar...we went before DIQ in the former system.)

Now, honestly, what would you be thinking? I had only been with the company around 6 months at this point.....wouldn't you question the soundness of that decision? Besides, I had been to soooo many conferences and seminars in my educational background and quite frankly, I didn't care for them.

Did I intend for Mary Kay to be my life's work? I wanted it too. Yes! Was I nervous? Oh yes!!!! Did I go? YES! Think about this for a minute.....your future lies in your thought process surrounding this.....Your future will always be in the **Yes's** of this business, never in the **no's**.

[CLICK HERE TO READ THE ENTIRE ARTICLE](#)

[CLICK HERE TO REGISTER TODAY](#)

# shooting for the

# Stars

top in retail sales

## Company Court of Sales



Leah Marley



Kimberly Bowe



Christine Spain

	Consultant	Retail	YTD PCP	YTD Retail
1	Leah R. Marley	\$20,050.00	\$0.00	\$20,050.00
2	Kimberly F. Bowe	\$15,194.50	\$0.00	\$15,194.50
3	Christine Spain	\$14,671.00	\$0.00	\$14,671.00
4	Jill A. Kuffa	\$11,633.50	\$0.00	\$11,633.50
5	Elena R. Torsiello	\$10,456.00	\$0.00	\$10,456.00
6	Erin Shaffer	\$9,224.00	\$0.00	\$9,224.00
7	Donna L. Pedicord	\$7,100.00	\$0.00	\$7,100.00
8	Michele E. Knight	\$6,693.00	\$0.00	\$6,693.00
9	Lisa Perry	\$6,672.00	\$0.00	\$6,672.00
10	Dana L. Kuffa	\$5,790.00	\$0.00	\$5,790.00

## top team

# Builders

## Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	1	\$382.78
2	Jill A. Kuffa	1	\$103.00
3	Leah R. Marley	1	\$72.78
4	Christine Spain	1	\$24.18

## 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!

July ●●●●●●●●●●●●●●●●●●

## Happy Birthday



<b>Birthdays</b>	<b>Day</b>	<b>Birthdays</b>	<b>Day</b>
Denise L. Kiehn	2	Cara Murtaugh	17
Donna T. Monzo	7	Stephanie McCatherin	20
Kelly A. Hudak	9	Maria Elliott	23
Ann Martinez	9	Elizabeth McLaughlin	24
Christine Spain	10	Eleanor Carlino	25
Jackie A. Schaefer	12	Gayle E. Walsh	26
Dana L. Kuffa	15	Theresa M. Whitcraft	27
Joyce-Patryce Clark	17		

## MK Anniversary



<b>Anniversaries</b>	<b>Years</b>
Mary R. Miller	22
Esther P. Clark	20
Eileen T. Delvecchio	13
Deborah A Campanelli	10
Michelle L. Redfield	8
Leah R. Marley	1
Dana L. Kuffa	1

## Look Who Invested This Month



<b>Name</b>	<b>Amount</b>	<b>Name</b>	<b>Amount</b>	<b>Name</b>	<b>Amount</b>
Christine Spain	\$806.00	Eileen T. Delvecchio	\$305.00	Sherry A. Willis	\$235.00
Erin Shaffer	\$670.50	Joanna J. Whipple	\$299.50	Colleen M. Williams	\$230.50
Kimberly F. Bowe	\$650.50	Mary R. Miller	\$299.50	Regina K. Toe	\$228.50
Leah R. Marley	\$628.50	Jo Ann M. Foulks	\$296.00	Denise L. Kiehn	\$228.00
Andrea Brenner	\$468.00	Danielle Nirdlinger	\$261.00	Deborah A Campanelli	\$226.00
Lisa Perry	\$356.00	Elena R. Torsiello	\$256.00	Eileen H. Rothstein	\$226.00
Barbara A. Sokol	\$339.00	Sheila Richardson	\$251.00	Grace M. Kruse	\$225.00
Nancy J. Huber	\$333.50	Esther Jackson-Pope	\$245.00	Cary S. Fredericks	\$225.00
Gail H. Devine	\$327.50	Karen J. Fonollosa	\$242.50		



#teamMK

# steppin' up the

# Ladder



## Senior Consultants

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

*Michele L. Cressman*  
*Cary S. Fredericks*  
*Trudi Mitana*  
 # *Patrice A. Patterson*

*Sheila Richardson*  
*Tamara Francois*  
 # *Michelle Jones*

*Gail H. Devine*  
*Erin Shaffer*

*Erin Shaffer*  
*Christi Kunzweiler*  
*Leah R. Marley*  
 \* *Stephanie McCatherin*  
 # *Kristen Capps*

*Cary S. Fredericks*  
*Susan Ammirata*

*Christine Spain*  
*Natasha V. Daniels*  
 \* *Diana D. Williams*  
 # *Yvonne A. Spain*

*Jill A. Kuffa*  
*Briana Colaneri*  
*Dana L. Kuffa*  
 \* *Julie Richards*

*Diana D. Williams*  
*Regina K. Toe*

*Leah R. Marley*  
*Samantha D. Hurtt*  
 \* *Virginia A. Kinach*

*Sherry A. Willis*  
*Phyllis G. Bryant*  
 \* *Marie H. Phero*

*Hillary B. Paton*  
*Callye E. Huf*

*Lisa Perry*  
*Jo Ann M. Foulks*  
*Nancy J. Huber*  
 \* *Heather D. Donaire*  
 \* *Jackie Rowley*  
 # *Maria Elliott*  
 # *Beverly Gerberich*

## Team Builder

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



*Beth C. Griffin*  
*Eileen T. Delvecchio*  
*Karen J. Fonollosa*  
*Daryl A. Tuccillo*

## 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



*Elena R. Torsiello*  
*Esther Jackson-Pope*  
*Lori Picinich*  
*Eileen H. Rothstein*  
*Donna A. Teel-Drake*  
 \* *Diana Becker*  
 \* *Georgiana Foti*  
 \* *Carolanne Garstka*  
 \* *Jacquelyn B. Lee*  
 # *Joyce-Patryce Clark*  
 # *Sharron H. Coleman*  
 # *Cora D. Jones*

## 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



BRAND NEW  
 at Seminar  
 2018!



Princess Court  
 of Personal Sales

Consultants with \$20,000 in retail production by June 30 will have their spotlight moment as they parade across the Seminar stage during Awards Show! Plus they get a special **Bling Button** and **sash**.



a note from

.....Cindy

This is one of my favorite times of the year. We see what we are made of and become "Make a Way, Find a Way" people. I love how we encourage each other to stretch and keep working to reach our goals. Not many people have this experience with their work and businesses. We are so fortunate.

We are running to the Victory Line! June 30th is our last day of Seminar 2018! Many of you have kept your eyes on the goal, working with focus, determination and perseverance! Keep it up, I want to celebrate your achievements and watch your dreams come true! Be proud of yourself, and keep focusing forward!

June is like a bonus month, we are working hard to reach our goals and while doing so, we are building momentum going into July, the new Seminar year! Having a jumpstart on a new year is the best way to go, you are not playing catch-up and the excitement from June will flow over into July. When seeing your customers, you can tell them why you're excited, thank them for their support and share from your heart how this opportunity may be for them!

When you are determined, it not only will help you with your business but it in turn helps our unit reach our goals. We deserve to finish on top; we have a unit filled with women of excellence and I want this month to show our efforts, determination and perseverance. When we work, we will be filled with Joy and Peace, knowing we gave our best!

Look who has Registered

For Seminar 2018



- Kimberly Bowe
- Erin Shaffer
- Christine Spain

Welcome



New Consultants

Virginia Kinach

From PRESCOTT, AZ  
Sponsored by L. Marley

Dorene Nixon

From MEDFORD, NJ  
Sponsored by C. Leone

Jackie Schaefer

From MARLTON, NJ  
Sponsored by C. Leone

With Big Belief,

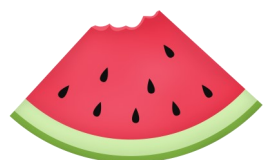
Cindy



Summer of Power

Have 4 Powerful Days every week, for the next 13 weeks. Keep in mind that the end result is to keep on track for your MONTHLY POWER START. This is a tool to help keep you on the date book and in front of people. CONSISTENCY is key! Focus on the Activities and the Results will come!

- ▶ BOOK (at least) one new selling appointment
- ▶ SELL something (focus on \$100 day)
- ▶ MAKE (a min. of one) Strong Recruiting Attempt
- ▶ GET 3 NEW NAMES - (Warm chatter, referrals)



# SEMINAR CONTESTS:

## City Girls & Pearls

### Seminar 2018 Prize Party

Don your black dress, pearls and tiara; and don't miss this glamorous, themed party with a classic New York City vibe!

## What a Wonderful Place!

You Must Qualify, Darling.

Achievers will celebrate at this come-and-go prize party where they'll pick up their prize(s) and receive a glamorous Bling Button on their badges.

All-Star Consultant Consistency Challenge achievers will pick up their fabulous year-end prizes from the kate spade new york® collection.\*

New Independent Sales Directors who debut from Feb. 1 to July 1, 2018, and their Independent Senior Sales Directors will pick up their chic new class prizes.\*\*

An Independent Beauty Consultant or Independent Sales Director who achieves the *New Faces Take You Places* Seminar Challenge in March, April, May and June AND who has one qualified\*\*\* new personal team member during the challenge period will pick up her **SISTERS** Seminar designer charm bracelet. Plus, all achievers will receive a chic, party-themed gift.



## Seminar Success Starts Here.

Start moving up the path of Seminar success today.

### Challenge Details

**LEONE SEMINAR AREA GOAL FOR SEMINAR: 50**  
**HOW MANY CAN I COUNT ON YOU FOR?**

An Independent Sales Director and her unit members who grow their unit Seminar registration count\* by **two attendees** over the prior Seminar year **OR** have at least 8 as their Seminar registration count\* will earn the prizes listed below. Spouses who register by July 1 and attend Seminar are included in your registration count.\*

The Independent Sales Director and her unit members who qualify and attend Seminar 2018 will receive:

- A multicolored pendant necklace (coordinates with Seminar 2017 Registration Challenge earrings).
- Standing recognition in the general sessions.
- A Bling Button.

PLUS, spouses of those who qualify, register for and attend Seminar 2018 will receive:

- *MK High Intensity*® Sport Cologne Spray \*For this challenge, your unit Seminar registration count will be determined on July 1, 2018. Unit members who register on-site will not be included in your registration count.

**HOW MANY WILL YOU ENCOURAGE TO BE IN THIS COURT?**

**BRAND NEW at Seminar 2018!**

**Princess Court**  
of Personal Sales

**CELEBRATING 55 YEARS**  
EQUIPMENT | TRAINING | CONNECTION

Consultants with \$20,000 in retail production by June 30 will have their spotlight moment as they **parade across the Seminar stage** during Awards Show! Plus they get a special **Bling Button** and **sash**.



## Mary Kay Seminar Agenda:



**Day 00 7/27 2:30pm DIQ & Director Mtg w the Wallace Area Hyatt**

**6:30pm – Leone Director Winners Dinner (be treated to Dinner by Cindy w a Contest we are having))**

**Day 0 7/28 9 a.m. – 5 p.m.** Registration, Badge Pickup, Headset Booth, Contest Booth, Mary Kay Expo, *MKConnections*<sup>®</sup>

**City Girls & Pearls, Prize Party** (Come-and-Go Event) Ballroom D 10 a.m. – 3 p.m.

The Mary Kay Building Tour (Bus service from Lower Lobby A/B is scheduled to depart every 30 minutes starting at 10 a.m. The last bus will depart KBHCCD at 2 p.m.) The Mary Kay Building

**3:00 pm Leone Area Red Event- Hyatt Hotel for All Reds & Above & Directors**

**Day 1 7/29 7:30 – 7:50 a.m.** (Sunday, July 29 only) Optional Worship Service TBD

8:15 – 11:30 a.m. General Session

Hall of Dreams

11 a.m. – 2 p.m.

Mary Kay Expo

Hall D

11:30 a.m. – 1:30 p.m.

**Prize Party Prize Pickup – Last Chance**

Lobby F Noon – 1:15 p.m.

**Half-Million-Dollar Unit Luncheon Ballroom A Noon – 1:15 p.m.**

**Cadillac<sup>®</sup> Luncheon Hall A Noon – 1:15 p.m.**

General Dining Hall C 1:30 – 4 p.m.

**General Session Hall of Dreams**

4:15 – 5 p.m.

Sales Director Meeting

**Evening- Leone Area Awards Banquet**- Dinner, Dancing & Lots of Fun & Reco...working on where we are doing this and will get price for Dinner to you ASAP

**Day 2 7/30 8:30 – 11:30 a.m.** Business Develop Classes Refer to the *Mary Kay*<sup>®</sup> Events App.

11 a.m. – 1 p.m. Mary Kay Expo Hall D

Immediately Following Classes

**Box Lunch Handout** Hall C 1:45 – 2:45 p.m.

**Royalty Reception** Ballroom C 3 – 5 p.m.

**Awards Show** Hall of Dreams For all Cons & Directors

**Day 3 7/31 Hall D 9:30 a.m. – Noon** General Session Book your return flight after 1:00 pm





## 4<sup>th</sup> Quarter Star Celebration Dinner in Dallas

**You're invited  
to this Exclusive Dinner at this private  
club on the 48<sup>th</sup> floor of  
Thanksgiving Tower.  
We are excited to Celebrate you!**



### Qualifications to Come:

Complete 4<sup>th</sup> Quarter Star by 6/15/18 to come!

Special Guest- Jennifer Cook-Mary Kay Ash's personal assistant. Jennifer worked by Mary Kay's side for many decades. She will share Mary Kay stories with us all! What an experience☺

Lots of Fun, Recognition & Memories

**WHEN:** Saturday July 28th at 6:00pm

**WHERE:** Tower Club of Dallas on the 48<sup>th</sup> Floor

**COST:** \$35 Inclusive - Includes 3 course Dinner, drink(ice tea, coffee) tip & Tax. To be paid to your Director by 7/1/18





# Leone Lifesavers

MARY KAY  
SEMINAR  
2018

## Seminar 2018 Awards Banquet this Year is at the Mary Kay Corporate Building

Sunday, July 29<sup>th</sup> - 5:00pm SHARP  
Chartered Bus leaves Hyatt Regency



### Tickets:

May 25<sup>th</sup> - July 14<sup>th</sup> : \$50.00

July 15<sup>th</sup> - July 22<sup>nd</sup> : \$65.00

### Meal Choices:

Chicken Marsala (this is gluten free)

Or Vegetarian

(when you register please make note of this)



When we arrive you will be able to take a  
tour of the Mary Kay Museum before our  
Dinner & Awards begin

### Registration:

PayPal to [nsdcindy@comcast.net](mailto:nsdcindy@comcast.net)

Please Remember to  
Check friends and family so no  
Extra fees incurred

Thank you for submitting your Mary Kay Accomplishment sheets on line  
Please Submit by the 5<sup>th</sup> of the following month for Recognition in NL for Prior Month

## May Results

### Parties/Classes with 3 or more

Christine Spain- \$163

### Facials(1 or 2 in attendance)

Leah Marley-\$247,137

Kimberly Bowe-\$200, 40

Christine Spain- \$84

### OTG-On the Go Appointments

Leah Marley-\$55,46

Kimberly Bowe-\$70

Christine Spain-\$72

### PWS

Leah Marley - \$142,125

Christine Spain-\$104

### PCP-Preferred Customer Program

Kimberly Bowe-\$550, 975

### Skin Care Sets

Kimberly Bowe- 4

Christine Spain-2

Leah Marley – 3

### Weekly Sales

Kimberly Bowe-\$820, 1,015

Leah Marley - \$247, 55,325,125

Christine Spain-\$423

### Basic Skin Care Sets YTD

Kimberly Bowe- 50

Christine Spain - 49

Leah Marley – 24

Erin Shaffer-6

Jill Kuffa-4

Dana Kuffa-4

Elena Torseillo-2

### HotLine Callers Everyday!

Erin Shaffer and Christine Spain

### Almost Everyday!

Leah Marley

### \$1000 Month

Kimberly Bowe



\$1800 Month

### Explosive 15 May Faces

Christine Spain



### \$100 Days

Christine Spain-\$1,000

Leah Marley-\$700

Erin Shaffer- \$400

**Every time you have a \$100 Day  
Call Cindy and leave me a message**



### Reco at Seminar for Seminar Year July 2017-June 2018

Top 5 Unit Wholesale & #1 Queen

#1 Queen of Basics

4 Quarter Stars

Top Bangle Winners for the Year

Top Cons. in Team Building

Most Improved Consultant

Ms. Go Give

Princess Court Achievers

## 2018 Seminar Conference Registrations

Erin Shaffer

Kimberly Bowe

Cindy Leone

Dana Kuffa

Jill Kuffa

Leah Marley

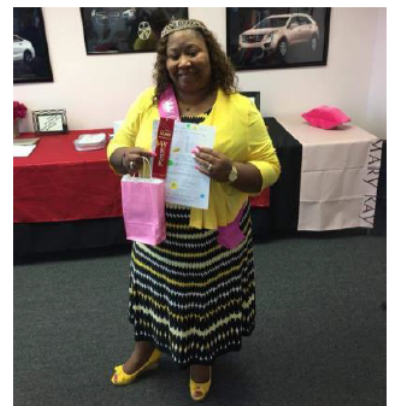
Christine Spain



Christine winning for 15 faces!



Great kick-off party with  
Natasha and Christine!



Kimberly Bowe Being awarded at  
her unit meeting for achieving  
\$1000 week!



**Lifesaver Consultants & Directors... this year the Mary Kay Co assigned our Area to the Hyatt Hotel for Seminar. We hope you will stay with our Area as a family at the Hyatt. You can book now! This does not include food or tips. This is just for the Hotel room.**

**More details to come on the food package.  
Almost done working out details 💕💕**

**Regarding registration and housing, your Area will logon to InTouch hover over the "Events" tab, select "Online Event Registration", register for the event, select the "hotel" button to book a room in your sub-block "E NSD Cindy Z. Leone".**

**Pre Lim Agenda:**

**Friday 7/27 DIQ & Director Meeting 2:30 Hyatt Lifesavers & Sue Wallace Area ★**

**Friday Night- Winners Dinner Director Contest 👍**

**Saturday 7/28 Day0 Leone Area Red event at 3:00pm for all Reds & Above at the Hyatt**

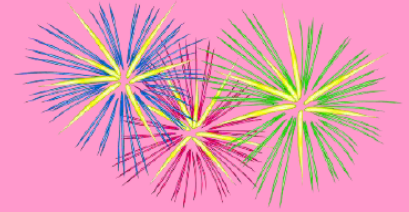
**Sunday 7/29 Day 1 Seminar begins**

**Evening Leone Area Banquet- Awards, dinner & dancing 🎉**

**Monday 7/30 Day 2 Seminar classes, etc day & afternoon  
Mary Kay big Awards extravaganza for all**

**Tuesday 7/31 Day 3 last day of Seminar book your flights to return home after 1:00pm**

**PIC•COLLAGE**



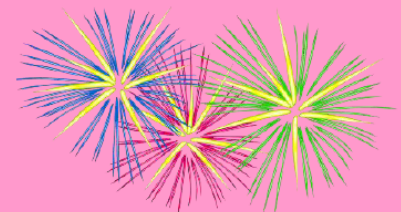
# EXPLOSIVE 15!

#yearofexplosivegrowth

- Complete 15 new faces monthly\* **Must be on the face not on the hand to count (They must be 18 years or older & currently do not have a Mary Kay Consultant)**
- Submit your Weekly Accomplishment sheets to your Director
- Send a picture of your completed sheet to Cindy via text (609)540-0345 AND Your Sales Director by the 5<sup>th</sup> of the following month
- 15 Faces completed gets you a gift from your National Sales Director Cindy & recognition in the Leone Lifesaver Area Facebook group
- The Beauty Consultant with the most faces over 25 each month gets an additional gift from your National Sales Director Cindy!

## June's Prize!\*\*

Beautiful Silver & Black necklace set



\*Faces done @ Nursing & convalescent homes do not count towards contest

\*\*due to the amount of winners the prize awarded maybe similar than the one shown here

Mary Kay's  
100th Birthday,

\*100 Face Honor  
Challenge!  
April 1 - June  
30, 2018!



\*Must be new Faces/or not facialed in a year! On the face and in person. Must  
submit sheet by July 7 to: Cindy Leone 203 Heritage Dr Columbus NJ 08022

Earn your  
prize from  
your NSD's  
trip to Italy!

# **\*NEW\* Consistency Contest May And June!**



Place a \$225-\$399 wholesale order in May AND June:  
Earn the Going Places Key Ring!



Place a \$400-\$599 wholesale order in May AND June:  
Earn the Going Places Money Bag!



Place a \$650-\$850 wholesale order in May AND June:  
Earn the Going Places Sunglasses & Case Set!



Place a \$851 wholesale order or more in  
May AND June: Earn YOUR CHOICE of Tote Bags!!  
"Year of My Dreams or Going Places!"

Name: \_\_\_\_\_

May Wholesale Order: \_\_\_\_\_

June Wholesale Order: \_\_\_\_\_

Due: 7/5/18





# June

# Jammin' June- Contest

June 1st-30th




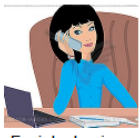


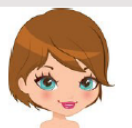



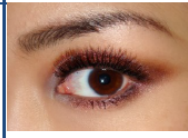


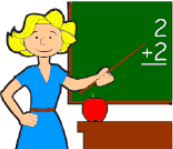







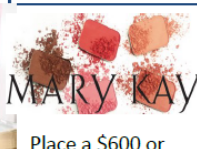
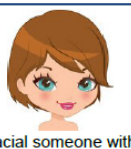









Submit to your Director by July 3rd.  
Must place at least \$225 min whl order to earn prize

**Do the activity, color in the square, and win the prize!**

7 Squares = Level 1 Prize  
 14 Squares = Level 2 Prize  
 21 Squares = Level 3 Prize  
 28 Squares = Level 4 Prize

Name \_\_\_\_\_

Number of Squares completed \_\_\_\_\_

 <b>GOAL</b> Fill out June Goal Sheet & give to your Director	 Sell 3 or more items.	 Facial a blonde.	 Get a new Team Member!	 Facial a business woman.	 Sell a 3D Miracle Set	 Give a facial to a new customer.
 Facial someone with brown hair.	 Facial a mother and daughter.	 <b>Caught Being Cute!!</b> Hand out 5 business cards & get name & #	 Facial someone who wears scrubs to work.	 Facial a brown eyed woman	 Sell 3 or more items.	 Hold a Mary Kay Party with 3 or more.
 Facial a teacher.	 Hold a Mary Kay Party with 3 or more.	 Facial a realtor.	 Sell 3 or more items.	 Facial a mom.	 Facial a blonde.	 Attend June Glow & Glam Event with A Guest
 Sell a 3D Miracle Set	 Place a \$600 or more whl order	 Facial someone with brown hair.	 Facial a college student.	 Give a facial to a new customer.	 Sell \$1000 this month.	 Sell 3 or more items.
 Share the Marketing Plan with one.	 Facial a red head.	 Attend Tuesday Night Live with a guest	 Book one facial or party.	 Call 10 customers.	 Hold a Mary Kay Party with 3 or more.	 Share the Marketing Plan with one.

# POWER HOUR BOOKING STRATEGY

## POWER HOUR

- 5 MN—Prayer & Meditation
- 5 MN—Strategy Review / Script Practice
- 50 MN—Continuous Calling

*\*Call Director Prior to Power Hour if Needed!*

## TOOLS NEEDED:

- Datebook Marked Out
- Timer
- Scripts
- Booking List With Numbers

## REASON / METHODS

- Reorders = Full Price (no booking) / Half Price (3 people) / FREE (6 non users)
- Girlfriend Party Pack (Customers only)
- Portfolio / Everyday Heroes
- Other Kind of Class / Referral Follow Up
- Web Party
- Facial In A Bag
- Guest At An Event (Know when upcoming dates are prior to calling)
- Listen To Interview / Marketing DVD / Marketing CD

Book  
SOMETHING  
Before You  
Get Off The  
Phone!

<u>Prospects To Call:</u>	<u>Number:</u>	<u>Attempted Method:</u>	<u>Method Used:</u>	<u>Date Booked:</u>
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				



# Uses for After Sun Replenishing Gel

The following product information was compiled by Daphne Lewis. Daphne has been #1 consultant in the NATION 23 years! Her product knowledge is amazing!

## After Sun Replenishing Gel: Customer feedback.

I tell my customers that, although **Mary Kay, Inc. does not endorse my findings**, I have customers who have given me feedback that you are welcome to try for yourself. I've never had a return on the Replenishing Gel, and the product has extremely strong customer support.

1. This started with my husband who has psoriasis. We've tried medications, tar baths, Amalactyn, Derma-Rest oral meds, the list goes on. Especially after his shower, his entire body burns and itches. We've been using the Extra Emollient Night Cream, which really helps, but it wasn't enough. So, we tried the After Sun Replenishing Gel. IMMEDIATELY the burn and itch subsided. It was/is amazing. Any burn or itch, it immediately calms. He uses it after every shower and in between if he gets a flare-up. He also likes it because it isn't sticky like a lot of creams for skin disorders.

I told this to customers, and they responded with needs they thought it could rectify. Below is a summary of the hundreds of responses to the After Sun Replenishing Gel I have received:

2. It also soothes the burn/itch of other skin disorders like eczema, seborrhea, and dermatitis. Several customers have found they no longer need their meds for their skin disorders. They use the Replenishing Gel exclusively.
3. Soothes and calms chapped skin, windburn, of course, sunburn, and burns from any heat source (curling iron, stove, heater etc.).
4. On the scalp under wigs and hairpieces: Traditional moisturizers can affect the wig. The Replenishing Gel moisturizes, but because its a gel, it leaves no residue. Even when the customers head sweats, it doesn't rise and leave a residue, so the wigs/hairpieces stay cleaner and last longer. This also is a success under scarves and hats for my cancer survivors.
5. Controls dandruff, itching, and flaking on the scalp. It can be worked into the scalp without leaving a residue in hair. A small amount does a lot of good.
6. Several with unruly, frizzy, and/or curly hair love it better than any hair gel they've ever tried! It tames the frizz with its antioxidants and moisturizers, leaving hair soft, manageable, and pretty.
7. The best aftershave ever! Men use it on their sensitive faces to calm irritation, and women use it everywhere they shave for a cool, calming feeling that lasts.
8. I'm told: The absolutely ONLY moisturizer/aftershave for bald heads. There's nothing on the market even close to how effective it is.
9. For those who dislike the sticky, claustrophobic feeling of traditional moisturizer (true especially for men), the Replenishing Gel does what moisturizers do with NO feeling that it is there, but the skin is hydrated and calmed.
10. Chronic itchy back: Applied after shower, the Replenishing Gel keeps the itch away until the next shower.
11. Several use it as a bug repellent. They especially love how skin friendly it is. They feel safe putting it on children knowing it doesn't have the harsh ingredients of traditional bug repellent. And the fact that its not greasy or stinky or heavy, the kids don't mind having it on.
12. Husbands take it hunting for all the reasons they could find to use it. They borrow their wife's Gel if she doesn't get them their own before the hunting trip!
13. I get hives from any work I do in the yard or the garden, and I get hives from my cats. If I remember to put the Gel on before I go into the garden or, say, to brush my cats, it really helps prevent hives. If I forget, its the first thing I apply after washing my hands. If I'm scratched, the area swells and itches. The Gel immediately alleviates the itch, and the swelling diminishes quickly.
14. As it relieves hives, it also relieves the itch/burn of bug bits, bee stings, and any allergic reaction I've come across.
15. Customers who have reactions to metals, i.e. jewelry, apply the Replenishing Gel to instantly stop the reaction with their skin.
16. Several have said it immediately calms diaper rash, and they use it regularly as a preventative measure. They've also said it is effective on Cradle Cap with no adverse reaction.
17. A new one, just today: A customer's son has horrible acne and has sensitive skin. He's under doctors care. The acne treatments irritate his skin. He applies the Gel to calm and sooth the redness and burn. Its an instant relief, and it doesn't, she said, interfere with the treatment from the doctor. His face is no longer red in the morning, so he's not embarrassed to go out of the house. She said the Gel is his sanity as he goes through this.
18. Several people who have pools, lake cabins, or camp a lot have several Replenishing Gels on hand for guests to use. The guests love it SO MUCH that they give the Gel as a gift to their guests! These people order 8 at a time!

As I mentioned, the Company does not endorse the above statements. This is simply 100% positive feedback from the field. I encourage your customers to call [1-800-MARY KAY](tel:1-800-MARY-KAY) with their feedback so that, hopefully, the Company can see the need to continue to make this product available. There is nothing on the market to replace it, I'm told.

# Cindy's Celebrities



*Cindy Leone*

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Columbus, New Jersey 08022  
(609)723-4822

## important Dates

- June 15** - Quarter 4 Contest Ends
- June 16** - Quarter 1 Contest Begins
- June 16** - Begin PCP Enrollment
- June 17** - Father's Day
- June 28** - 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**
- July 4** - Independence Day, All Branches Closed
- July 17** - Last Day to Enroll for Fall PCP
- July 28** - Last day to place telephone orders for July
- July 31** - Last day to place on-line orders for July

## June Strength Bracelet

When you order \$600+ whsl in JUNE,  
you will receive the STRENGTH  
Bracelet.  
Finish Strong!



## Focus on New Faces

When you earn your Bracelet in  
March, April, May and June you  
receive the **Sisters Bracelet** for the  
Seminar Challenge

