



Cindy Leone

Cindy's Celebrities

(609)723-4822

nsdcindy@comcast.net

Our Proud Reds



Elena Torsiello
Team Leader



This could be
YOU!



This could be
YOU!

May Newsletter with April Results

new faces **take you** places BRACELET



Winners



Kimberly Bowe



Christine Spain



Donna Pedicord



Leah Marley



Samantha Hurtt



Natasha Daniels



Elena Torsiello



Who will be next?

SEE IT LIVE IT SHARE IT

2018 SEMINAR

REGISTER TODAY

RUBY July 20-23

EMERALD July 28-31

SAPPHIRE July 24-27

DIAMOND Aug. 1-4

4th Quarter Star Consultant Prizes

March 16 to June 15, 2018



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
ELENA TORSIELLO	\$1,385.50	\$414.50	\$1,014.50	\$1,614.50	\$2,214.50	\$3,414.50
KIMBERLY BOWE	\$1,212.50	\$587.50	\$1,187.50	\$1,787.50	\$2,387.50	\$3,587.50
CHRISTINE SPAIN	\$1,065.00	\$735.00	\$1,335.00	\$1,935.00	\$2,535.00	\$3,735.00
LEAH MARLEY	\$983.00	\$817.00	\$1,417.00	\$2,017.00	\$2,617.00	\$3,817.00
DONNA PEDICORD	\$935.00	\$865.00	\$1,465.00	\$2,065.00	\$2,665.00	\$3,865.00
SAMANTHA HURTT	\$663.50	\$1,136.50	\$1,736.50	\$2,336.50	\$2,936.50	\$4,136.50
NATASHA DANIELS	\$604.50	\$1,195.50	\$1,795.50	\$2,395.50	\$2,995.50	\$4,195.50
MARY MILLER	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50

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. - Mary Kay Ash

Rules of Successful Recruiter

by Senior Director Pam Garner Moore

1. ALWAYS LEAD BY EXAMPLE! If she sees you consistently conducting business (whether its 5 or 25 hours a week), she'll do the same. Let her see the Mary Kay "Image" in you!
2. ATTEND ALL UNIT MEETINGS! See that your recruit is there with you. It's the most important place for both of you to be!
3. CALL OR WRITE TO HER DAILY FOR THE FIRST 3-4 WEEKS! Make your calls, emails or notes short but let her know you're there!
4. KEEP A FRIENDLY BUSINESS RELATIONSHIP! Until your new recruit is firmly established, you will be more helpful as her teacher rather than her close friend!
5. ALWAYS TALK ABOUT PROFIT LEVEL! Unless your new recruit has started with a profit level order, you must encourage her to reach it ASAP. Teach her to follow the 60/40 plan.
6. ALWAYS LET HER LEARN WHILE YOU EARN! Spending hours on the phone or at your kitchen table means neither of you is earning. Take her to your shows and classes. Spend time with her at the meetings. You'll both benefit more!
7. KEEP A 100% POSITIVE ATTITUDE! Don't dump on her and don't allow her to dump on you. Our job is to build confidence ~ refuse to voice or listen to negativity!
8. CALL YOUR DIRECTOR! If you feel unable to answer a question or handle a problem of any kind, please call your Director ASAP. Be sure to share your crows and ideas with her too!
9. HELP HER SPONSOR HER FIRST RECRUIT! She will love you for it and it will make her a solid Consultant!
10. JUST AS YOU WOULD NEVER TAKE CREDIT FOR HER SUCCESSES, NEVER TAKE RESPONSIBILITY FOR HER FAILURES! You can love her and teach her, but SHE MUST DO IT FOR HERSELF!

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	\$18,793.00	\$0.00	\$18,793.00
2	Kimberly F. Bowe	\$13,863.50	\$0.00	\$13,863.50
3	Christine Spain	\$13,019.00	\$0.00	\$13,019.00
4	Jill A. Kuffa	\$11,526.50	\$0.00	\$11,526.50
5	Elena R. Torsiello	\$9,944.00	\$0.00	\$9,944.00
6	Erin Shaffer	\$7,853.00	\$0.00	\$7,853.00
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	\$5,960.00	\$0.00	\$5,960.00
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	\$357.64
2	Jill A. Kuffa	1	\$103.00
3	Leah R. Marley	1	\$72.18
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!

June ●●●●●●●●●●●●●●●●

Happy Birthday

Birthdays	Day
Eileen H. Rothstein	4
Beverly Gerberich	5
Diana Becker	18
Gail H. Devine	22
Jo Ann M. Foulks	24
Carolanne Garstka	25
Callye E. Huf	25
Grace M. Kruse	25
Briana Colaneri	29
Georgiana Foti	30

Anniversaries
Cary S. Fredericks
Terry Lipiec
Maeozia Samuel
Andrea Brenner
Ali Zacharkow
Sheila Richardson
Joanna J. Whipple
Katherine S. Stott
Regina K. Toe
Marie H. Phero

MK Anniversary

Years	Anniversaries	Years
19	Jordan N. Gort	6
17	Linda E. Goolsby	5
16	Tamara Francois	4
16	Denise L. Kiehn	3
15	Erin Shaffer	2
12	Yvonne A. Spain	1
11	Florence C. Ugorji	1
8	Sharron H. Coleman	1
8	Rynisha N. Falls	1
7	Carmen Canals	1

Look Who Invested This Month

Name	Amount	Name	Amount	Name	Amount
Kimberly F. Bowe	\$1,212.50	Michelle L. Redfield	\$312.50	Erin Shaffer	\$146.00
Christine Spain	\$1,065.00	Kelly A. Hudak	\$267.50	Michele E. Knight	\$143.50
Donna L. Pedicord	\$935.00	Tamara Francois	\$264.00	Jill A. Kuffa	\$139.00
Leah R. Marley	\$901.50	Marjorie E. Hurdle	\$244.00	Hillary B. Paton	\$39.00
Samantha D. Hurtt	\$605.00	Lisa Perry	\$238.00	Karen J. Fonollosa	\$30.00
Natasha V. Daniels	\$604.50	Callye E. Huf	\$230.50	Danielle Nirdlinger	\$26.00
Elena R. Torsiello	\$600.50	Christi Kunzweiler	\$229.00	Linda E. Goolsby	\$21.00
Arlene Athill-Graham	\$346.00	Dana L. Kuffa	\$226.50	Sheila Richardson	\$17.00
Beth C. Griffin	\$337.50				

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**.

steppin' up the

Ladder



Senior Consultants

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

Kimberly F. Bowe
Rynisha N. Falls
Beverly D. Rambert
* Kimberly L. Bowe
Christina L. Parker

Leah R. Marley
Samantha D. Hurtt
Hillary B. Paton
Callye E. Huf

Michele L. Cressman
Trudi Mitana
* Cary S. Fredericks
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

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

Diana D. Williams
Regina K. Toe

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

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

Team Builder

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



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

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

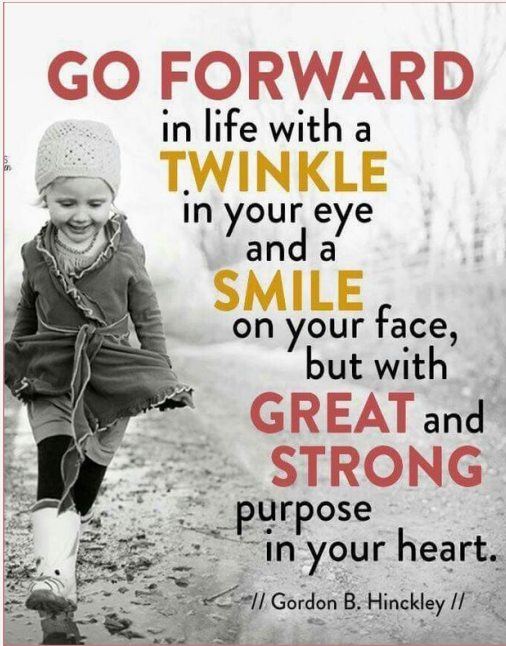
- 5+ Active Team Members
- 9 or 13% Unit Commissions
- 9 or 13% Personal Commissions
- \$100 Team Building Bonuses
- Unit Bonuses
- Earn the use of a Career Car or Cash Compensation



MAY 12
Mary Kay's
Birthday is Launch
Day! All
consultants can
order!



TIMEWISE MIRACLE SET 30
DEFENDS against age-accelerating free radicals.
DELAYS the look of premature skin aging.
DELIVERS visible improvement of skin aging.



a note from

.....Cindy

I see determination and perseverance in the sparkle of your eyes as we finish up our Seminar Year, June 30! Victories are won with intent work and purpose! See success as you reach your goals this Seminar year and at the same time, build momentum for Seminar 2019! I cannot wait to celebrate your achievements at Seminar 2018!

Have you registered for Seminar yet? This is one of the most exciting times of the year! [CLICK HERE](#) to listen to NSD Cindy Gress describe why attending seminar is the place to be... the feel of the crowd, the pulse, how your heart will become engaged with the company! And that is when magic happens. I want to help you make your dreams come true, commit to attend Seminar, invest in your future. By the time you hop on the plane or slide into your car to head home, you'll be ready to take the world by storm and seize success!

Being a STAR consultant is a very important key to achieving your goals! It helps you become consistent in your business, while also building your customer base and earning an income! The quarter ends June 15! In order to be a Sapphire Star, focus on selling \$300 each week, CONSISTENTLY! When you hold appointments consistently, your business is more enjoyable and you will have continuous bookings vs. holding an appointment every so often and then having to work harder to find new hostesses. Think BIG! Don't worry about your sales at your appointments (because that comes no matter what at your individual closings), but focus on getting 2 new bookings at each party and getting referrals from the guests!

Keep working with your blinders on and let nothing detour you from your goal. I am here cheering you on to the finish line!

With Big Belief,

Cindy

City Girls & Pearls Prize Party



Be invited to attend this glamorous, come-and-go prize party with a classic New York City vibe when you achieve one of the following:

- Be an All-Star Consistency Challenge
- Become a New Sales Director by July 1
- Achieve New Faces Take You Places Consistency Challenge



Welcome

New Consultants

Natasha Daniels

From BURLINGTON, NJ

Sponsored by C. Spain

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
EDUCATED | READY | CONNECTED

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*®

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® 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*® 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

Mary Kay's
100th Birthday,





































































































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



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

*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

100 Faces Tracking Sheet

100		99		98		97		96		95		94		93		92		91	
90		89		88		87		86		85		84		83		82		81	
80		79		78		77		76		75		74		73		72		71	
70		69		68		67		66		65		64		63		62		61	
60		59		58		57		56		55		54		53		52		51	
50		49		48		47		46		45		44		43		42		41	
40		39		38		37		36		35		34		33		32		31	
30		29		28		27		26		25		24		23		22		21	
20		19		18		17		16		15		14		13		12		11	
10		9		8		7		6		5		4		3		2		1	

Glow & Glam Nite

Thursday, June 21st at 6:45pm

The Mansion on Main Street

3000 Main St, Voorhees Twp, NJ 08043

**Ladies come enjoy a night out
& complete makeup experience!**

Full glamour tutorial!

Sampling, pampering and a LOT of fun!



Beauty Consultants: \$10

Guests: \$10

This is by invitation only so please confirm your seat with your beauty consultant.

Seating is limited. RSVP by 6/18

Consultants please check your email once you have registered for a complete list of supplies to bring!

Directors please check your email for participation instructions once you have registered.

\$15 at the door

*Free Professional
Brush for all
guests!*



NSD Cindy Is Excited to Give Lots of Recognition For Consultants!

Recognition for New Reds, Queen of Sales and Team Building

Queen of Most guests at our event

Special Training for All MK Consultants☺

We will be having a Raffle!

MK Consultants RSVP to your Director by 6/18/18 5:00pm to guarantee your spot

Lifesaver Area's ROAD TO 5,000 Miracles



*Cindy has an audacious goal for the Lifesaver Area to **sell 5,000 miracle sets by June 30th**. Follow her as she travels throughout the Area to make this goal become a reality. **5,000 Miracles = \$550,000 Retail Sold** Cindy will be at all of these events below*

Tuesday May 1st
Cindy debuts her strategy & excitement to the area on Facebook Live!

Thursday May 3rd
Bring Guests to Cindy's Home
Try it night – TW 3D
7PM
Can only take 1st 15 RSVPs
Limited Space

Friday May 4th
Fired up Friday
Director Meeting
FD+ DIQ's invited
9:45 am - 1:00pm
Red Roof Inn- Westampton NJ

Tuesday May 8th
Bring guests to Try it – TW 3D
Mother/ Daughter NIGHT 7PM
W the DiCioccio & Lucash Unit
TNL
Rutgers Eco Center
1200 Columbus Rd, Bordentown

Saturday May 12th
Bring guests to our Try It!
Mother/Daughter Event 11-1PM
W the Tuccillo & Crump Unit
Stellatos 840 S Rt 73 West Berlin
Lunch included \$10
Mary Kay's Birthday

Thursday May 17th
\$1,000 Giveaway Hostess Contest
Try It- All guests will get to experience the new Timewise 3D Miracle Set!
Mansion in Voorhees NJ

May 27th – June 12th
Cindy touring Rome during the road to 5,000 Miracles Tour

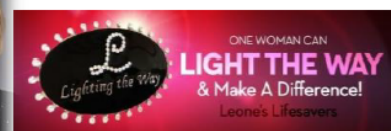
Friday June 8th
Lifesaver Area \$1,000 Day!
How Many Can we have this day to sell \$1000?

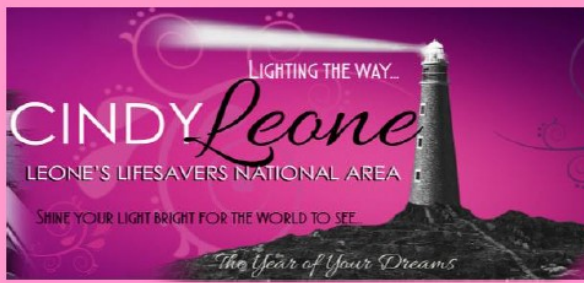
Friday June 15th
The last Director Meeting before year end
9:45 am - 1:00pm
Red Roof Inn- Westampton NJ

Thursday June 21st
Try it night!
At our
Glow+ Glam Event
At the Mansion Voorhees, NJ

Looking to fill 1 more Spot with a Try It event!

National Sales Director
Cindy Leone





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 5th 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!

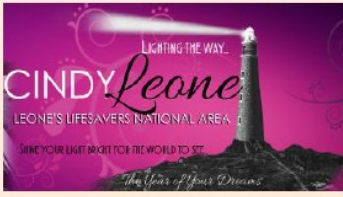
May's Prize!**

Layered Beaded Collar Necklace Set -Beautiful Blue



*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



Explosive 15!

#yearofexplosivegrowth



	Customer Name <small>Must be on the Face not on the hand to count</small>	Phone #	# of Referrals	\$Amt Sold	2nd Appt Booked	Sharing Appt Scheduled
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						
16						
17						
18						
19						
20						
21						
22						
23						
24						
25						
26						
27						
28						
29						
30						

Submit your form to Cindy (609) 540-0345 via picture text message & your Director by the 5th of the following month & your accomp. Sheets!



WINNING

WITH 15

Complete 15 Faces in May & June to
earn your EXCLUSIVE invite!



Consultants that complete the 15 face
challenge for May & June will be invited
to a live Zoom chat with these
6 multi-millionaires in July!

PIC•COLLAGE

***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



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

April Results

Parties/Classes with 3 or more

Christine Spain- \$375

Facials(1 or 2 in attendance)

Christine Spain- \$547

Leah Marley-\$257, 60

Kimberly Bowe-\$95

OTG-On the Go Appointments

Kimberly Bowe-\$130

Christine Spain-\$118

Leah Marley-\$40

PWS

Christine Spain-\$101

Kimberly Bowe- \$24

Leah Marley - \$66,44

PCP-Preferred Customer Program

Christine Spain-\$388

Kimberly Bowe-\$301

Skin Care Sets

Christine Spain-8

Kimberly Bowe- 7

Leah Marley – 3

Weekly Sales

Christine Spain-\$388,361,358,331

Kimberly Bowe-\$454,405,176

Leah Marley - \$363, 104

Samantha Hurtt-\$455

Basic Skin Care Sets YTD

Christine Spain - 47

Kimberly Bowe- 46

Leah Marley – 21

Erin Shaffer-6

Jill Kuffa-4

Dana Kuffa-4

Elena Torseillo-2

HotLine Callers Everyday!

Christine Spain

Almost Everyday!

Leah Marley, Samantha Hurtt, Kimberly Bowe, Samantha Hurtt and Erin Shaffer

\$100 Days

Christine Spain

Everytime you have a \$100 Day

Call Cindy and leave me a message

\$1000 Month

Christine Spain and Kimberly Bowe



\$1400 Month



\$1035 Month

Explosive 15 April Faces

Leah Marley-21

Kimberly Bowe-15

Christine Spain-15



Honorable Mention- Samantha Hurtt with 14



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



Christine with her new April Team Member Natasha



Christine Queen at TNL



Leah Marley(rt side) Queen of sales at her Arizona Meeting

FATHER'S DAY



MKMen®
Advanced
Facial
Hydrator
Sunscreen
Broad
Spectrum
SPF 30*
\$24



MKMen®
Shave
Foam
\$12



MKMen®
Cooling
After
Shave
Gel
\$15



MKMen®
Daily
Facial
Wash
\$16



MKMen®
Advanced
Eye Cream
\$26

Gift Ideas



Colognes

The Value of the ***TIMEWISE® MIRACLE SET 3D™***

Skin-transforming science. Results delivered in just 4 weeks!¹ Simplified skin care steps women want. Competitively priced to help you attract new and loyal customers.

It's no wonder this is the miracle you've been waiting for!

MORE BENEFITS TO LOVE!

***TimeWise® Miracle Set 3D™*, \$110**

Save \$14 when you buy the set!

- Provides broad spectrum UV protection and helps improve the visible signs of aging,¹ PLUS offers additional defense against age-accelerating free radicals on skin with more than double the antioxidant power!²
- Clinically shown to provide improvement of multiple visible signs of skin aging in just 4 weeks¹ PLUS, after a five-week consumer study, 8 out of 10 women were excited by the results they saw.³
- Every product includes the *Age Minimize 3D™* Complex to help provide multiple antioxidant benefits* and help defy the look of skin aging in more ways than one.



*Based on in vitro testing of key ingredients ¹Results based on a 12-week independent clinical study in which 62 women used the *TimeWise® Miracle Set 3D™* twice a day

²Based on in vitro testing comparing *TimeWise® Miracle Set™* with *TimeWise® Miracle Set 3D™*

³Results based on a five-week independent consumer study in which 214 women used the *TimeWise® Miracle Set 3D™* twice a day
Price is suggested retail.

Customize for Your Customers.

IF YOUR CUSTOMERS WANT...

Everything!



YOU CAN SUGGEST...

TimeWise® Miracle Set 3D™ ☀️🌙
\$110

(The best value! You save \$14 when you buy the set!)

A cleanser, SPF protection for day and a moisturizer for night,



Age Minimize 3D™ 4-in-1 Cleanser ☀️🌙
Age Minimize 3D™ Day Cream SPF 30
Broad Spectrum Sunscreen* ☀️
and *Age Minimize 3D™* Night Cream 🌙
\$88

A cleanser and moisturizing SPF protection for day,



Age Minimize 3D™ 4-in-1 Cleanser ☀️🌙
and *Age Minimize 3D™* Day Cream
SPF 30 Broad Spectrum Sunscreen* ☀️
\$56

A cleanser and moisturizer but are sensitive to SPF,



Age Minimize 3D™ 4-in-1 Cleanser ☀️🌙
and *Age Minimize 3D™* Day Cream non-
SPF ☀️ \$56

A cleanser and non-SPF moisturizer with a richer texture,



Age Minimize 3D™ 4-in-1 Cleanser ☀️🌙
and *Age Minimize 3D™* Night Cream 🌙
\$56

HOW OUR MIRACLE STACKS UP TO COMPETITION**

Here are some average prices to help overcome cost objections.

Set	Cleanser	Day Cream/Moisturizer	Night Cream/Moisturizer	Eye Cream
<i>TimeWise® Miracle Set 3D™</i> , \$110	<i>Age Minimize 3D™</i> 4-in-1 Cleanser, \$24	<i>Age Minimize 3D™</i> Day Cream SPF 30 Broad Spectrum Sunscreen,* \$32	<i>Age Minimize 3D™</i> Night Cream, \$32	<i>Age Minimize 3D™</i> Eye Cream, \$36
Prestige brands \$45.50 - \$254	Prestige brands \$25 - \$82	Prestige brands \$45 - \$215	Prestige brands \$49 - \$215	Prestige brands \$30 - \$180
Other direct-selling brands \$30 - \$323	Other direct-selling brands \$8.50 - \$41	Other direct-selling brands \$11.99 - \$92	Other direct-selling brands \$24 - \$92	Other direct-selling brands \$13 - \$69
Mass brands \$23 - \$52	Mass brands \$5.99 - \$18	Mass brands \$9.99 - \$50	Mass brands \$9.99 - \$50	Mass brands \$11.99 - \$45.50

Mass means brands/products sold in grocery stores and pharmacies. Prestige means brands/products sold at department stores and specialty boutiques. All prices are suggested retail. *Over-the-counter drug product ** This is an illustration of how *Mary Kay® TimeWise® Miracle Set 3D™* and its individual open stock products stack up in price against competitive products in the U.S. with similar product benefits.

Cindy's Celebrities



Cindy Leone

203 Heritage Dr
Columbus, New Jersey 08022
(609)723-4822

important Dates

- May 10** - Early ordering of Summer Products for Quarter 3 Stars and PCP participants
- May 12** - Mary Kay's Birthday
Summer Products Launch for ALL Consultants to order
- May 13** - Mother's Day
- May 15** - Summer Look Book begins mailing
- May 28** - Memorial Day, all offices closed
- May 30** - Last day to place telephone orders for May
- May 31** - Last day to place on-line orders for May
- 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**

May Believe Bracelet

When you order \$600+ whsl in MAY, you will receive the BELIEVE Bracelet.
Believe in yourself!



Focus on New Faces

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

