



Cindy Leone

Cindy's Celebrities

(609)723-4822

nsdcindy@comcast.net



August Newsletter with July Results

Our Proud Reds

new faces take you places BRACELET

Winners



Earned July Bracelet



Elena Torsiello
Team Leader



Kimberly Bowe
Star Team Builder



Leah Marley



Dana Kuffa



Donna Pedicord



Erin Shaffer



Lisa Perry
Star Team Builder



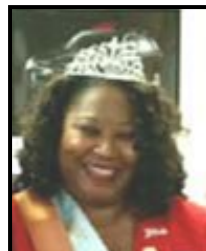
Erin Shaffer
Star Team Builder



Elena Torsiello



Jill Kuffa



Kimberly Bowe



Who will be next?

prizes ON-TARGET STAR CONSULTANT

JUNE 16 - SEPTEMBER 15



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
LEAH MARLEY	\$2,044.00	STAR	\$356.00	\$956.00	\$1,556.00	\$2,756.00
DANA KUFFA	\$1,802.00	STAR	\$598.00	\$1,198.00	\$1,798.00	\$2,998.00
ELENA TORSIELLO	\$1,353.00	\$447.00	\$1,047.00	\$1,647.00	\$2,247.00	\$3,447.00
ERIN SHAFFER	\$1,303.50	\$496.50	\$1,096.50	\$1,696.50	\$2,296.50	\$3,496.50
FLORENCE UGORJI	\$1,205.00	\$595.00	\$1,195.00	\$1,795.00	\$2,395.00	\$3,595.00
DONNA PEDICORD	\$868.50	\$931.50	\$1,531.50	\$2,131.50	\$2,731.50	\$3,931.50
JILL KUFFA	\$781.50	\$1,018.50	\$1,618.50	\$2,218.50	\$2,818.50	\$4,018.50
KIMBERLY BOWE	\$726.00	\$1,074.00	\$1,674.00	\$2,274.00	\$2,874.00	\$4,074.00
DANIELLE NIRDLINGER	\$596.50	\$1,203.50	\$1,803.50	\$2,403.50	\$3,003.50	\$4,203.50
LISA PERRY	\$582.50	\$1,217.50	\$1,817.50	\$2,417.50	\$3,017.50	\$4,217.50
DONNA SANTOIANI	\$523.50	\$1,276.50	\$1,876.50	\$2,476.50	\$3,076.50	\$4,276.50
LORI PICINICH	\$487.50	\$1,312.50	\$1,912.50	\$2,512.50	\$3,112.50	\$4,312.50
LISA MCBRIDE	\$445.00	\$1,355.00	\$1,955.00	\$2,555.00	\$3,155.00	\$4,355.00
ERIN ROOCK	\$420.00	\$1,380.00	\$1,980.00	\$2,580.00	\$3,180.00	\$4,380.00
ELEANOR CARLINO	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50

shooting for the

Stars

top in retail sales

Company Court of Sales



Leah Marley



Dana Kuffa



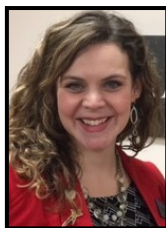
Donna Pedicord

	Consultant	Retail	YTD PCP	YTD Retail
1	Leah R. Marley	\$4,534.00	\$0.00	\$4,534.00
2	Dana L. Kuffa	\$4,059.00	\$0.00	\$4,059.00
3	Donna L. Pedicord	\$1,787.00	\$0.00	\$1,787.00
4	Erin Shaffer	\$1,744.00	\$0.00	\$1,744.00
5	Elena R. Torsiello	\$1,373.00	\$0.00	\$1,373.00
6	Kimberly F. Bowe	\$1,231.00	\$0.00	\$1,231.00
7	Jill A. Kuffa	\$1,221.00	\$0.00	\$1,221.00
8	Donna L. Santoianni	\$1,067.00	\$0.00	\$1,067.00
9	Marjorie E. Hurdle	\$534.00	\$0.00	\$534.00
10	Gail H. Devine	\$469.00	\$0.00	\$469.00

top team

Builders

Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	1	\$81.76
2	Jill A. Kuffa	1	\$72.08

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!

September ●●●●●●●●●●

Happy Birthday

MK Anniversary



Birthdays	Day
Mary Lou Jones	14
Sheila Richardson	17
Diane Seay	19
Dagne H. Sollid	22
Linda E. Goolsby	28

Anniversaries	Years
Lee Ann Crowley	24
Phyllis G. Bryant	8
Diane G. Lessa	2
Cathleen M. Maltez	1
Angie D. Luker	1
Kristen Capps	1

Look Who Invested This Month



Name	Amount	Name	Amount	Name	Amount
Leah R. Marley	\$2,044.00	Kimberly F. Bowe	\$600.50	Sherry A. Willis	\$229.50
Dana L. Kuffa	\$1,802.00	Donna L. Santoianni	\$523.50	Phyllis G. Bryant	\$229.50
Donna L. Pedicord	\$868.50	Marjorie E. Hurdle	\$267.00	Maeozia Samuel	\$226.00
Erin Shaffer	\$857.00	Gail H. Devine	\$234.50	Jo Ann M. Foulks	\$225.50
Elena R. Torsiello	\$684.00	Danielle Nirdlinger	\$233.50	Hillary B. Paton	\$225.00
Jill A. Kuffa	\$600.50	Patrice A. Patterson	\$231.00		

Success begins with a dream and the first step in making dreams come true is to know what you want. Have a mental picture of your goals. The mind's eye must see the things you want. When it has a strong mental picture, it will begin to change your dreams into realities.

Vitamin C Activating Squares

- A breakthrough in technology that delivers PURE vitamin C to the skin in a tiny, dissolvable square.
- Each square transforms into pure vitamin C when activated with water and ANY Mary Kay serum.
- Adds a serious, skin loving boost to your favorite age-defying serum.

Tiny Square.

Big Skin Care Revolution



**BEAUTY
INDUSTRY
FIRST**

steppin' up the Ladder



Senior Consultants

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

- Michele Cressman
- Gail Devine
- Beth Griffin
- Denise Kiehn
- Jill Kuffa
- Hillary Paton
- Diana Williams
- Sherry Willis

Star Team Builder

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



- Kimberly F. Bowe
- Kimberly L. Bowe
- Rynisha N. Falls
- Beverly D. Rambert
- # S. Morrow-Goggins
- # Theresa S. Nsiah

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

- Erin Shaffer
- Kristen Capps
- Christi Kunzweiler
- Leah R. Marley
- * Cathleen M. Maltez
- * Stephanie McCatherin
- # Angie D. Luker

Team Leader/ Future Director/ DIQ

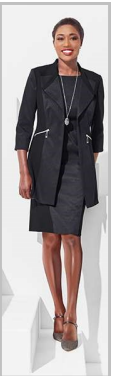
- 5+ Active Team Members
- 9 or 13% Commissions
- \$50 Team Building Bonuses
- Earn the use of a Career Car or Cash Compensation



- Elena R. Torsiello
- Joyce-Patryce Clark
- Georgiana Foti
- Carolanne Garstka
- Lori Picinich
- Eileen H. Rothstein
- Donna A. Teel-Drake
- Florence C. Ugorji
- * Diana Becker
- * Sharron H. Coleman
- * Grace M. Vasta
- # Marie J. Deetjen
- # Sarah C. Keller
- # 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



AUGUST - Let's Go Places

Party hard in August and share the Mary Kay opportunity! If you become the Independent Beauty Consultant with the highest number of new personal team members in your unit (minimum of two), you will receive these trendy sunglasses.* With these shades, your future's looking bright!

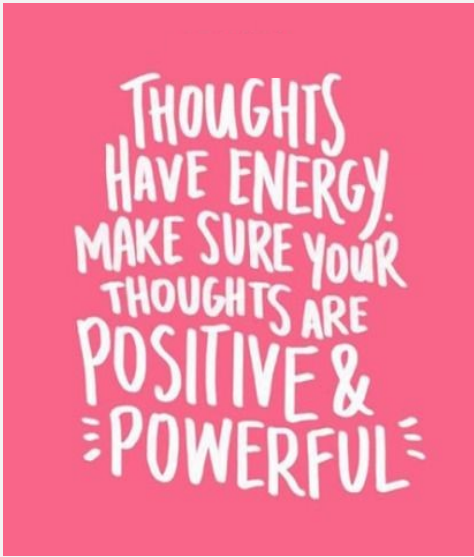
\$5000 Dream Vacation...

that is where NEW Faces Can Take YOU!

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

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





Fall PCP

Participants

- Elena Torsiello
- Christine Spain
- Jill Kuffa
- Christi Kunzweiler
- Donna Santoianni
- Erin Shaffer
- Kimberly Bowe
- Terry Lipiec
- Dana Kuffa
- Sheila Richardson

Welcome

New Consultants

Dana Kuffa

From TUNKHANNOCK, PA
Sponsored by J. Kuffa

Leah Marley

From CHINO VALLEY, AZ
Sponsored by E. Shaffer

a note from

Cindy

Oh, the Places You'll Go. I absolutely LOVE our new Seminar Year theme... Faces will Take You Places. Focus on new activity, and that is NEW FACES. Faces will generate new appointments, sales and team building. Do not worry about results, focus on activity and the results will come.

Are you excited about our New Seminar Year? Do your friends and family know your goals? Do you have PASSION... *Passion is what moves us forward when our way is blocked by innumerable obstacles.* Your business needs your passion. People want to be around others who are enthusiastic and are on a mission. What is your WHY? What makes your WHY so important. Put passion into it and START to work!

Track your activity. Are you getting the results you want? You need to ask yourself, "Is what I am doing now going to help me reach my goals by the end of the Seminar Year?" Become a MASTER DELEGATOR with your personal and MK business "things to do" lists! This will allow you more time to work. Think of what and who you can delegate jobs to. Remember, children love being part of something, include them in helping. It may not be done exactly how you would do it, but at least it is getting done. Also, many teen-agers and some women would love to work for product.

Do everything with purpose, passion and power this month and see where it takes you!!!

With Love,

Cindy

Power Class of the august..... Month

Are you ready to get in the driver's seat? Earning the use of a Mary Kay Career Car is just one of the many ways to be rewarded for all of your hard work as a top seller. This month's show features Independent Executive Senior Sales Director Robyn Cartmill, Independent Senior Sales Director Menina Givens, Independent Senior Sales Director September James and Laura Beitler, VP Sales, Event Planning and Production.

[CLICK HERE TO WATCH](#)

Awesome & Audacious August!

Put out facial bags in 5 businesses!

Book and hold a Summer Makeover Party!

3 new bookings!

Place a \$600 wholesale order

Book and hold a facial

Add 1 New Recruit!

Purchase new Fall products!

Get 5 new names & numbers in 1 week

Do 15 Faces by 8/15!

Hold 5 interviews in August!

Place a \$225 Wholesale order

Book and hold an on-the-go appt!

Do Chocolates & flowers or hold a Table Event for names & numbers!

Bring 2 guests to a meeting or event in August!

Have a \$300 Selling Week!

\$100 selling Day & call it into your Director

Add 1 New Recruit!

Hold a class

Earn your August Bangle!

Schedule 5 selling appointments

Listen to 5 CDs or 5 MK online videos in August!

Attend 3 Mk Events in August!

Sell 5 products from our new Fall Line!

Hand in your August Goals to Director and call into Cindy's hotline 10 days in August

RECRUIT IN AUGUST!

Put your name on my Heart Poster!

When we get 5 new team members in August you get to see the prize you win behind the Heart!

(Minimum of \$225 Wholesale order needs to be placed in August to WIN!!)

Your Name _____ {Due Sept. 5th}

Circle the Amount of Squares you filled in

24 Squares ~ Earn Jewelry AND Dessert Date with your Director!

18 Squares ~ Earn Piece of Jewelry!

12 Squares ~ Earn Mascara Mug!!

8 Squares ~ Earn NEW Section 2 item from Director!

LEONE LIFESAVER ADVANCE October 13th-15th

THE FACES WILL TAKE YOU PLACES.....OH THE PLACES WE WILL GO!

**NO QUALIFICATIONS NEEDED TO ATTEND - ALL CONSULTANTS ARE ENCOURAGED TO COME!
JOIN US AT OUR ANNUAL "LEONE LIFESAVER ADVANCE" WITH YOUR NSD
CINDY LEONE**

**ALL CONSULTANTS ARE QUALIFIED TO
ATTEND OUR LEONE LIFESAVER ADVANCE!
HOWEVER, EACH OF THE CONSULTANTS WHO COMPLETES ONE
OR
MORE OF THE CONTEST CATEGORIES WILL RECEIVE ON
STAGE RECOGNITION!**

**WE WILL RECOGNIZE THE TOP CONSULTANT IN EACH
CATEGORY WITH A FABULOUS PRIZE
&**



CROWN A "QUEEN" OF THE ADVANCE!!! *(The Queen will be the Consultant who completes the most categories with the highest numbers; so don't stop at the minimum!)* This form **MUST** be turned into your director & ME your NSD.....

**Cindy Needs your form by the 10/5 in order to have all the stats
on time☺ no exceptions**

You can drop your form off to my house or take a picture of Completely filled out sheet and text to

Your Director and she will forward to me!

ALSO

**We Will Be Having On stage Recognition for All Active Reds that are
active and have at least 3 active on their team by 9/30
& A DIQ Elite Luncheon with NSD Cindy**

Contest Dates: July 1st—September 30th 2017

Name: _____ Director _____

Star Consultant Status (June 16th – Sept. 15th)

____ Pearl ____ Emerald ____ Diamond ____ Ruby ____ Sapphire

10 Interviews / Guests during contest period & be recognized: More than 10? Attach 2nd sheet

Please list your interviews/guests *and the event they attended:*

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

Century Club: Add at least 10 new Basics during the contest period & be recognized

- | | |
|----------|---|
| 1. _____ | 9. _____ |
| 2. _____ | 10. _____ |
| 3. _____ | 11. _____ |
| 4. _____ | 12. _____ |
| 5. _____ | 13. _____ |
| 6. _____ | 14. _____ |
| 7. _____ | 15. _____ |
| 8. _____ | More than 15? Attach 2nd sheet. |

Team Building – Add 3 Active Team Members during the contest period & be recognized:

Please list your new Team Member AND their INITIAL wholesale order amount.

- | | |
|-------------------|-------------------|
| 1. _____ \$ _____ | 4. _____ \$ _____ |
| 2. _____ \$ _____ | 5. _____ \$ _____ |
| 3. _____ \$ _____ | 6. _____ \$ _____ |

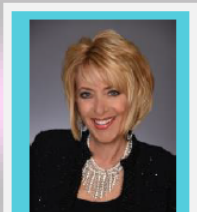
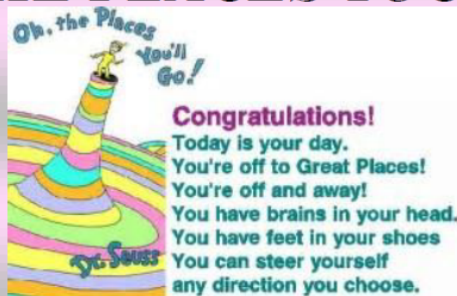
20 New Faces - classes or facials during the contest period & be recognized:

(any new face who had a purchase of \$30 or more at their class / facial)

- | | |
|-----------|-----------|
| 1. _____ | 16. _____ |
| 2. _____ | 17. _____ |
| 3. _____ | 18. _____ |
| 4. _____ | 19. _____ |
| 5. _____ | 20. _____ |
| 6. _____ | 21. _____ |
| 7. _____ | 22. _____ |
| 8. _____ | 23. _____ |
| 9. _____ | 24. _____ |
| 10. _____ | 25. _____ |
| 11. _____ | 26. _____ |
| 12. _____ | 27. _____ |
| 13. _____ | 28. _____ |
| 14. _____ | 29. _____ |
| 15. _____ | 30. _____ |

More than 30? Attach 2nd sheet

Leone Lifesaver National Area Fall Advance OH, THE PLACES YOU'LL GO!



Your Host
NSD Cindy Leone

The Mary Kay opportunity is the best in the world for women and it's Your Time! Why not You? I believe in you with all of my heart. You can and will make a difference-You are a decision away from your Next Promotion in your business. Attending our Mary Kay Events is another chance to recapture your Dream & Desires. We are United! We are on Fire! We are Creating a Movement! Lifesavers are Having Our Best Year Ever & You are a part of our Making History! We Are Keepers of Mary Kay's Dream & Legacy

COME FOR A FUN & EDUCATIONAL GIRLFRIEND TIME TO BE INSPIRED & GROW YOUR BUSINESS!!

Pre-Registration form.....Please fill it out and send to Cindy with payment
OCTOBER 13th- 15th 2017 THE GRAND HOTEL IN CAPE MAY NJ

Please Print Clearly

Name: _____
Address: _____
Phone: _____ Email address _____
Director's Name: _____

Status as of today: (circle one)

Consultant Senior Consultant Star Recruiter Team Leader Grand Achiever Future Director
DIQ Director Senior Director Future Ex. Sr. Director

\$40.00 Pre-registration Fee

(Pre-registration is used to offset extra costs for our event)

Complete this form & PayPal (nsdcindy@comcast.net) be sure to check friends & family so there are No extra fees applied! When using Pay Pal Include Your Name & Your Director's Name in the Comments!

Or make your check payable to Cindy Leone & send to: Cindy Leone 203 Heritage Drive Columbus NJ 08022

Acceptable forms of payment: Check, PayPal or Cash

Pre-registration fee is NON-REFUNDABLE--\$50.00 AFTER SEPTEMBER 15th 2017

Any return checks there will be an additional \$30 charge

WE ONLY HAVE LIMITED ROOMS FOR THIS EVENT...SO HURRY AND SEND IN YOUR REGISTRATION SLIP ASAP...NEXT WE WILL BE SENDING INFO ABOUT HOTEL & FOOD PKG.

We can only offer availability to attend the Event to those staying at the Grand with the Package

Special Drawings for the Many that send theirs in ASAP

Our fall advance is an investment in your business. There will be training, ideas, recognition, inspiration, girlfriend time and fun. Who can have the most team members present at the advance?

It is going to be so worth your time

Mary Kay Ash the founder of our company says....."those who show up.... go Up"

Make a commitment to attend everything you can. Be a sponge for knowledge. Crave it. Attend your weekly unit meeting, workshops, Career Conference and Seminar. The most successful women are always there because they can't get enough knowledge.

Tell us what is your Desire to learn at our Fall Advance this year? _____



LIFESAVER AREA

HOLIDAY WORKSHOP

You are invited to join us for an evening of advanced training for the Holiday Season



Hosted by Cindy Leone
National Sales Director &
The Fabulous Directors



You absolutely do not want to miss this Amazing Event! You will receive important “tips and training” on how to work your Mary Kay business during the Holiday season!!

There will be training and ideas from the top directors in our area on how to have one of the best selling seasons EVER!



**Reserved Seating for All
Early Stars on or before
9/11/17**

This Event will sell out
reserve your spot now!
Counts & payment due by 9/5
to your Director

Directors email your count to Director Deb Lucash at
D3bby@verizon.net



**Monday, September 11th
2017**

**6:00 p.m. – 9:00 p.m.
Pre-Registration – Cost \$13**

\$20 at the door
If space permitting

Rutgers EcoComplex
1200 Florence Columbus Rd
Bordentown, NJ 08505

**Guests are Free
Makeovers for Guests**



Call in your Guest count to
your Director by 9/9/17

Bring a wrapped door prize of a Mary
Kay current product for every guest
you bring and a tray set up for your
guest

(tray, mirror, color card, disposable
wash cloth & applicators)

We will have an Awesome Raffle too!



Thank you for submitting your Mary Kay Accomplishment sheets on line

July Results



Parties/Classes with 3 or more

Erin Shaffer-\$806, 63
Leah Marley-\$268, 24
Elena Torsiello-\$293

Facials(1 or 2 in attendance)

Leah Marley-\$626, 213, 110
Elena Torsiello-\$222
Erin Shaffer-\$24

OTG-On the Go Appointments

Kimberly Bowe-\$200
Erin Shaffer-\$57, 24

PWS

Erin Shaffer-\$56, 18
Kimberly Bowe-\$44

PCP-Preferred Customer Program

Elena Torsiello-\$466

Skin Care Sets

Leah Marley - 5
Kimberly Bowe-4
Erin Shaffer-2
Elena Torsiello-2

Weekly Sales

Erin Shaffer-\$854, 113, 81
Leah Marley-\$626,378,237
Elena Torsiello-\$647
Kimberly Bowe-\$517

Basic Skin Care Sets YTD

Leah Marley - 5
Kimberly Bowe- 4
Erin Shaffer-2
Elena Torsiello-2

Dates to Remember

August 31-Last day to earn your Bangle
September 11th- Holiday Workshop
September 15th- Last day of Star Consultant
October 13-15-Fall Advance Cape May NJ

\$1,000 Selling Month

Leah Marley



Erin Shaffer



\$100 Days

Christine Spain & Erin Shaffer
Everytime you have a \$100 Day
Call Cindy and leave me a message

HotLine Callers Everyday!

Christine Spain & Erin Shaffer

Welcome to our MK family

Leah Marley fr Arizona New TM of Erin Shaffer

Dana Kuffa fr Pa New TM of Jill Kuffa(Her



Congratulations Leah Marley

Power Start Winner!!!



WE'RE ALL IN!
#teamMK

4 Quarter Star Consultants

Elena Torsiello Christine Spain Kimberly Bowe



SEMINAR SUPERSTARS 2017

Jill, Sheila, Kim, Cindy, Erin, Elena, Christine



Elena #3 In Lifesaver Area for Sales



Erin-#1 in Team Building & Most Improved

Kimberly- Ms. Go Give & #1 Most Basics

Elena-#1 Sales



Our Top 5 Consultants in Sales for the Year

#1 Elena, #2 Christine, #3 Kimberly #4 Erin, #5 Jill

Gilly Winners!

Christine, Erin, Elena & Kimberly



Star Consultants
Visiting the Mary
Kay Corporate
Building with a tour
of the Musuem and
Dinner



Congratulations!

Christine Spain
Kimberly Bowe
Elena Torsiello
Erin Shaffer

QUEEN'S

Court of Personal Sales
\$40,000 Personal Retail Production



July 1 to June 30

Fill in a square for every \$500
wholesale/\$1,000 retail
you order!

 \$1,000	 \$2,000	 \$3,000	 \$4,000	 \$5,000	 \$6,000
 \$7,000	 \$8,000	 \$9,000	 \$10,000	 \$11,000	 \$12,000
 \$13,000	 \$14,000	 \$15,000	 \$16,000	 \$17,000	 \$18,000
 \$19,000	 \$20,000	 \$21,000	 \$22,000	 \$23,000	 \$24,000
 \$25,000	 \$26,000	 \$27,000	 \$28,000	 \$29,000	 \$30,000
 \$31,000	 \$32,000	 \$33,000	 \$34,000	 \$35,000	 \$36,000
 \$37,000	 \$38,000	 \$39,000	 \$40,000	NEW FACES ARE TAKING YOU PLACES!	

QUEEN'S

Court of Sharing

24 Personal *Qualified Team Members

July 1 to June 30

Fill in the squares with NEW Team Member names and shade in the box when she achieves QUALIFIED status!

1. Name	2. Name	3. Name	4. Name
5. Name	6. Name	7. Name	8. Name
9. Name	10. Name	11. Name	12. Name
13. Name	14. Name	15. Name	16. Name
17. Name	18. Name	19. Name	20. Name
21. Name	22. Name	23. Name	24. Name

PRIZES!

Small Bee Fabulous
Diamond Pin



Bee Fabulous

Charm Bracelet



Bee Fabulous Diamond
Bee Ring



Which do
you want?

You are going
places!

Cindy's Celebrities



Cindy Leone

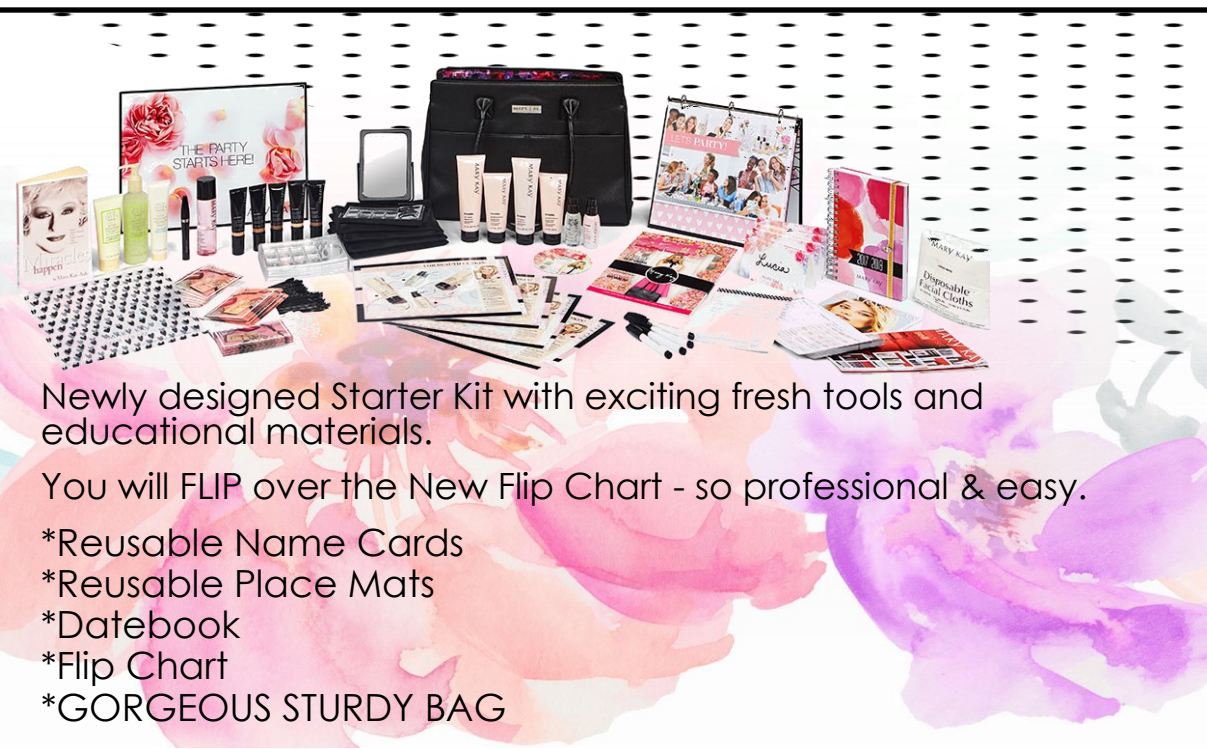
203 Heritage Dr
Columbus, New Jersey 08022
(609)723-4822

important Dates

August 24 - Last day to enroll in the special edition Holiday PCP customer Look Book

August 30 - Last day to place telephone orders for August

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



Newly designed Starter Kit with exciting fresh tools and educational materials.

You will FLIP over the New Flip Chart - so professional & easy.

- *Reusable Name Cards
- *Reusable Place Mats
- *Datebook
- *Flip Chart
- *GORGEOUS STURDY BAG

