



Cindy's Celebrities

September Newsletter with August Results



A little extra "try" and "oomph" can change your Future.

YOU Hold the Key

August Winners



Reds



Kimberly Bowe



Elena Torsiello



Christine Spain



Michele Knight



Kimberly Bowe



Leah Marley



This could be YOU!!



This could be YOU!!



Erin Shaffer



Who will be next?



Who will be next?



Who will be next?

Most people live day to day expecting that tomorrow they will do the things they wanted to do. They plan a philosophy called a "waiting game" or "someday." Someday things won't be so rushed; someday I'll be in a better position to work, someday the children will be in school. It's so easy to let tomorrow be your rule of life or to slip into the fatal error of living in retrospect or in the past or in prospects of the future, but NOW is the ever present time. As you start your journey to success, keep in mind that the greatest Consultant has not yet been crowned, the greatest Director has not yet been found. This could be you. ~ Mary Kay Ash

YOU HOLD THE KEY



1st Quarter Star Consultant Prizes

June 16 to September 15



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
JILL KUFFA	\$3,340.00	*****	*****	STAR	\$260.00	\$1,460.00
KIMBERLY BOWE	\$3,000.40	*****	*****	STAR	\$599.60	\$1,799.60
CHRISTINE SPAIN	\$2,417.50	*****	STAR	\$582.50	\$1,182.50	\$2,382.50
LEAH MARLEY	\$1,447.00	\$353.00	\$953.00	\$1,553.00	\$2,153.00	\$3,353.00
ERIN SHAFFER	\$1,205.00	\$595.00	\$1,195.00	\$1,795.00	\$2,395.00	\$3,595.00
ELENA TORSIELLO	\$878.00	\$922.00	\$1,522.00	\$2,122.00	\$2,722.00	\$3,922.00
DANIELLE NIRDLINGER	\$819.40	\$980.60	\$1,580.60	\$2,180.60	\$2,780.60	\$3,980.60
LISA PERRY	\$704.00	\$1,096.00	\$1,696.00	\$2,296.00	\$2,896.00	\$4,096.00
SWARA SHIROLAWALA	\$678.00	\$1,122.00	\$1,722.00	\$2,322.00	\$2,922.00	\$4,122.00
MICHELE KNIGHT	\$656.00	\$1,144.00	\$1,744.00	\$2,344.00	\$2,944.00	\$4,144.00
DANA KUFFA	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
DONNA PEDICORD	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
MAEOZIA SAMUEL	\$582.60	\$1,217.40	\$1,817.40	\$2,417.40	\$3,017.40	\$4,217.40
LORI PICINICH	\$556.50	\$1,243.50	\$1,843.50	\$2,443.50	\$3,043.50	\$4,243.50
JOANNA WHIPPLE	\$533.00	\$1,267.00	\$1,867.00	\$2,467.00	\$3,067.00	\$4,267.00
MICHELE CRESSMAN	\$532.00	\$1,268.00	\$1,868.00	\$2,468.00	\$3,068.00	\$4,268.00
EILEEN DELVECCHIO	\$507.30	\$1,292.70	\$1,892.70	\$2,492.70	\$3,092.70	\$4,292.70
MARIA ELLIOTT	\$455.50	\$1,344.50	\$1,944.50	\$2,544.50	\$3,144.50	\$4,344.50
HILLARY PATON	\$444.50	\$1,355.50	\$1,955.50	\$2,555.50	\$3,155.50	\$4,355.50
MARY MILLER	\$413.50	\$1,386.50	\$1,986.50	\$2,586.50	\$3,186.50	\$4,386.50
VIRGINIA KINACH	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50

Customer APPRECIATION

Call your customers, letting them know that this is National Customer Appreciation Week and thank them. Offer them a special for being such a loyal customer. You could have a sale or gift with purchase. Jog their memory by asking them how they are doing with their cleansers, moisturizers, foundation, mascara, etc.

In addition, ask them to:

1. Book a party with you
2. Give you referrals
3. Listen to the Career Opportunity
4. Come to an event as a face model

Another idea is to enter them into a drawing for every \$10 they order, for a chance to get their entire order for FREE!"



October 1-5

Show your appreciation to your customers. They are the ones who help you succeed in your business, let them know you are grateful!

shooting for the top in retail sales *Stars* Company Court of Sales



**Leah
Marley**



**Kimberly
Bowe**



**Erin
Shaffer**

	Consultant	Retail	YTD PCP	YTD Retail
1	Leah R. Marley	\$2,565.00	\$0.00	\$2,565.00
2	Kimberly F. Bowe	\$2,503.00	\$0.00	\$2,503.00
3	Erin Shaffer	\$2,425.00	\$0.00	\$2,425.00
4	Christine Spain	\$1,789.00	\$0.00	\$1,789.00
5	Jill A. Kuffa	\$1,500.00	\$0.00	\$1,500.00
6	Swara P. Shirolawala	\$1,356.00	\$0.00	\$1,356.00
7	Elena R. Torsiello	\$1,324.00	\$0.00	\$1,324.00
8	Michele E. Knight	\$1,307.00	\$0.00	\$1,307.00
9	Dana L. Kuffa	\$1,233.00	\$0.00	\$1,233.00
10	Donna L. Pedicord	\$1,232.00	\$0.00	\$1,232.00

We are looking for women to be in the Unit Court of Sharing.

Share this Career Opportunity with everyone you facial!



TimeWise 3D Set

EVERY product in the *TimeWise®* Miracle Set 3D has earned the Good Housekeeping Seal, so the entire set is "sealed"!

This highly-respected seal is only awarded for outstanding products and services that perform as promised, and whose companies stand behind their product claims. It is one of the most recognizable and trusted consumer emblems, and we couldn't be prouder to earn this seal for the **entire** *TimeWise®* Miracle Set 3D.



National Court of Sales



National

\$40,000 rs/ \$20,000 whsl

Area

\$20,000 rs/ \$10,000 whsl

Unit

\$10,000 rs/ \$5,000 whsl

National Court of sharing



National

24 Team Members

Area

12 Team Members

Unit

6 Team Members

Celebrate!

we
celebrate
you

Happy Birthday in October

MK Anniversary in October

Birthdays	Day
Allison A. Crognale	2
Lori Picinich	5
Marsha Hahn	14
Paula Robinson	26
Pamela Doughty	27

Anniversaries	Years
Jill A. Kuffa	19
Malitza Hollander	10
Arlene Athill-Graham	9
Callye E. Huf	9
Gayle E. Walsh	9

Anniversaries	Years
Gail H. Devine	5
Beverly D. Rambert	3
Samantha D. Hurtt	1
Esther Jackson-Pope	1
Christina L. Parker	1

Look Who Invested This Month

Name	Amount
Christine Spain	\$897.00
Michele E. Knight	\$656.00
Kimberly F. Bowe	\$644.00
Leah R. Marley	\$624.50
Erin Shaffer	\$602.50
Joanna J. Whipple	\$533.00
Hillary B. Paton	\$405.00
Swara P. Shirolawala	\$401.00
Virginia A. Kinach	\$400.50
Danielle Nirdlinger	\$380.50

Name	Amount
Colleen M. Williams	\$312.00
Lisa Perry	\$263.50
Michele L. Cressman	\$240.50
Carolanne Garstka	\$238.00
Lori Picinich	\$237.00
Diana D. Williams	\$235.00
Tracy A. Tuppeny	\$233.00
Ali Zacharkow	\$232.00
Hope C. Kelly-Miller	\$232.00
Trudi Mitana	\$229.50

Name	Amount
Briana Colaneri	\$229.50
Mary Lou Jones	\$229.00
Sheila Richardson	\$228.50
Grace M. Kruse	\$228.50
Donna A. Teel-Drake	\$227.50
Michelle L. Redfield	\$227.00
Callye E. Huf	\$227.00
Maria Elliott	\$225.50
Maeozia Samuel	\$225.00

GREAT Start



Build a strong team using the Great Start:
New Consultant Rewards.

[Click Here](#)
for details and videos



steppin' up the

Ladder



Senior

Consultant

- 1-2 Active Team Members
- 4% Commissions
- Eligible to order Red Jacket (2 Active)
- \$50 Team Building Bonus

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

Gail H. Devine
Erin Shaffer

Jo Ann M. Foulks
Ali Zacharkow

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

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

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

Hillary B. Paton
Callie E. Huf

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

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

Christine Spain
Diana D. Williams
 * *Natasha V. Daniels*

Diana D. Williams
Regina K. Toe

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



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
 # *Christina L. Parker*

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



Team Leader/ Future Director/ DIQ

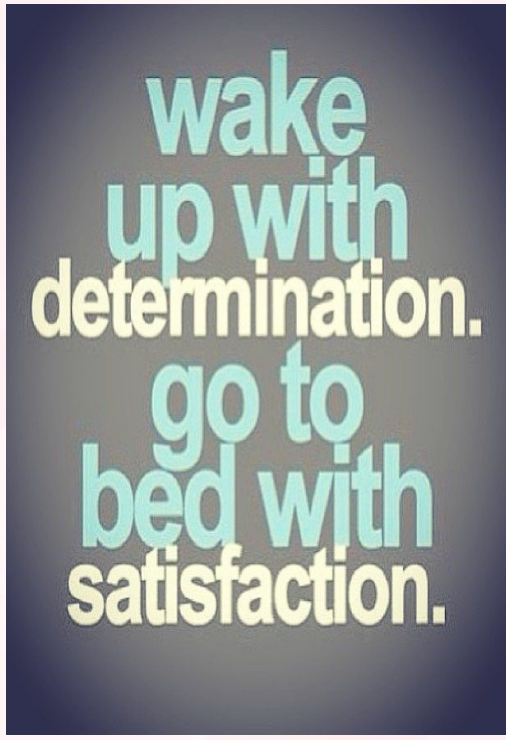
- 5+ Active Team Members
- 9 or 13% Commissions
- \$50 Team Building Bonuses
- Earn the use of a Career Car or Cash Compensation



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





a note from

Cindy

Did you know you can manufacture time? I know, CRAZY, but it's true. When you set up your systems, processes, delegate and plan, you will have more time to focus on your goals. Plus, you will have time to refuel and be with your family. It may require more time upfront, but in the long run you will save time. Are you creating your Weekly Plan Sheet every Sunday?

When you follow your weekly plan sheet, treating it like your boss, you will be lasered focus. You will notice that you can accomplish more in a fraction of the time rather than if you did not follow your weekly plan sheet. And a great benefit to this is, once this becomes a habit, you build momentum and excitement in your business. Momentum takes less energy to keep going, and you become unstoppable. Be in the ZONE!

Are you taking time to plan for appointments, being prepared, not in a hurry? When we live life in a hurried fashion, we miss out on so many wonderful things. We cannot show love and kindness very easily when we are in a hurry, thinking of what we have to hurry to get done before we can move onto the next task. Schedule in time to prepare for your appointments so you can be all in at each one, looking prepared and professional, focused on your guests.

The best selling season of the year is quickly approaching. Hold your parties now, offer great customer service and build your customer base deep and wide! Let your new and existing customers know that you will be having an open house/ sale within the next couple months. Let them know what types of gift giving services you will be offering and examples of who they can shop for with you. Do your best to hold the sale at the same time every year so it becomes a Holiday "habit" for your customers to attend.

Take time to plan for your success!

With Love and Belief,

Cindy

Holiday PCP

Look who enrolled

- Elena Torsiello
- Christine Spain
- Kimberly Bowe
- Danielle Nirdlinger
- Christi Kunzweiler
- Donna Santoianni
- Lisa Perry
- Erin Shaffer
- Michele Knight

September Power Class



NSD Cindy Ivey-Fox shares incredible information about setting goals and tracking. Why this is so important in our daily routines.

Fall Advance Contest



Star Consultant After Party
Friday night Ocean City NJ

Join the fun by achieving
Star Consultant 6/16-9/15



Gold Medal winners receive a gift!



Gold - 5 new TM for the month
Silver - 4 new TM for the month
Bronze - 3 new TM for the month

PIC•COLLAGE

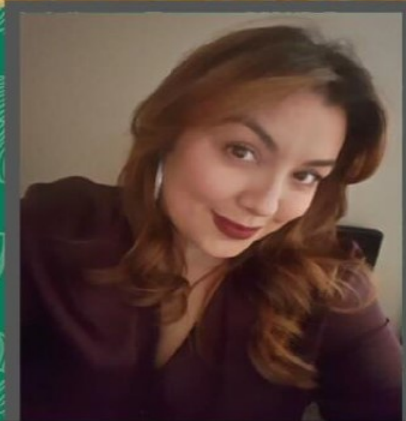
August Explosive 15 Winner - Leah Marley 🎉



August Contest winner - Erin Shaffer



Exciting News! Coming to our Area Workshop for Directors & Consultants



Jocelyn Marrero-Cabrera - Manager, Field Support Product Knowledge & Make Up Artistry (East Coast)

Jocelyn has over 20 years of experience in the cosmetics industry and loves to make other women look and feel beautiful. She is a certified makeup artist specializing in natural beauty and glamour. She has been a key makeup artist on TV programs, award shows and editorial pieces.

In addition, worked for many major cosmetics brands such as Lancome, Bobbi Brown, Prescriptives, Smashbox, Shiseido and Christian Dior as a freelance and resident make-up artist.

The Holiday Look with Mary Kay and will include a review on winter skincare regime followed by tutorials on Creating the Perfect brows, Flawless Foundation and Creating a dramatic eye look.

October 16, 2018 7:00-9:00 pm Tickets are \$20

The Hilton Garden Inn - 111 Hancock Lane

Westampton NJ Limited space

TAKING RESERVATIONS NOW!

Jocelyn will be sending a list as the event approaches on what to bring with you for this experience. We have limited seating.

Reserve & Pay your Director ASAP. Directors email your counts & names to Linda Meade as you receive them!

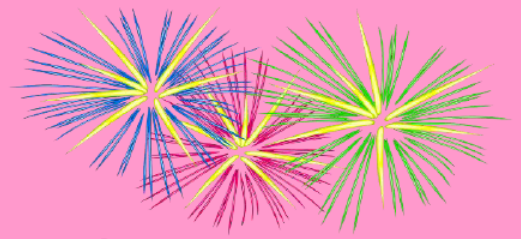
Lmeademk@gmail.com. Directors will bring Cash for your counts to the event.

Once we reach capacity we cannot take any more reservations 😊

**YOU HOLD
THE KEY**



MARY KAY



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... A Must



Send a picture of your completed tracking sheet to Cindy via text
(609)540-0345 AND Your Sales Director by the 5th of the following month. Please add your Name & Your Director's name 😊



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!



A minimum \$225 order must be placed in the Month to win!

September's Prize!**

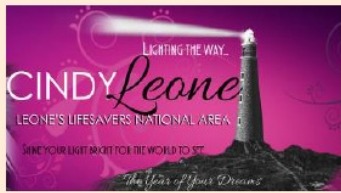
Stunning Silver Necklace Set



*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



Explosive 15!

#yearofexplosivegrowth



	Customer Name	Phone #	# of Referrals	\$Amt Sold	2nd Appt Booked	Sharing Appt Scheduled
1	<div style="border: 1px solid black; padding: 5px; text-align: center;"> Must be on the Face not on the hand to count </div>					
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!

YOUR NAME ☺ _____ DIRECTOR NAME: _____ Fill the below out:

Total amount of monthly sales \$ _____ Whl. order placed for the month \$ _____ How many TB appts _____ New TM _____

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

August Results

Parties/Classes with 3 or more

Christine Spain- \$314, 166
Elena Torsiello- \$94

Facials(1 or 2 in attendance)

Erin Shaffer – 466, 114
Christine Spain- \$156, 134, 71

OTG-On the Go Appointments

Kimberly Bowe- \$367
Christine Spain-\$80
Erin Shaffer - \$48

PWS

Leah Marley - \$132, 74

PCP-Preferred Customer Program

Christine Spain- \$70, 65

Skin Care Sets

Christine Spain-8
Erin Shaffer- 6
Kimberly Bowe- 3
Sheila Richardson-1
Leah Marley - 1

Weekly Sales

Erin Shaffer - \$590, 339, 151, 120
Elena Torsiello- \$561, 178, 158
Kimberly Bowe-\$517
Christine Spain-\$465,450,188,156
Leah Marley - \$132, 109

Reorders

Elena Torsiello - \$561, 150, 64
Erin Shaffer - \$339, 124, 48
Christine Spain - \$123, 48
Sheila Richardson - \$100

Basic Skin Care Sets YTD

Christine Spain-13
Erin Shaffer - 6
Leah Marley-3
Kimberly Bowe- 4
Sheila Richardson- 1

HotLine Callers Everyday!

Erin Shaffer, Christine Spain
Leah Marley

\$100 Days

Christine Spain Kimberly Bowe
Leah Marley Erin Shaffer

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

\$1000 Month Congratulations



Christine Spain & Erin Shaffer

Kimberly Bowe at her Red Event in MD



Christine Queen at TNL

Registered for Fall Advance Ocean City NJ

Christine Spain Jill Kuffa Dana Kuffa

Elena Torsiello Kimberly Bowe Michele Knight

LEONE LIFESAVER ADVANCE November 2nd - 4th

You Are the Key to Your Success

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 10/23 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 10/31
& A DIQ Elite Luncheon with NSD Cindy**

Contest Dates: July 1st—October 18th 2018

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

Wild About Sales In Sensational September!



Wild Print Mirror

**Wild Print Money
Bag & Mirror!**

**Wild Vintage
Necklace!**

Wild Print Robe!

\$250 WHOLESALE & 25 ITEMS SOLD	\$450 WHOLESALE & 50 ITEMS SOLD	\$650 WHOLESALE & 75 ITEMS SOLD	\$850 WHOLESALE & 100 ITEMS SOLD
1.	26.	51.	76.
2.	27.	52.	77.
3.	28.	53.	78.
4.	29.	54.	79.
5.	30.	55.	80.
6.	31.	56.	81.
7.	32.	57.	82.
8.	33.	58.	83.
9.	34.	59.	84.
10.	35.	60.	85.
11.	36.	61.	86.
12.	37.	62.	87.
13.	38.	63.	88.
14.	39.	64.	89.
15.	40.	65.	90.
16.	41.	66.	91.
17.	42.	67.	92.
18.	43.	68.	93.
19.	44.	69.	94.
20.	45.	70.	95.
21.	46.	71.	96.
22.	47.	72.	97.
23.	48.	73.	98.
24.	49.	74.	99.
25.	50.	75.	100.

**W*I*L*D
About
Sales!**

**Earn Your
"If You Can Dream
It, You Can Do It"
Inspirational
Bangle in
Sensational Sept!**

**5 Sharing
Interviews
With Your Sales
Director in September
Earns you this
Inspirational Bangle!**



Name _____ Date _____ **Due: 10/2/18**



CONTEST DATES AUGUST 1 – OCTOBER 31ST 2018

DATE OF TRIP NOVEMBER 27TH - 28TH

TRIP INCLUDES 1 NIGHT STAY AT THE LUXURIOUS MANHATTEN CLUB or Hotel(see below) & TRANSPORTATION FROM CINDY'S HOME TO NYC



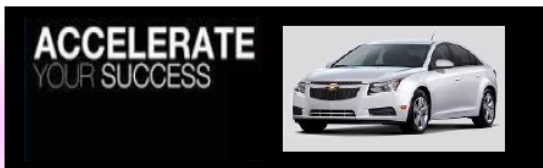
HOW TO EARN A SPOT!

- ▶ Become a DIQ & Add at least 6 New TM from 8/1/18 to 10/31/18 or before
or
 - ▶ Get on Target for Your Cruze & Add at least 6 New from 8/1/18 to 10/31/18 or before
- The Top Achiever will stay in Cindy's room- Yes you will get to sleep your way to the top☺**

Finish 2 months of DIQ or Car & earn special treats & meals from Cindy during the trip

The First 3 winners to do this will stay with Cindy in her NYC timeshare!

All others that get on – target for Directorship or Car will stay at another hotel by Cindy's timeshare





Live Fearlessly® Eau de Parfum, \$44



Eyelash Curler, \$12



Lash Love® Mascara, \$15



Matte Lipstick, \$18 each

Merry Gifting



Blissful Pomegranate Satin Hands® Pampering Set, \$36



Shea Cream, \$12



Holiday Business Planning



MY 2018 HOLIDAY GAME PLAN

SEPT

1. Plan your next 4 months in detail.
2. Get on the books!
Achieve Faces
Take You Places
Challenge!
3. Contact businesses.
4. Finish your STAR!
5. Bring a new team member on board!
6. Order inventory for holiday sales.
7. Adopt-a-Grandparent begins.
8. Plan for your Open House(s).
9. Purchase gift wrapping supplies.
10. Plan Stop and Shop/ Holiday Coffees and Previews with best customers.

OCT

1. Complete a Perfect/ Power Start - Faces are the KEY!
2. Carry your On-the-Go baskets everywhere with samples and stocking stuffers - 3 per day.
3. Work on Adopt-a-Grandparent fundraiser.
4. Contact men for gift sales.
5. Schedule silent shows; MK Angels.
6. Book Holiday Coffees/ Previews.
7. Build your team so can take advantage of holiday selling.
8. Schedule and/or Send Open House Invites.
9. Follow up with businesses.
10. Holiday Wish Lists for everyone.

NOV

1. Complete a Perfect/ Power Start - Faces are the KEY!
2. Prepare for your Open House.
3. Business Sales deliveries and up sell.
4. Continue with all sales; Men's gifts; Shopping Coffees; web shows; silent shows; MK angels, glam shows, etc.
5. Holiday Wish Lists for everyone!
6. Finish up Adopt-a-Grandparent.
7. Plan for Black/Pink Friday sale.
8. Send Open House Invites/ Follow up with ALL customers so they do not miss out.
9. Share with everyone your holiday gift wrapping and delivery services.
10. Book Holiday Coffees/ Previews.

DEC

1. Complete a Perfect/ Power Start - Faces are the KEY!
2. Last minute open house or 'men's only' open house.
3. Holiday Glam parties!
4. Personal gifts for your family and friends.
5. Finish your STAR!
6. Have Holiday Themed parties or contests.
7. Have stocking stuffers and gifts with you at all times.
8. Follow up with Wish Lists.
9. Share with everyone your holiday gift wrapping and delivery services.
10. Book "New Year, New You" parties.

Get excited about this holiday season and make a BIG plan for what to accomplish. It will require a plan and a goal to work towards. This is the time to get ahead on your goals; pay off debt; work for something you want for you or your family. The sky is the limit! THINK BIG! GO TO WORK!

Plan for
SUCCESS



START YOUR
MARY KAY
BUSINESS
WITH A
BONUS!



Get a
TimeWise Repair[®]
Revealing Radiance[®]
Facial Peel
FREE*
when you start your
Mary Kay business
in September!



Within your Starter Kit is everything you'll need to start your Mary Kay business and connect with your first hostesses and customers! For only \$100,[†] you'll receive products for demonstration and literature that can help you on the path to success in your Mary Kay business. Plus, you'll get **ONE FREE*** product as a bonus! What a great way to start your Mary Kay business!

HURRY!
OFFER ENDS
SEPT. 30, 2018!



**YOU HOLD
THE KEY**



MARY KAY

[†]Plus shipping, handling and tax.

^{*}Limit one *TimeWise Repair*[®]/*Revealing Radiance*[®] Facial Peel per new Independent Beauty Consultant. Retail-sized product in the Starter Kit is not intended to be purchased from the Company for resale and is for demonstration purposes only. As an Independent Beauty Consultant, your relationship with the Company is that of an independent contractor. The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses in print form only. This page should not be altered from its original form nor incorporated into other materials.

Ask me, your Independent Beauty Consultant, **how to get started today!**



All in with 8

DIQ

PROMOTION

ENHANCED

December 31, 2018



Effective Sept. 1, 2018, all Directors-in-Qualification will be able to enter the qualification program with all their personal team members (min 8 active*) and all their second-line team members (recruits' recruits).

When you are in DIQ as of January 1, 2019 you can attend Leadership in

San Diego



Cindy's Celebrities



Cindy Leone

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

important *Dates*

September 10 - Early Ordering for Quarter 4 Stars and Holiday PCP Participants

September 13 - Mary Kay Inc. 55th Anniversary

September 15 - Quarter 1 Star Contest Ends AND Holiday Products avail. to all consultants

September 16 - Quarter 2 Star Contest Begins AND Winter PCP Enrollment begins

September 27 - Last day to place telephone orders for September

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

October 8 - Columbus Day, All Branches Closed

October 17 - Last day to enroll for the Winter PCP

October 30 - Last day to place telephone orders for October

October 31 - Last day to place October on-line orders

September *Key* of Success

When you order \$600+ whsl in SEPTEMBER, you will receive these Earrings from the You Hold the Key Challenge

SEPTEMBER KEY
SIX MOST
IMPORTANT
THINGS
LIST



Fall *Consistency*

When you achieve the *YOU HOLD THE KEY CHALLENGE* July-December, you receive this Fall Consistency Challenge Necklace.

FALL CONSISTENCY KEY

AND
THEN
SOME!

