



# Cindy's Celebrities



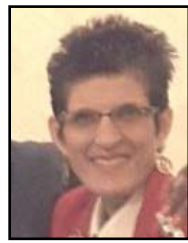
**Unit Goals** ➔ 30 Stars \* 10 Red Jackets \* 150 Unit Members

March Newsletter with February Results

## CC Challenge WINNERS



Jill Kuffa



Elena Torsiello



Christine Spain



Kimberly Bowe



Achieved the Embrace Your Dreams Challenge in Dec, Jan and Feb.

## Welcome New Consultants

*Stephanie McCatherin*  
From MILLTOWN, NJ  
Sponsored by E. Shaffer

On-Target  
**STARS**

**Star Consultant Program**  
Dec. 16 to Mar. 15, 2017



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
JILL KUFFA	\$1,801.75	STAR	\$598.25	\$1,198.25	\$1,798.25	\$2,998.25
ELENA TORSIELLO	\$1,800.25	STAR	\$599.75	\$1,199.75	\$1,799.75	\$2,999.75
CHRISTI KUNZWEILER	\$1,687.00	\$113.00	\$713.00	\$1,313.00	\$1,913.00	\$3,113.00
CHRISTINE SPAIN	\$1,437.75	\$362.25	\$962.25	\$1,562.25	\$2,162.25	\$3,362.25
KIMBERLY BOWE	\$1,216.75	\$583.25	\$1,183.25	\$1,783.25	\$2,383.25	\$3,583.25
DONNA PEDICORD	\$933.00	\$867.00	\$1,467.00	\$2,067.00	\$2,667.00	\$3,867.00
STEPHANIE MCCATHERIN	\$834.40	\$965.60	\$1,565.60	\$2,165.60	\$2,765.60	\$3,965.60
LISA PERRY	\$831.50	\$968.50	\$1,568.50	\$2,168.50	\$2,768.50	\$3,968.50
ERIN SHAFFER	\$789.00	\$1,011.00	\$1,611.00	\$2,211.00	\$2,811.00	\$4,011.00
MICHELLE REDFIELD	\$752.50	\$1,047.50	\$1,647.50	\$2,247.50	\$2,847.50	\$4,047.50
GAYLE WALSH	\$587.50	\$1,212.50	\$1,812.50	\$2,412.50	\$3,012.50	\$4,212.50
MARY MILLER	\$534.50	\$1,265.50	\$1,865.50	\$2,465.50	\$3,065.50	\$4,265.50
ANGELA COSOM	\$522.00	\$1,278.00	\$1,878.00	\$2,478.00	\$3,078.00	\$4,278.00
ERIN ROOCK	\$503.00	\$1,297.00	\$1,897.00	\$2,497.00	\$3,097.00	\$4,297.00
MAEOZIA SAMUEL	\$474.00	\$1,326.00	\$1,926.00	\$2,526.00	\$3,126.00	\$4,326.00
SWARA SHIROLAWALA	\$454.00	\$1,346.00	\$1,946.00	\$2,546.00	\$3,146.00	\$4,346.00
KRISTI CAESAR	\$411.50	\$1,388.50	\$1,988.50	\$2,588.50	\$3,188.50	\$4,388.50
KELLY HUDAK	\$410.50	\$1,389.50	\$1,989.50	\$2,589.50	\$3,189.50	\$4,389.50
JOANNA WHIPPLE	\$406.50	\$1,393.50	\$1,993.50	\$2,593.50	\$3,193.50	\$4,393.50
CINDY LEONE	\$744.50	\$1,055.50	\$1,655.50	\$2,255.50	\$2,855.50	\$4,055.50

\$75

# Shooting for the STARS

## Top in Retail Sales

### Company Court of Sales



Elena  
Torsiello



Christine  
Spain



Jill  
Kuffa

	Consultant	Retail	YTD PCP	YTD Retail
1	Elena R. Torsiello	\$11,060.60	\$3,378.60	\$14,439.20
2	Christine Spain	\$10,237.00	\$2,631.00	\$12,868.00
3	Jill A. Kuffa	\$9,010.50	\$3,402.00	\$12,412.50
4	Kimberly F. Bowe	\$9,852.50	\$2,495.00	\$12,347.50
5	Deborah A Campanelli	\$6,609.40	\$5,248.40	\$11,857.80
6	Erin Shaffer	\$7,321.00	\$1,831.50	\$9,152.50
7	Michelle L. Redfield	\$5,870.50	\$1,769.00	\$7,639.50
8	Donna L. Pedicord	\$5,230.00	\$2,198.00	\$7,428.00
9	Danielle Nirdlinger	\$5,889.00	\$1,048.50	\$6,937.50
10	Lisa Perry	\$3,523.00	\$1,652.00	\$5,175.00

## Top Team Builders

### Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	4	\$218.00

### 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





# April CELEBRATIONS

## Happy Birthday

Birthdays	Day
Patrice A. Patterson	11
Joanna J. Whipple	13
Sherry A. Willis	13
Maeozia Samuel	15
Beth Clicquennoi	16
Cheryl Fisher	16
Esther P. Clark	20
Erin Shaffer	20
Mary Lisa Williams	21
Diana D. Williams	25
Diane G. Lessa	26
Annabelle Fields	29

## Happy MK Anniversary

Anniversaries	Years
Grace M. Kruse	26
Michele L. Cressman	19
Sherry A. Willis	16
Kimberly L. Bowe	13
Diana D. Williams	8
Eileen H. Rothstein	6
Nina Scalcione	4
Dory Cifelli	3
Angela Cosom	3
Valerie Hasty	2
Briana D. Colaneri	1

## Look who Invested this Month

Name	Amount	Name	Amount	Name	Amount
Stephanie McCatherin	*\$834.40	Angela Cosom	\$282.00	Beverly D. Rambert	\$228.00
Jill A. Kuffa	*\$745.25	Christi Kunzweiler	\$264.00	Eileen T. Delvecchio	\$226.00
Elena R. Torsiello	*\$701.50	Barbara A. Sokol	\$253.00	Swara P. Shirolawala	\$221.50
Erin Shaffer	*\$670.00	Linda E. Goolsby	\$245.00	Phyllis G. Bryant	\$144.25
Christine Spain	*\$628.25	Mary Lou Jones	\$242.00	Grace M. Kruse	\$118.00
Michelle L. Redfield	*\$628.00	Diane G. Lessa	\$234.00	Lisa Perry	\$86.50
Kimberly F. Bowe	*\$603.25	Cathleen M. Maltez	\$231.50	Michele L. Cressman	\$74.50
Gayle E. Walsh	\$555.50	Sheila Richardson	\$230.00	Karen J. Fonollosa	\$55.00



\* Earned the "Embrace Your Dreams" Bracelet for February

## ISD Collection 2017-2018



Choose from three jackets, a pencil skirt and a softly draped faux-wrap dress. Your career path status is reflected by the blue hues of the blouse. The print blouse is suitable for all Independent Sales Directors.

You'll be rewarded with fabulous prizes when you make your dream to become an Independent Sales Director a reality from Feb. 1, 2017, to Jan. 1, 2018!



# Steppin' Up the Ladder



## Senior Consultants

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

*Felecia Bourjolly*  
*Gail Devine*  
*Maria Elliott*  
*Beth Griffin*  
*Denise Kiehn*  
*Hillary Paton*  
*Lisa Perry*  
*Christine Spain*  
*Joanna Whipple*  
*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*  
*S. Morrow-Goggins*  
*Beverly D. Rambert*  
*\* Theresa S. Nsiah*  
*# Rynisha N Bowe-Falls*  
*# Brigitte Victoria*

*Erin Shaffer*  
*Christi Kunzweiler*  
*Angie D. Luker*  
*Cathleen M. Maltez*  
*Stephanie McCatherin*  
*\* Kristen Capps*

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

## Team Leader/ Future Director

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



## Director

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



# THE YEAR OF YOUR DREAMS

# A Note

From Cindy

THE DIFFERENCE  
BETWEEN WHO  
YOU ARE AND WHO  
YOU WANT TO BE,  
IS WHAT YOU DO.

THEGOODVIBE.CO

Happy March! Well, we are rounding the last corner of Seminar 2017. These last 4 months will be busy if you are laser focused on your goals. Ask yourself, is what I am doing now helping me reach my seminar goals? You may have to delegate or even say NO to some things. When you are working towards a goal, you have to stay FOCUSED and DETERMINED.

Are you tracking your activity? If you want to reach your goals, tracking your activity gives you the ability to see why you are getting the results you are getting. You have to first make a commitment to reach your goal, then plan your work, and finally you must work your plan; and tracking your activity will help you stay the course.

**little activity produces little results**  
**BIG Activity produces BIG Results**

This is the final stretch of this year's journey, when you will find out what you're really made of. These are the moments you will find out just how much you want to live out your dreams. These are the times when your character is built. Success Meetings, inTouch, me (your Sales Director), surrounding yourself with uplifting people and only allowing positive thoughts to take root in yourself will help you stay focused on what matters. There will be highs and lows in your business, but what you choose to focus on will determine your level of achievement and success.

With Love,

Cindy

## SPRING CLEAN

1. Update your Customer List for PCP
2. Follow up with Customers
3. Celebrate customer Birthdays & Anniversaries
4. Send gift Reminders for upcoming Holidays
5. Create reorder Reminders - she will be impressed
6. Manage your Inventory



Career Conference

Look  
Who is Going

Erin Shaffer

Danielle Nirdlinger

Gail Devine

Christi Kunzweiler

Stephanie McCatherin

Denise Kiehn

Kimberly Bowe

Jill Kuffa

Christine Spain

Elena Torsiello

Cindy Leone



Thank you for submitting your Mary Kay Accomplishment sheets on line

**February Results**

**Parties/Classes with 3 or more**

Christine Spain-\$316, 210  
Kimberly Bowe-\$250  
Christi Kunzweiler-\$212

**\$100 Day Callers**  
**Christine Spain**

**\$1,000 Selling Month Congratulations**

Kimberly Bowe    Christine Spain



**Facials(1 or 2 in attendance)**

Kimberly Bowe-\$332, 100  
Christine Spain-\$150, 128  
Elena Torsiello- \$75  
Christi Kunzweiler-\$31

**OTG-On the Go Appointments**

Christine Spain-\$449, 181  
Kimberly Bowe-\$414, 45  
Christi Kunzweiler-\$77

**PCP-Preferred Customer Program**

Kimberly Bowe- 491  
Elena Torsiello-259, 78, 68

**Skin Care Sets**

Christine Spain-13  
Kimberly Bowe-11

**Weekly Sales**

Kimberly Bowe-\$1118, 514  
Christine Spain-\$444, 391, 299  
Elena Torsiello-\$259, 143  
Christi Kunzweiler-235

**Basic Skin Care Sets YTD**

Kimberly Bowe-46  
Christine Spain-37  
Erin Shaffer-4  
Christi Kunzweiler-1

Welcome Stephanie  
To her sister Erin's team



Dinner & Makeover winners  
Danielle & Stephanie



Christine Winning



**Celebrities at Team Up for Women  
Denise, Christine & Elena**



Blessed beyond measure! 13<sup>th</sup> Mary Kay Pink Cadillac. Elena came to celebrate!



**Dates to Remember**

- March 15<sup>th</sup>- Star Cons.
- March 19<sup>th</sup>- Dinner & Dreams Cindy's Home
- March 23<sup>rd</sup>-Team Up for Women at the Mansion
- March 31 & April 1-AC CC (I am visiting here)
- April 6-11<sup>th</sup>- Cindy CC Utah and Visit to LV
- April 24<sup>th</sup> – May 4<sup>th</sup>- Cindy & Tony NSD trip to Argentina & Columbia
- June 15<sup>th</sup> – End of Star
- July 31<sup>st</sup> – August 4<sup>th</sup> Emerald Seminar- Seminar is Aug 1-4<sup>th</sup> We go early for our DIQ & Director Day

**Congratulations to our Early Stars that earned their Bag & Necklace Set!!**



**Celebrating The Star That You Are!**

**Finish your Star by March 15th !**

**Earn this Beautiful "Year of My Dreams Overnight/Tote Bag!"**

**This dreamy overnight/ tote bag features a dazzling red color with Year Of My Dreams logo!**

**Finish for Ruby, Diamond, Emerald or Pearl Star and extra prizes are inside for you!**



**Finish your Star early by Feb 28th and earn this matching Rockin' Red Necklace Set!**



**Earned her Jazzy Bag**

Christi Kunzweiler



**Congratulations to our Winners for the Career Conference Lunch**

Elena Jill Kimberly Christine



**Be Recognized at Seminar 2017 Emerald Seminar Aug 1-4**

**Leone Area Awards Banquet Recognition**  
**CONTEST DATES JULY 1 2016-JUNE 30 2017**  
**OUR GOAL IS FOR EVERYONE TO BE ON STAGE THIS YEAR!!**

**Princess Sales Court** - \$12,000 retail - onstage recognition & a small gift from your NSD  
**Leone Sales Court** - \$20,000 retail - onstage recognition & a gift from your NSD  
**National Sales Court** - \$40,000 retail - onstage recognition at our Leone Area Banquet & a very special gift from your NSD, on stage recognition at the company's Big Awards Night, & your choice of Gorgeous Jewelry from the company & you are invited to the very elite royalty reception  
**Princess Sharing Court** - 6 Qualified Recruits - onstage recognition & gift from your NSD  
**Leone Sharing Court** - 10 Qualified Recruits - onstage recognition & gift from your NSD

**National Court of Sharing** - 24 Qualified Recruits - onstage recognition at our Leone Area Banquet & a very special gift from your NSD, on stage recognition at the company's Big Awards Night & your choice of the Gold & Diamond Bumble Bee pin or ring and you are invited to the very elite royalty reception.

*We will crown a Queen of Consultant Sales ON THE NIGHT OF OUR BANQUET WEDNESDAY AUGUST 2ND*  
**ALSO RECOGNITION FOR:**  
 \*\*All Pearl, Emerald and Diamond Stars Quarter ending June 15<sup>th</sup> will be recognized\*\*  
 More recognition will be announced .....

Director Meeting & DIQs on Monday July 31st 2017

**If you can dream it, you can do it. YES YOU CAN!**

**PIC•COLLAGE**



# Team Up for Women Spring Fling

**Thursday, March 23rd**

**Schedule at a glance:**

**6:15pm - 6:40pm Consultant Setup**

(bring makeovers setups for your guests)

**6:30-6:50pm Mix & Mingle**

(for all guests & consultants)

**7:00 pm SHARP! Pampering Event**

- Consultant Celebration
- Inspiration
- Skincare Treatment
- Hot Lashes & Lips
- Giveaways

**Recognition and gift for consultant with the most guests!**

**COST: Guests~ \$1** donation for the Mary Kay Ash Charitable Foundation. To help with the efforts to END domestic violence against women and cancers effecting women.

**Consultants~ \$10**

**RSVP: to your Independent Sales Director**

**The Mansion  
3000 Main St, Voorhees, NJ 08043**

Recognition for :  
Star Consultants  
New Star Team Builders  
Team Leader  
Future DIQ  
On Target Car  
DIO

with....

*National Sales Director*



Cindy  
Leone





# Magical March Madness!

 Put out facial bags in 5 businesses!	 Book and hold a Spring Makeover Class!	 3 new bookings!	 Place a \$600 wholesale order
 Book and hold a facial	 Add 1 New Recruit!	 Purchase new spring products!	 Get 5 new names & numbers in 1 week
 Do 17 Faces by 3/17!	 Hold 5 interviews in March!	 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 a guest to a meeting or event in March!	 \$300 Selling Week!	 \$100 selling Day!
 Add 1 New Recruit!	 Hold a class	 Star Consultant by 3/15/17!	 Schedule 5 selling appointments
 Listen to 5 CDs or MK online videos in March!	 Attend 4 Mk Events in March!	 Sell 5 products from our new Spring Line!	 Hand in your March Goals to Director and call into hotline 10 days in March

Your Name \_\_\_\_\_ {Due April 4th}

Circle the Amount of Shamrocks you filled in

**24 Shamrocks ~ Earn NEW MK Rockin' Red Sunglasses!**

**18 Shamrocks ~ Earn Piece of Jewelry!**

**12 Shamrocks ~ Earn NEW MK Follow Your Dreams Scarf!**

**8 Shamrocks ~ Earn NEW Awesome Mascara Mug!**

**RECRUIT IN MARCH AND you get to put your name on our Shamrock Poster! When we get 5 new team members in March you get to see the prize you win behind the shamrock!**

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



# \$250 CASH Hostess Contest!



**\*Contest runs from  
January 25th, 2017  
thru  
April 10th, 2017  
Night of Drawing: April 11th**

## **Ways a Hostess can earn entries for \$250 CASH!:**

- ♥ One entry for hosting a party with you plus 2 and \$100 in sales!
- ♥ One entry for listening to the Mary Kay marketing plan! (with Director Followup)
- ♥ You may earn entries for doing both!!
- ♥ If you are present the night of the drawing your name will go in 3 additional times!
- ♥ Maximum amount of times you may earn entries is 5 entries!
- ♥ Consultants who participate will be entered in to win CASH drawings also!

**Location: Rutgers Eco Complex , 1200 Florence Columbus Rd, Bordentown NJ**



# Miss America Contest

LIFESAVERS ARE CHANGING LIVES 1 STATE AT A TIME



Make believe  
you are great.

The trick will  
take you far.

You'll find you  
are just as  
great as you  
make believe  
you are!

## Be a Talent Scout across the USA

Be the first in each state in our beautiful USA to add a new team member. Let your Director know as soon as you do so she can message me and we will add your name as the FIRST in the state! We will add a crown to that state so everyone knows it has been claimed. At Seminar 2017 all who were first to add a new TM in each state will march on our Leone Awards Stage representing the state or states you added a new TM in. We will have 1 Queen that has added team members in the most states in the USA.





# MARY KAY®



Two-step over to Gilley's  
for the **Seminar 2017 prize party.**

**Throw on your diamonds, grab your boots and two-step on over!**  
You won't want to miss this Texas-glam come-and-go celebration!

---

Prize party achievers will include Independent Beauty Consultants and Independent Sales Directors who are:

- *All-Star* Star Consultant Consistency Challenge achievers.
- New Director Class Independent Sales Directors who debuted from Aug. 1, 2016, through Jan. 1, 2017.
- New Director Class Independent Sales Directors who debuted from Feb. 1, 2017, to July 1, 2017 and their Senior Sales Director.

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

---



Get prepped in pink to pick up your prizes, and stay tuned for new challenges to be revealed April 1, 2017.



# MARY KAY



## ***Embrace Your Dreams Seminar Challenge*** *March 1 – June 30, 2017*

Your All In success can fuel the Year of Your Dreams, and now you can show that commitment at Seminar. You can qualify to earn an invitation to the Dream Big in Big D Seminar 2017 prize party at Gilley's where you will receive the special Seminar Embrace Your Dreams bracelet which encourages you to follow Mary Kay Ash's lead and "Do It Now." You will earn these two wonderful rewards if you are:

- An **Independent Beauty Consultant or Independent Sales Director** who achieves the *Embrace Your Dreams* Challenge in March, April, May and June.
- A **NEW Independent Beauty Consultant** whose Independent Beauty Consultant Agreement is received and accepted by the Company in the months of March, April or May and who achieves the *Embrace Your Dreams* Challenge in the month her Agreement is accepted and each of the following months during the contest period. New Independent Beauty Consultants with Agreements received and accepted by the Company in the month of June are not eligible.

To find out more about this exciting challenge, visit *Mary Kay InTouch*®. Get ready to show off your new bracelet at Seminar 2017!



## Cindy's Celebrities



Cindy Leone

203 Heritage Dr  
Columbus, New Jersey 08022

(609)723-4822

## Important Dates

- Mar 12: Daylight Savings Time
- Mar 15: Quarter 3 Star Consultant Ends
- Mar 16: Quarter 4 Star Consultant Begins
- March 24 Week One of CAREER CONFERENCE
- March 31 Week Two of CAREER CONFERENCE
- Mar 30: Last day to place telephone orders for March
- Mar 31: Last day to place on-line orders for March

[CLICK HERE](#)

to check out  
MK University



MK University offers powerhouse education at your fingertips.

MARCH  
*embrace*  
YOUR DREAMS



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

CONSISTENCY IS KEY