



Cindy Leone

Cindy's Celebrities

(609)723-4822

nsdcindy@comcast.net

March Newsletter with February Results

new faces **take you** places BRACELET

Our Proud Reds



Kimberly Bowe
Star Team Builder



Lisa Perry
Star Team Builder



Erin Shaffer
Star Team Builder



Elena Torsiello
Star Team Builder



Earned Feb. Bracelet



Winners



Christine Spain



Leah Marley



Kimberly Bowe



Who will be next?



Who will be next?



Who will be next?



Who will be next?



Who will be next?

Washing your Brushes



Studies have shown that fungus and bacteria like to hang out on soft bristles, so be sure to wash your brushes regularly. Using hair bands on a towel rack is clever and upside down is the best way to keep the brushes in their intended shape.

Check out LUIS CASCO's Essential Brush Video - [CLICK HERE TO WATCH.](#)



STAR CONSULTANT PROGRAM PRIZES



DECEMBER 16 - MARCH 15

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
LEAH MARLEY	\$1,457.50	\$342.50	\$942.50	\$1,542.50	\$2,142.50	\$3,342.50
CHRISTINE SPAIN	\$1,217.50	\$582.50	\$1,182.50	\$1,782.50	\$2,382.50	\$3,582.50
KIMBERLY BOWE	\$1,206.00	\$594.00	\$1,194.00	\$1,794.00	\$2,394.00	\$3,594.00
LISA PERRY	\$1,066.00	\$734.00	\$1,334.00	\$1,934.00	\$2,534.00	\$3,734.00
JILL KUFFA	\$995.50	\$804.50	\$1,404.50	\$2,004.50	\$2,604.50	\$3,804.50
ERIN SHAFFER	\$895.00	\$905.00	\$1,505.00	\$2,105.00	\$2,705.00	\$3,905.00
DONNA PEDICORD	\$713.00	\$1,087.00	\$1,687.00	\$2,287.00	\$2,887.00	\$4,087.00
SWARA SHIROLAWALA	\$695.50	\$1,104.50	\$1,704.50	\$2,304.50	\$2,904.50	\$4,104.50
STEPHANIE MCCATHERIN	\$641.75	\$1,158.25	\$1,758.25	\$2,358.25	\$2,958.25	\$4,158.25
SHERRY WILLIS	\$506.00	\$1,294.00	\$1,894.00	\$2,494.00	\$3,094.00	\$4,294.00
MICHELLE REDFIELD	\$463.00	\$1,337.00	\$1,937.00	\$2,537.00	\$3,137.00	\$4,337.00
MICHELE KNIGHT	\$456.00	\$1,344.00	\$1,944.00	\$2,544.00	\$3,144.00	\$4,344.00
DENISE KIEHN	\$445.00	\$1,355.00	\$1,955.00	\$2,555.00	\$3,155.00	\$4,355.00
ELIZABETH MCLAUGHLIN	\$407.00	\$1,393.00	\$1,993.00	\$2,593.00	\$3,193.00	\$4,393.00
DONNA MONZO	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00
CINDY LEONE	\$690.00	\$1,110.00	\$1,710.00	\$2,310.00	\$2,910.00	\$4,110.00

A typical quality of a successful person is persistence. When you have persistence, your dreams can come true. Being persistent may sound easy, but it really isn't. Many things pop up to deter us from our course. When they do, people without persistence find it easy to rationalize themselves back into their old rut again. Our excuses may sound very rational, even to ourselves, but they still are excuses and nothing more. So to find the success we seek, it is necessary to persist day by day. (From My Heart to Yours, Page 8)

Doing What Does NOT Come Easily

by Ann Vertel, Author, Speaker and Trainer

Wouldn't it be nice if becoming a success was easy?

Unfortunately, it's not. It takes consistent, daily action, calculated risks and, well...work. Work that involves doing things that don't come easy. Working like that just doesn't sit well with most people, and that's why most people never reach their ultimate potential and spend their whole life wishing and hoping for things to be different. Wishing and wanting and hoping are not strategies...or actions.

You already know what it would take for you to become an uncanny success. The question is, are you willing to **do** what it takes? Most people aren't. They don't want to give up doing what comes easy or what they're used to or what comes along to fill up their time. Doing the things they would need to do to change their situation **just isn't convenient**. They'd have to give up things they're used to.

Successful people behave differently. They don't base their pursuit of excellence on the actions that are easy for them. **They base their actions on what will make them a success.**

Stop trying to get ahead by doing the things that feel safe, comfortable, and easy – that will just get you more of the same. Determine what actions will make you proud of your accomplishments and then do them, however inconvenient and difficult they may be. Only then will you lead the life you desire.

shooting for the

Stars

top in retail sales

Company Court of Sales



Leah Marley



Kimberly Bowe



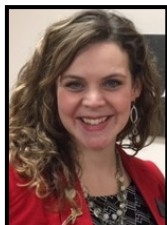
Christine Spain

	Consultant	Retail	YTD PCP	YTD Retail
1	Leah R. Marley	\$15,206.00	\$0.00	\$15,206.00
2	Kimberly F. Bowe	\$9,775.50	\$0.00	\$9,775.50
3	Christine Spain	\$9,289.00	\$0.00	\$9,289.00
4	Jill A. Kuffa	\$8,839.50	\$0.00	\$8,839.50
5	Elena R. Torsiello	\$6,901.00	\$0.00	\$6,901.00
6	Erin Shaffer	\$6,818.00	\$0.00	\$6,818.00
7	Michele E. Knight	\$6,276.00	\$0.00	\$6,276.00
8	Dana L. Kuffa	\$5,185.00	\$0.00	\$5,185.00
9	Donna L. Pedicord	\$5,180.00	\$0.00	\$5,180.00
10	Lisa Perry	\$5,095.00	\$0.00	\$5,095.00

top team

Builders

Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	1	\$293.40
2	Jill A. Kuffa	1	\$93.00
3	Leah R. Marley	1	\$45.64

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



steppin' up the

Ladder



Senior Consultants ● Star Team Builder

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

Jo Ann M. Foulks
Ali Zacharkow

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

Jill A. Kuffa
Dana L. Kuffa

Leah R. Marley
Samantha D. Hurtt

Christine Spain
Diana D. Williams
Yvonne A. Spain

Diana D. Williams
Regina K. Toe

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

- 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

Lisa Perry

Heather D. Donaire

Jo Ann M. Foulks

Jackie Rowley

Maria Elliott

Beverly Gerberich

Nancy J. Huber

Erin Shaffer

Christi Kunzweiler

Leah R. Marley

Stephanie McCatherin

Kristen Capps



Elena R. Torsiello

Diana Becker

Georgiana Foti

Carolanne Garstka

Donna A. Teel-Drake

* Esther Jackson-Pope

* Lori Picinich

* Florence C. Ugorji

Joyce-Patryce Clark

Sharron H. Coleman

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



>>> Team Building Tip of the Month <<<<

Team Building is a process. It's been said that some personality types need to hear information about an opportunity 7 or more times before committing to it. Have you ever had a potential team member fall through the cracks? Shared the Mary Kay opportunity with her once and then forgotten to share anything with them again? It's not because you didn't want to or that you forgot about her, but maybe you didn't have a system in place or weren't organized enough to give her enough opportunities to make her decision. With this system no one will ever get forgotten. You will be giving everyone the information they need to make their decision.

Click below for

SCRIPTS

and

COMMUNICATION SYSTEM

1. Uses the Product

2. Hosted a Party

3. Watched a Marketing Video

4. Listened to a Marketing Call

5. Given a Recruiting Packet

6. Had a One on One Sharing Appointment

7. Attended a Recruiting Event

8. Followed up with Your Director

START STRONG,
STAY STRONG, AND
FINISH STRONG BY
ALWAYS REMEMBERING
WHY YOU'RE DOING IT IN
THE FIRST PLACE.

{RALPH MARSTON}

Look who is
Registered
for Career Conference

Erin Shaffer
Dana Kuffa
Michele Knight
Samantha Hurtt
Leah Marley
Kimberly Bowe
Jill Kuffa
Christine Spain
Elena Torsiello
Sheila Richardson
Cindy Leone

Welcome

•••••
New Consultants

Michelle Morales

From EASTAMPTON, NJ
Sponsored by C. Leone

a note from

.....*Cindy*

THE FINAL FOUR! Are you ready for these next 4 months, stretching to reach Seminar goals? Are you ready to get up and take Action; FOCUSED ACTION? WORK WITH PURPOSE!

Filling your mind and heart with positive inspirational material will help you remember why you began your Mary Kay journey. There will be times that you will be faced with obstacles and setbacks. These are the times when you will find out what you're really made of. These are the moments you will find out just how much you want your dreams to come true. These are the times when your character is built. Surrounding yourself with uplifting people and only allowing positive thoughts to take root will help you stay focused on what matters during the tough times. What you choose to focus on when things get tough will determine your attitude and actions.

These last 4 months could change your life. Picture yourself walking across the Seminar Stage! You will be incredibly proud of yourself for putting forth the effort and staying focused. The beauty of a Mary Kay business is that the effort does not require back breaking hours of work. Part-time hours can earn you the use of driving a Career Car, Directorship and lots of CASH! It is up to you!!! BIG ACTIVITY PRODUCES BIG RESULTS!

With tons of thankfulness,

Cindy

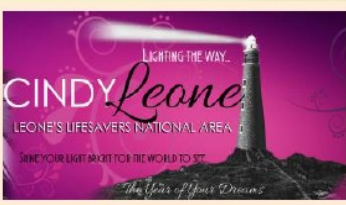
PRODUCT BONUS OFFER
ENDS MARCH 31

EXTENDED

"C" a Powerful Opportunity

me wise
Vitamin C
Retouch to Come

New Consultants get TWO Free Vitamin C[®] Products when they start their business in March.



Explosive 15!

#yearofexplosivegrowth



	Customer Name	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





EXPLOSIVE 15!

#yearofexplosivegrowth



Complete 15 new faces monthly*
(They must be 18 years or older & currently do not have a Mary Kay Consultant)



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!

March's Prize!**



*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

Be Recognized at Seminar 2018



Leone Area Awards Banquet Recognition Contest Dates: July 1st, 2017 – June 30th, 2018

Emerald Seminar July 28th – 31st

OUR GOAL IS FOR EVERYONE TO BE ON STAGE THIS YEAR!!



Princess Sales Court - \$10,000 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

ALSO RECOGNITION FOR:

**All Pearl, Emerald and Diamond Stars Quarter ending June 15th
Reco on Stage for All that Achieve the 100 Face Challenge for Mary Kay's Birthday

Director's Meeting & DIQ's on July 27, 2018

"Additional Director Recognition"

Head table seating at our Leone Area Banquet for Directors & Spouses achieving the \$300,000 Unit Club & above & Double & Triple Star Winners! Also reserved seating for your unit.

Also recognizing Area Directors for

Our Yearly Ms. Go Give Most Improved Director

Top 5 Directors in Unit Retail will be recognized & given an awesome & incredible gift

#1 Director will be crowned Queen of Unit Sales

#1 Director will be crowned Queen of Personal Sales

& We will have an Area Queen of Personal Recruiting

Special Recognition for all Unit Club Directors

#1 Director of Unit Recruiting

Must attend Seminar to receive your gift



Mary Kay Ash

*Celebrating her 100th Birthday
by Honoring her Legacy!*

*Thank you for helping Honor
Mary Kay Ash by allowing us to
make you feel Special!*

#	Name	#	Name
1		26	
2		27	
3		28	
4		29	
5		30	
6		31	
7		32	
8		33	
9		34	
10		35	
11		36	
12		37	
13		38	
14		39	
15		40	
16		41	
17		42	
18		43	
19		44	
20		45	
21		46	
22		47	
23		48	
24		49	
25		50	

#	Name	#	Name
51		76	
52		77	
53		78	
54		79	
55		80	
56		81	
57		82	
58		83	
59		84	
60		85	
61		86	
62		87	
63		88	
64		89	
65	MARY KAY!	90	
66		91	
67		92	
68		93	
69		94	
70		95	
71		96	
72		97	
73		98	
74		99	
75		100	

Celebrating her 100th Birthday by Honoring her Legacy!



*Will you
Please help me
Honor
Mary Kay Ash?*

Mary Kay Ash lived a life of grace, giving, and generosity. She asked each of us to pass it on; pass on our wonderful products, pass on the incredible opportunity, pass on financial blessings through her charitable foundation.

Allow me to Make YOU feel Special by showing you the beauty of our Mary Kay products. One on One or with a few of your friends, let's set a date to get together!

MARY KAY!

Celebrating her 100th Birthday by Honoring her Legacy!



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MARY KAY!

Glow & Glam Nite

Thursday, April 19th 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 4/15

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!*

ADDED BONUS AT OUR EVENT FOR GUESTS:

WE WILL BE GIVING AWAY TO 1 LUCKY GUEST \$100 OF MARY KAY PRODUCTS



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 4/15/18 5:00pm to guarantee your spot



National Sales Director
Cindy Leone

Hostess Appreciation Contest

\$20 for Consultants & Directors to
participate in \$1,000 Contest

You do not have to be local to participate

Registration increases to \$25 April 10th




Hostess Entry forms can be found on
www.cindyleone.net under events or with your
Director

*Drawing for
\$1,000
Cash!*

March 1st - May 12th, 2018

**All hostesses who hold "qualified"
parties will be entered!**

A qualified party is:

-  **Hostess plus a minimum of 2**
-  **\$200 or more in retail sales**
-  **18 years of age or older**

This Big Event will take place

Thursday May 17th, 2018

At the Mansion on Main Street in Voorhees, NJ

7:00 p.m.

All Guests that are present at the Event will go into
additional drawings for Free Mary Kay Products!

Lots of Door prizes & Raffles

We will be having Skin Care & Cosmetic Tips for guests
that night!!



\$1,000 HOSTESS CONTEST

Hostess First & Last Name:

Consultant First & Last Name:

Director: _____

Date of Party: _____

of Guests: _____

Total Sales: _____

1000

\$1,000 HOSTESS CONTEST

Hostess First & Last Name:

Consultant First & Last Name:

Director: _____

Date of Party: _____

of Guests: _____

Total Sales: _____

1000

\$1,000 HOSTESS CONTEST

Hostess First & Last Name:

Consultant First & Last Name:

Director: _____

Date of Party: _____

of Guests: _____

Total Sales: _____

1000

\$1,000 HOSTESS CONTEST

Hostess First & Last Name:

Consultant First & Last Name:

Director: _____

Date of Party: _____

of Guests: _____

Total Sales: _____

1000

Thank you for submitting your Mary Kay Accomplishment sheets on line

February Results

Parties/Classes with 3 or more

Kimberly Bowe-\$352
Leah Marley-\$324
Christine Spain- \$238, 128, 126

Facials(1 or 2 in attendance)

Christine Spain-\$345
Kimberly Bowe-\$246

OTG-On the Go Appointments

Christine Spain -\$331
Leah Marley- \$51

PWS

Leah Marley-\$130
Kimberly Bowe- \$40

PCP-Preferred Customer Program

Christine Spain- \$101
Kimberly Bowe-\$40

Skin Care Sets

Christine Spain – 7
Kimberly Bowe- 5
Leah Marley- 2

Weekly Sales

Kimberly Bowe-\$ 678
Leah Marley-\$ 505
Christine Spain-\$441,387,206,189

Basic Skin Care Sets YTD

Christine Spain - 39
Kimberly Bowe- 34
Leah Marley – 17
Erin Shaffer-6
Jill Kuffa-4
Dana Kuffa-4
Elena Torseillo-2

\$1000 Month!!



Christine Spain



Days

Christine Spain, Christi Kunzweiler, Leah Marley & Michele Knight

**Everytime you have a \$100 Day
Text or Call Cindy and leave me a message**

HotLine Callers Everyday!

Christine Spain, Erin Shaffer
Leah Marley

2018 Career Conference

Lancaster, PA: Erin Shaffer, Dana Kuffa, Michele Knight, and Jill Kuffa

Phoenix, AZ: Samantha Hurtt, and Leah Marley

Atlantic City 1, NJ: Kimberly Bowe, Christine Spain, Elena Torsiello, and Sheila Richardson

Congratulations to Kimberly Bowe who earned a spot at the Elite Training in my home

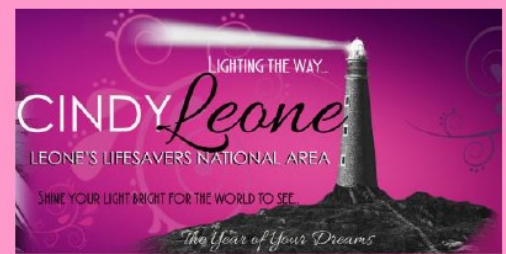


Congratulations Christine Spain
Winner of February Contest

16 Faces😊



Enter to Win



Kendra Scott Earrings!

When you watch the 5 minute video & complete the google form, you will be entered to win a FREE pair of Kendra Scott Earrings!
I will draw one winner at the end of the month!



10 to Win



Miracle Grow March

#yearofexplosivegrowth



**Complete 10 sharing opportunities
in March & you will earn a gift
Cindy's Treasure Chest!**

Sharing Qualifications - can be one of the following:

Name: _____
Career Level: _____
Sharing Held: _____
Personal New Team Members: _____

- Face to face with Cindy
- 3-way call with Cindy
- Guest to an event where marketing is presented
- Complete a Did you know sheet & handed into Cindy
- Sharing Completed by You(Cindy must follow up)

Sharing Appointments

Name	Phone #	Date of Sharing	Recruited? (Y/N)

Submit form to Cindy (609) 540-0345 via picture text message by the 5th of following Month

Host a Party, Pick a Prize!



There are 6 virtual 4-Leaf Clovers, each containing a FREE gift!
Comment below with your clover number and preferred party date.
I will private message you to reveal your special gift!
See below what you can earn at your party.

Adults ages 18+ who do not currently have an Independent Beauty Consultant. Prizes will be awarded at your party.

Want to Get Lucky with Mary Kay Madness in March?

L	LISTEN TO THE MK BUSINESS INFO ON VIDEO, LIVE, OR RECORDED CALL	\$10 MARY KAY
U	AT LEAST 2 GUESTS SCHEDULE THEIR OWN MAKEOVER OR PARTY	\$10 MARY KAY
C	CATALOGUE SALES OF \$100+ OR AT-PARTY SALES OF \$200+	\$10 MARY KAY
K	KEEP ORIGINAL APPT AND GIVE ME YOUR GUEST LIST	\$10 MARY KAY
Y	YOU + 3 FRIENDS OVER 18 YEARS OLD AT YOUR APPT	\$10 MARY KAY

Make it Happen in March



Starter Kit Product Bonus Offer

New Consultants can get two FREE* vitamin C products when they start their businesses in MARCH!

Double Down Team Building Bonus

Active Star Team Builders, Team Leaders, Future Independent Sales Directors and Sales Directors-in-Qualification who have a minimum of three active* personal team members always receive a \$50 Team-Building Bonus, you will now receive \$100 in March.

All in with 8

With the All In With 8! DIQ Promotion, from Jan. 1 through June 1, 2018, a Future Sales Director will be eligible to enter the Sales Director-in-Qualification program when she has 8 or more active* personal team members!

Team Building March Promotions

DOUBLE DOWN

ON TEAM-BUILDING!

FEBRUARY AND MARCH 2018 DOUBLE TEAM-BUILDING BONUS

Active Star Team Builders, Team Leaders, Future Independent Sales Directors and Sales Directors-in-Qualification

who have a minimum of three active* personal team members always receive a \$50 Team-Building Bonus for each qualified** new personal team member beginning with the fourth personal team member. In the month your team member's initial qualifying order is received, you must be active and have a minimum of three other active personal team members to receive the bonus. **In February and March 2018, the Team-Building Bonus will be doubled.** Instead of \$50 for each qualified** new personal team member, you will now receive \$100. **So go for it.**

**FIND ALL THE
DETAILS ON
MARY KAY INTOUCH®
TODAY!**

IBC	IS IBC ACTIVE?	ENDS THE MONTH WITH ACTIVE* PERSONAL TEAM MEMBERS	NEW PERSONAL TEAM MEMBERS ADDED DURING THE MONTH	BONUS EARNED
Suzy	Yes	4	1 Qualified**	Yes, \$100
<i>Suzy qualifies with a minimum of three active personal team members in the month her new personal team member's qualifying order is received in February or March. Suzy's \$50 Team-Building Bonus is doubled to \$100.</i>				
Deb	Yes	4	2 Qualified**	Yes, \$100
<i>Deb qualifies with a minimum of three active personal team members in the month her new personal team members' qualifying orders are received in February or March. The bonus begins with the fourth personal team member, so her \$50 Team-Building Bonus is doubled to \$100.</i>				
Ann	Yes	8	2 Active* / 2 Qualified**	Yes, \$200
<i>Ann qualifies with a minimum of three active personal team members in the month her new personal team members' qualifying orders are received in February or March. Since she has two qualified new personal team members, her \$100 Team-Building Bonus is doubled to \$200.</i>				
Jan	Yes	4	4 Qualified**	Yes, \$100
<i>Jan qualifies with a minimum of three active personal team members in the month her new personal team members' qualifying orders are received in February or March. Because the Team-Building Bonus begins with the fourth personal team member, Jan's \$50 Team-Building Bonus is doubled to \$100.</i>				
Meg	Yes	4	1 Active*	No
<i>Although Meg has four active personal team members, she does not have a new personal team member whose qualifying order is received in February or March. Therefore, she does not qualify for the Team-Building Bonus.</i>				
Julie	Yes	3	1 Qualified**	No
<i>Julie has three active personal team members, one whose qualifying order is received in February or March. However, since the Team-Building Bonus is paid beginning with the fourth personal team member, she does not qualify for the bonus.</i>				
Melissa	Yes	4	2 Active*	No
<i>Although Melissa has four active personal team members, she does not have a new personal team member whose qualifying order is received in February or March. Therefore, she does not qualify for the Team-Building Bonus.</i>				
Robin	Yes	3	2 Active* / 1 Qualified**	No
<i>Robin has three active personal team members, one whose qualifying order is received in February or March. However, since the Team-Building Bonus is paid beginning with the fourth personal team member, she does not qualify for the bonus.</i>				

*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.

**A qualified team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

In order to count toward the Double Team-Building Bonus in February, Independent Beauty Consultant Agreements may be received and accepted by the Company in January or February as long as the qualifying order is placed in February. In order to count toward the Double Team-Building Bonus in March, Independent Beauty Consultant Agreements may be received and accepted by the Company in February or March as long as the qualifying order is placed in March. Qualifying orders placed in April will not count toward the Double Team-Building Bonus.

MARY KAY

Cindy's Celebrities



Cindy Leone

203 Heritage Dr
Columbus, New Jersey 08022
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important Dates

- Mar 11** - Daylight Savings Time
- Mar 15** - Quarter 3 Star Consultant Ends
- Mar 16** - Quarter 4 Star Consultant Begins
- Mar 16** - Week One of CAREER CONFERENCE
- Mar 23** - Week Two of CAREER CONFERENCE
- Mar 28** - Last day to place telephone orders for March
- Mar 30** - Good Friday - All Company Offices Closed
- Mar 31** - Last day to place on-line orders for March
- April 17** - Last day to enroll customers into PCP for Summer Book
- April 24** - Seminar Reg. opens for qualified **Ruby** consultants
- April 25** - Seminar Reg. opens for qualified **Sapphire** consultants
- April 26** - Seminar Reg. opens for qualified **Emerald** consultants
- April 27** - Seminar Reg. opens for qualified **Diamond** consultants
- April 28** - Last day to place telephone orders for April
- April 30** - Last day to place on-line orders for April
- April 30** - Registration opens for ALL consultants

March News

March Bracelet

When you order \$600+ whsl in MARCH, you will receive the PASSION Bracelet.

When you have a passion for your business, it shows in every action you take.



Seminar Consistency

Achieve New Faces Take you Places in March, April, May and June PLUS

Add One New Qualified Team Member to your team.



Besties

Give your business a boost this March! This fabulous bundle contains all your easy-to-sell faves at a 55% discount! A deal like this just can't be beat.

