



Cindy's Celebrities



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

May Newsletter with April Results

Our Proud **REDS**



Erin Shaffer
Star Team Builder



Elena Torsiello
Star Team Builder

SPARKLY STUD EARRINGS



When we grow our Unit Seminar Registration by TWO attendees over Seminar 2016 we will earn these earrings, standing recognition and a special bling button.

Our number of attendees to have at seminar is 9!

On-Target

STARS

Star Consultant Program
March 16 to June 15, 2017
MARY KAY

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
JOANNA WHIPPLE	\$1,355.20	\$444.80	\$1,044.80	\$1,644.80	\$2,244.80	\$3,444.80
ERIN SHAFFER	\$1,330.75	\$469.25	\$1,069.25	\$1,669.25	\$2,269.25	\$3,469.25
CHRISTINE SPAIN	\$907.00	\$893.00	\$1,493.00	\$2,093.00	\$2,693.00	\$3,893.00
DONNA PEDICORD	\$746.00	\$1,054.00	\$1,654.00	\$2,254.00	\$2,854.00	\$4,054.00
STEPHANIE MCCATHERIN	\$708.65	\$1,091.35	\$1,691.35	\$2,291.35	\$2,891.35	\$4,091.35
ELENA TORSIELLO	\$639.50	\$1,160.50	\$1,760.50	\$2,360.50	\$2,960.50	\$4,160.50
KIMBERLY BOWE	\$624.50	\$1,175.50	\$1,775.50	\$2,375.50	\$2,975.50	\$4,175.50
LISA MCBRIDE	\$569.00	\$1,231.00	\$1,831.00	\$2,431.00	\$3,031.00	\$4,231.00
MARJORIE HURDLE	\$502.00	\$1,298.00	\$1,898.00	\$2,498.00	\$3,098.00	\$4,298.00
DIANA BECKER	\$489.00	\$1,311.00	\$1,911.00	\$2,511.00	\$3,111.00	\$4,311.00
LISA PERRY	\$466.50	\$1,333.50	\$1,933.50	\$2,533.50	\$3,133.50	\$4,333.50
MICHELLE REDFIELD	\$411.00	\$1,389.00	\$1,989.00	\$2,589.00	\$3,189.00	\$4,389.00



Treat your Mary Kay opportunity as a paying career instead of a pastime, and you will be paid handsomely for your efforts. Someone once said, "Mary Kay is the best-paying hard work in all the world." I believe that. We all have material wants and needs, so determine how your Mary Kay career can help you achieve them. ~ Mary Kay Ash

Shooting for the STARS

Top in Retail Sales

Company Court of Sales



Elena
Torsiello



Christine
Spain



Kimberly
Bowe

	Consultant	Retail	YTD PCP	YTD Retail
1	Elena R. Torsiello	\$13,604.60	\$3,378.60	\$16,983.20
2	Christine Spain	\$12,796.00	\$2,631.00	\$15,427.00
3	Kimberly F. Bowe	\$12,325.00	\$2,495.00	\$14,820.00
4	Jill A. Kuffa	\$9,368.50	\$3,402.00	\$12,770.50
5	Deborah A Campanelli	\$7,246.80	\$5,248.40	\$12,495.20
6	Erin Shaffer	\$9,857.50	\$1,831.50	\$11,689.00
7	Donna L. Pedicord	\$6,752.00	\$2,198.00	\$8,950.00
8	Michelle L. Redfield	\$6,692.50	\$1,769.00	\$8,461.50
9	Danielle Nirdlinger	\$6,398.00	\$1,048.50	\$7,446.50
10	Joanna J. Whipple	\$5,555.40	\$990.00	\$6,545.40

Top Team Builders

Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	4	\$266.22

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





June CELEBRATIONS

Happy Birthday

Birthdays	Day
Eileen H. Rothstein	4
Beverly Gerberich	5
Deborah Yussuf	16
Diana Becker	18
Gail H. Devine	22
Lee Ann Crowley	24
Jo Ann M. Foulks	24
Carolanne Garstka	25
Callye E. Huf	25
Grace M. Kruse	25
Felecia A. Bourjolly	27
Briana D. Colaneri	29
Georgiana Foti	30

Happy MK Anniversary

Anniversaries	Years	Anniversaries	Years
Cary S. Fredericks	18	Linda E. Goolsby	4
Terry Lipiec	16	Tamara Francois	3
Maeozia Samuel	15	Denise L. Kiehn	2
Andrea Brenner	15	Brigitte Victoria	2
Ali Zacharkow	14	Michelle Rodriguez	1
Sheila Richardson	11	Cynthia D. Andrews	1
Joanna J. Whipple	10	Erin Shaffer	1
Katherine S. Stott	7	Warnesia Travasso	1
Regina K. Toe	7	Annabelle Fields	1
Marie H. Phero	6	Ann M. MArtinez	1
Jordan N. Gort	5		

Look who Invested this Month

Name	Amount	Name	Amount	Name	Amount
Donna L. Pedicord	*\$746.00	Tamara Francois	\$331.75	Nathasha C. Ross	\$236.50
Elena R. Torsiello	*\$639.50	Deborah A Campanelli	\$321.20	Malitza Hollander	\$231.50
Erin Shaffer	*\$610.50	Beth C. Griffin	\$280.50	Grace M. Vasta	\$229.00
Christine Spain	*\$603.00	Esther P. Clark	\$279.50	Deborah Mitchell	\$228.50
Kimberly F. Bowe	*\$602.50	Arlene Athill-Graham	\$272.50	Maeozia Samuel	\$227.00
Lisa C. McBride	\$569.00	Christi Kunzweiler	\$263.50	Marie H. Phero	\$225.50
Diana Becker	\$489.00	Danielle Nirdlinger	\$254.50	Diana D. Williams	\$225.00
Michelle L. Redfield	\$411.00				



* Earned the "Embrace Your Dreams" Bracelet for April

all in *for summer skin*

Healthy-looking, luminous skin is the ultimate summer accessory. This skin care is designed to cleanse, soothe, and replenish skin's moisture. The Baked Cheek Powder completes the glow!

Age-Fighting Lip Primer

Satin Smoothie Refining Shea Scrub

Baked Cheek Powder

Deep Cleansing Charcoal Mask & Moisture Renewing Gel Mask

Try this HOT multitasking duo! These two masks will target different areas of the face and address multiple skin needs— all at once!

Steppin' Up the Ladder



Senior Consultants

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

Felecia Bourjolly
Kimberly Bowe
Gail Devine
Maria Elliott
Jo Ann Foulks
Cary Fredericks
Beth Griffin
Denise Kiehn
Lisa Perry
Sheila Richardson
Christine Spain
Diana Williams
Sherry Willis

Star Team Builder

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



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

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

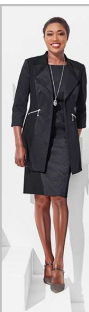
Team Leader/ Future Director

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

Life IS NOT ABOUT WAITING FOR THE STORM TO PASS BUT LEARNING TO DANCE IN THE RAIN

We worked with Abundance Thinking and we are already seeing a Magnificent May! I see determination and perseverance in the sparkle of your eyes as we finish up our Seminar Year, June 30! Victories are won with intent work and purpose! See success as you reach your goals this Seminar year and at the same time, build momentum for Seminar 2018! I cannot wait to celebrate your achievements at Seminar 2017! Expect to be WOWed at Seminar with:

- EDUCATION**- Business developments, product info.
- EXPO**-Mary Kay's answer to a hands-on trade show.
- RECOGNITION**- For achieving company promotions.
- QUALIFIER FUNCTIONS**-Distinctive receptions.
- SEMINAR STAGE**-It's new & not a bad seat in the house.
- AWARDS SHOW**-Broadway and music!

Have you registered for Seminar yet? This is one of the most exciting times of the year! [CLICK HERE](#) to listen to NSD Cindy Gress describe why attending seminar is the place to be... the feel of the crowd, the pulse, how your heart will become engaged with the company; that is when magic happens. I want to help you make your dreams come true, commit to attend Seminar, invest in your future.

With Love,

Cindy

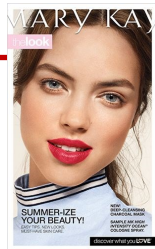
Welcome New Consultants

Grace Vasta

From EAST WINDSOR, NJ
Sponsored by E. Torsiello

Look who participated in the SUMMER PCP

- Elena Torsiello
- Michelle Redfield
- Christine Spain
- Kimberly Bowe
- Donna Santoianni
- Christi Kunzweiler
- Terry Lipiec
- Erin Shaffer
- Deborah Campanelli



Power Class of the Month

May

Did you know that Mother's Day is the 3rd biggest retail holiday of the year? One of Mary Kay's favorite expressions was, "Nothing happens until somebody sells something." It's time to sell with power, integrity, passion, and joy. If you're ready to leverage this amazing selling opportunity and help everyone find the perfect gifts, don't miss this month's show featuring Independent Senior National Sales Director Dacia Wiegandt, Independent Senior National Sales Director Cindy Williams, Independent National Sales Director Amie Gamboian and Independent Executive Senior Sales Director Jamie Taylor!

LIFESAVER AREA SEMINAR 2017



Sunday 7/30-5:00pm Director Shop til you drop shopping spree for all Winners! Leave from Hyatt

Day 00-Monday 7/31-2:30pm Director & FD Mtg Hyatt
Evening "All In " Winner Dinner w Cindy(announcing qual for this)

Day 0-Tuesday 8/1- 10am-3 (Come & go event) Prize Party Gilley's
Leone Red Rally Hyatt-3:00pm All Reds & above
All Star Cons quarter ending 6/15 Invited to MK museum & corporate headquarters & dinner(all pay for their dinner...price tba)
Bus leaving Hyatt hotel 5:30pm

Day 1-Weds 8/2- Seminar begins
All Star Luncheon
General luncheon all others
Evening Leone Area Awards banquet & Dinner at Hyatt

Day 2-Thursday 8/3- 8:30am-11:30am Career Development classes
1:45-2:45 Royalty Reception for all Co Court Winners
3:00-7:30 Awards Show(everyone attends)
7:30-10:00 Let's earn the After Party!(everyone is invited when co meets Bangle goal)

Day 3-Friday 8/4- 9:30am- noon General Session - Plan to travel home after 3:00pm

This is a tentative schedule. More details when I receive room info from Hyatt. More details on mk intouch under events-Seminar

PIC•COLLAGE

Be Recognized at Seminar 2017 Emerald Seminar Aug 1-4



Leone Area Award; 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

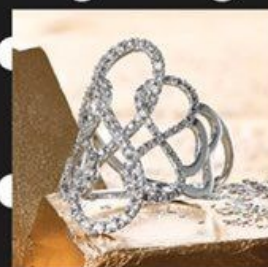
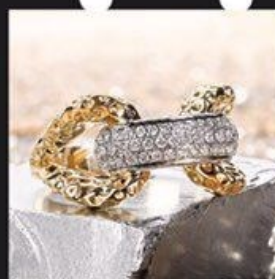
ALSO RECOGNITION FOR:

All Pearl, Emerald and Diamond Stars Quarter ending June 15th will be recognized

More recognition will be announced



Director Meeting & DIQs on Monday July 31st 2017



PIC•COLLAGE

Wow! Cindy & Tony are excited to have Emily & Dick McLaughlin as our honored guests



MARVELOUS MAY PROMOTION!!

Pizza Party at NSD Cindy Leone's Home, Columbus, NJ

Friday June 9, 2017 6-9pm

Mary Kay casual (No jeans).

Come and join in the fun of sharing with your Mary Kay friends!

How Consultants qualify to attend 1 of 3 ways to attend this event

#1 - Add 2 New Team Members in May

Or

#2 - Hold 5 Classes or Facial 20

- Sell \$1,000

- Place a min. \$600 wholesale order

Or

#3 - Add 1 New Team Member & order \$600 wholesale order

Bring your best supporter with you!

Prizes For:

Highest in Retail in May

Most new recruits in May

Most in wholesale in May

Most classes held in May

Directors Prize for most achievers at party

**Come & be inspired to Dream big
& hear the stories of success!**

PIC•COLLAGE

“YOU OUGHT TO BE IN PICTURES”

Pamper Yourself - Get A New Look - Experience the latest in color cosmetics, and Step into an elegant updo and “strike a pose”!



A PROFESSIONAL PHOTOSHOOT!

**It's All Happening Right Here:
Tuesday May 23rd, 2017 at 6:30 pm**
Mary Kay Tuesday Night Live Center
Rutgers Eco Center
1200 Florence Columbus Rd
Bordentown NJ 08505

Tickets Only \$30.00

Your Ticket Includes:

- Glamour Makeover by your Mary Kay Beauty Consultant!
- Quick Salon Hairstyle by our Hairstylist! (come with clean hair and no hair products in your hair please)
- Use of Jewelry Accessories
- Professional Photography Sitting
- One (5x7) Keepsake Portrait & digital image sent to your email for your business card, website, etc!

For Tickets & Info Call:

Your Mary Kay Consultant
Bring a Friend!
Reserve Early - space limited **RSVP!**



Designer Bag

Hostess

Contest!



***Contest runs from**

April 12th

thru

June 26th

***Night of Drawing:**

June 27th, 2017

Ways to earn entries for Designer bag:

- ♥ 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 prize drawings also!

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



Designer Bag Hostess Contest!



*Contest runs from

April 12th thru June 26th

*Consultant participation fee is \$15

*Night of Drawing:

June 27th, 2017

*Deadline to sign up for \$15 is

April 30th

*After 4/30 price increases to \$20

Ways to earn entries for Designer bag:

- ♥ 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 prize drawings also!

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

Thank you for submitting your Mary Kay Accomplishment sheets on line

April Results

Parties/Classes with 3 or more

Facials(1 or 2 in attendance)

Kimberly Bowe-\$432, 75

OTG-On the Go Appointments

Kimberly Bowe-\$44

PCP-Preferred Customer Program

Kimberly Bowe-\$57

Skin Care Sets

Kimberly Bowe-6

PWS –Personal Website Orders

Kimberly Bowe-\$235

Weekly Sales

Kimberly Bowe-\$ 476, 367

Basic Skin Care Sets YTD

Kimberly Bowe-55

Christine Spain-37

Erin Shaffer-4

Christi Kunzweiler-1

\$1,000 Selling Month Congratulations

See you here!

\$100 Day Callers

Christine Spain & Erin Shaffer

Hotline Callers Everyday

Christine Spain & Erin Shaffer

Look who is Winning!

Erin Shaffer



Christine Spain



Christine & Elena



Elena Torsiello



Registered for Seminar so far! Our Unit Goal is 8!!

Kimberly Bowe Erin Shaffer



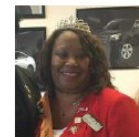
Embrace Bangle Challenge

On Target to Receive for Every month since it started!

Christine Spain Elena Torsiello Kimberly Bowe



On Target March, April, May & June Bangle Promo & to go to Gilley's at Seminar



April Contest Winners

Elena Torsiello Christine Spain Erin Shaffer
23 Activities 18 Activities 12 Activities



Dates to Remember

May 23rd – Photo Shoot at TNL

May 31st- Last day to submit your order for May

June 9th- Pizza Party at Cindy's (qualify to come)

June 15th – End of Star

June 17th- Breakfast of Champions

June 27th- Hostess Contest Night

July 31st – August 4th Emerald Seminar- Seminar is Aug 1-4th We go early for our DIQ & Director Day

Seminar 2017

Cindy Leone

National Area

Housing and Meeting Packages
at the Hyatt Regency Dallas



Package Descriptions:

Your base package includes hotel from 8/1/17 - 8/4/17 (3 Nights), tax, gratuities, Area Awards Dinner, etc. Rates are based on the number of people in the room and are per person or per couple.

Consultant & Spouse: \$991.00/couple

Consultant and husband, 1 King Bed

Single: \$875.00

One Person - One Bed

Double: \$561.00/person

Two People in the Room, 2 Beds (One of which may be a roll-a-way.)

Triple: \$423.00/person

Three People in the Room, 2 Beds (One of which may be a roll-a-way.)

Quad: \$355.00/person

Four People in the Room, 2 Beds

Extra Nights Can be Purchased

Return this Form with Payment
(Payable to Success Express) to:

Success Express

1501 S Catlin Rd - Rockville IN 47872

Fax: 888-813-8334

Register on-line at www.RegSuccess.com

**We cannot accept
Reservations by Phone.**

Release of Liability

By participating in the Success Express Program you agree to all terms and conditions listed on this form or at www.RegSuccess.com. You release Success Express, its aids, and its employees from responsibility for any injury to body or property as a result of participation in this event.

Spread Out Your Payment with our Special Deposit Option

Quad and Triple Reservations: \$175.00

Double Reservations: \$225.00

Single and Consultant/Spouse: \$400.00

Deposit Due by June 16th

Pay in full by June 16th and Save Money!

YOUR ATTENTION PLEASE!

- ★ 1. Don't register for Housing with Mary Kay.
- ★ 2. Don't call the Hyatt Directly
- ★ 3. All Roommates must register separately and by June 16th to guarantee placement together.

Cancellation Policy!!!!

All cancellations must be submitted in writing! Full refunds minus a \$75.00 processing fee will be made upon written cancellations received by July 1, 2017. After that date all packages are non-refundable but fully transferrable to another consultant (same occupancy/same arrival and departure, same roommates.

(NO REFUNDS WILL BE MADE WITHOUT WRITTEN NOTIFICATION!)

Find out more information and Register On-Line at:

www.RegSuccess.com or Call 317-435-0155

with Questions!



2017 Cindy Leone National Area

ROOM INFORMATION:

Arrival/Departure

Arrival Date: _____

Departure Date: _____

Approximate Arrival Time: _____

(Arrival time information will be used to prepare rooms for arrival.

Please provide as accurate a time as possible.)

Roommate Requests:

We will make every effort to honor roommate requests, however, roommates **must arrive and depart on the same day and all roommate reservations need to arrive prior to the June 16th deadline.** When roommates do not arrive and depart on the same day, it will be necessary for us to re-assign roommates and/or adjust the room charges accordingly. Note: The Hyatt Regency has a limited number of rooms with two double beds. These will be assigned to those requesting quad occupancy first. Triples and doubles may include a king bed and roll-a-way.

Roommate Preference: _____ Their Arrival/Departure Date: _____

(Please Print or Type)

Name: _____

Spouse (if attending): _____

Address: _____

City: _____ State: _____ Zip: _____

Cell Phone #: _____

E-mail: _____

Director's Name: _____

Status: Please Check One:

Consultant DIQ Director

Sr. Director FESD ESSD EESD

Base Package:

Includes hotel 8/1-8/4 and Area Awards Dinner. (Please check)

YOUR COST!

**Save Money!!!!
Pay your package in Full!**

Consultant and Spouse \$991.00/couple

Single \$875.00/person

Double \$561.00/person

Triple \$423.00/person

Quad \$355.00/person

Regular Rate
postmarked on/ or
before June 16th

Late Rate
postmarked on or
before July 5th

After July 5th
registrations will
be accepted only
if space is
available. Add an
additional \$40.00
to the late rate.

Total

Extra Nights: Consultant & Spouse : \$239.00/couple/night Single \$239.00/night

Double \$135.00/person/night Triple \$91.00/person/night Quad \$68.00/person/night

***If using the Deposit Option please include the extra nights. See instructions. 2nd Number = extra night**

Pay in Full by June 16th and Save \$15.00 - \$15.00 NA NA \$

Sub Total: \$

Cash Discount: (If you are paying by money order you may multiply your sub total by .05) \$

Total: (Subtract your cash discount from your sub total.) \$

Quad and Triple Reservations: \$175.00/\$25.00 - Double Reservations: \$225.00/\$25.00

Single and Consultant/Spouse: \$400.00/\$50.00

Deposit Due by June 16th - Full Payment only After that Date!

Balance Due: July 11th!

(Invoices with payment reminders and directions for submitting payment will be emailed.)

Amount Submitted: \$

Credit Card Information

Complete this section if you plan to charge your housing and/or incidental expenses. All cards will be processed upon their arrival at our office and will show on your statement as Success Express, Rockville IN. (Requests to delay charging or declined cards will be subject to the rate in effect at the date of processing.)

MasterCard/Visa _____ American Express _____ Discover _____

Card Number: _____ Expiration Date: _____

Name on Card: _____ CVV #: _____

Card Holder Signature: _____

Confirmations

Confirmations, which will include event tickets, will be mailed by July 5, 2017. Once you have received your confirmation all cancellations must be accompanied by luggage tags and event tickets before refunds will be issued.



**In Honor of Mary Kay's Birthday Month & our
National Area's Anniversary Month-
Join our Area in Changing Lives-Our Area Goal 53 MK
Parties & 53 New TM in the month of May!
(In honor of 53 MK years in business)**



*DRAWINGS WEEKLY EVERY TIME YOU HOLD A PARTY(3 OR MORE IN
ATTENDANCE W \$100 IN SALES) & OR ADD A NEW TM -EMAIL ME AT
NSDCINDY@COMCAST.NET*

**YOU ARE INVITED TO AN UNBELIEVABLE CELEBRATION AFTER
WE REACH OUR GOAL OF 53**



Join the Grand Celebration in Dallas!



GOING TO MARY KAY CORPORATE FOR TOUR & DINNER ON Aug. 1st 2017
ALL STARS QUARTER ENDING 6/15/17 WILL BE INVITED TO ATTEND
(Each will pay for cost of your dinner)



We are blessed as a National Area to be one of the few that has the privilege to go to the Mary Kay Corporate building for a Tour of the Mary Kay Museum and have dinner in a private room! This is one of my

★ favorite parts of Seminar! ★
Don't miss it! Be a Star!

We all go together on a chartered bus from the Hyatt Hotel
(Where we stay as an area and have a package deal) to the Mary Kay Corporate Building!

Price of Dinner is approx. \$38-\$40

FATHER'S DAY



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



MKMen®
Shave
Foam
\$12



MKMen®
Cooling
After
Shave
Gel
\$15



MKMen®
Daily
Facial
Wash
\$16



MKMen®
Advanced
Eye Cream
\$26

Gift Ideas



Colognes

Pink



SUMMER PILOT PROGRAM FOR TEACHERS

- DEVOTE:** 5 Hours per week to teaching/showing the product
2 hours per week for Unit Training
1 Hour per week for paperwork (in your home)
- INVEST:** \$100 plus tax & shipping for Kit – Total \$ _____ (\$200-\$3600 Inventory optional Investment, what the EYE sees the EYE buys!)
- Immediate Commission: 50% of retail (100% Profit!)
- Selling Seasons: May-Mother's Day, Teacher Appreciation, Nurses' Week; June-Father's Day, Graduation, Weddings; Ongoing-Birthdays, Anniversaries... etc.
- TEACH:** 2 Parties per week (4+ women present/2 hr each)
-average sales of \$200+ each
- Facial (1-2 women present / 1 hr) - average sales of \$75+ Total Weekly Average Sales: \$475+
- PROFIT:** \$475 Sales minus 50% cost of product = \$237.50 gross profit per week for just 5 hours of actual teaching time! (Average - \$47.50 gross per hour) \$237.50 x 12 weeks = \$2,850 gross profit for about 60 hours of teaching and training outside your home!! That is a part-time summer "job"!!! Plus, get your own products at ½ price!!!

Having product inventory is an **OPTION, NOT A REQUIREMENT**. But women are impulsive and will purchase more if you offer on-the-spot delivery!

At the end of the summer you may put your 'outside' business on hold and just take reorders for the fall term.

During the winter break pick up your business in time for the Holiday Selling Season!! You may put your 'outside' business on hold again for the Spring, pick it up at Mother's Day, then get ready for extra income for the next 12 weeks of summer!!

After the initial 12 week Pilot Program you may assess your results. If you have not had lots of fun, made an excellent hourly income, helped women feel better about themselves— or just plain decide that a part-time career with Mary Kay is not for you, *just stop working your business!*

No strings attached - totally risk-free!

You've got nothing to lose. The possibilities are endless. Wouldn't you agree that you'll never know if this career is for you unless you give it a shot? By the way, how would a **BRAND NEW CHEVY CRUZ** look in **YOUR driveway this FALL?**

SHOULD I GO TO SEMINAR?

Every consultant in Mary Kay land is asking that question right now. I remember so vividly, 20 years ago when my Director, Stacy James told me to plan on going to seminar.

- a.. I had just quit my job to pursue MK full time
- b.. I was a brand new single mom
- c.. I had full responsibility for house payment and all expenses, including child care
- d.. I was emotionally devastated from the breakup of my marriage
- e. I had no savings AND I had just submitted for DIQ (which meant that I would need to take an additional trip to Dallas the month following seminar...we went before DIQ in the former system.)

Now, honestly, what would you be thinking? I had only been with the company around 6 months at this point.....wouldn't you question the soundness of that decision? Besides, I had been to soooo many conferences and seminars in my educational background and quite frankly, I didn't care for them.

Did I intend for Mary Kay to be my life's work? I wanted it too. Yes! Was I nervous? Oh yes!!!! Did I go? YES! Think about this for a minute.....your future lies in your thought process surrounding this.....Your future will always be in the Yes's of this business, never in the no's.

You are probably waiting to hear how much stronger I felt once the decision was made. I didn't. In fact, I cried most of the way down to seminar, hiding my tears from my team members. I was in a very fragile state emotionally, yet I knew those two little girls were counting on me to find the strength, courage and way to go forward with our life. The thoughts would keep creeping into my mind about the bills to be paid less than 4 days upon my return....house payment, tuition payment....food! My faith wasn't even that strong at that time in my business. We had a yard sale to raise part of the money for my two trips. It was our dream. It was our future.

I share this because it is so easy to look at me and look at the other Directors and assume.....assume that the road was easier than yours.....assume that they couldn't possibly know what you are going through and how it feels to leave your children, to raise the money when you are soooo in debt....to leave home in the middle of one of life's difficult passages.....are you with me?

Why in the world would I want to dedicate an entire morning's moto to this one question? Because,.....when you decide to make a way,.....find a way.....and join us at seminar.....You will look at me with your eyes wide with amazement and voice inaudibly the words....."Thank you" and we will both know what you mean! You will be thankful because.....

Cindy's Celebrities



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Important Dates

May 12 - Mary Kay's Birthday

May 16 - Summer Products available for all consultants to order

May 29 - Memorial Day, all offices closed

May 30 - Last day to place telephone orders for May

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

IT'S WEDDING SEASON!

Bridal beauty is a \$5 billion industry and part of that can be yours! From looks for bridal parties to travel-friendly products for honeymoons, you can be a one-stop shop for all things bridal!

Check out the **BRIDAL BEAUTY** section under Product Central on InTouch! Find the looks she'll love and help her develop a beauty regimen for not only the **BIG DAY** but the months leading up!

With Mary Kay's exceptional lines of makeup and skincare this is a selling opportunity that benefits everyone!



MAY

embrace
YOUR DREAMS



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

CONSISTENCY IS KEY