



Cindy Leone

Cindy's Celebrities

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January Newsletter with December Results

Our Proud Reds

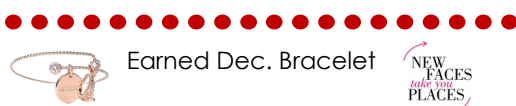


Erin Shaffer
Star Team Builder



Elena Torsiello
Star Team Builder

new faces **take you** places



Winners



Jill Kuffa



Lisa Perry



Christine Spain



Leah Marley



Kimberly Bowe



Who will be next?



Who will be next?



Who will be next?

>>> QUARTER 2 STARS <<<



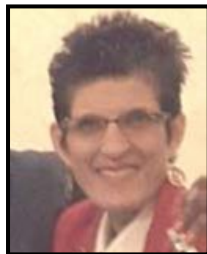
Leah Marley
Diamond



Michele Knight
Sapphire



Christine Spain
Sapphire



Elena Torsiello
Sapphire



Kimberly Bowe
Sapphire



Jill Kuffa
Sapphire

STAR CONSULTANT PROGRAM PRIZES



DECEMBER 16 - MARCH 15

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
LISA PERRY	\$459.00	\$1,341.00	\$1,941.00	\$2,541.00	\$3,141.00	\$4,341.00
DONNA MONZO	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00

Welcome New Consultants

New Consultant
 Simone Jones

From
 WILLINGBORO, NJ

Sponsored by
 C. Leone

Someone once said, "It only takes a spark -- to get a fire going." How true! And that spark has been found hundreds of times at Career Conference. Perhaps you are thinking, "I can't afford to go." From long experience, I believe you can't afford NOT to attend, for at Career Conference you will discover the BIG PICTURE of what your Mary Kay career can be for YOU! Make your plans now. Use the profit from a few extra classes to pay your way. (From Mary Kay's Career Conference files)

BIGGER ACT TALK FEARLESS STRONGER

DO BIGGER
 THINGS
 IN 2018

**Career
 Conference
 2018**

Save the Date
 March 16-17
 March 23-24
 March 25-26

\$95 registration fee with \$40 whsl credit towards a future order

complete details
 on intouch

NEW FACES *take you* PLACES

shooting for the

Stars

top in retail sales

Company Court of Sales



Leah Marley



Kimberly Bowe



Jill Kuffa

	Consultant	Retail	YTD PCP	YTD Retail
1	Leah R. Marley	\$12,649.00	\$0.00	\$12,649.00
2	Kimberly F. Bowe	\$7,333.50	\$0.00	\$7,333.50
3	Jill A. Kuffa	\$6,852.50	\$0.00	\$6,852.50
4	Christine Spain	\$6,834.00	\$0.00	\$6,834.00
5	Elena R. Torsiello	\$6,376.00	\$0.00	\$6,376.00
6	Erin Shaffer	\$5,548.00	\$0.00	\$5,548.00
7	Michele E. Knight	\$5,364.00	\$0.00	\$5,364.00
8	Dana L. Kuffa	\$4,643.00	\$0.00	\$4,643.00
9	Lisa Perry	\$3,881.00	\$0.00	\$3,881.00
10	Donna L. Pedicord	\$3,724.00	\$0.00	\$3,724.00

top team

Builders

Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	1	\$243.86
2	Jill A. Kuffa	1	\$83.76
3	Leah R. Marley	1	\$36.12

national court of sales

- »»» **National**
\$40,000 Retail/ \$20,000 whsl
- »»» **Area**
\$20,000 Retail/ \$10,000 whsl
- »»» **Unit**
\$10,000 Retail/ \$5,000 whsl



national court of sharing

- »»» **National**
24 Team Members
- »»» **Area**
12 Team Members
- »»» **Unit**
6 Team Members





Celebrate!

February ●●●●●●●●●●

Happy Birthday

Birthdays	Day
Marjorie E. Hurdle	11
Regina K. Toe	18
Eileen T. Delvecchio	24
Hope C. Kelly-Miller	24
Angie D. Luker	25
S. Morrow-Goggins	26
Lisa Perry	27

MK Anniversary

Anniversaries	Years
Donna L. Santoianni	27
Susan Ammirata	18
Swara P. Shirolawala	14
Patrice A. Patterson	14
Joyce-Patryce Clark	5
Sarah C. Keller	4
Stephanie McCatherin	1

Look Who Invested This Month

Name	Amount	Name	Amount	Name	Amount
Jill A. Kuffa	\$941.50	Michele L. Cressman	\$319.00	Stephanie McCatherin	\$236.25
Lisa Perry	\$726.00	Samantha D. Hurtt	\$294.00	Jackie Rowley	\$229.50
Christine Spain	\$667.00	Swara P. Shirolawala	\$282.00	Deborah A Campanelli	\$229.00
Leah R. Marley	\$637.00	Carmen Canals	\$281.75	Katherine S. Stott	\$228.50
Kimberly F. Bowe	\$600.50	Eleanor Carlino	\$280.50	Christi Kunzweiler	\$226.50
Mary R. Miller	\$461.50	Marjorie E. Hurdle	\$260.00	Allison A. Crognale	\$226.00
Michelle L. Redfield	\$429.00	Erin Shaffer	\$243.50	Jo Ann M. Foulks	\$225.50
Donna T. Monzo	\$400.00	Georgiana Foti	\$240.50	Terry Lipiec	\$225.25
Elena R. Torsiello	\$373.00	Angela Cosom	\$237.00	Donna A. Teel-Drake	\$225.00
Marie H. Phero	\$357.50				

PCP Spring Enrollment

Enrollment Information:

- Enroll Dec. 16 - Jan. 17, 2018
- Mails Feb. 15 - **arrives in 7 to 10 business days**
- Only 70¢ per name**



steppin' up the Ladder



Senior Consultants

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

<i>Michele L. Cressman</i>	<i>Lisa Perry</i>
<i>Cary S. Fredericks</i>	<i>Jo Ann M. Foulks</i>
<i>Trudi Mitana</i>	<i>Jackie Rowley</i>
<i>* Patrice A. Patterson</i>	<i>* Beverly Gerberich</i>
	<i># Maria Elliott</i>
<i>Gail H. Devine</i>	<i># Nancy J. Huber</i>
<i>Erin Shaffer</i>	
	<i>Christine Spain</i>
<i>Beth C. Griffin</i>	<i>Diana D. Williams</i>
<i>Eileen T. Delvecchio</i>	<i># Dorothy M. Sharp</i>
<i>Daryl A. Tuccillo</i>	<i># Yvonne A. Spain</i>
<i>* Karen J. Fonollosa</i>	
	<i>Diana D. Williams</i>
<i>Leah R. Marley</i>	<i>Regina K. Toe</i>
<i>Samantha D. Hurtt</i>	
	<i>Sherry A. Willis</i>
<i>Hillary B. Paton</i>	<i>Phyllis G. Bryant</i>
<i>Callye E. Huf</i>	<i>Marie H. Phero</i>

Star Team Builder

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



- Erin Shaffer*
- Christi Kunzweiler*
- Leah R. Marley*
- Stephanie McCatherin*
- # Kristen Capps*
- # Angie D. Luker*
- Elena R. Torsiello*
- Georgiana Foti*
- Lori Picinich*
- Donna A. Teel-Drake*
- Florence C. Ugorji*
- * Sharron H. Coleman*
- * Esther Jackson-Pope*
- * Cora D. Jones*
- # Diana Becker*
- # Joyce-Patryce Clark*
- # Carolanne Garstka*
- # Sarah C. Keller*
- # 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



\$5000 Dream Vacation...

that is where NEW Faces Can Take YOU!

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

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





a note from

.....Cindy

HAPPY NEW YEAR (again)! I was just saying Happy New Year to you 6 months ago. Isn't it absolutely wonderful that we have 2 "New Years" - July 1 and January 1. There is something about starting fresh, evaluating ourselves and making changes at the NEW YEAR! Luckily, we do not have to wait 12 months, we have the opportunity to do it every 6 months. It is so easy to "say" your goal, but to write it down with a date, talk to others about it and FOCUS on it, is totally different.

FOLLOW ONE COURSE UNTIL SUCCESSFUL

A couple things to think about:

Career Conference is coming soon, mark your calendar. This is when Mary Kay brings Dallas to you! The cost is minimal because when you register without cancelling you will receive \$40 whsl credit towards a future purchase... the company GIVES YOU \$80 in FREE PRODUCT! Plus, when you register for Career Conference and do not cancel, you will have a reduced Seminar 2018 fee.

Be sure to follow-up with those who have Christmas gift cards from you. These are automatic appointments. Also be thinking about booking for "Sweetheart Looks" for Valentine's.

*Thank the Lord for opening another chapter in our lives.
May we live each page with more meaning by touching
people's lives each day!*

HAPPY NEW YEAR!

With tons of thankfulness,

Cindy

Surprise and Delight

When you earn the January charm bracelet, you'll be entered into a drawing for a chance to win this **Diamond Tennis Bracelet** or a \$100 gift card!



Focus on New Faces

Earn your bracelet in Dec, Jan and Feb and attend Career Conference to receive this **FOCUS bracelet with crystal-encrusted charms**. Plus, you'll get Blink Buttons for your CC badge!



TRACKING SHEET- Your Name _____ Director _____

Return this sheet to NSD Cindy by 2/4/18

Parties (A party is 3 or more in attendance w a min of \$100 in sales)

List Parties & Amount of Sales

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

Personal Interviews

- | | | |
|----------|-----------|-----------|
| 1. _____ | 9. _____ | 17. _____ |
| 2. _____ | 10. _____ | 18. _____ |
| 3. _____ | 11. _____ | 19. _____ |
| 4. _____ | 12. _____ | 20. _____ |
| 5. _____ | 13. _____ | |
| 6. _____ | 14. _____ | |
| 7. _____ | 15. _____ | |
| 8. _____ | 16. _____ | |

Place a Star Next to name when becomes new Team Member

How much Was your Wholesale order in January _____

Total Parties in January _____ Retail Sales January _____

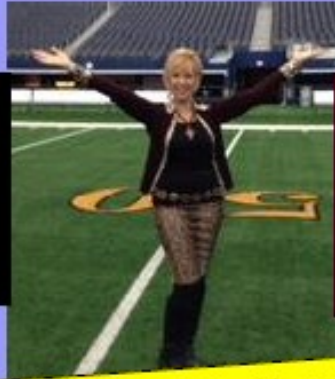
of Guests _____ # New Team Members January _____



HAPPY ANNIVERSARY NSD CINDY LEONE
33 YEARS

*Cheers to a new year
and another chance for
us to get it right.*

*Happy New Year
May it be your
best ever!*



**NEW
FACES
take you
PLACES**

Its only Half time in the big game!

**CELEBRATING 33 AMAZING, FUN, LIFE CHANGING YEARS
WITH THE BEST COMPANY IN THE WORLD FOR WOMEN**

**We are having a January
Happy Anniversary Contest**
LETS PARTY WITH A PURPOSE!

Everyone Can Be A winner & Win A Gift from NSD Cindy
Win a gift by achieving 2 Parties* & order min. \$400 whl.
Win a bigger gift by achieving 4 Parties* & order min. \$600 whl.
Accomplishment Sheets need to be turned into your director, face sheet to Cindy and order into the company by Jan. 31st 2018

BUILD IT BIG! BE BOLD! BE LOUD & PROUD!

*We are on a Mission to carry on Mary Kay's Legacy. We are passing it on!
Will you join us this month by Breaking our January record of
50 New Lifesavers in January?*

- *Add 1 New Team Member in January & receive a gift from Cindy
- *Add 2 New Team Members In January & be invited to a
Celebration with NSD Cindy & receive a gift

Extraordinary prizes for all Medal Winners in January

Bronze Medal=3 Silver=4 Gold=5

Thank you for submitting your Mary Kay Accomplishment sheets on line

December Results

Parties/Classes with 3 or more
Christine Spain-\$496

Facials(1 or 2 in attendance)
Christine Spain-\$165, 120

OTG-On the Go Appointments
Christine Spain-\$650,29,20,18
Leah Marley-\$273, 153

PWS
Leah Marley-\$245

PCP-Preferred Customer Program
Christine Spain-\$518,194,47,18

Skin Care Sets
Christine Spain – 4
Leah Marley-2

Weekly Sales
Christine Spain-\$668,572,459,377
Leah Marley-\$518,153

Basic Skin Care Sets YTD
Christine Spain - 27
Kimberly Bowe- 22
Leah Marley – 15
Erin Shaffer-5
Jill Kuffa-4
Dana Kuffa-4
Elena Torsiello-2

\$2,000 Selling Month

Christine Spain



HotLine Callers Everyday!
Christine Spain

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

Christine winning at TNL



Elena winning at Glam & Glow event



Christmas Party



CONGRATULATIONS TO OUR CONTEST WINNERS!

Christine Spain Won in both November & December



Elena Torsiello December w 13 spots



January Squares Contest

Do the Activity - Color in the Square - Win Prizes!!

7 Squares :: 1 Prize
14 Squares :: 2 Prizes
21 Squares :: 3 Prizes
28 Squares :: 4 Prizes

Name: _____

No. of Squares Completed _____

Return results to your Director by February 6th.

Minimum \$225 who order needs to be placed to win

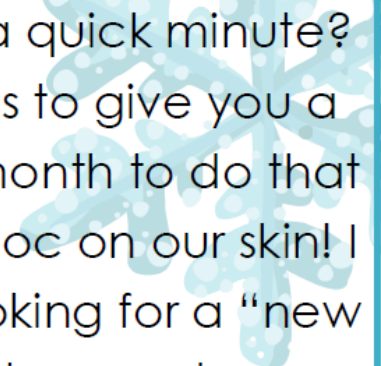
Sell 3-5 Items Jan. 1-7	Sell 6+ Items Jan. 1-7	Hold 5 Interviews	Print this sheet out & post on the Fridge	Add a Qualified Team Member	Submit your W.A.S every week	Attend all your Success Meetings
Sell 3-5 Items Jan. 8-14	Sell 6+ Items Jan. 8-14	Have a \$1000 Week	Complete a Perfect Start	Order \$225 or more in wholesale	Go On-Target for your Car	Move up the Career Path
Sell 3-5 Items Jan. 15-21	Sell 6+ Items Jan. 15-21	Hold a Double Facial	Check out this month's Power Class	Do a 3-Way Interview with your Director	Attend your January Jump Start	Wear your MK pin for 1 full week
Sell 3-5 Items Jan. 22-27	Sell 6+ Items Jan. 22-27	Call into the M\$M for 1 whole week	Hold a Skin Care Class	Email your Director your goals for the New Year	Earn your January CONFIDENT Bracelet	Add a NEW Team Member
Sell 3-5 Items Jan. 28-31	Sell 6+ Items Jan. 28-31	Sell 5 Skin Care Sets in January!	Have a \$100 Day	Become Color Confident	Become Skin Care Confident	Call at least 10 clients about reorders

*You may receive credit for either 3-5 items sold or 6+ items sold, but not both.



January Booking Script

By NSD Jan Thefford



Hi _____ this is _____. Do you have a quick minute? One of my jobs as your MK consultant is to give you a seasonal update & January is the best month to do that because the winter weather wreaks havoc on our skin! I bet, if you are like most of us, you are looking for a “new year new you” makeover. I would love to spend some un-rushed time with you to update you and answer any questions you may have. Which would be better for us to get together? Weekday, evening, or weekend? (Only give choices that you have available or are willing to work. You are in control of your schedule!) You know what? We have some BRAND NEW and exciting products being released, and I will give you one for FREE. That's a \$_____ product for free (or some other product of your choice) if you have 2 friends just like you that are over 18 and do not currently have a Mary Kay consultant when I come on _____ (the date selected). Who do you think you will ask?



This script has had a 100% success rate over 22 years!



NEW Year NEW YOU!



NEW Year NEW YOU!

I CAN HELP YOU ACHIEVE ALL OF YOUR SKIN CARE RESOLUTIONS IN 2018!

- Give your skin the attention it deserves.
- Add more color to your look.
- Learn new beauty trends and techniques.

Contact me *today* to schedule a consultation!

Prü

CLICK ON IMAGE OF POSTCARD TO PRINT



Happy NEW Year 2018!

Thank you for your business in 2017! Here is a gift from me to you, to show you how much your business means to me. Please redeem this gift certificate by January 31, 2018!

\$10 OFF YOUR FIRST ORDER OF THE NEW YEAR!

Bring this coupon and at least 2 friends for a "New Year New You Makeover" and receive an **ADDITIONAL \$50 FREE** in hostess credit!

I Appreciate You!

Prü

Cindy's Celebrities



Cindy Leone

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

important Dates

- January 15** - Martin Luther King Jr. Day - Postal Holiday
- January 17** - Spring PCP Enrollment Ends
- January 27** - Last day to place telephone orders for January
- January 30** - Registration opens for 1st week of CC
- January 31** - Last day to place on-line orders for January
- February 1** - Registration opens for 2nd week of CC
- Feb 10** - Early ordering for New Spring Products
- Feb 14** - HAPPY VALENTINE'S DAY
- Feb 15** - Spring Look Book begins mailing for enrolled PCP customers
- Feb 16** - Spring products are available for all cons to order
- Feb 19** - President's Day, Postal Holiday
- Feb 27** - Last day to place telephone orders for February
- Feb 28** - *Deadline to Register/ Cancel/ Transfer for CC*
- Feb 28** - Last day to place on-line orders for February

SETTING A GOAL

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact and cannot distinguish between what is real and what is imagined and believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are. Goals must be "BIG" according to your ability.
7. Determine what you are capable of in a day, a week, a month and a year.
8. Write your goals in detail and talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful.)
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

*Earn a totally charming
charm bracelet every month!*



CONFIDENT



January