



Cindy's Celebrities

January Newsletter with December Results



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

Reds



Kimberly Bowe



Beth Griffin



Erin Shaffer



Elena Torsiello

YOU Hold the Key



December Winners



Leah Marley



Erin Shaffer



Christine Spain



Sheila Richardson



Kimberly Bowe

Q2 Star Winners



Christine Spain
Ruby



Jill Kuffa
Emerald



Kimberly Bowe
Emerald



Leah Marley
Sapphire

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



**Leah
Marley**



**Kimberly
Bowe**



**Christine
Spain**

	Consultant	Retail	YTD PCP	YTD Retail
1	Leah R. Marley	\$9,992.00	\$2,093.00	\$12,085.00
2	Kimberly F. Bowe	\$7,459.00	\$1,320.00	\$8,779.00
3	Christine Spain	\$6,830.00	\$1,215.00	\$8,045.00
4	Jill A. Kuffa	\$6,133.00	\$943.00	\$7,076.00
5	Erin Shaffer	\$6,047.00	\$590.00	\$6,637.00
6	Elena R. Torsiello	\$5,042.00	\$457.00	\$5,499.00
7	Danielle Nirdlinger	\$3,747.00	\$370.00	\$4,117.00
8	Lisa Perry	\$3,473.00	\$1,353.00	\$4,826.00
9	Donna L. Pedicord	\$3,447.00	\$2,215.00	\$5,662.00
10	Sheila Richardson	\$3,396.00	\$474.00	\$3,870.00

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

Share this Career Opportunity with everyone you facial!

Get with the Program!

Direct Mail could mean Direct Sales for YOU!

- Enrollment Deadline - Jan 17
- Mails Feb 12 – Arrives in 7 to 10 business days
- Only \$.70 per name



Spring PREFERRED CUSTOMER PROGRAM

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 February

Birthdays	Day
Marjorie E. Hurdle	11
Regina K. Toe	18
Eileen T. Delvecchio	24
Hope C. Kelly-Miller	24
Lisa Perry	27

MK Anniversary in February

Anniversaries	Years
Donna L. Santoianni	29
Susan Ammirata	20
Swara P. Shirolawala	16
Patrice A. Patterson	16
Stephanie McCatherin	3
Michelle L. Morales	2

Look Who Invested This Month

Name	Amount	Name	Amount	Name	Amount
Leah R. Marley	\$755.50	Elena R. Torsiello	\$364.50	Jill A. Kuffa	\$281.50
Erin Shaffer	\$654.00	W. DelValle Pierce	\$335.50	Virginia A. Kinach	\$254.00
Christine Spain	\$627.00	Lisa Perry	\$332.50	Natasha C. Ross	\$236.00
Sheila Richardson	\$607.50	Barbara A. Sokol	\$329.50	Tracy A. Tuppeny	\$235.50
Kimberly F. Bowe	\$603.00	Mary R. Miller	\$307.50	Georgiana Foti	\$228.50
Arlene Athill-Graham	\$514.00	Terry Lipiec	\$292.70	Paula Robinson	\$228.50
Phyllis G. Bryant	\$437.00	Diana Becker	\$289.50	Colleen M. Williams	\$227.00
Danielle Nirdlinger	\$408.50				

Welcome *New Consultants*

New Consultant	From	Sponsored by
Natasha Ross	Doral, FL	C. Leone

It's sad that many people never commit their lives to something that has the prospect of greatness because they fear failure. Many people deliberately set their goals too low to reduce the possibility of disappointment. Obviously our goals must be realistic but high enough so that success causes us to stretch...so you must dare. Remember, mountain-moving faith is not just dreaming and desiring, it is also daring to risk failure. ~ Mary Kay Ash



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
Cary S. Fredericks
Trudi Mitana
 * *Patrice A. Patterson*

Gail H. Devine
Erin Shaffer

Leah R. Marley
Virginia A. Kinach
 * *Sarah Friesen*
 # *Samantha D. Hurtt*

Hillary B. Paton
Callye E. Huf

Lisa Perry
JoAnn M. Foulks
 * *Maria Elliott*
 # *Heather D. Donaire*
 # *Nancy J. Huber*
 # *Jackie Rowley*

Sheila Richardson
Tamara Francois

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
 * *Amani J. Morris*

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

Erin Shaffer
Christi Kunzweiler
Leah R. Marley
Stephanie McCatherin

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



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

HAPPY NEW YEAR to my sweet unit! I just adore all of you and am so thankful to have you in my life. I love the NEW YEAR - in Mary Kay it allows us to look back to the last 6 months and evaluate if what we have done is helping us reach our Seminar Goals. And if we need to change some things, this is the perfect time to do it.

If you have not done so yet, be sure to sit down and do the following:

- Clear your mind and set your goals.
- Keep in mind why your goal is your goal.

Then ask yourself these questions:

- Is my WHY big enough to keep me motivated when obstacles come my way?
- Am I willing to put forth the time & effort required to reach my goal?
- Am I willing to delegate things that will not be productive in helping me reach my goals?

Make a plan and then work it!

Career Conference is right around the corner, mark your calendar for this special and rewarding event. This is when Mary Kay brings Dallas to you! It has been said MANY times by TOP DIRECTORS that Career Conference was when they had their "Aha-moment" - propelling them to new heights in their business. The cost is minimal because when you register without canceling, the company will give you \$40 whsl/ \$80 retail towards your next order, plus you will receive a reduced Seminar 2019 fee when you do not cancel. Sell the FREE product they give you in your order, that is \$80 cash profit... that pays for all but \$15 of your CC registration! Now that is being a SMART business woman!

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.

With Love and Excitement,

Cindy

January Power Class



DESTINATION RED

Why completing Destination Red could be a game changer for you and your Mary Kay Business.

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

December Results

Parties/Classes with 3 or more

Elena Torsiello-\$270, 44
Leah Marley -\$67

Facials(1 or 2 in attendance)

Christine Spain-\$407
Kimberly Bowe-\$300,75

OTG-On the Go Appointments

Leah Marley- \$236
Kimberly Bowe-\$182

PWS

Leah Marley - \$388,70

PCP-Preferred Customer Program

Kimberly Bowe-\$371,1180,1145

Skin Care Sets

Kimberly Bowe- 16
Christine Spain- 1

Weekly Sales

Kimberly Bowe-\$729,1180,1145,257
Christine Spain-\$300,495,507,349
Elena Torsiello- \$116,332,229,44
Leah Marley - \$455,70,236

Reorders

Elena Torsiello - \$116,62,229
Kimberly Bowe-\$58
Christine Spain - \$20

Basic Skin Care Sets YTD

Kimberly Bowe- 30
Christine Spain-21
Leah Marley-9
Erin Shaffer - 6
Sheila Richardson- 2
Danielle Nirdlinger-1

HotLine Callers Everyday!

Christine Spain, Erin Shaffer and
Leah Marley

December 15 Faces



Kim Bowe

\$100 Days

Kim Bowe-\$LOTS
Leah Marley-\$LOTS
Christine Spain-\$LOTS

\$3000 Month \$1000 Month

Kim Bowe



Christine Spain



YOU HOLD THE KEY CONTEST WINNERS JULY – DECEMBER

Achieved 6 Months of Ordering!



Kim Bowe



Leah Marley



Christine Spain-5 months



Erin Shaffer-4 months



Jill Kuffa- 3 months



Celebrity Christmas Party

w Christine, Sheila & Danielle



DESTINATION RED



Consultants & Sales Directors

Earn a cruise to the Bahamas from Mary Kay!!!



October 7-11, 2019

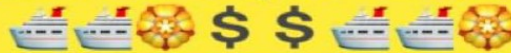
5-day, 4-night Royal Caribbean cruise to the Bahamas on the Navigator of the Seas ship

***Package Includes:**

- *Royal Caribbean stateroom accommodations (one single cabin) *Airfare for TWO
- *Transfers from Miami airport to the ship *Meals included onboard the ship
- *Refreshment beverage package includes: premium coffee, premium tea, bottled water or still and fresh squeezed orange juice, non-alcoholic cocktails and fountain soda *All port taxes and gratuities for stateroom attendants and dining room staff



**Consultants & Directors Can Earn Cruise Cash every Month!
After you earn the cruise trade in your Cruise Cash for Real Money!**



Contest Dates-January 1-June 30, 2019



**Passport
To
Fun**

How To Earn Cruise Cash

- Order \$600 wholesale or more in 1 month - \$10
- Add New Personal with initial Star Order - \$20
- Add New Personal "Ultimate Great Start" Qualified - \$15
- Add New Personal "Great Start" Qualified - \$10
- Develop a first time Red Jacket or become one - \$20
- Develop a Car Driver or become one - \$30
- Offspring a Director or become one- \$50
- One of the following Monthly:
- Team/Unit Production of \$5000 or more - \$10
- Team/Unit Production of \$9000 or more - \$30
- Team /Unit Production of \$15,000 or more - \$40



CAREER CONFERENCE



Earn a seat at this gotta-be-there luncheon. You'll dine in style and feel like a VIP. You'll want to be part of this special luncheon that puts you front and center with those who are going places.

Qualifiers: Achieve the *Mary Kay You Hold the Key* Career Conference Consistency Challenge and have one **personal Great Start-qualified* team member from Dec. 1, 2018 – Feb. 28, 2019.** **EXCEPTION: NEW** Independent Beauty Consultants whose Beauty Consultant Agreements are signed and accepted by the Company in December and January and who achieve the *Mary Kay You Hold the Key* Challenge in January and February AND have one personal *Great Start-qualified** team member during the challenge time frame.

Independent Sales Directors who, from July 1, 2018 through Feb. 28, 2019, achieve \$330,000 or more in unit estimated retail production.

*A *Great Start-qualified new team member* is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her Independent Beauty Consultant Agreement is received and accepted by the Company. For the purpose of this challenge, the qualifying order that makes the Independent Beauty Consultant *Great Start-qualified* must be received and accepted during the challenge time frame OR whose Independent Beauty Consultant Agreement is received and accepted by the Company during the challenge time frame and also achieves at least one quarter of Star Consultant status by December 15, 2018

ON STAGE RECOGNITION

On-Target Court of Personal Sales July 1, 2018 – Feb. 28, 2019



Qualifiers:

ISDs and IBCs who are on-target for the Queen's Court of Personal Sales with \$26,000 or more in personal estimated retail production will receive onstage recognition, a special gift and a Bling Button on their badges.

I'm in Red As of Feb. 28, 2019



Qualifiers:

IBCs who have three or more active⁸ team members will receive onstage recognition and a Bling Button on their badges. (That's anyone who is a Star Team Builder, Team Leader, Future Sales Director or Director-in-Qualification.)

Mary Kay You Hold the Key Career Conference Consistency Challenge Dec 1, 2018 – Feb 28, 2019



Qualifiers:

Independent sales force members who achieve all three months of the *Mary Kay You Hold the Key* Challenge will receive the challenge earrings and a Bling Button on their badges.

On-Target Star Consultant Dec. 16, 2018 – Feb. 28, 2019



Qualifiers:

IBCs who have achieved \$1,200 or more in cumulative wholesale Section 1 orders will receive a Bling Button on their badges.



On-Target All-Star Star Consultant Consistency Challenge June 16 – Sept. 15, 2018, AND Sept. 16 – Dec. 15, 2018

Qualifiers: ISDs and IBCs who achieve two quarters of consistent Star Consultant status will receive the On-Target *All-Star* Bling Buttons on their badges.

Check in touch for other Reco opportunities like these:

Advanced Color Consultant

Advanced Skin Care Consultant

Advanced Product Consultant



to 100 Faces

It's a RACE to 100 Faces

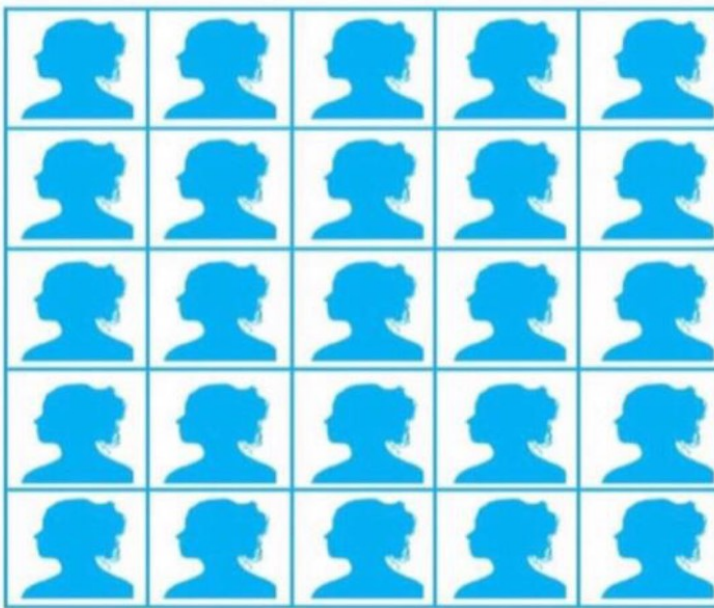
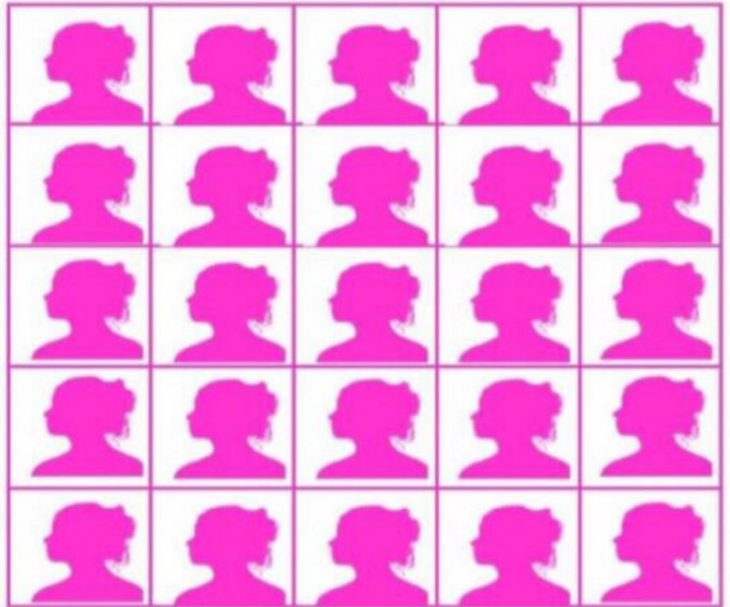
Contest Dates 1/1/19-3/31/19

We will be cheering you on as you race to facial 100 women

In 100 Days

By 3/31/19

You will earn prizes along the way as you complete 25, 50, and 75 faces, and EVERY consultant who completes 100 faces will earn a stunning gift from us!!



All winners that Achieve 100 Faces & Sell min. of \$2500 & order min. of \$1800 & add 3 New Team Members will be invited to an Exclusive Celebration somewhere spectacular w your NSD Cindy Leone

Name: _____ Director: _____ # of Faces: _____

Amount of Sales:) _____ Amount of Wholesale orders placed: _____ # of New TM _____



TRACKING SHEET

I'm Cruisin' for a *Cruise!*^{††} Jan. 1 – June 30, 2019

QUALIFICATION ONE:

Minimum of \$3,600 in adjusted personal wholesale Section 1 production.* REMEMBER: There is not a \$600 monthly requirement, since this qualification is cumulative.

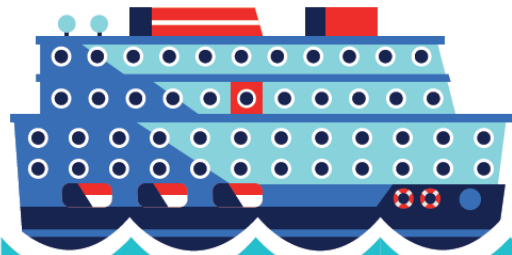
I'm all in!



Halfway to my goal!



I can feel the warm ocean breeze!

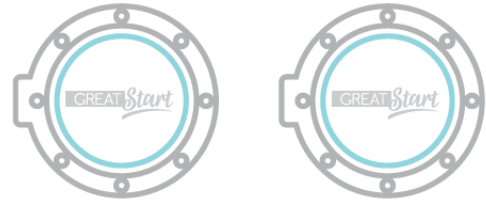


QUALIFICATION TWO:

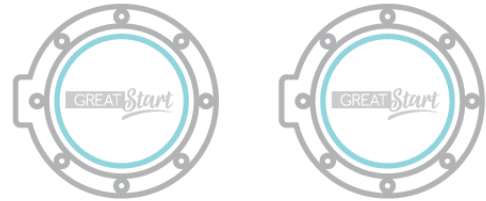
Add six *Great Start*-qualified* new personal team members.



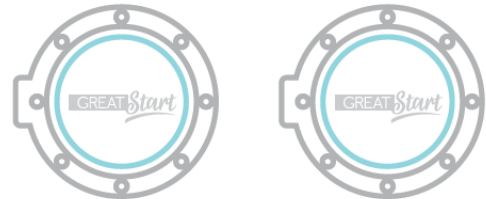
January new personal team members will count **DOUBLE** toward *Destination Red!*



White sands, here I come.



Four, down. Two to go.



Packing my swimsuit now!

QUALIFICATION THREE:

Have three personal first-time Star Team Builders.**



Yes, yes, yes!



The REDDER, the BETTER!



I'm a Bahama mama!

SAVE THE DATE: The cruise^{††} sets sail Oct. 7-11, 2019, from Miami!

♥ *I'm so there!* ♥

NEW Year NEW YOU!



NEW Year NEW YOU!

I CAN HELP YOU ACHIEVE ALL OF YOUR SKIN CARE RESOLUTIONS IN 2019!

- 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!

Pink Success

CLICK ON IMAGE OF POSTCARD TO PRINT



Happy NEW Year 2019!

Thank you for your business in 2018! 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, 2019!

\$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!

Pink Success

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 29** - Registration opens for 1st week of CC
- January 30** - Last day to place telephone orders for January
- January 31** - Registration opens for 2nd week of CC
- January 31** - Last day to place on-line orders for January
- 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

January *Key* of Success

When you order \$600+ whsl in JANUARY, you will receive this NECKLACE from the You Hold the Key Collection



CC *Consistency*

When you achieve the YOU HOLD THE KEY CHALLENGE December-February, you receive these CC Consistency Challenge Earrings.

