



Cindy's Celebrities



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

July Newsletter with June Results

Our Proud REDS



Elena Torsiello
Future Director



Kimberly Bowe
Star Team Builder

July - START

New Faces Take You Places

Each month when you place a \$600+ order you will receive a Charm Bracelet!



Consistency

Fall Consistency Challenge

Achieve New Faces Take You Places each month, July-December and earn this Charm Bracelet!

prizes

JUNE 16 - SEPTEMBER 15

STAR CONSULTANT PROGRAM



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
FLORENCE UGORJI	\$1,205.00	\$595.00	\$1,195.00	\$1,795.00	\$2,395.00	\$3,595.00
ELENA TORSIELLO	\$669.00	\$1,131.00	\$1,731.00	\$2,331.00	\$2,931.00	\$4,131.00
LORI PICINICH	\$487.50	\$1,312.50	\$1,912.50	\$2,512.50	\$3,112.50	\$4,312.50
ERIN SHAFFER	\$446.50	\$1,353.50	\$1,953.50	\$2,553.50	\$3,153.50	\$4,353.50
LISA MCBRIDE	\$445.00	\$1,355.00	\$1,955.00	\$2,555.00	\$3,155.00	\$4,355.00

Quarter 4 Stars



Erin Shaffer
Ruby



Elena Torsiello
Sapphire



Kimberly Bowe
Sapphire



Michelle Redfield
Sapphire



Christine Spain
Sapphire

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	\$17,878.60	\$3,378.60	\$21,257.20
2	Christine Spain	\$15,227.00	\$2,631.00	\$17,858.00
3	Kimberly F. Bowe	\$15,183.00	\$2,495.00	\$17,678.00
4	Erin Shaffer	\$13,284.50	\$1,831.50	\$15,116.00
5	Jill A. Kuffa	\$11,064.00	\$3,402.00	\$14,466.00
6	Deborah A Campanelli	\$7,246.80	\$5,248.40	\$12,495.20
7	Michelle L. Redfield	\$9,776.50	\$1,769.00	\$11,545.50
8	Donna L. Pedicord	\$6,752.00	\$2,198.00	\$8,950.00
9	Danielle Nirdlinger	\$7,642.00	\$1,048.50	\$8,690.50
10	Lisa Perry	\$6,162.00	\$1,652.00	\$7,814.00

Top Team Builders

Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	4	\$286.38
2	Elena R. Torsiello	1	\$156.65

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





August

CELEBRATIONS

Happy Birthday

Birthdays	Day
Michelle L. Redfield	3
Beth C. Griffin	4
Andrea Brenner	9
Sarah C. Keller	9
Ali Zacharkow	17
Nancy J. Huber	21
Deborah A Campanelli	24
Marie H. Phero	26

Happy MK Anniversary

Anniversaries	Years
Dagne H. Sollid	24
Donna L. Pedicord	17
Marsha Hahn	12
Erin E. Roock	10
Georgiana Foti	4
Pamela Doughty	2
Danielle Nirdlinger	1

Look who Invested this Month

Name	Amount	Name	Amount	Name	Amount
Elena R. Torsiello	*\$1,302.00	Kristi L. Caesar	\$415.50	Karen J. Fonollosa	\$276.50
Florence C. Ugorji	*\$1,205.00	Lisa Perry	\$373.50	Yvonne L. Lassiter	\$267.00
Erin Shaffer	*\$841.00	Eleanor Carlino	\$368.00	Donna A. Teel-Drake	\$264.50
Michelle L. Redfield	*\$824.00	Swara P. Shirolawala	\$361.00	Maria Elliott	\$258.00
Kimberly F. Bowe	*\$744.50	Gayle E. Walsh	\$354.50	Kristen Capps	\$241.00
Sheila Richardson	*\$609.00	Danielle Nirdlinger	\$353.00	Carolanne Garstka	\$230.50
Jill A. Kuffa	*\$607.00	Callye E. Huf	\$352.50	Terry Lipiec	\$229.00
Christine Spain	*\$600.00	Joyce-Patryce Clark	\$352.50	Allison A. Crognale	\$228.00
Lori Picinich	\$487.50	Michele L. Cressman	\$338.00	Carmen Canals	\$227.50
Lisa C. McBride	\$445.00	Christi Kunzweiler	\$332.00	Rynisha N. Falls	\$225.00
Kimberly L. Bowe	\$443.50	Georgiana Foti	\$282.50	Beverly D. Rambert	\$225.00



* Earned the "Embrace Your Dreams" Bracelet for June

Help Boost Your Business Each Quarter

Did you know that 60 percent of Independent Beauty Consultants who use the program are contacted by their customers, and 42 percent receive orders from their customers after *The Look* arrives in the mail?

ENROLLMENT DEADLINE July 17



Why Enroll?

Learn how this program can help build your business.

[WATCH NOW](#)



National Ice Cream Day

July 16

Have an EYE'S CREAM SOCIAL, sharing our wonderful Skin Care Sets along with eye products, letting customer experience the feel. And of course, be sure to enjoy some yummy Ice Cream.



Steppin' Up the Ladder



Senior Consultants

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

Michele Cressman
Gail Devine
Beth Griffin
Denise Kiehn
Hillary Paton
Lisa Perry
Sheila Richardson
Erin Shaffer
Christine Spain
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
Rynisha N. Falls
Beverly D. Rambert
** S. Morrow-Goggins*
Rynisha N Bowe-Falls
Theresa S. Nsiah
Brigitte Victoria

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



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

Director

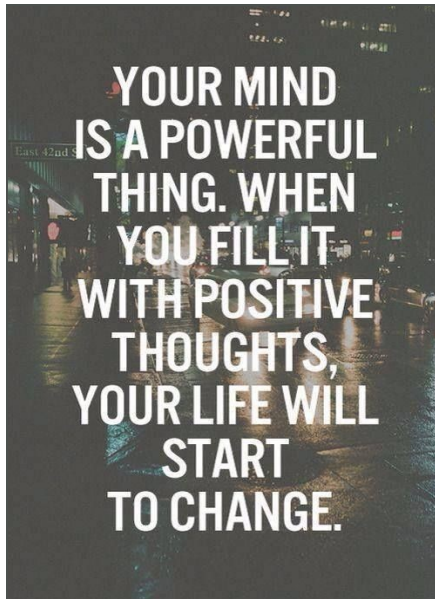
5+ Active Team Members
9 or 13% Unit Commissions
9 or 13% Personal Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn the use of a Career Car or Cash Compensation



THE YEAR OF YOUR DREAMS

A Note

From Cindy



Congratulations on an awesome Seminar Year! All of your efforts are valued and appreciated! Many of you worked with great focus and determination, which paid off. Celebration is always fun, but as Mary Kay's message to new winners, "That is GREAT; now what is your next goal?"

Keep your momentum going into our New Seminar Year. Do not stop working because it is summer, because you just accomplished your goal or because you're tired. Of course it is healthy to take days off occasionally, but it is important to get back to work.

Take the time to be by yourself and write down your goals with dates next to them. And know why your goals are your goals, what is going to keep you going even when obstacles get in the way... because we will have them in the next year. Take lessons you learned from last year and use those to help you plan this next year. Do you need to book more classes so you are sure to hold more; do you need to share career information with more women so you can build your team; do you need to attend more Mary Kay functions for training and positive environment?

Goals need to be broken down into small steps; determine how many parties and interviews it will take to reach your goal, then break it down monthly, weekly and then daily. Finally, make the decision to commit to your goals. The beauty with Mary Kay Cosmetics is that you do not have to work full-time hours to benefit from the full-time pay and you have flexibility in your schedule. The amount of time and effort you put forth in your MK business will show in your results. If you put little time and effort into your business, it will show little results, but when you put forth BIG time and effort into your business, expect to see BIG results.

With Love,

Cindy

Look who is Registered for SEMINAR 2017

Kimberly Bowe
Jill Kuffa
Cindy Leone
Sheila Richardson
Erin Shaffer
Christine Spain
Elena Torsiello



Welcome

New Consultants

New Consultant

Carmen Canals
Sharron H. Coleman
Rynisha N. Falls
Yvonne A. Spain
Florence C. Ugorji

From

SEWELL, NJ
WESTAMPTON, NJ
CLOVER, SC
TRENTON, NJ
HAMILTON, NJ

Sponsored by

C. Leone
E. Torsiello
K. Bowe
C. Spain
E. Torsiello

Thank you for submitting your Mary Kay Accomplishment sheets on line

June Results

Parties/Classes with 3 or more

See You Here!

Facials(1 or 2 in attendance)

Kimberly Bowe-\$147

OTG-On the Go Appointments

PWS

Kimberly Bowe-118

PCP-Preferred Customer Program

Elena Torsiello-\$466

Skin Care Sets

Kimberly Bowe-3

Weekly Sales

Elena Torsiello-\$466

Kimberly Bowe-\$325

Basic Skin Care Sets YTD

Kimberly Bowe-63

Christine Spain-42

Erin Shaffer-6

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

\$1,000 Selling Month
 SEE YOU HERE!!

HotLine Callers Everyday!
Christine Spain & Erin Shaffer

Christine at Pizza Party w Emily



Erin winning at her TNL



Christine & Elena winning



Welcome to our MK family



Dates to Remember

July 31st – August 4th Emerald Seminar- Seminar is Aug 1-4th

We go early for our DIQ & Director Day

Sept 15- End Of Star

Fall Advance – Oct. 13-15

Congratulations to our 12 Month Bangle Winners!

Kimberly Bowe Christine Spain Elena Torsiello



WE'RE ALL IN!
team MK

ALL IN JUNE PIN WINNERS

Elena Torsiello Christine Spain Kimberly Bowe



Leone Lifesaver National Area Fall Advance OH, THE PLACES YOU'LL GO!



Your Host
NSD Cindy Leone

The Mary Kay opportunity is the best in the world for women and it's Your Time! Why not You? I believe in you with all of my heart. You can and will make a difference-You are a decision away from your Next Promotion in your business. Attending our Mary Kay Events is another chance to recapture your Dream & Desires.
We are United! We are on Fire! We are Creating a Movement!
Lifesavers are Having Our Best Year Ever & You are a part of our Making History!
We Are Keepers of Mary Kay's Dream & Legacy

COME FOR A FUN & EDUCATIONAL GIRLFRIEND TIME TO BE INSPIRED & GROW YOUR BUSINESS!!

Pre-Registration form.....Please fill it out and send to Cindy with payment
OCTOBER 13th- 15th 2017 THE GRAND HOTEL IN CAPE MAY NJ
Please Print Clearly

Name: _____
Address: _____
Phone: _____ Email address _____
Director's Name: _____

Status as of today: (circle one)

Consultant Senior Consultant Star Recruiter Team Leader Grand Achiever Future Director
DIQ Director Senior Director Future Ex. Sr. Director

\$40.00 Pre-registration Fee

(Pre-registration is used to offset extra costs for our event)

Complete this form & PayPal (nsdcindy@comcast.net) be sure to check friends & family so there are No extra fees applied! When using Pay Pal Include Your Name & Your Director's Name in the Comments!

Or make your check payable to Cindy Leone & send to: Cindy Leone 203 Heritage Drive Columbus NJ 08022

Acceptable forms of payment: Check, PayPal or Cash

Pre-registration fee is NON-REFUNDABLE--\$50.00 AFTER SEPTEMBER 15th 2017

Any return checks there will be an additional \$30 charge

WE ONLY HAVE LIMITED ROOMS FOR THIS EVENT...SO HURRY AND SEND IN YOUR REGISTRATION SLIP ASAP...NEXT WE WILL BE SENDING INFO ABOUT HOTEL & FOOD PKG.

We can only offer availability to attend the Event to those staying at the Grand with the Package

Special Drawings for the Many that send theirs in ASAP

Our fall advance is an investment in your business. There will be training, ideas, recognition, inspiration, girlfriend time and fun. Who can have the most team members present at the advance?

It is going to be so worth your time

Mary Kay Ash the founder of our company says....."those who show up.... go Up"

Make a commitment to attend everything you can. Be a sponge for knowledge. Crave it. Attend your weekly unit meeting, workshops, Career Conference and Seminar. The most successful women are always there because they can't get enough knowledge.

Tell us what is your Desire to learn at our Fall Advance this year? _____

LIFESAVER CONSULTANT AREA PROMOTION

Faces Take You Places

PURPOSEFULLY PUT THE PRODUCT ON 30 FACES OR MORE & WATCH YOUR BUSINESS SOAR!

Totals for the Month	
# of New Faces	
Total Retail Sales	
Interviews Held	
Guests I brought	
New Recruits added	
Total Whsl. Orders	



To Be a Star	
Star	Weekly Sell
\$1,000	\$230
\$2,400	\$334
\$3,000	\$417
\$3,600	\$500
\$4,800	\$667

*Based on 13 weeks & reinvesting 60%.

STAR DEADLINES

1st Quarter: June 16th-Sept. 15th
 2nd Quarter: Sept. 16th-Dec. 15th
 3rd Quarter: Dec. 16th-Mar. 15th
 4th Quarter: Mar. 16th-June 15th

All Star CONSISTENCY

Which of these prizes will you earn for show the world that you're a star? With a commitment to building your May Day business and consistent Star Consultant status for the 2017-Seminar 2018 year, you'll be eligible to pick up one of these awesome prizes when you attend Seminar 2018!

- Pearl** - \$9,800
Kate Spade New York Satchel
- Emerald** - \$4,400 - \$5,200
Kate Spade New York Purse
- Diamond** - \$2,000 - \$4,300
Kate Spade New York Crossbody
- Ruby** - \$,500 - \$3,999
Kate Spade New York Backpack
- Sapphire** - \$,200 - \$,999
Kate Spade New York Backpack Bag



Let's Go Places
Grand Prize Achievers

The five Independent Beauty Consultants in each Seminar affiliation with the highest number of qualified** new personal team members over the six-month challenge period (July 1 - Dec. 31, 2017) will each earn a trip voucher valued at \$5,000. The Independent Sales Directors and Independent National Sales Directors of the five Independent Beauty Consultant achievers will also each earn a trip voucher valued at \$5,000.

Name	Sales	Name	Sales
1		16	
2		17	
3		18	
4		19	
5		20	
6		21	
7		22	
8		23	
9		24	
10		25	
11		26	
12		27	
13		28	
14		29	
15		30	

Thank your 6 interviews!

Name	Phone Number

Take the challenge!

WITH A \$400 WHOLESALE ORDER EARN THIS MONTHS R.T. GAZZANO DESIGNER BRACELET!

Achieve the Following & Win from your NSD Cindy Leone

Perfect 6- 30 Faces or 6 Parties, 6 Interviews & \$600whl. – Win a special gift from Cindy & a 30 minute coaching call

Perfect 10- 50 Faces or 10 Parties, 10 Interviews & \$1,000 whl - Win a special gift & a lunch date with Cindy

Return to Cindy by 5th of the following Month for Reco & Prizes! Sheet must be filled out completely

Name: _____ Director Name: _____

Track on back if need to. All interviews need to be followed up by your Director & Accomplishment Sheets turned into your Director.

LEONE LIFESAVER ADVANCE October 13th-15th

THE FACES WILL TAKE YOU PLACES.....OH THE PLACES WE WILL GO!

NO QUALIFICATIONS NEEDED TO ATTEND - ALL CONSULTANTS ARE ENCOURAGED TO COME!

JOIN US AT OUR ANNUAL "LEONE LIFESAVER ADVANCE" WITH YOUR NSD

CINDY LEONE

ALL CONSULTANTS ARE QUALIFIED TO

ATTEND OUR LEONE LIFESAVER ADVANCE!

HOWEVER, EACH OF THE CONSULTANTS WHO COMPLETES ONE

OR

MORE OF THE CONTEST CATEGORIES WILL RECEIVE ON

STAGE RECOGNITION!

WE WILL RECOGNIZE THE **TOP** CONSULTANT IN EACH

CATEGORY WITH A FABULOUS PRIZE

&



CROWN A "QUEEN" OF THE ADVANCE!!! (*The Queen*

will be the Consultant who completes the most categories with the highest numbers; so don't stop at the minimum!) This form **MUST** be turned into your director & ME your NSD.....

Cindy Needs your form by the 10/5 in order to have all the stats on time☺ no exceptions

You can drop your form off to my house or take a picture of Completely filled out sheet and text to

Your Director and she will forward to me!

ALSO

We Will Be Having On stage Recognition for All Active Reds that are active and have at least 3 active on their team by 9/30 & A DIQ Elite Luncheon with NSD Cindy

Contest Dates: July 1st—September 30th 2017

Name: _____ Director _____

Star Consultant Status (June 16th – Sept. 15th)

____ Pearl _____ Emerald _____ Diamond _____ Ruby _____ Sapphire

10 Interviews / Guests during contest period & be recognized: More than 10? Attach 2nd sheet

Please list your interviews/guests *and the event they attended*:

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

Century Club: Add at least 10 new Basics during the contest period & be recognized

- | | |
|----------|---|
| 1. _____ | 9. _____ |
| 2. _____ | 10. _____ |
| 3. _____ | 11. _____ |
| 4. _____ | 12. _____ |
| 5. _____ | 13. _____ |
| 6. _____ | 14. _____ |
| 7. _____ | 15. _____ |
| 8. _____ | <u>More than 15? Attach 2nd sheet.</u> |

Team Building – Add 3 Active Team Members during the contest period & be recognized:

Please list your new Team Member **AND** their **INITIAL** wholesale order amount.

- | | |
|-------------------|-------------------|
| 1. _____ \$ _____ | 4. _____ \$ _____ |
| 2. _____ \$ _____ | 5. _____ \$ _____ |
| 3. _____ \$ _____ | 6. _____ \$ _____ |

20 New Faces - classes or facials during the contest period & be recognized:

(any new face who had a purchase of \$30 or more at their class / facial)

- | | |
|-----------|-----------|
| 1. _____ | 16. _____ |
| 2. _____ | 17. _____ |
| 3. _____ | 18. _____ |
| 4. _____ | 19. _____ |
| 5. _____ | 20. _____ |
| 6. _____ | 21. _____ |
| 7. _____ | 22. _____ |
| 8. _____ | 23. _____ |
| 9. _____ | 24. _____ |
| 10. _____ | 25. _____ |
| 11. _____ | 26. _____ |
| 12. _____ | 27. _____ |
| 13. _____ | 28. _____ |
| 14. _____ | 29. _____ |
| 15. _____ | 30. _____ |

More than 30? Attach 2nd sheet

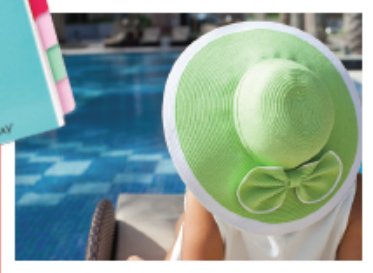
KICK UP YOUR HEELS AND START!



TAKE THE CHALLENGE!

July 1, 2017 – June 30, 2018

For each month during the 2017-2018 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, she will receive an **exclusively designed charm bracelet by renowned jewelry designer R.J. Graziano.** This month's bracelet is totally charming and features the power word **Start.** So kick up your heels and start now, because you'll want to earn all 12!



TEAM-BUILDING CHALLENGE

July 1 – Dec. 31, 2017

If you want to go places, share the opportunity with some new faces. If you have the highest number of qualified new personal team members in your Seminar at the end of the contest period, you could win the grand prize – **a \$5,000 trip voucher for the vacation of your dreams!**

There are also great monthly prizes you could earn along the way.

NEW FACES CAN TAKE YOU SO MANY MORE PLACES!

 **NEW! New Faces Take You Places Fall Consistency Challenge**

 **NEW! New Faces Take You Places All-Star Booster**

AND DON'T FORGET:

- Star Consultant Quarter 1!
- Seminar Awards!
- Top Sales Director Trip!

Go to *Mary Kay InTouch*® for complete promotion rules and details.

 = Selling  = Sharing

NEW FACES take you PLACES

*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 requirement. You'll receive your bracelet inside your qualifying order. One bracelet per contest achiever each month.

My Monthly Sales Goal Tracking Sheet

"Give yourself something to work toward. Constantly. A good goal is like a strenuous exercise - it makes you stretch." - Mary Kay Ash

Name: _____

Month: _____

I'm Saving For:

I Need To Profit:

\$

/ .40 =

The Retail Amount I Need to Sell:

\$

**Ready. Set.
GOAL!**

\$

Projected Breakdown: 50% Wholesale: _____
10% Section 2/ Supplies: _____
40% Profit: _____

A Picture of My Goal!

3/4 of my Goal!
I CAN DO IT!

Halfway There!
I CAN DO IT!

1/4 of my Goal!
I CAN DO IT!

It's amazing how our focus and commitment increases when we are working towards something of value! Your goal this month could be something you wouldn't normally purchase for yourself with your family budget, a weekend vacation, a new pair of cute shoes, a new outfit, a new grill, the payment of a household bill, or a family in need. When you're really excited to accomplish a goal, you'll always find a way. If you don't, it's easy to let circumstances and excuses get in the way!

Total Wholesale Orders Placed This Month:
50% of your sales

\$

Cindy's Celebrities



Cindy Leone

203 Heritage Dr
Columbus, New Jersey 08022

(609)723-4822

Important Dates

July 28 - Last day to place telephone orders for July

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



NEW FACES *take you PLACES*

TEAM-BUILDING CHALLENGE ♥ JULY 1 – DEC. 31, 2017

Let's Go Places!

When you step out and introduce women to the incredible Mary Kay opportunity, a new level of success can be set in motion and you might find you're going places—like a dream vacation!

Monthly Achievers[†]

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

Grand Prize Achievers

The five Independent Beauty Consultants in each Seminar affiliation (total of 20) with the highest number of qualified** new personal team members during the six-month challenge period (July 1 – Dec. 31, 2017) will earn a trip voucher valued at \$5,000.

*For the monthly prize challenge, new personal team members do not need to be qualified in order to count. The prize will be mailed the month after the challenge is achieved. In the event of a tie, the person with the highest level of adjusted wholesale Section 1 production from that month's new personal team members will earn the prize.

**For purposes of this challenge, the new personal team member must sign her Independent Beauty Consultant Agreement in one of the months of the challenge (July 1 – Dec. 31, 2017) and place a \$600 or more order in the month that her Agreement is signed or in the month after (A+1) with the exception of December. If she signs her Agreement in December, she also must place her qualifying order in December since the challenge ends Dec. 31.

†Only independent sales force members with the career path status of Independent Beauty Consultant are eligible to achieve the monthly portion of this challenge.

