

MARY KAY SEMINAR 2016

Seminar Results!

JULY 1, 2015— JUNE 30, 2016

GREAT YEAR! LET'S BEAT OUR BEST THIS YEAR!



TOP 10 IN RETAIL SALES

(Based on verified wholesale orders placed to the company as of prior month-end)

Queen's Court of Sales! = \$40,000 retail

Consultant	YTD Retail	Bonus & PCP	Total
1 Elena R. Torsiello	\$19,686.50	\$4,000.00	\$23,686.50
2 Kimberly F. Bowe	\$15,279.00	\$4,000.00	\$19,279.00
3 Sarah C. Keller	\$12,454.50	\$1,878.00	\$14,332.50
4 Donna L. Pedicord	\$5,876.00	\$1,448.00	\$7,324.00
5 Diane G. Lessa	\$6,210.00	\$189.00	\$6,399.00
6 Michele L. Cressman	\$5,630.00	\$0.00	\$5,630.00
7 Maeozia Samuel	\$4,744.00	\$450.00	\$5,194.00
8 Sherry A. Willis	\$4,478.50	\$520.00	\$4,998.50
9 Michelle L. Redfield	\$4,239.00	\$306.00	\$4,545.00
10 Jill A. Kuffa	\$4,502.50	\$0.00	\$4,502.50



TOPS IN TEAM BUILDING

Queen's Court of Sharing = 24 New Team Members

Recruiter	New Team Mbrs	YTD Comm
1 Denise L. Kiehn	1	\$112.54
2 Elena R. Torsiello	1	\$91.12
3 Gail H. Devine	1	\$30.48



Thanks for a great Mary Kay Year!!

MISS GO GIVE



?

ROOKIE OF THE YEAR



?

MOST IMPROVED



?



National Sales
Director
Cindy Leone

Cindy's Celebrities!

A note from your Director . . .

It's a New Seminar Year!! Get Your Goals Going!

Thanks to Senior Sales Director Nancy Cetrone for sharing!

It's a new year and the official beginning of Seminar 2017. What are your goals? Do you have a plan of action? You have 12 months to make your Seminar 2017 dream come true. Here are some goal-setting tips to help you focus on the tasks ahead.



Dazzling rewards
are yours for the
taking!

Plan now for your
Seminar 2017 prizes
and awards. Make
Seminar the place
where all your dreams
come true!

21 Steps to help you accomplish your goal for 2016-2017:

1. Envision a clear picture of what you desire. Claim that as your goal.
2. State your goal, telling people who will support and encourage you.
3. Hang a goal poster and place motivating pictures in your surroundings.
4. Devise a course of action to accomplish your goal.
5. Become confident in reaching your goal.
6. Set and recognize deadlines, knowing exactly when programs and contests end.
7. Listen and read motivational material daily.
8. Develop a consuming and burning desire to reach your goal.
9. Seek and offer a cooperative spirit. Learn from those who can help and advise you.
10. Track your work regularly using Weekly Summary Sheets, Weekly Accomplishment Sheets and To-Do lists.
11. Work consistently as if you have blinders on, never drifting from your plan.
12. Read your affirmations out loud daily.
13. Control your emotions. Do not fret, worry, complain or talk negatively, preventing anyone or anything from stealing your dream.
14. Balance your life with Mary Kay's priorities of God first, family second and career third.
15. Allow yourself 10 minutes for a "pity party." Vent if you must, then redirect your efforts and begin again.
16. Develop the courage and belief to keep going. Focus on efforts, not results.
17. Put forth a sharp, polished, professional image by eating healthy, exercising and getting adequate sleep.
18. Focus on giving, not getting.
19. Love others with appreciation, encouragement and guidance through your actions, speech and thoughts.
20. Pray for wisdom, guidance and trust.
21. Put on a happy face each day, creating time for laughter. Be happy!

I believe in you—I believe in us! Let's make this your best year yet!!

Cindy

Wholesale Queen



Elena R. Torsiello
\$1,019.00

Sharing Queens



Christine
Spain
1



Gail
Devine
1

Leone Lifesaver National Area Fall Advance Live & Embrace the Dream

Your Host- NSD Cindy Leone



The Mary Kay opportunity is the best in the world for woman 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

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 28th-30th 2016 THE HOST RESORT IN LANCASTER PA

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

\$35.00 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 not extra fees applied 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--\$45.00 AFTER SEPTEMBER 15th 2016

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.

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.

Let's see 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? _____

Spotlight on Team Builders!

Standings are updated as of June 30th — this will not reflect July orders or new team members.

Team Leaders

Recruiter :Kimberly F. Bowe
 Kimberly L. Bowe
 Rynisha N Bowe-Falls
 S. Morrow-Goggins
 Beverly D. Rambert
 Brigitte Victoria

Recruiter :Elena R. Torsiello
 Carolanne Garstka
 Sarah C. Keller
 Delilah Lewis
 Lori Picinich
 Eileen H. Rothstein
 Allison Smith
 Donna A. Teel-Drake
 * Joyce-Patryce Clark
 * Marie J. Deetjen
 * Georgiana Foti
 * Lisa Jack
 # Sarah Bubnis

Senior Consultants

Recruiter :Michele L. Cressman
 Cary S. Fredericks
 * Trudi Mitana
 * Patrice A. Patterson

Recruiter :Gail H. Devine
 Erin Shaffer

Recruiter :Beth C. Griffin
 Daryl A. Pagliuso
 * Karen J. Fonollosa

Recruiter :Denise L. Kiehn
 Diane G. Lessa

Recruiter :Jill A. Kuffa
 Briana D. Colaneri
 * Beth Clicquennoi

Recruiter :Patrice A. Patterson
 Marsha Hahn
 Tracy A. Tuppeny
 * Linda Sparks

Recruiter :Nicole Phipps
 Cheryl Fisher

Recruiter :Christine Spain
 Diana D. Williams
 * Cynthia D. Andrews

Recruiter :Diana D. Williams
 Regina K. Toe

Recruiter :Sherry A. Willis
 Phyllis G. Bryant



**ARE YOU
 READY TO
 MOVE UP??**

** To become ACTIVE you must place a \$225 wholesale order.*

Follow the Steps to Success!



Senior Consultant

(1-2 active team members)

4% Commission

Star Team Builder

RED JACKET

(3+ actives)

Sr. Consultant benefits plus Red Jacket Rebate

Eligible for \$50 Bonuses

Team Leader

(5+ actives)

All the previous benefits plus 9-13% Commission

Team Leader pin

On-Target for Car!

(5+ actives and \$5,000 wholesale growing to 14 actives and \$20,000 in 4 months or less)

Eligible to earn use of Career Car or \$375 cash monthly for 2 years PLUS all Benefits of previous levels

Director in Qualification

Effective Jan. 1, 2010
 (10+ actives growing to 24 in 4 months and be a star consultant!)

Production during DIQ counts towards car! Eligible to become Director and earn Unit Commission and Unit bonuses—Eligible to wear the exclusive Director Suit.



Here We Grow Again!

Welcome New Business Owners!

(These new unit members signed Consultant agreements June 1-30.)

New Consultant	From	Sponsored by
Cynthia D. Andrews	MOUNT HOLLY, NJ	C. Spain
Annabelle Fields	MOUNT LAUREL, NJ	C. Leone
Ann M. Martinez	HAMMONTON, NJ	C. Leone
Michelle Rodriguez	GAINESVILLE, FL	C. Leone
Erin Shaffer	MAULDIN, SC	G. Devine
Warnesia Travasso	MOUNT LAUREL, NJ	C. Leone

"Enthusiasm is one of the most powerful engines of success. When you do a thing, do it with all your might. Put your whole soul into it. Stamp it with your own personality. Be active, be energetic, be enthusiastic and faithful, and you will accomplish your object. Nothing great was ever achieved without enthusiasm." ~Ralph Waldo Emerson

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level		
Cindy A. Leone		\$328.19
9% Recruiter Commission Level		
Kimberly F. Bowe		\$61.20
Elena R. Torsiello		\$50.72
4% Recruiter Commission Level		
Beth C. Griffin		\$71.70
Gail H. Devine		\$30.48
Jill A. Kuffa		\$20.20
Diana D. Williams		\$10.50

Team Building

Tip of the Month!

Proven Script for 5 New Recruits:

- ◆ List 30 names of women—start with customer profiles, etc.
- ◆ 15 will agree to listen.
- ◆ 5 should join!

Use the following script to set up interviews and share the marketing plan!

Hi this is _____ with Mary Kay Cosmetics. Do you have a minute? I'm really excited because I've been challenged to share Mary Kay career information with _____ sharp women in the next _____ weeks. I thought of you! I don't know if this is anything that you would ever think about for yourself, but I will give you a \$10 Gift Certificate good for any of our fabulous products. All I need from you is 30 minutes to get your thoughts on the information. We can do it over the phone or we can meet for coffee. Will you help me meet my challenge? Let's set up a time to get together. I appreciate your time.

"Average people look for ways of getting away with it; successful people look for ways of getting on with it." ~Jim Rohn

Pizza Party with Emily McLaughlin
Winners Kimberly Bowe & Elena Torsiello



Dinner & Makeover Event with Celebrities



MISS AMERICA CONTEST
MISS AMERICA CONTEST

 **LIFESAVERS ARE CHANGING LIVES**
1 STATE AT A TIME

 **MISS AMERICA CONTEST**



MAKE BELIEVE YOUR GREAT THE TRICK WILL TAKE YOU FAR YOU'LL FIND YOUR JUST AS GREAT AS YOU MAKE BELIEVE YOU ARE.

Be a Talent Scout across the USA

 **SHOWS STATES CLAIMED.**

Be the 1st in each State in our Beautiful USA to add a new team member. Let your Director know as soon as you do so she can message me and we will add your name as the First in that state! We will add a crown to that state so everyone knows it has been crowned already. At Seminar 2017 All That were the 1st to add a new TM in each state will march on our Leone Awards Stage representing the state or states that you added a new TM in. We will have 1 Queen that has added team members in the most states in the USA©

girlfriends

Club with your NSD cindy

All I need to know about life I learned from my girlfriends

DON'T MISS OUT!

Qualify to come on an excursion, lunch or dinner with Cindy by placing a min \$600 whl. order & add 1 new Team Member in July



We Invested in Product Last Month!

Elena R. Torsiello	\$1,019.00	Regina K. Toe	\$262.50
Kimberly F. Bowe	\$864.00	Arlene Athill-Graham	\$244.50
Erin Shaffer	\$762.00	Ann M. MArtinez	\$241.50
Briana D. Colaneri	\$505.00	Marjorie E. Hurdle	\$230.50
Donna L. Santoianni	\$382.50	Marsha Hahn	\$229.50
Andrea Brenner	\$355.00	Michele L. Cressman	\$228.50
Kelly A. Hudak	\$315.50	Beverly D. Rambert	\$228.00
Sarah C. Keller	\$298.50	Brigitte Victoria	\$226.50
Nicole Phipps	\$293.00	Rynisha Bowe-Falls	\$225.50
Allison Smith	\$265.00	Cary S. Fredericks	\$225.00
Sherry A. Willis	\$263.50	Tracy A. Tuppeny	\$225.00
Denise L. Kiehn	\$263.00		



**Remember to
work Full Circle!**

**Booking, Selling &
Recruiting every time
guarantee that you are
never out of business!**

embrace YOUR DREAMS CHALLENGE



The July bracelet features this Mary Kay Ash quote: "What You Believe, You Can Achieve." With an elegant script font, the silver-toned bracelet is embellished with Mary Kay Ash's signature on the inside.

Why not get your Seminar year off to a great start by earning this first bracelet, and set your goal to earn all 12? One bracelet instantly represents your ability to earn up to 50 percent profit. Three

bracelets earned in one quarter qualifies you as a Sapphire Star Consultant. Earn 12 bracelets, and you're on your way to consistent bookings, increased sales and building the business of your dreams.

Each month during the year that you place a \$600 or more wholesale Section 1 order, you can receive a gorgeous bracelet with a quote that reflects Mary Kay Ash's legacy of love.

What You Believe, You Can Achieve!

BUILD-A-Bangle

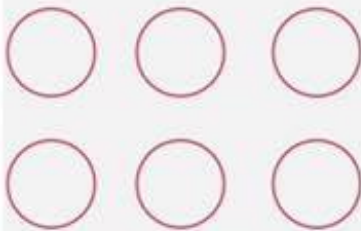
Jumpstart Your July

****With Faces!****

With Team Members!

*****With Sales!*****

Color in a Circle for each \$100 wholesale



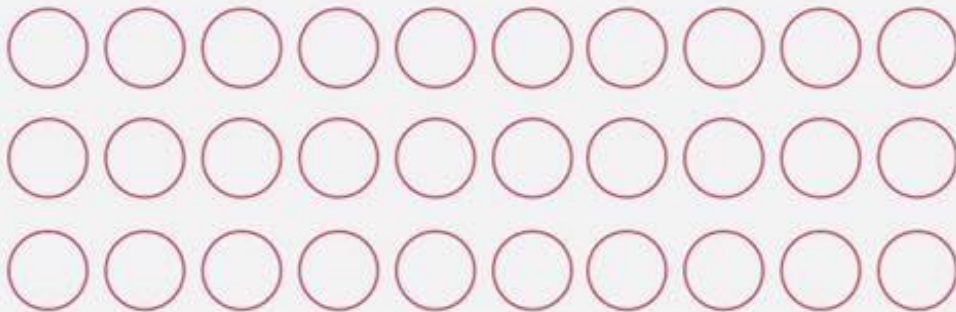
\$600 W/S



Power Start

30 FACES IN 30 DAYS!

Fill in a circle when you put Mary Kay on a Face!



Prizes for
10 Faces!

20 Faces!!

30 Faces!!!

Bee a Winner in July!

Build Your Team!

! Qualified New Team Member

2 New Team Members



Aim for the Stars!



Congrats 4th Quarter Stars!



Contest ended June 15, 2016



Shoot for STAR this Quarter!!

YOU Can Do It!!



On-Target Star Consultants!

June 16 ~ September 15, 2016

Consultant Name	—Wholesale Production Needed for Star—					
	Current Wholesale Production	Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
ERIN SHAFFER	\$762.00	\$1,038.00	\$1,638.00	\$2,238.00	\$2,838.00	\$4,038.00
ELENA TORSIELLO	\$640.50	\$1,159.50	\$1,759.50	\$2,359.50	\$2,959.50	\$4,159.50

August 2016



Birthdays	Day	Birthdays	Day	Anniversaries	Years
Michelle L. Redfield	3	Wanda Delvalle	14	Dagne H. Sollid	23
Beth C. Griffin	4	Donna M. Halgas	15	Donna L. Pedicord	16
Sarah Bubnis	8	Toki Koyejo	15	Marsha Hahn	11
Andrea Brenner	9	Michelle Rodriguez	22	Georgiana Foti	3
Sarah C. Keller	9	Marie H. Phero	26	Carla N. Lopez	2
				Pamela Doughty	1
				Brenda J. Benckert	1
				Ma Khai	1

Welcome to our Mary Kay family!

Annabelle



Marie



Erin



Begin

THE YEAR
OF YOUR
DREAMS



Begin the Year of Your Dreams!

Mary Kay Ash said, "This can be the year of your dreams, the year of your greatest accomplishments, the year of merited recognition. If you expect the best, then the best will come to you. Expect to make sales, and you will make them. Expect to book, and you will book. Expect to recruit, and you will recruit. Expect to achieve the goal of your dreams, and you will achieve it. This will be an exciting and rewarding year only if you make it so. That is why you must adopt and maintain an attitude of positive expectancy. When you do, you will experience the year of your dreams."

So why not make it happen? When you go back to the basics of what Mary Kay Ash taught from the start ... when you dare to stretch goals beyond what you thought possible ... when you challenge yourself to embrace beliefs, this truly can be the **Year of Your Dreams.**

Working with Accountability!

I look forward to receiving Your Weekly Accomplishment Sheets on line thru MK InTouch

Classy Classes
 Kimberly Bowe-325, 325
 Christine Spain- 190, 320

Fantastic Facials
 Kim Bowe-75

On The Go
 Kim Bowe- 45
 Christine Spain-64

PCP/PWS Sales
 Kim Bowe-357, 75
 Christine Spain-45

Wonderful Weeks
 Kim Bowe- 682, 520
 Christine Spain- 417, 324

Basics Sold in June!
 Kim Bowe- 7
 Christine Spain- 3

YTD Basics Sold

Christine Spain – 44
 Kimberly Bowe- 38
 Sarah Keller- 10
 Michele Cressman– 7
 Trenia Kelly– 5
 Kim Ballinger– 4
 Elena Torsiello- 2

Congratulations!



\$1,000 Month
 Kimberly Bowe

**Congratulations to our
 4 Quarter Stars
 Elena Torsiello & Kimberly Bowe**



Queens at Success Meeting Kimberly & Christine



Look What's Happening!

Check www.cindyleone.net for contests & weekly updates for TNL

Emerald Seminar – July 23-27th

Sat. 7/23 Director/FD/DIQ Mtg
 2:30

Sun 7/24 Red Rally then MK
 Dinner for Stars at MK Corp meeting

9/15 Last Day of Star

10/28-10/30 Fall Advance
 Lancaster PA

☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆

**Call into
 Cindy's Hotline**
 641-715-3900
 access code: 356539#
 M-F after 8:30am
 Leave your name after
 my message





Congrats to Everyday Callers
 Christine and Elena
 Call into Cindy's Hotline!

☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆



\$100 Day Callers




Christine Spain & Kimberly Bowe

Call Cindy 609-723-4822 & Leave a message every time you have a **\$100 day** or more



Cindy's Celebrities!

Cindy Leone

National Sales Director
203 Heritage Drive
Columbus, NJ 08022

Phone: (609) 723-4822

Email: nsdcindy@comcast.net

Highlights this Month:

June Results, July, 2016

- ◆ Quarter 1 Star Consultant Quarterly Contest (June 16 - September 15, 2016)
- ◆ Class of 2017 Offspring Challenge (through July 1, 2017)
- ◆ Embrace Your Dreams Challenge (July 1, 2016 - June 30, 2017)

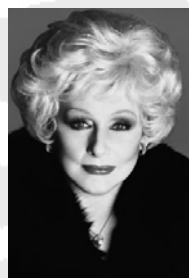


To the Incredible...

Words of Wisdom

Decide today to build your dream in your mind. Make your goals realistic but high enough so that you will have to stretch to reach them.

~Mary Kay Ash



K.I.S.S.

Keep It Simple Sweetie.

1 BOOK.
Make a List. I focus on skin care parties and book follow-up appointments. Practice using scripts, then add your own personal touches to make it real so you don't sound scripted.

2 SELL.
Try the new products so you can enthusiastically sell them. Knowing what the products do and how well they work makes them easier to sell. Make sure your customers know you deeply appreciate their business.

3 TEAM BUILD.
Learn to hear what is important to your customers. This helps you focus on what a Mary Kay business can mean to them. Share your WHY. When you speak with enthusiasm, they generally want to be a part of it.