



# Cindy's Celebrities



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

January Newsletter with December Results

## Our Proud REDS



Elena Torsiello  
Team Leader



Lisa Perry  
Star Team Builder



Erin Shaffer  
Star Team Builder

## Welcome New Consultants

*Diana Becker*

From HIGHTSTOWN, NJ  
Sponsored by E. Torsiello

*Christi Kunzweiler*

From GREENVILLE, SC  
Sponsored by E. Shaffer

*Dorothy Sharp*

From WILLINGBORO, NJ  
Sponsored by C. Spain

## Quarter 2 Stars



Erin Shaffer  
Diamond



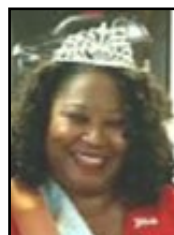
Deborah Campanelli  
Ruby



Elena Torsiello  
Ruby



Jill Kuffa  
Sapphire



Kimberly Bowe  
Sapphire



Michelle Redfield  
Sapphire



Christine Spain  
Sapphire

On-Target

# STARS

Star Consultant Program  
Dec. 16 to Mar. 15, 2017

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
CHRISTI KUNZWEILER	\$1,223.50	\$576.50	\$1,176.50	\$1,776.50	\$2,376.50	\$3,576.50
ERIN ROOCK	\$503.00	\$1,297.00	\$1,897.00	\$2,497.00	\$3,097.00	\$4,297.00
ELENA TORSIELLO	\$498.65	\$1,301.35	\$1,901.35	\$2,501.35	\$3,101.35	\$4,301.35
JILL KUFFA	\$446.00	\$1,354.00	\$1,954.00	\$2,554.00	\$3,154.00	\$4,354.00
JOANNA WHIPPLE	\$406.50	\$1,393.50	\$1,993.50	\$2,593.50	\$3,193.50	\$4,393.50



# Shooting for the STARS

## Top in Retail Sales

### Company Court of Sales



Deborah  
Campanelli



Elena  
Torsiello



Christine  
Spain

	Consultant	Retail	YTD PCP	YTD Retail
1	Deborah A Campanelli	\$6,609.40	\$5,248.40	\$11,857.80
2	Elena R. Torsiello	\$8,407.40	\$3,378.60	\$11,786.00
3	Christine Spain	\$7,736.50	\$2,631.00	\$10,367.50
4	Kimberly F. Bowe	\$7,425.00	\$2,495.00	\$9,920.00
5	Jill A. Kuffa	\$6,264.00	\$3,402.00	\$9,666.00
6	Erin Shaffer	\$5,743.00	\$1,831.50	\$7,574.50
7	Danielle Nirdlinger	\$5,333.00	\$1,048.50	\$6,381.50
8	Michelle L. Redfield	\$4,375.50	\$1,769.00	\$6,144.50
9	Donna L. Pedicord	\$3,314.00	\$2,198.00	\$5,512.00
10	Angie D. Luker	\$2,256.50	\$2,075.50	\$4,332.00

## Top Team Builders

### Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	3	\$146.13
2	Cindy A. Leone	1	\$302.83

### 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





# February CELEBRATIONS

## Happy Birthday

Birthdays	Day
Tracy Foxx	1
Dory Cifelli	3
Marjorie E. Hurdle	11
Katie L. Pearson	14
Regina K. Toe	18
Eileen T. Delvecchio	24

## Happy MK Anniversary

Anniversaries	Years
Donna L. Santoianni	26
Susan Ammirata	17
Swara P. Shirolawala	13
Patrice A. Patterson	13
Mary Lisa Williams	10
Joyce-Patryce Clark	4
Sarah C. Keller	3
Pamela Aguilar	1

## Look who Invested this Month

Name	Amount
Christi Kunzweiler	**\$1,223.50
Michelle L. Redfield	**\$767.50
Erin Shaffer	**\$739.50
Christine Spain	**\$623.50
Jill A. Kuffa	**\$621.50
Kimberly F. Bowe	**\$619.00
Elena R. Torsiello	**\$614.15
Deborah A Campanelli	**\$602.00
Erin E. Roock	\$503.00
Donna L. Santoianni	\$458.50

Name	Amount
Joanna J. Whipple	\$406.50
Callye E. Huf	\$385.00
Cathleen M. Maltez	\$351.00
Gayle E. Walsh	\$339.10
Mary R. Miller	\$316.00
Carolanne Garstka	\$301.50
Diana D. Williams	\$275.00
Kelly A. Hudak	\$265.50
Lisa Perry	\$260.00
Andrea Brenner	\$255.00

Name	Amount
Gail H. Devine	\$247.00
Arlene Athill-Graham	\$241.00
Linda Sparks	\$234.00
Swara P. Shirolawala	\$232.50
Jackie Rowley	\$232.00
Marie H. Phero	\$231.50
Diana Becker	\$230.00
Dagne H. Sollid	\$227.50
Colleen M. Williams	\$227.50
Jordan N. Gort	\$227.50
Maeozia Samuel	\$226.00



\*\* Earned the "Embrace Your Dreams" Bracelet for December

## MARY KAY CAREER CONFERENCE 2017

Get wrapped up in the infectious energy of positive, driven women who are also seeking success in their Mary Kay businesses! One of the great things about Career Conference is that the locations are near you, usually within driving distance. Plus, if you register for Career Conference 2017 without canceling, you will receive a **\$40 wholesale/\$80 suggested retail credit** toward your *first* Section 1 product order placed from April 1 – 30, 2017.

So join us next year at Career Conference for a weekend of fun, dynamic events featuring riveting content that can help you have the year of your dreams.

March 24-25: Week 1  
March 31-April 1: Week 2  
April 2-3: Week 2  
April 7-8: Week 3

WATCH VIDEO

# Steppin' Up the Ladder



## Senior Consultants

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

*Kimberly Bowe*  
*Michele Cressman*  
*Gail Devine*  
*Maria Elliott*  
*Jo Ann Foulks*  
*Beth Griffin*  
*Jill Kuffa*  
*Hillary Paton*  
*Patrice Patterson*  
*Christine Spain*  
*Joanna Whipple*  
*Diana Williams*  
*Sherry Willis*

## Star Team Builder

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



*Lisa Perry*  
*Maria Elliott*  
*Beverly Gerberich*  
*Jackie Rowley*  
*\* Heather D. Donaire*  
*\* Jo Ann M. Foulks*  
*\* Deborah Yussuf*  
*# Nancy Boettger*  
*# Nancy J. Huber*  
*# Nina Scalcione*  
*# Cathy Soganic*  
*# Maegan C. Steffen*  
*# Karyn Weber*

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

## Team Leader/ Future Director

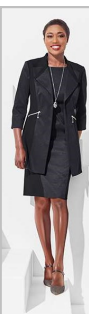
5+ Active Team Members  
9 or 13% Commissions  
\$50 Team Building Bonuses  
Earn the use of a Career Car or Cash Compensation



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

## 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

Happy New Year! It was just 6 months ago that I was saying Happy New Year to you also. I love in our Mary Kay Business 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.

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 and effort required to reach my goal?
- Am I willing to delegate things that will not be productive in helping me reach my goals?

Career Conference is coming soon, mark your calendar. This is when Mary Kay brings Dallas to you! The cost is minimal because when you pick up your registration packet, the company GIVES YOU approximately \$75-\$90 in FREE PRODUCT! This is THE event you do not want to miss!

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 Belief,

Cindy

## Power Class of the Month

January

What is the mark of a thriving business? It's not social media. It's not connections. It's not tactical or technological. It's SALES and the ability to generate MORE sales! It's simple. More sales mean more profit for your Mary Kay business. What could you do with more? Listen as Mary Kay superstar Independent Executive National Sales Director Carol Anton shares expert selling advice. Don't miss!

A GOAL  
SHOULD SCARE  
YOU A LITTLE,  
AND EXCITE  
YOU  
A LOT.

### PCP Enrollment

Registration Deadline:  
January 17

It's time to reinvent your Mary Kay business this spring! In the Spring 2017 issue of *The Look*, your customers will find a limited-edition† trend collection, which celebrates a reimagined look at spring's most covetable colors.

- Enroll Dec. 16, 2016 – Jan. 17
- Mails Feb. 15, 2017 – **arrives in 7 to 10 business days**
- Only 70¢ per name\*\*

Thank you for submitting your Mary Kay Accomplishment sheets on line

## November & December Results

### Parties/Classes with 3 or more

Christine Spain-\$553, 510, 155

### Facials(1 or 2 in attendance)

Kimberly Bowe-\$405, 440

Elena Torsiello-\$302

Christine Spain-\$85

### OTG-On the Go Appointments

Kimberly Bowe-\$395

Christine Spain-\$224, 226, 110, 71

Elena Torsiello- \$440

### PCP-Preferred Customer Program

Kimberly Bowe-\$1185, 473, 400,353

Elena Torsiello- \$578, 537, 358, 218

### Skin Care Sets

Kimberly Bowe-13

Christine Spain-3

### Weekly Sales

Kimberly Bowe-\$1185, 913, 448, 405, 400

Christine Spain-\$775, 624, 379, 226

Elena Torsiello- \$725, 578, 576, 537, 218

### Basic Skin Care Sets Sold YTD

Kimberly Bowe-26

Christine Spain-12

Erin Shaffer-4

## \$1,000 Selling Month Congratulations

Kimberly Bowe

Christine Spain

Elena Torsiello



### Consistency Winners-Ordered Oct, Nov & Dec

Christine Spain

Elena Torsiello

Kimberly Bowe, Erin Shaffer



### Pearl Girls- All added 1 TM in December

Erin Shaffer

Christine Spain

Elena Torsiello

## Visit to SC to Celebrate Erin



Cathleen's kick off party

Erin & new TM Christi

Kimberly Queen

Christmas party



PIC-COLLAGE

New Consultant Christi Kunzweiler

Congratulations!

Completed New Consultant Silver Wings

& New Check list

### Contest Winners for November

Christine Spain

Elena Torsiello

Erin Shaffer

### Winners of Dec Christmas Tree Contest

Elena Torsiello

Christine Spain

Erin Shaffer

TRACKING SHEET- Your Name \_\_\_\_\_ Unit \_\_\_\_\_

Return this sheet to NSD Cindy by 2/2/17

**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 \_\_\_\_\_

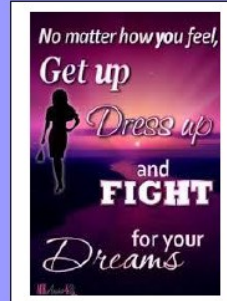
Total Parties in January \_\_\_\_\_ Retail Sales January \_\_\_\_\_

Amount of New Team Members January \_\_\_\_\_



**HAPPY ANNIVERSARY NSD CINDY LEONE**

**THE YEAR  
OF YOUR  
DREAMS**



*Its only Half time in the big game!*

**CELEBRATING 32 AMAZING, FUN, LIFE CHANGING YEARS WITH  
THE BEST COMPANY IN THE WORLD FOR WOMEN**

**We are having a January  
Happy Anniversary Contest**  
**LET'S PARTY WITH A PURPOSE!**

**Everyone Can Be A winner & Win A Gift from NSD Cindy  
Win a gift by achieving 4 Parties\* & order min. \$400 whl.**

**Win a bigger gift by achieving 6 Parties\* & order min. \$800 whl.**

Accomplishment Sheets need to be turned into your director, face sheet to Cindy and order into the company by Jan. 31st 2017

**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 record of 100 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 Big  
Celebration with NSD Cindy & receive a gift**

**Extraordinary prizes for all Medal Winners in January**

**Bronze Medal=3**

**Silver=4**

**Gold=5**



# Miss America Contest

LIFESAVERS ARE CHANGING LIVES 1 STATE AT A TIME



Make believe  
you are great.

The trick will  
take you far.

You'll find you  
are just as  
great as you  
make believe  
you are!

## Be a Talent Scout across the USA

Be the first 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 the state! We will add a crown to that state so everyone knows it has been claimed. At Seminar 2017 all who were first to add a new TM in each state will march on our Leone Awards Stage representing the state or states you added a new TM in. We will have 1 Queen that has added team members in the most states in the USA.



# 20 Tips for a Positive New Year

1. Stay Positive. You can listen to the cynics and doubters and believe that success is impossible or you can trust that with faith and an optimistic attitude *all things are possible*.
2. Take a morning walk of gratitude. I call it a "Thank You Walk." It will create a fertile mind ready for success.
3. Eat breakfast like a king, lunch like a prince and dinner like a college kid with a maxed out charge card.
4. Zoom Focus. Each day when you wake up in the morning ask: "What are the three most important things I need to do today that will help me create the success I desire?" Then tune out all the distractions and focus on these actions.
5. Instead of being disappointed about where you are, think optimistically about where you are going.
6. Remember that adversity is not a dead-end but a detour to a better outcome.
7. Don't chase success. Instead decide to make a difference and success will find you.
8. Get more sleep. You can't replace sleep with a double latte.
9. Don't waste your precious energy on gossip, energy vampires, issues of the past, negative thoughts or things you cannot control. Instead invest your energy in the positive present moment.
10. Mentor someone and be mentored by someone.
11. Live with the 3 E's. Energy, Enthusiasm, Empathy.
12. Remember there's no substitute for hard work.
13. Believe that everything happens for a reason and expect good things to come out of challenging experiences.
14. Implement the No Complaining Rule. Remember that complaining is like vomiting. Afterwards you feel better but everyone around you feels sick.
15. Read more books than you did in 2016. I happen to know of a few good ones. : )
16. Don't seek happiness. Instead decide to live with passion and purpose and happiness will find you.
17. Focus on "Get to" vs "Have to." Each day focus on what you get to do, not what you have to do. Life is a gift not an obligation.
18. Each night before you go to bed complete the following statements: I am thankful for \_\_\_\_\_. Today I accomplished \_\_\_\_\_.
19. Smile and laugh more. They are natural anti-depressants.
20. Enjoy the ride. You only have one ride through life so make the most of it and enjoy it.



# MARY KAY



## ***Embrace Your Dreams*** **Career Conference Challenge** *Dec. 1, 2016 – Feb. 28, 2017*

Get energized at Career Conference 2017, and have the Year of Your Dreams. You can qualify to earn an invitation to the Career Conference VIP Luncheon where you will receive the special Career Conference *Embrace Your Dreams* bracelet which encourages you to follow Mary Kay Ash's lead and "Eat Dessert First." You will earn these two wonderful rewards if you are:

- An **Independent Beauty Consultant** or an **Independent Sales Director** who achieves the *Embrace Your Dreams* Challenge in December, January and February.
- A **NEW Independent Beauty Consultant** whose Independent Beauty Consultant Agreement is received and accepted by the Company in the month of January and who achieves the *Embrace Your Dreams* Challenge in January and February.
- An **Independent Sales Director** who from July 1, 2016, to Feb. 28, 2017, is on-target for the \$500,000 Circle of Achievement with at least \$330,000 in unit estimated retail production.

For all of the qualification details, visit the *Embrace Your Dreams* Challenge page on *Mary Kay InTouch*®. And I look forward to seeing you show off your new bracelet at Career Conference 2017.



## Cindy's Celebrities



Cindy Leone

203 Heritage Dr  
Columbus, New Jersey 08022

(609)723-4822

## Important Dates

**January 16** - Martin Luther King Jr. Day - Post-al Holiday

**January 17** - Last Day to Enroll for the Spring PCP Look Book

**January 28** - Last day to place telephone orders for January

**January 31** - Last day to place on-line orders for January

**January 31** - Registration opens for 1st week of Career Conference

**February 3** - Registration opens for 2nd week of Career Conference

## Building Confidence

**A SOUND.** Confidence sounds like passion and energy, so when you speak, do it with enthusiasm.

**TAKING ACTION.** Confidence helps you stay focused and build momentum. When you're operating with momentum, you have no time for negative thoughts.

**BELIEF.** Believe in the Mary Kay products, the Mary Kay opportunity, and most importantly, yourself. You can do it!

**PERSONAL DEVELOPMENT.** Invest in yourself. Read self-growth books, attend Mary Kay special events, listen to motivational downloads or CDs and repeat affirmations.

**AN ATTRACTION.** What you think about, you bring about. Think of a space where others want to be and create it.

### JANUARY

*embrace*  
YOUR DREAMS



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

### CONSISTENCY IS KEY