



Cindy's Celebrities



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

November Newsletter with October Results

Our Proud REDS



Lisa Perry
Star Team Builder



Erin Shaffer
Star Team Builder



Elena Torsiello
Star Team Builder

Welcome New Consultants

Brenda McGinley
From DRUMS, PA
Sponsored by J. Kuffa

Deborah Mitchell
From HAMILTON, NJ
Sponsored by C. Leone



6 MONTHS

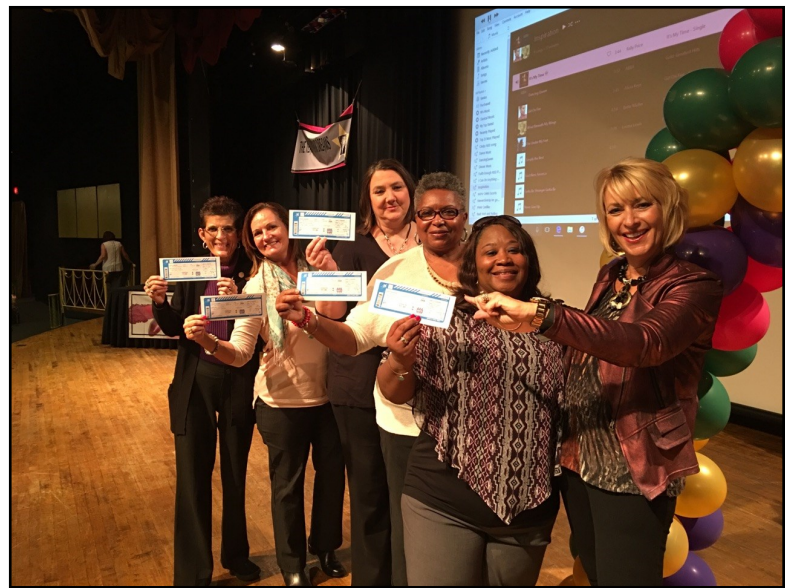
On-Target
STARS

Star Consultant Program
Sept. 16 to Dec. 15, 2016
MARY KAY



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
DEBORAH CAMPANELLI	\$2,030.00	STAR	\$370.00	\$970.00	\$1,570.00	\$2,770.00
ELENA TORSIELLO	\$1,268.00	\$532.00	\$1,132.00	\$1,732.00	\$2,332.00	\$3,532.00
DONNA PEDICORD	\$1,074.00	\$726.00	\$1,326.00	\$1,926.00	\$2,526.00	\$3,726.00
ANGIE LUKER	\$797.25	\$1,002.75	\$1,602.75	\$2,202.75	\$2,802.75	\$4,002.75
CATHLEEN MALTEZ	\$776.00	\$1,024.00	\$1,624.00	\$2,224.00	\$2,824.00	\$4,024.00
CHRISTINE SPAIN	\$678.50	\$1,121.50	\$1,721.50	\$2,321.50	\$2,921.50	\$4,121.50
JILL KUFFA	\$612.75	\$1,187.25	\$1,787.25	\$2,387.25	\$2,987.25	\$4,187.25
KIMBERLY BOWE	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
SARAH KELLER	\$571.25	\$1,228.75	\$1,828.75	\$2,428.75	\$3,028.75	\$4,228.75
ERIN SHAFER	\$516.00	\$1,284.00	\$1,884.00	\$2,484.00	\$3,084.00	\$4,284.00
MICHELLE REDFIELD	\$505.00	\$1,295.00	\$1,895.00	\$2,495.00	\$3,095.00	\$4,295.00
MARY LISA WILLIAMS	\$496.50	\$1,303.50	\$1,903.50	\$2,503.50	\$3,103.50	\$4,303.50
ELEANOR CARLINO	\$426.75	\$1,373.25	\$1,973.25	\$2,573.25	\$3,173.25	\$4,373.25

Fall Advance



Erin Shaffer our new Red



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	\$5,067.50	\$0.00	\$5,067.50
2	Christine Spain	\$5,049.50	\$0.00	\$5,049.50
3	Kimberly F. Bowe	\$4,864.00	\$0.00	\$4,864.00
4	Danielle Nirdlinger	\$4,430.00	\$0.00	\$4,430.00
5	Deborah A Campanelli	\$4,157.00	\$0.00	\$4,157.00
6	Donna L. Pedicord	\$3,314.00	\$0.00	\$3,314.00
7	Erin Shaffer	\$2,905.50	\$0.00	\$2,905.50
8	Jill A. Kuffa	\$2,799.50	\$0.00	\$2,799.50
9	Angie D. Luker	\$1,872.50	\$0.00	\$1,872.50
10	Cathleen M. Maltez	\$1,825.00	\$0.00	\$1,825.00

Top Team Builders

Company Court of Sharing



Erin Shaffer

Recruiter New Team Members YTD Comm

1	Erin Shaffer	2	\$62.93
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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





December CELEBRATIONS

Happy Birthday

Birthdays	Day
Katherine S. Stott	6
Donna A. Teel-Drake	9
Elena R. Torsiello	9
Jordan N. Gort	12
Cynthia D. Andrews	17
Beverly D. Rambert	17
Danielle Nirdlinger	19
Douglas Bennett	22
Cathy Soganic	23
Mary R. Miller	27
Lindsay M. Hogue	29

Happy MK Anniversary

Anniversaries	Years
Marjorie E. Hurdle	24
Mary Lou Jones	21
Christine Spain	19
Kimberly F. Bowe	14
Linda Sparks	9
Cara D. McCarty	6
Tracy Foxx	5
Gloria J. Thompson	2
Yvonne L. Lassiter	2
Amani Swoope Austin	1
Deborah Yussuf	1



Look who Invested this Month

** Earned the "Embrace Your Dreams" Bracelet for October

Name	Amount	Name	Amount	Name	Amount
Deborah A Campanelli	**\$2,030.00	Barbara A. Sokol	\$306.00	Ali Zacharkow	\$237.50
Donna L. Pedicord	**\$1,074.00	Sarah C. Keller	\$303.00	Terry Lipiec	\$237.50
Angie D. Luker	**\$797.25	Kelly A. Hudak	\$297.00	Beverly Gerberich	\$232.50
Elena R. Torsiello	**\$631.00	Kristen Capps	\$293.50	Kimberly L. Bowe	\$230.00
Christine Spain	**\$605.50	Lisa Perry	\$291.50	Trudi Mitana	\$226.00
Jill A. Kuffa	**\$602.75	Hillary B. Paton	\$274.00	Allison A. Crognale	\$225.50
Kimberly F. Bowe	**\$601.00	Gayle E. Walsh	\$269.00	Maeozia Samuel	\$225.00
Mary Lisa Williams	\$496.50	Marsha Hahn	\$256.00	Deborah Mitchell	\$225.00
Brenda McGinley	\$317.50	Erin Shaffer	\$250.50	Allison Smith	\$225.00
Michelle L. Redfield	\$311.50				

MARY KAY TOP 5 GLOBALLY



Mary Kay Skin Care - named Top 5 Globally...This is the perfect reason to call your customers and say THANK YOU!!!! Tell them you want to do something Special to Honor your Skin Care Customers...because they are the ONES who made this happen!!

3 Big Shopping Days

PINK FRIDAY

Black Friday is a huge selling day, so be prepared to make it your best ever. Offer specials all day, but offer bigger discounts early in the morning. Ask them to leave their order on your voice mail/ email/ or text so you know the time ordered.

SMALL BUSINESS SATURDAY

There are many ways to promote your business on Small Business Saturday. Maybe offer a specific line of products at a special price or have an open house.

CYBER MONDAY

Cyber Monday is for those forgotten items or waiting for the best deals. You could do a BOGO sale or a customer contest drawing. The drawing could be among the first 10 customers to order on Monday and give that person their order at 1/2 price.

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
Sheila Richardson
Christine Spain
Diana Williams
Sherry Willis

Star Team Builder

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



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

Erin Shaffer
Kristen Capps
Angie D. Luker
Cathleen M. Maltez

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

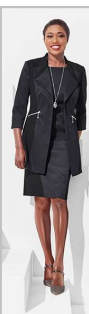
Team Leader/ Future Director

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



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

You are only as strong as you allow yourself to be; never get discouraged, never give up because consistency & dedication is the key to success.

Happy November! Momentum is quickly building because of your determination in October. This is the season that retailers get out of the Red (debt) and into the Black (profit level). Well, why don't you get MORE into the PINK - profit! Continue to let people know you have great gifts for everyone and be sure to let them know you offer free gift wrapping and delivery.

Don't forget about Thursday Nights... Project Runway! Host a "Watch Party" where you can share colors and have the how-to videos available during the party.

Maximize your sales this holiday season with Holiday Beauty Center Pieces at your parties, Holiday Open Houses, and have Gift Bundles always available. In addition, you could hold a Black Friday, Small Business Saturday and/ or a Cyber Monday Sale.

There are so many wonderful ideas available. Choose ones that excite YOU and go with them. Don't take time off now because of the business of the holidays, this is the perfect time to work because your momentum will flow into next year.

Be sure to take some time over Thanksgiving to reflect on all the things that you have to be thankful for ~ family, health, home, church, career. I am so thankful for every single one of you, and I hope that you will stay connected to me so that I can help you reach your dreams in Mary Kay!

With Love and Belief,

Cindy

DOUBLE CREDIT

DOUBLE YOUR DREAMS IN NOVEMBER! EARN DOUBLE CREDIT FOR SALES AND TEAM MEMBERS.

\$2,000 whsl = \$4,000 Retail x 2 = \$8,000 Retail
6 Qualified x 2 = 12 Qualified Team Members

Thankful grateful Blessed

Thank you for submitting your Mary Kay Accomplishment sheets on line

September Results

Parties/Classes with 3 or more

Erin Shaffer- 244, 120
Kimberly Bowe-253
Christine Spain-150

Facials(1 or 2 in attendance)

Christine Spain-211
Erin Shaffer-40

OTG-On the Go Appointments

Kimberly Bowe-309
Christine Spain-90, 69

PCP-Preferred Customer Program

Erin Shaffer- 280, 149, 141, 42
Christine Spain- 80, 65

Skin Care Sets

Kimberly Bowe-4
Erin Shaffer-4
Christine Spain-3

Weekly Sales

Erin Shaffer- 403, 320, 158, 149, 138
Kimberly Bowe-433, 253
Christine Spain-435, 345

October Results

Parties/Classes with 3 or more

Kimberly Bowe-270
Christine Spain-215,205,184

Facials(1 or 2 in attendance)

Christine Spain-211
Erin Shaffer-40

OTG-On the Go Appointments

Christine Spain-145, 58
Deborah Campanelli-103,65

PCP-Preferred Customer Program

Deborah Campanelli-136
Christine Spain- 110

Skin Care Sets

Christine Spain-6
Kimberly Bowe-3

Weekly Sales

Christine Spain-470, 426, 380
Kimberly Bowe-390
Deborah Campanelli-201,103

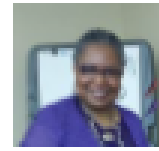
\$1,000 Months Congratulations

September

October

Erin Shaffer

Christine Spain



Winners of September Coloring Contest

Elena Torsiello Christine Spain Erin Shaffer

July, August & September CC Winners

Christine Spain, Elena Torsiello , Kimberly Bowe

Contest Winners for October

Deborah Campanelli
Christine Spain
Elena Torsiello
Erin Shaffer

Embrace Your Dreams Banque Winners

Earned 4

Kimberly Bowe Elena Torsiello Christine Spain

All Earned 1

Erin Shaffer, Cathleen Maltez, Jill Kuffa
Danielle Nirdlinger, Deborah Campanelli
Angie Luker, Donna Pedicord, Tamara Francois

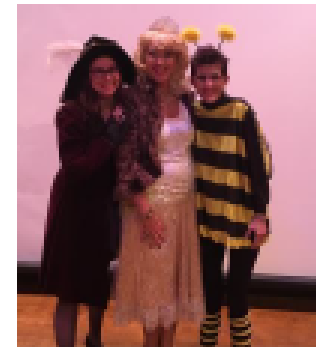


Welcome
Kristen



Our New Red!
Erin Shaffer

Fall Advance in Lancaster PA



happy Thanksgiving!

Two Days...Two Amazing Specials

Choose your Mary Kay Discount

THANKSGIVING VIRTUAL MAKEOVERS

As the day winds down and the men are gathered around the TV, gather the women in front of the computer and have fun giving yourself a FREE VIRTUAL MAKEOVER on my website. Play with colors! Try a new hairstyle!

There is no obligation to buy, but if there are products you'd love to have I have a great deal for you. After completing your look, select the e-mail option and send your picture to me. This will earn you 10% off any order you place on Thanksgiving. When 2 of your friends or family (18+) submit theirs too, your discount will bump up to 20% off.

MK PINK FRIDAY

The biggest shopping day of the year follows on Friday, and you're in for such a treat!!! You can earn amazing discounts on your orders during different times of the morning on Friday, November 25th. Place your order by phone, email, text or my website.... You choose! The earlier you shop, the more you can save. If you'd like to place your order online that morning, just be sure to also text or email me with a quick "I just placed my order" so that I'll have confirmation of the time your order was placed.

The discounts will start at 6am and end at noon.

AND THERE'S MORE

All Shoppers on Friday between 6am and 8pm will be placed into a drawing. One name will be selected, and that customer will receive their entire order will be FREE! The winner will be notified the next day! Check out the morning discounts and then check out my site today to preview what you'd like to order on Friday!

Place your order between:

6am-7am... 30% discount
7am-8am... 25% discount
8am-9am... 20% discount
9am-10am... 15% discount
10am-11am... 10% discount
11am-noon... 5% discount

discover what you
L  **VE**™

Put some *Jingle* in your pocket
by Christmas!



Designed by QT Office 

Start your OWN business as an Independent Beauty Consultant!
Here are **10 Great Reasons** to start during the Holiday Season:

WHICH OF THESE REASONS APPEALS THE MOST TO YOU?

1. Make extra money during the EASIEST Selling Seasons of the year!
2. Take advantage of a 50% discount on your personal holiday shopping
3. Investing in a new phone, camera, laptop or tablet? They could be business expenses and could be tax deductible.
4. Traveling to see friends and family over the holidays? Share you new business with everyone and expense part of the trip.
5. Make immediate sales by letting everyone know that your store is open for last minute stocking stuffers and gifts for women and men.
6. Help friends create a holiday look they'll love for upcoming parties and gatherings. Earn while you learn!
7. Train now to take advantage of the New Year when women are ready to make a change. Everyone is looking for a post holiday fun thing to do. January is one of our best sales months. If you wait until then to start, you might miss the opportunity!
8. During the holidays you'll see lots of people that you won't see very often otherwise. They may be looking for a career change in their lives too! Book post-holiday classes and share the marketing plan during holiday lunches, coffee breaks, at the gym, etc.
9. Since Mary Kay® has no territories, when you are making all of your holiday telephone calls to friends, keep good records because you can tell them about your new Mary Kay career and write off the calls!
10. Take the tax benefits, w/out doing much to earn them. Many items in a home-based business are tax deductible including car gas, child care, meals out, electricity, internet, etc. Ask your accountant for a list of all the tax deductions you can take advantage of THIS YEAR when you start your new business!

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.



Consistency Club

Girls, consistency is the key to your success!

Earn a beautiful prize from the Mary Kay "Wildest Dreams Collection" when you place a wholesale order of \$250 or more in **October, November & December!**



*\$250 Wholesale
Journal & Wild Pen!*



*\$450 Wholesale
Money Bag/Clutch*



*\$700+ Wholesale
Tablet Cover*



*\$600 or more earn the MK
Bangle of the Month!*



Michael Kors Hostess Contest!



MICHAEL KORS

- *Contest runs from
October 12th thru December 31st
- *Consultant participation fee is \$15
- *Night of Drawing:
TBA in January 2017
- *Deadline to sign up for \$15 is
November 1st
- *After 11/1 price increases to \$20

Ways to earn entries for Michael Kors bag:

- ♥ One entry for hosting a party with you plus 2 and \$150 in sales!
- ♥ One entry for listening to the Mary Kay marketing plan! (with Director Followup)
- ♥ You may earn entries for doing both!!
- ♥ If you are present the night of the drawing your name will go in 2 additional times!
- ♥ Maximum amount of times you may earn entries is 4 entries!
- ♥ Consultants who participate will be entered in to win a Michael Kors bag also!

Location: Rutgers Eco Complex , 1200 Florence Columbus Rd, Bordentown NJ

KNOCK OUT NOVEMBER ITS ALL ABOUT THE FACES



50 Faces & 2 New Team Members & Order \$1,000 whl. & Win A Purse OR Dinner with your NSD for you or you & your spouse w Cindy



30 Faces & 1 New Team Member & Order \$800 whl. & Win Wow Jewelry from your NSD Cindy or lunch w Cindy



20 Faces & 1 New Team Member & Order \$600 whl. & Win A Surprise from NSD Cindy

Your Name: _____ Director _____

What level your achieved _____ accompl sheets need to be sub weekly to your Director

Each face must purchase at least \$20 to count & place a star next to the name that joins your team

NAME:
TOTAL SOLD: \$ ____
INTERVIEW?

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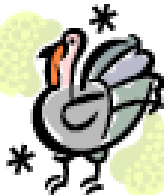
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TOTAL SOLD: \$ ____
INTERVIEW?

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INTERVIEW?

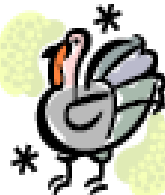
NAME:
TOTAL SOLD: \$ ____
INTERVIEW?

KNOCKOUT

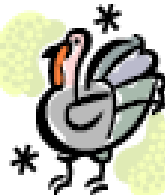
November



Have a \$300 selling week



Bring 3 Guests to November Function



Hold 5 Interviews in November



Add 1 New Recruit!



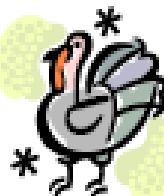
HOLD AN OPEN HOUSE!



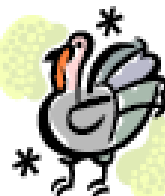
Order \$250 Wholesale



Sell a new Holiday Line Item!



Do 10 Faces in November!



Contact 3 Businesses about Mary Kay



Have a \$1000 Selling Month in Nov.



Have a \$100 Day!



Have a \$100 Day!



Attend 3 Mary Kay functions in Nov.



Order \$600 Wholesale

Do 6-9 activities and earn a gift from the Mary Kay Director Order Sheet! (Something Directors ONLY can get!)

Do 10 activities and earn a beautiful piece of jewelry from your Director!

Do ALL 14 activities and earn Lunch with your Director & a gift!

Cross out the Activity when you have accomplished it! GOOD LUCK!

Contest Dates: Nov. 1st—Nov. 30th. (Contest Due Dec. 4th)

(Must do a minimum \$225 whl order in November to earn a prize)

Name:

Cindy's Celebrities



Cindy Leone

203 Heritage Dr
Columbus, New Jersey 08022

(609)723-4822

Important Dates

November 10 - Early ordering of Winter Products for Winter PCP Part. and Quarter 1 Stars

November 11 - Veterans Day - Postal Holiday

November 16 - All consultants can order the Winter 2016 Products

November 24 - Happy Thanksgiving - All Company Offices Closed

November 25 - Company Holiday - All Company Offices Closed

November 29 - Last day to place telephone orders for November

November 30 - Last day to place on-line orders for November

LEADERSHIP PARTY!

I Want to PARTY with YOU at Leadership!

Become a Director or DIQ by December 31, 2016 and you can PARTY and learn from TOP Leaders in the company!

NEW ORLEANS

NOVEMBER

embrace
YOUR DREAMS



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

CONSISTENCY IS KEY