



*National Sales
Director
Cindy Leone*



Embrace Your Dreams!

August bracelet "Live by the Golden Rule" is yours with a \$600+ wholesale Section 1 order this month!

Wholesale Queen



Tamara Francois
\$648.00

Sharing Queen



Jill A. Kuffa
1

Cindy's Celebrities!

A note from your Director . . .

Get what you deserve!

Ann Vertel, Author & Motivational Speaker

You deserve to be super-successful.

- ◆ Not because you are working hard, although I'm sure that you are.
- ◆ Not because you are skilled, even if you've perfected your craft over time.
- ◆ Not because of your education level, social circle, business connections, financial resources, intelligence, height, weight, or dress size.
- ◆ And not because you've earned it.

You deserve to be successful because you are worthy of it. And you are worthy of it because you are exactly who you are. Not what you do or who you are.

You are a strong, powerful, abundant, extraordinary, mighty woman of faith and hope. You are here in this place, at this time, for a reason. You are exactly where you are supposed to be for this moment in history.

And somehow an incredible opportunity landed right in your lap. Right there. Just waiting for you to pump it full of energy.

Now you have a choice to make. Yes, you. The choice belongs entirely to you.

You can let the circumstances, the details, the trivia, the mediocrity, and the murkiness of your life continue to drive you in the direction they choose.

Or you can say,

- ◆ "No, thank you. I am no longer interested in allowing others to determine who I am or what I am capable of. I choose to work my business and if that is not acceptable to other people, then I choose to work it anyway.

- ◆ If others disapprove, laugh at, ridicule, belittle, or withhold permission from me and my dreams, I will no longer give them the power to do so.
- ◆ If others are not going to support my goals - MY goals - then they have forfeited the right to be in my circle of influence. Their opinions are merely that. Opinions. Just because they have them, doesn't make them true."

Maybe your parents are disgusted that you have thrown away your college education by not working a "real" job.

Maybe your sister thinks you just need to get your head straight.

Maybe your friends don't understand why on earth you'd want to do something that seems so different.

Maybe your husband supports your "hobby" conditionally, as long as you don't lose too much money.

Maybe the other moms at your child's school talk behind your back.

Given your conditions, you might feel very alone and you may start to doubt whether what you're doing is right. It is.

No one has the right to own, determine, squish, stomp on, belittle, or take away your dreams. Don't let them. They are your dreams. Take them back, run toward them as fast as you possibly can, and simply dazzle yourself!

You deserve it! Choose your success!

Cindy

Spotlight on Team Builders!

Standings are updated as of July 31st — this will not reflect August orders or new team members.

Team Leaders

Recruiter :Lisa Perry
 Maria Elliott
 Nancy J. Huber
 Cathy Soganic
 Maegan C. Steffen
 Deborah Yussuf
 * Nancy Boettger
 * Jo Ann M. Foulks
 * Nina Scalcione
 * Karyn Weber

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

Star Team Builders

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

Senior Consultants

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

Recruiter :Gail H. Devine
 Erin Shaffer

Recruiter :Maria Elliott
 Carmen L. Canals
 * Terry Lipiec
 * Erin E. Rook

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

Recruiter :Denise L. Kiehn
 Diane G. Lessa

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

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

Recruiter :Nicole Phipps
 Cheryl Fisher

Recruiter :Sheila Richardson
 Tamara Francois

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

Recruiter :Diana D. Williams
 Regina K. Toe

Recruiter :Sherry A. Willis
 Marie H. Phero
 * Phyllis G. Bryant

* 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 July 1-31.)

New Consultant

Julie Richards

From

HAGERSTOWN, MD

Sponsored by

J. Kuffa

**"You gain strength, courage, and confidence by every experience in which you really stop to look fear in the face. You must do the thing which you think you cannot do."
~ Eleanor Roosevelt**

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level

Lisa Perry	\$41.45
Elena R. Torsiello	\$21.38
Cindy A. Leone	\$119.84

4% Recruiter Commission Level

Beth C. Griffin	\$41.05
Sheila Richardson	\$25.92
Michele L. Cressman	\$13.76
Sherry A. Willis	\$10.42

Team Building

Tip of the Month!

Be a Gold Medal Winner!

By NSD Mollye Morrow

Share your opportunity with five people in one calendar month to win the Gold Medal!

1. Decide that you can be a Gold Medal Winner!
2. Skin care classes are the best way to find recruits. Book 7 per week so you'll have 5 classes.
3. Do the 4-Point Recruiting Plan at every skin care class.
4. Do at least 5 interviews each week.
5. Follow up, and follow up on the follow up. Take your prospects to Skin Care Classes with you. Call her and overcome her objection, see her husband, and answer his questions, etc.

Opportunity is knocking at your door!

**"You may have a fresh start any moment you choose, for this thing we call 'failure' is not the falling down, but the staying down."
~Mary Pickford**



NEW CONSISTENCY CLUB!

July, August and September 2016

Based on your **consistency** wholesale orders in July, August and September you will earn these AMAZING prizes from "Your Wildest Dreams Mary Kay Collection" from your Director!!

Order \$250 Whl. Each Month

"Wildest Dreams Leopard Heart Keychain"!

Order \$450 Whl. Each Month

"Wildest Dreams Checkbook Cover" OR "Business Card Case with Keyring!"



Order \$600 Whl. Each Month & You Earn Your Bangle from the Company!

Order \$700 +Whl. Each month

Earn this gorgeous "Your Wildest Dreams Leopard Tote!"



Consultant's Name: _____
 {Due Oct 4th}
 July Whl. Order: _____ Aug Whl. Order: _____ Sept Whl. Order: _____

AUGUST CONTEST

AUG 2016

BUILD-A-Bangle

AUDACIOUS AUGUST!
CATCH YOUR DREAM...
With Faces!

Color in a Circle for each \$100 wholesale

With Team Members!

With Sales!

\$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!!!

DREAM BANGLES!

Build Your Team!

1 Qualified New Team Member

EARN BEAUTIFUL JEWELRY FROM OUR DIRECTORS COLLECTION!

2 New Team members



We Invested in Product Last Month!

Tamara Francois	\$648.00	Swara P. Shirolawala	\$258.00
Kimberly F. Bowe	\$608.00	Felecia A. Bourjolly	\$245.00
Christine Spain	\$603.50	Sherry A. Willis	\$233.00
Elena R. Torsiello	\$602.50	Sheila Richardson	\$232.50
Donna L. Pedicord	\$536.50	Beth C. Griffin	\$232.00
Patrice A. Patterson	\$344.00	Cara D. McCarty	\$231.50
Maeozia Samuel	\$274.00	Erin Shaffer	\$231.00
Deborah Yussuf	\$263.50	Regina K. Toe	\$230.00
Marie H. Phero	\$260.50	Julie Richards	\$229.50
Pamela Doughty	\$259.50	Eileen T. Delvecchio	\$226.50



Shooting for the Courts!

Top 10 in Retail Sales

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

	Consultant	YTD Retail	Bonus & PCP	Total
1	Tamara Francois	\$1,291.00	\$0.00	\$1,291.00
2	Christine Spain	\$1,260.00	\$0.00	\$1,260.00
3	Kimberly F. Bowe	\$1,246.00	\$0.00	\$1,246.00
4	Elena R. Torsiello	\$1,205.00	\$0.00	\$1,205.00
5	Donna L. Pedicord	\$1,116.00	\$0.00	\$1,116.00
6	Patrice A. Patterson	\$688.00	\$0.00	\$688.00
7	Deborah Yussuf	\$550.00	\$0.00	\$550.00
8	Maeozia Samuel	\$548.00	\$0.00	\$548.00
9	Swara P. Shirolawala	\$539.00	\$0.00	\$539.00
10	Marie H. Phero	\$521.00	\$0.00	\$521.00



Queen's Court of Sales!

\$40,000 retail

July 1, 2016 — June 30, 2017



Queen's Court of Sharing!

24 New Team Members

July 1, 2016 — June 30, 2017



Tops in Team Building



Who will be in the Court of Sharing next year?!



SEMINAR 2016

Kimberly & Elena Earned a spot at Gilly's for consistent Star



Kimberly & Elena at the Red Rally in Cindy's suite



Awards Banquet



Jill Congratulations #10 Celebrity for Seminar Year



Closing of Seminar with the girls



Mary Kay Corp Building for Tour
& Dinner-Congrats
Elena & Kimberly



Aim for the Stars!

On-Target Star Consultants!



June 16 ~ September 15, 2016

*Congrats
4th Quarter
STARS!*

SAPPHIRE

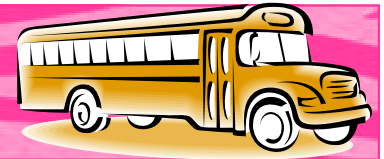
Elena Torsiello
Kimberly Bowe

*Shoot for
STAR this
Quarter!!*



Consultant Name	Current Wholesale Production	Sapphire \$1,800	—Wholesale Production Needed for Star—			
			Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
ELENA TORSIELLO	\$1,243.00	\$557.00	\$1,157.00	\$1,757.00	\$2,357.00	\$3,557.00
ERIN SHAFFER	\$993.00	\$807.00	\$1,407.00	\$2,007.00	\$2,607.00	\$3,807.00
KIMBERLY BOWE	\$851.25	\$948.75	\$1,548.75	\$2,148.75	\$2,748.75	\$3,948.75
TAMARA FRANCOIS	\$648.00	\$1,152.00	\$1,752.00	\$2,352.00	\$2,952.00	\$4,152.00
CHRISTINE SPAIN	\$603.50	\$1,196.50	\$1,796.50	\$2,396.50	\$2,996.50	\$4,196.50
DONNA PEDICORD	\$536.50	\$1,263.50	\$1,863.50	\$2,463.50	\$3,063.50	\$4,263.50
JILL KUFFA	\$516.50	\$1,283.50	\$1,883.50	\$2,483.50	\$3,083.50	\$4,283.50
SHERRY WILLIS	\$496.50	\$1,303.50	\$1,903.50	\$2,503.50	\$3,103.50	\$4,303.50
SHEILA RICHARDSON	\$493.00	\$1,307.00	\$1,907.00	\$2,507.00	\$3,107.00	\$4,307.00
ANN MARTINEZ	\$472.50	\$1,327.50	\$1,927.50	\$2,527.50	\$3,127.50	\$4,327.50
JOANNA WHIPPLE	\$466.00	\$1,334.00	\$1,934.00	\$2,534.00	\$3,134.00	\$4,334.00
CINDY LEONE	\$459.50	\$1,340.50	\$1,940.50	\$2,540.50	\$3,140.50	\$4,340.50

September 2016



Birthdays		Day	Birthdays		Day	Anniversaries		Years
Nicole Phipps	2	Diane Seay	19	Lee Ann Crowley	23	Phyllis G. Bryant	7	
Nancy Kuffa	11	Dagne H. Sollid	22	Toki Koyejo	6	Jennifer Wagner	1	
Mary Lou Jones	14	Virginia A. Pietras	24	Tameka Y. Lawson	1	Diane G. Lessa	1	
Sheila Richardson	17	Linda E. Goolsby	28	Erika L. Smart	1	Sarah Bubnis	1	
Shaquana Walton	17							

LOOK AT ALL OF THE EXCITING CONTESTS TO WORK ON

Contest Dates: July 1st – September 30th 2016

Name: _____ Director _____

Star Consultant Status (June 16th – Sept. 15th)
 Pearl _____ Emerald _____ Diamond _____ Ruby _____ Sapphire _____

10 Interviews / Guests during contest period & be recognized:
 Please list your interviews/guests and the event they attended:

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

More than 10? Attach 2nd sheet

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. _____	_____

More than 15? Attach 2nd sheet.

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. _____	\$ _____
2. _____	\$ _____
3. _____	\$ _____
4. _____	\$ _____
5. _____	\$ _____
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. _____

Mem Book 307 Attach 27.indd

Hostess Contest

Win a Ipad mini

We are giving away 2! 1 lucky customer & 1 consultant or Director
 Contest runs from August 1st - October 10th
 Night of drawing: October 11th 2016
 Location: Rutgers Eco Center
 1200 Florence Columbus Rd Bordentown NJ
 Time: 7:00 pm



Ways for customers to earn entries for Ipad:

- One Entry for hosting a party with you plus 2 and \$150 in sales!
- One entry for listening to the Mary Kay marketing plan & filling out entry
- You may earn entries for doing both
- If you are present the night of the drawing your name will be entered 2 additional times!
- Maximum amount of times you may earn entries is 4.

You do not need to be present to win!

- Consultants or Directors Earn an entry by Paying entry fee of \$15.00 by 8/20/16
- Again you go into the Drawing for every party of 3 you hold w/ over \$150.00 in sales (weekly accomp.sheets must be turned in weekly to your Director as proof of parties held)
- Again you go into Drawing for every Qualified interview you hold (interview that is followed up or held by your Director and Did you know or Tell us what you think sheet is turned into your Director weekly)

Lifesaver Area

Party Movement

Jump In Now!!!
August 2016

When we hit the **First 100 Parties**
held in The Lifesaver Area...

Cindy is Giving away **\$100 Cash!!**
And the Fun will Continue!!!!

Make sure you are contacting your
Director **"On the Ride Home"**
from the PARTY!!

A Party to count is: 3 in Attendance- \$200 in Sales- 2 Interviews set up - adding 2 new bookings from the party & of course new referrals☺
 All Units that meet their Party Goal will have a Cupcake Celebration with NSD Cindy

**EARN A SPOT WITH YOUR
NSD TO NYC**

CONTEST DATES JULY 1 – OCTOBER 31ST 2016

DATE OF TRIP NOVEMBER 10TH – 12TH
 TRIP INCLUDES 2 NIGHT STAY AT THE LUXURIOUS MANHATTEN CLUB & SOME
 OTHER SPECIAL TREATS & SURPRISES &
 TRANSPORTATION FROM CINDY'S HOME TO NYC

I ♥ NY I ♥ NY I ♥ NY I ♥ NY

HOW TO EARN A SPOT!

- Become a New Sales Director by 10/31/16
or
- Earn your Chevy Cruz by 10/31/16 & you are definitely going!
The Top Achiever will stay Cindy's room-
Yes you will get to sleep your way to the top☺

All others that get on – target for Directorship or Car will go into a drawing to earn a spot to go!

**ACCELERATE
YOUR SUCCESS**

Working with Accountability!

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

Classy Classes

See you Here!

Fantastic Facials

See you Here!

On The Go

Kim Bowe- 246

PCP/PWS Sales

Kim Bowe-157

Wonderful Weeks

Kim Bowe-403

Basics Sold in July!

Kim Bowe- 3

YTD Basics Sold

Kim Bowe-3

July Embrace Your Dreams

Bangle Winners

Tamara Francois

Elena Torsiello

Christine Spain Stewart

Kimberly Gaines-Bowe

Congratulations to our
4 Quarter Stars
Elena Torsiello & Kimberly Bowe



Look What's Happening!

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

9/8 Dinner & Makeover Event

9/13 TNL Star Search Contest

9/15 Last Day of Star

9/24 Holiday workshop at the Mansion

10/11 TNL Mini Ipad Drawing Night

10/28-10/30 Fall Advance Lancaster PA

☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆☆

☆☆ Call into Cindy's Hotline ☆☆

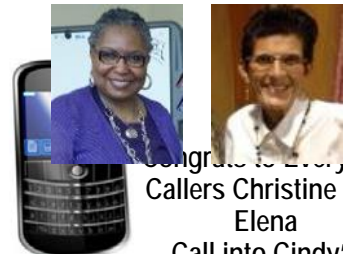
☆☆ 641-715-3900 ☆☆

☆☆ access code: 356539# ☆☆

☆☆ M-F after 8:30am ☆☆

☆☆ Leave your name after my message ☆☆

☆☆



☆☆

Celebrity Year End Awards Dinner



Denise Queen Sharing



Christine Most Basics & Kimberly runner up



Kimberly Most Improved



Elena Queen Sales & Ms. Go





Cindy's Celebrities!

Cindy Leone

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Phone: (609) 723-4822

Email: nsdcindy@comcast.net



Highlights this Month:

July Results, August, 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 Valuable...

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 w/ NSD Cindy by placing a min \$600 whl. order & add 1 new Team Member in August 🙌💎💎💎💎💎 Prize for cons. has most in sales & most team members for the month of August 📍

PIECE OF LIFE