



Cindy's Celebrities



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

April Newsletter with March Results

WOMEN DON'T LIKE TO ATTEND PARTIES, TRUE OR FALSE?

By Jo Ann Shell, Future Exec. Sr. Sales Director

"False! Women go to the ladies' room together - they certainly like to get together for a party. It's more about how you invite them. Are you enthusiastic? Do they sense excitement in your voice - something they don't want to miss? Listen to your words. Are they upbeat, confident and fun? For some, this is natural; for others, it's a practiced skill. Women will feed off your excitement and respond to the energy you give. You can change the mood in a room based on your projection, smile and body language."

Called into hotline EVERYDAY



Christine Spain



Erin Shaffer

On-Target

STARS

Star Consultant Program
March 16 to June 15, 2017
MARY KAY



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
JOANNA WHIPPLE	\$1,355.20	\$444.80	\$1,044.80	\$1,644.80	\$2,244.80	\$3,444.80
ERIN SHAFFER	\$607.75	\$1,192.25	\$1,792.25	\$2,392.25	\$2,992.25	\$4,192.25
STEPHANIE MCCATHERIN	\$601.65	\$1,198.35	\$1,798.35	\$2,398.35	\$2,998.35	\$4,198.35
MARJORIE HURDLE	\$502.00	\$1,298.00	\$1,898.00	\$2,498.00	\$3,098.00	\$4,298.00
DIANA BECKER	\$489.00	\$1,311.00	\$1,911.00	\$2,511.00	\$3,111.00	\$4,311.00



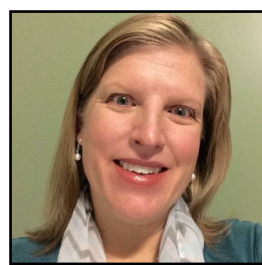
Quarter 3 Stars



Elena Torsiello
Ruby



Kimberly Bowe
Sapphire



Christi Kunzweiler
Sapphire



Jill Kuffa
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	\$12,295.60	\$3,378.60	\$15,674.20
2	Christine Spain	\$11,565.00	\$2,631.00	\$14,196.00
3	Kimberly F. Bowe	\$11,100.00	\$2,495.00	\$13,595.00
4	Jill A. Kuffa	\$9,046.50	\$3,402.00	\$12,448.50
5	Deborah A Campanelli	\$6,609.40	\$5,248.40	\$11,857.80
6	Erin Shaffer	\$8,616.50	\$1,831.50	\$10,448.00
7	Michelle L. Redfield	\$5,870.50	\$1,769.00	\$7,639.50
8	Donna L. Pedicord	\$5,230.00	\$2,198.00	\$7,428.00
9	Danielle Nirdlinger	\$5,889.00	\$1,048.50	\$6,937.50
10	Joanna J. Whipple	\$5,555.40	\$990.00	\$6,545.40

Top Team Builders

Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	4	\$250.52

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





May

CELEBRATIONS

Happy Birthday

Happy MK Anniversary

Birthdays	Day
Warnesia Travasso	11
Tracy A. Tuppeny	13
Brigitte Victoria	14
Karen J. Fonollosa	15
Arlene Athill-Graham	18
Trudi Mitana	19
Michele L. Cressman	23
Kimberly F. Bowe	25
Cindy A. Leone	26
Colleen M. Williams	27
Malitza Hollander	29
Kimberly L. Bowe	30

Anniversaries	Years	Anniversaries	Years
Maria Elliott	21	Heather D. Donaire	3
Lori Picinich	15	Marie J. Deetjen	1
Donna A. Teel-Drake	15	Carolanne Garstka	1
Elizabeth McLaughlin	11	Diana Di Re	1
Eleanor Carlino	7	Lisa Jack	1
Paula Robinson	4	Beth Clicquenoi	1
Felecia A. Bourjolly	4	Rynisha N Bowe-Falls	1
Cathy Soganic	4		

Look who Invested this Month



* Earned the "Embrace Your Dreams" Bracelet for March

Name	Amount	Name	Amount	Name	Amount
Joanna J. Whipple	*\$1,355.20	Kelly A. Hudak	\$298.00	Susan Ammirata	\$242.50
Christine Spain	*\$666.50	Cara D. McCarty	\$293.50	Jo Ann M. Foulks	\$240.50
Erin Shaffer	*\$637.75	Denise L. Kiehn	\$287.50	Phyllis G. Bryant	\$239.50
Kimberly F. Bowe	*\$626.25	Lori Picinich	\$285.50	Andrea Brenner	\$236.50
Elena R. Torsiello	*\$602.50	Colleen M. Williams	\$258.00	Terry Lipiec	\$229.50
Stephanie McCatherin	*\$601.65	Gail H. Devine	\$256.50	Ali Zacharkow	\$228.50
Marjorie E. Hurdle	\$502.00	Maeozia Samuel	\$248.50	Sherry A. Willis	\$228.00
Lisa Perry	\$480.00	Eileen T. Delvecchio	\$247.50	Regina K. Toe	\$226.00
Mary R. Miller	\$415.00	Tracy A. Tuppeny	\$244.00	Donna A. Teel-Drake	\$225.50
Kristi L. Caesar	\$385.80				

GO ALL IN! SEMINAR 2017

FIVE REASONS YOU SHOULD ATTEND!

Save the Date to Celebrate YOU!

Seminar 2017

Diamond: July 20-23

Ruby: July 24-27

Sapphire: July 28-31

Emerald: Aug. 1-4

1. Invest in YOU. You deserve education, recognition and motivation so you can soar to new heights, the best you and have the Year of Your Dreams.
2. Learn from the "best of the best." Mary Kay leaders share their stories and success to motivate and inspire.
3. Network. Make new friends with sister independent sales force members from all over, and learn biz secrets.
4. Sneak peek. Be the first to see new Mary Kay products and technology - everything to help you book, sell, share.
5. Celebrate. You're All In, working hard to introduce new faces to Mary Kay skin care. You deserve a party! Get ready for fun, and celebrate your accomplishments this year!

Steppin' Up the Ladder



Senior Consultants

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

Felecia Bourjolly
Gail Devine
Maria Elliott
Jo Ann Foulks
Cary Fredericks
Beth Griffin
Denise Kiehn
Lisa Perry
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
S. Morrow-Goggins
Beverly D. Rambert
** Theresa S. Nsiah*
Rynisha N Bowe-Falls
Brigitte Victoria

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

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

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

tomorrow

(noun)

A mystical land where 99% of all human productivity, motivation and achievement is stored

Welcome

New Consultants

Nathasha Ross

From DORAL, FL
Sponsored by C. Leone

April Showers... Brings May Flowers. Focus on April, shower your business with work, blessing others, sharing the wonderful career opportunity with everyone. Facial 30 women this month, shower your business with new faces! Then in May, you will see Flowers... You will see the results of your hard work and it builds momentum. It is easy and more enjoyable to work when you have appointments and sales, it is more exciting. When you are enthusiastic towards your work, people are drawn to you. People do not want to follow a "parked" car, they want to follow a "MOVING" car, are you movin' and shakin'?

Take advantage of these upcoming months, there are many Gift Giving opportunities and ways to build your customer base:

- Teacher Appreciation
- Administrative Day/ Week
- National Nurses Week
- Mother's Day
- Graduations
- Father's Day

You can send them an ecard or an eCatalog, visit offices with goodie bags and offer little pampering sessions at their work places.

With Love,

Cindy

Power Class of the Month

April

It's time to emPower YOU!

Are you willing to believe anything is possible? Are you ready to see all the opportunities ahead of you? Well, now is the time to "power up" your business skills and your influence! Why? Because it's time to take risks, work like never before, learn and grow. You can do it!

Awesome & Abundant April Contest!

Name _____

Due May 5th

Circle the Eggs you completed! How many _____

Prizes awarded as follows: 24 eggs + \$1000 whl., 18 eggs + \$650 whl.,
12 eggs + 400 whl. 8 eggs + \$225 whl.

[Minimum of \$225 Wholesale order needs to be placed in April to WIN!!]

(Sign a New Recruit in April and win a Director Gift PLUS sign your name on our Recruiting Poster on the back of an Egg! When we reach our Unit Goal in April, you win the prize on the back of the egg!)



Schedule/Book
5 selling appts



Hold a Spring
Makeover Class



Bring a Guest to a
Meeting or MK
Event in April



Go into offices and give
surveys or goodie bags
for Administrative month



Hold a facial or
double facial



Add a new TM to
your team!



Have a \$300
selling week



Get 5 new names/
numbers in a week



Bring a Guest to a
Meeting or MK
Event in April



Do 3 on-the-go
appointments



Have a
\$100 day



Bring a Guest to a
Meeting or MK
Event in April



Put out 3 fishbowls or
facial bags



Do 5 days in a row
of the 21 Day
booking challenge



Hold a
class!



Attend Breakfast of
Champions on 4/15



Have a \$300
selling week!



Do 5 Interviews
in April!



Send in all 4 weeks of
your accomplishment
sheets



Show & Sell a MK
Easter Basket idea!



Work on and do several
activities on MK Univ



Hold a "Power
Hour" of bookings



Hand in your April goals
to your Director



Sell a TWR
set



Listen to 5 Mary Kay
cds/or on intouch in
April



Have a \$100 selling
day & call you
Director to share



Sell something for
Administrative Professionals
Day - April 26



Hold a MK party w 3 or
more



Designer Bag

Hostess

Contest!



***Contest runs from**

April 12th

thru

June 26th

***Night of Drawing:**

June 27th, 2017

Ways to earn entries for Designer bag:

- ♥ One entry for hosting a party with you plus 2 and \$100 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 3 additional times!
- ♥ Maximum amount of times you may earn entries is 5 entries!
- ♥ Consultants who participate will be entered in to win prize drawings also!

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



Designer Bag Hostess Contest!



***Contest runs from**

April 12th thru June 26th

***Consultant participation fee is \$15**

***Night of Drawing:**

June 27th, 2017

***Deadline to sign up for \$15 is**

April 30th

***After 4/30 price increases to \$20**

Ways to earn entries for Designer bag:

- ♥ One entry for hosting a party with you plus 2 and \$100 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 3 additional times!
- ♥ Maximum amount of times you may earn entries is 5 entries!
- ♥ Consultants who participate will be entered in to win prize drawings also!

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

Thank you for submitting your Mary Kay Accomplishment sheets on line

March Results

Parties/Classes with 3 or more

Kimberly Bowe-\$325

Facials(1 or 2 in attendance)

Kimberly Bowe-\$100

Christi Kunzweiler-\$93

OTG-On the Go Appointments

Elena Torsiello-\$349

Kimberly Bowe-\$414, 100

Christi Kunzweiler-\$77

PCP-Preferred Customer Program

Elena Torsiello-\$400, 130

Christi Kunzweiler-\$114

Skin Care Sets

Kimberly Bowe-3

PWS –Personal Website Orders

Kimberly Bowe-\$425

Christi Kunzweiler-\$84

Weekly Sales

Kimberly Bowe-\$ 558, 470

Elena Torsiello-\$479, 400

Christi Kunzweiler-\$137, 104, 85

Basic Skin Care Sets YTD

Kimberly Bowe-49

Christine Spain-37

Erin Shaffer-4

Christi Kunzweiler-1

\$1,000 Selling Month Congratulations

Kimberly Bowe



\$100 Day Callers

Christine Spain

Dinner & Makeover winners

Danielle & Elena



Kimberly Winning



Team Up Event



Dinner & Dreams Event



March Shamrock Contest Winners

Elena Torsiello Erin Shaffer



Dates to Remember

April 24th – May 4th- Cindy & Tony NSD trip to Argentina & Columbia

May 13th- Red Jacket Lunch Cindy's Home

June 15th – End of Star

July 31st – August 4th Emerald Seminar- Seminar is Aug 1-4th We go early for our DIQ & Director Day

Career Conference 2017



Erin & Christi representing our Unit in NC



RED REVOLUTION

Be invited to our Red Hot
Lunch at NSD Cindys home

Saturday May 13th @ 1:00pm



To come: move up to STB by 4/30

For all that have 3 or more active as of
4/1/17 Just add 1 new active TM by
4/30/17 to attend 👍

Special gift from Argentina on my NSD trip for
the STB that adds the most new in April 👍

Be Recognized at Seminar 2017 Emerald Seminar Aug 1-4



Leone Area Awards Banquet Recognition

CONTEST DATES JULY 1 2016-JUNE 30 2017

OUR GOAL IS FOR EVERYONE TO BE ON STAGE THIS YEAR!!



Princess Sales Court - \$12,000 retail - onstage recognition & a small gift from your NSD

Leone Sales Court - \$20,000 retail - onstage recognition & a gift from your NSD

National Sales Court - \$40,000 retail - onstage recognition at our Leone Area Banquet & a very special gift from your NSD, on stage recognition at the company's Big Awards Night, & your choice of Gorgeous Jewelry from the company & you are invited to the very elite royalty reception

Princess Sharing Court - 6 Qualified Recruits - onstage recognition & gift from your NSD

Leone Sharing Court - 10 Qualified Recruits - onstage recognition & gift from your NSD

National Court of Sharing - 24 Qualified Recruits - onstage recognition at our Leone Area Banquet & a very special gift from your NSD, on stage recognition at the company's Big Awards Night & your choice of the Gold & Diamond Bumble Bee pin or ring and you are invited to the very elite royalty reception.

*We will crown a Queen of Consultant Sales
ON THE NIGHT OF OUR BANQUET WEDNESDAY AUGUST 2ND*

ALSO RECOGNITION FOR:

"All Pearl, Emerald and Diamond Stars Quarter ending June 15th will be recognized"
More recognition will be announced



Director Meeting & DIQs on Monday July 31st 2017



PIC•COLLAGE

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.



TEACHERS RULE!



Mary Kay
Fragrance Free Satin
Hands Set



\$36

Mary Kay
Satin Lips Set



\$22

WOW!
GREAT JOB

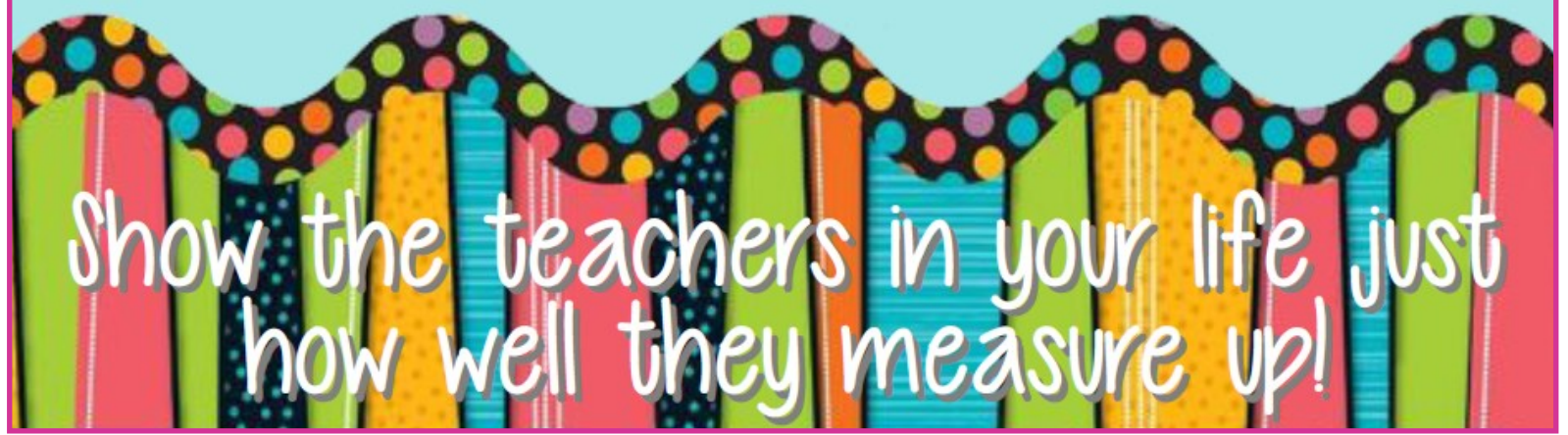
Mary Kay
Fragrance-Free
Satin Hands®
Nourishing Shea
Cream



\$12

**WELL
DONE!**

Show the teachers in your life just
how well they measure up!



GOAL SETTING SEMINAR 2017

SAVINGS PLAN

.....

Seminar Registration- \$195

Hotel - \$300 (4 to a room)

Plane Ticket - \$300

Meals - \$50 (to cover the meals the company does not cover)

Taxi - \$40

Tips - \$15 (tip your room service for hotel)

\$900 ←.....

All prices are estimates

2 OPTIONS:

.....

15 WEEK - save \$60 per week

10 WEEK - save \$90 per week

Cindy's Celebrities



Cindy Leone

203 Heritage Dr
Columbus, New Jersey 08022

(609)723-4822

Important Dates

April 14 - Good Friday, All Branches Closed

April 18 - Last day to enroll customers into PCP for Summer Look Book

April 25 - Seminar 2016 Priority Registration opens for qualified **Diamond** consultants

April 26 - Seminar 2016 Priority Registration opens for qualified **Ruby** consultants

April 27 - Seminar 2016 Priority Registration opens for qualified **Sapphire** consultants

April 28 - Seminar 2016 Priority Registration opens for qualified **Emerald** consultants

April 28 - Last day to place telephone orders for April

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

MARY KAY



Two-step over to Gilley's for the **Seminar 2017 Prize Party**

[CLICK HERE](#) for details of how to earn Party

Be invited to the Dream BIG in the Big D when you achieve the Embrace Your Dreams Challenge each month from March 1, 2017 to June 30, 2017, where you will receive this special "Do It Now" bracelet.



DO IT NOW

APRIL
embrace
YOUR DREAMS



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

CONSISTENCY IS KEY