



Cindy Leone

Cindy's Celebrities

(609)723-4822

nsdcindy@comcast.net



September Newsletter with August Results

new faces **take you** places

Our Proud **Reds**

Winners



Earned Aug. Bracelet



Elena Torsiello
Team Leader



Kimberly Bowe
Star Team Builder



Leah Marley



Michele Knight



Kimberly Bowe



Christine Spain



Lisa Perry
Star Team Builder



Erin Shaffer
Star Team Builder



Erin Shaffer



Elena Torsiello



Who will be next?



Who will be next?

You are hourly, daily, mixing together in the whirling, mixing vat of your mind the ingredients that will determine the kind of finished product you will become. The question to ask yourself is this: As the personal chemist of your own future, are you putting enough of the fine, raw materials of faith, confidence, effort, study and the Golden Rule into your mix of life? Or are you blending thoughts of yesterday's unpleasant experiences, mistakes or failures, thoughts of expecting the worst, attitudes of I can't, feelings of inferiority or inadequacy...What are you mixing everyday into your mind? What will the finished product be?

prizes JUNE 16 - SEPTEMBER 15
ON-TARGET STAR CONSULTANT



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
LEAH MARLEY	\$2,823.75	*****	STAR	\$176.25	\$776.25	\$1,976.25
DANA KUFFA	\$2,062.00	STAR	\$338.00	\$938.00	\$1,538.00	\$2,738.00
ELENA TORSIELLO	\$1,953.50	STAR	\$446.50	\$1,046.50	\$1,646.50	\$2,846.50
ERIN SHAFFER	\$1,906.50	STAR	\$493.50	\$1,093.50	\$1,693.50	\$2,893.50
KIMBERLY BOWE	\$1,353.25	\$446.75	\$1,046.75	\$1,646.75	\$2,246.75	\$3,446.75
JILL KUFFA	\$1,240.00	\$560.00	\$1,160.00	\$1,760.00	\$2,360.00	\$3,560.00
FLORENCE UGORJI	\$1,205.00	\$595.00	\$1,195.00	\$1,795.00	\$2,395.00	\$3,595.00
CHRISTINE SPAIN	\$902.50	\$897.50	\$1,497.50	\$2,097.50	\$2,697.50	\$3,897.50
DONNA PEDICORD	\$868.50	\$931.50	\$1,531.50	\$2,131.50	\$2,731.50	\$3,931.50
DANIELLE NIRDLINGER	\$835.75	\$964.25	\$1,564.25	\$2,164.25	\$2,764.25	\$3,964.25
LISA PERRY	\$751.00	\$1,049.00	\$1,649.00	\$2,249.00	\$2,849.00	\$4,049.00
CINDY LEONE	\$708.50	\$1,091.50	\$1,691.50	\$2,291.50	\$2,891.50	\$4,091.50
MICHELE KNIGHT	\$645.75	\$1,154.25	\$1,754.25	\$2,354.25	\$2,954.25	\$4,154.25
SHEILA RICHARDSON	\$615.00	\$1,185.00	\$1,785.00	\$2,385.00	\$2,985.00	\$4,185.00
DONNA SANTOIANNI	\$523.50	\$1,276.50	\$1,876.50	\$2,476.50	\$3,076.50	\$4,276.50
LORI PICINICH	\$487.50	\$1,312.50	\$1,912.50	\$2,512.50	\$3,112.50	\$4,312.50
MAEOZIA SAMUEL	\$454.50	\$1,345.50	\$1,945.50	\$2,545.50	\$3,145.50	\$4,345.50
LISA MCBRIDE	\$445.00	\$1,355.00	\$1,955.00	\$2,555.00	\$3,155.00	\$4,355.00
CHRISTI KUNZWEILER	\$437.00	\$1,363.00	\$1,963.00	\$2,563.00	\$3,163.00	\$4,363.00
ERIN ROOCK	\$420.00	\$1,380.00	\$1,980.00	\$2,580.00	\$3,180.00	\$4,380.00
ELEANOR CARLINO	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50
CINDY LEONE	\$708.50	\$1,091.50	\$1,691.50	\$2,291.50	\$2,891.50	\$4,091.50

Be  **lieve**

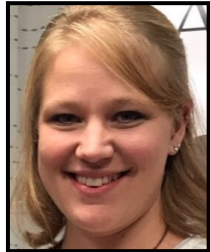
OCTOBER is National Breast Cancer Awareness Month. This is a great opportunity to make a difference in women's lives. You can create sachets to give women, place awareness pamphlets in all your orders, donate a percentage from each party, the list can go on. Make a difference today!

shooting for the

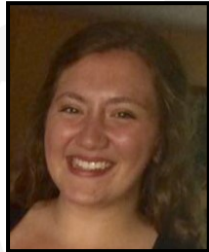
Stars

top in retail sales

Company Court of Sales



Leah Marley



Dana Kuffa



Erin Shaffer

	Consultant	Retail	YTD PCP	YTD Retail
1	Leah R. Marley	\$6,103.50	\$0.00	\$6,103.50
2	Dana L. Kuffa	\$4,579.00	\$0.00	\$4,579.00
3	Erin Shaffer	\$2,965.00	\$0.00	\$2,965.00
4	Elena R. Torsiello	\$2,604.00	\$0.00	\$2,604.00
5	Kimberly F. Bowe	\$2,505.50	\$0.00	\$2,505.50
6	Jill A. Kuffa	\$2,123.00	\$0.00	\$2,123.00
7	Donna L. Pedicord	\$1,787.00	\$0.00	\$1,787.00
8	Michele E. Knight	\$1,438.50	\$0.00	\$1,438.50
9	Christine Spain	\$1,254.00	\$0.00	\$1,254.00
10	Donna L. Santoianni	\$1,067.00	\$0.00	\$1,067.00

top team

Builders

Company Court of Sharing



Erin Shaffer

	Recruiter	New Team Members	YTD Comm
1	Erin Shaffer	1	\$112.95
2	Jill A. Kuffa	1	\$82.48

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





Celebrate!

October

Happy Birthday

MK Anniversary

Birthdays	Day
Allison A. Crognale	2
Lori Picinich	5
Marsha Hahn	14
Brenda McGinley	18
Paula Robinson	26

Anniversaries	Years
Jill A. Kuffa	18
Malitza Hollander	9
Arlene Athill-Graham	8
Callye E. Huf	8
Gayle E. Walsh	8
Gail H. Devine	4
Beverly D. Rambert	2
Brenda McGinley	1
Deborah Mitchell	1

Look Who Invested This Month

Name	Amount	Name	Amount	Name	Amount
Leah R. Marley	\$779.75	Lisa Perry	\$280.50	Jordan N. Gort	\$236.50
Michele E. Knight	\$645.75	Danielle Nirdlinger	\$273.25	Stephanie McCatherin	\$236.25
Kimberly F. Bowe	\$627.25	Christi Kunzweiler	\$273.00	Regina K. Toe	\$232.50
Christine Spain	\$612.00	Sharron H. Coleman	\$269.00	Esther P. Clark	\$229.50
Erin Shaffer	\$603.00	Mary R. Miller	\$267.50	Maeozia Samuel	\$228.50
Elena R. Torsiello	\$600.50	Barbara A. Sokol	\$262.00	Denise L. Kiehn	\$228.50
Jill A. Kuffa	\$458.50	Hope C. Kelly-Miller	\$261.50	Beverly Gerberich	\$227.50
Erin E. Roock	\$420.00	Dana L. Kuffa	\$260.00	Grace M. Kruse	\$227.25
Kelly A. Hudak	\$285.00	Andrea Brenner	\$243.00	Colleen M. Williams	\$226.50
Sheila Richardson	\$281.00	Kristi L. Caesar	\$238.50		



Call your customers, letting them know that this is National Customer Appreciation Week and thank them. Offer them a special for being such a loyal customer. You could have a sale or gift with purchase. Jog their memory by asking them how they are doing with their cleansers, moisturizers, foundation, mascara, etc.

In addition, ask them to:

1. Book a party with you
2. Give you referrals
3. Listen to the Career Opportunity
4. Come to an event as a face model

Another idea is to enter them into a drawing for every \$10 they order, for a chance to get their entire order for FREE!"



October 2-6

Show your appreciation to your customers. They are the ones who help you succeed in your business, let them know you are grateful!

steppin' up the Ladder



Senior Consultants

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

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

Gail H. Devine
Erin Shaffer

Beth C. Griffin
Karen J. Fanollosa
Daryl A. Tuccillo
* Eileen T. Delvecchio
Tracy Foxx

Denise L. Kiehn
Lisa C. McBride
Diane G. Lessa

Jill A. Kuffa
Dana L. Kuffa
Brenda McGinley

Hillary B. Paton
Callye E. Huf

Joanna J. Whipple
Jordan N. Gort

Diana D. Williams
Regina K. Toe

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

Star Team Builder

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



Kimberly F. Bowe
Kimberly L. Bowe
Rynisha N. Falls
Beverly D. Rambert
S. Morrow-Goggins
Theresa S. Nsiah

Lisa Perry
Maria Elliott
Jo Ann M. Foulks
Beverly Gerberich
* Nancy J. Huber
Heather D. Donaire
Jackie Rowley

Erin Shaffer
Kristen Capps
Christi Kunzweiler
Leah R. Marley
Stephanie McCatherin
Angie D. Luker
Cathleen M. Maltez

Team Leader/ Future Director/ DIQ

- 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
Joyce-Patryce Clark
Sharron H. Coleman
Georgiana Foti
Carolanne Garstka
Lori Picinich
Donna A. Teel-Drake
Florence C. Ugorji
* Diana Becker
* Cora D. Jones
* Eileen H. Rothstein
* Grace M. Vasta
Marie J. Deetjen
Sarah C. Keller
Allison Smith

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



SEPTEMBER - Let's Go Places

Spread a little **Joy** in September and share the Mary Kay opportunity! If you become the Independent Beauty Consultant with the highest number of new personal team members in your unit (minimum of two), you will receive this festive picture frame.* Be joyous!

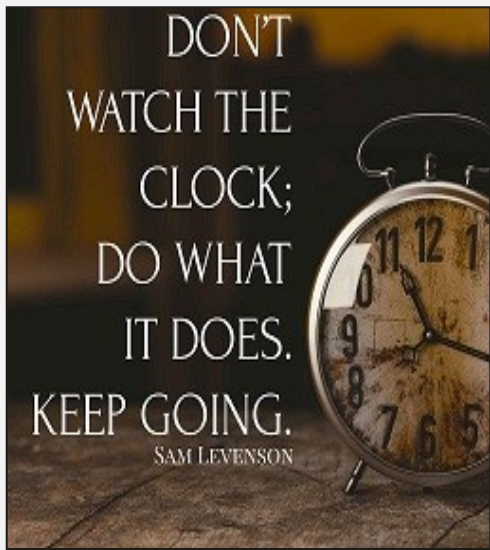
\$5000 Dream Vacation...

that is where NEW Faces Can Take YOU!

The five IBC's in each Seminar with the highest number of qualified** new personal team members during the challenge period (July 1 – Dec. 31, 2017) will earn a trip voucher valued at \$5,000.

For each month during the challenge period (July 1 – Dec. 31, 2017) the IBC with the highest number of new personal team members in her unit (minimum of two) will receive a prize.*





a note from

.....Cindy

This Seminar Year is in full swing and I am excited to make this our best ever! Let's become the "Make a way, Find a way" women! No Excuses, let's just do it! This business is simple if we simply commit to our goal and put the time in necessary to reach our goal! If you are wanting more from your business, I would love to help you develop a plan, put the plan into writing and cheer you on. PLAN YOUR WORK AND WORK YOUR PLAN!

Holiday Selling is quickly approaching us, and this is the biggest selling season of the year. Hold your parties now, offer great customer service and build your customer base deep and wide!

September 13 marks the 54th Year Anniversary of Mary Kay Inc. Mary Kay started this company with \$5,000 in a small office space in Dallas. Little did she know that she was opening an opportunity for millions across the globe. The opportunity has been given to you as a gift, now it is your time to open it up - not just peek at it; and use it how it was intended for YOU! Pour our product and opportunity on others so they can benefit from this wonderful gift also. Don't keep it for yourself, pour it out! Let women experience the greatness of our products.

Customer Appreciation is at the beginning of October. How are you going to show your customers that you genuinely care about them and are thankful for their support of our product and of your business?

You keep customers by delivering on your promises, fulfilling your commitments and continually investing in the quality of your relationships. Brian Tracy

With Love,

Cindy

Power Class of the
september.....
Month

Are you growing with women who are excited about building and working their business? Remember that team building isn't just about adding new people; it's about building with women who want a business. You want quality people on your team, not just women looking for a discount. This month it's time to really focus in on the goal and build a team to last. Lean in and learn how as September is for sharing!

[CLICK HERE TO WATCH](#)

Welcome

.....
New Consultants

Cora Jones

From BROWNS MILLS, NJ
Sponsored by E. Torsiello

Michele Knight

From TRENTON, NJ
Sponsored by C. Leone

Ariana Lizza

From TUNKHANNOCK, PA
Sponsored by D. Kuffa

Gerraina Phipps

From ST. THOMAS, VI
Sponsored by C. Leone

Thank you for submitting your Mary Kay Accomplishment sheets on line

August Results

Parties/Classes with 3 or more

Dana Kuffa-\$562, 326, 90
Leah Marley-\$358, 69
Erin Shaffer-\$277
Christine Spain-\$245, 125, 68

Facials(1 or 2 in attendance)

Christine Spain-\$237, 174, 95
Dana Kuffa-\$86
Erin Shaffer-\$39

OTG-On the Go Appointments

Erin Shaffer-\$263,148,129,103
Christine Spain-\$183, 172
Dana Kuffa-\$44

PWS

Kimberly Bowe-\$218

PCP-Preferred Customer Program

Christine Spain-116,32

Skin Care Sets

Christine Spain – 8
Leah Marley - 4
Erin Shaffer-3
Dan Kuffa – 3
Kimberly Bowe-1

Weekly Sales

Christine Spain-\$603,570,395,278
Erin Shaffer-\$406,263,187,103
Dana Kuffa-\$562,370
Leah Marley-\$398,69
Kimberly Bowe-\$218

Basic Skin Care Sets YTD

Leah Marley – 9
Christine Spain - 8
Kimberly Bowe- 5
Erin Shaffer-5
Dana Kuff
Elena Torseillo-2

Dates to Remember

September 15th- Last day of Star Consultant
October 13-15-Fall Advance Cape May NJ



\$1,000 Selling Month

Christine Spain

Erin Shaffer



\$100 Days

Christine Spain 5

Sheila Richardson, Michele Knight, Erin Shaffer & Leah Marley
Everytime you have a \$100 Day
Call Cindy and leave me a message

HotLine Callers Everyday!

Christine Spain & Erin Shaffer

Welcome to our MK family

Michele Knight- My niece

Dana Kuffa & Her New Team Member



Congratulations Dana Kuffa
Power Start Winner!!!



Our TNL Queens

Christine Spain

Elena Torsiello



WE'RE ALL IN!
#teamMK

August Contest Winners!

Elena Torsiello
12 Squares

Leah Marley
12 Squares

Erin Shaffer
8 squares



Spectacular September

Orders can be cumulative to earn prize levels

September 1-30, 2017

**Sell 25 Items & order
\$250 Whl**



**Sell 50 Items & order
\$600 Whl**



**Sell 75 Items & order
\$800 Whl**



**Sell 100 Items & order
\$1000 Whl**



Earn a Mystery Prize

Win Going Places Key Chain

Win Going Places \$ Bag

Win Going Places Folio

1.
2.
3.
4.
5.
6.
7.
8.
9.
10.
11.
12.
13.
14.
15.
16.
17.
18.
19.
20.
21.
22.
23.
24.
25.

26.
27.
28.
29.
30.
31.
32.
33.
34.
35.
36.
37.
38.
39.
40.
41.
42.
43.
44.
45.
46.
47.
48.
49.
50.

51.
52.
53.
54.
55.
56.
57.
58.
59.
60.
61.
62.
63.
64.
65.
66.
67.
68.
69.
70.
71.
72.
73.
74.
75.

76.
77.
78.
79.
80.
81.
82.
83.
84.
85.
86.
87.
88.
89.
90.
91.
92.
93.
94.
95.
96.
97.
98.
99.
100.

Name ☺ _____

Submit to your Director by 10/4 to claim your prize!

Prizes are subject to availability, substitutions may be made.

Mary Kay Cosmetics ~ Leone's Lifesavers
October 13-15, 2017 ~ REQUEST FOR RESERVATIONS

TWO NIGHT PACKAGE INCLUDES:
TWO NIGHTS ACCOMMODATIONS (FRIDAY AND SATURDAY NIGHT)
GRAND BREAKFAST BUFFET SATURDAY AND SUNDAY, DINNER FRIDAY AND SATURDAY

PACKAGE RATES (PER PERSON, INCLUDING TAX)
\$508.00 SINGLE \$ 317.50 DOUBLE \$269.00 TRIPLE \$244.75 QUAD

PLEASE RESERVE A ROOM FOR MY TOTAL PARTY OF _____ ADULTS

PRIMARY GUEST: _____

ADDRESS: _____ CITY: _____

STATE: _____ ZIP CODE: _____ TELEPHONE: _____

EMAIL ADDRESS (FOR CONFIRMATION): _____

CREDIT CARD NO. _____ EXP: _____ \$ _____

SIGNATURE: _____

DINNER ENTRÉE CHOICE): _____ STUFFED CHICKEN OR _____ SALMON

ROOMMATE: #2 _____

CREDIT CARD NO. _____ EXP: _____ \$ _____

SIGNATURE: _____

DINNER ENTRÉE CHOICE): _____ STUFFED CHICKEN OR _____ SALMON

ROOMMATE: #3 _____

CREDIT CARD NO. _____ EXP: _____ \$ _____

SIGNATURE: _____

DINNER ENTRÉE CHOICE): _____ STUFFED CHICKEN OR _____ SALMON

ROOMMATE: #4 _____

CREDIT CARD NO. _____ EXP: _____ \$ _____

SIGNATURE: _____

DINNER ENTRÉE CHOICE): _____ STUFFED CHICKEN OR _____ SALMON

YOUR SIGNATURE INDICATES ACCEPTANCE OF STANDARD HOTEL RESERVATION POLICIES. DEPOSIT (CHECK OR CREDIT CARD): \$100 PER ROOM. DEPOSITS ARE NOT TRANSFERABLE OR REFUNDABLE. THE TOTAL PACKAGE/ RESERVATION BALANCE IS DUE AT CHECK IN AS ONE PAYMENT.

PLEASE NOTE: AVAILABILITY IS LIMITED
THE RESERVATIONS DEADLINE IS SEPTEMBER 10, 2017- PLEASE, NO TELEPHONE RESERVATIONS

GRAND HOTEL
1045 Beach Avenue ~ Cape May, NJ 08204
www.grandhotelcapemay.com

FAX #609-884-4344

★ **CAPE MAY FALL ADVANCE** ★



It's a
Halloween
Costume Party!

**AFTER PARTY FRIDAY NIGHT FOR ALL
STARS QUARTER ENDING 9/15/2017**



**PRIZES FOR BEST DRESSED &
MOST ORIGINAL** 👍 😊

PIC•COLLAGE

LEONE LIFESAVER ADVANCE October 13th-15th

THE FACES WILL TAKE YOU PLACES.....ON THE PLACES WE WILL GO!

NO QUALIFICATIONS NEEDED TO ATTEND - ALL CONSULTANTS ARE ENCOURAGED TO COME!

JOIN US AT OUR ANNUAL "LEONE LIFESAVER ADVANCE" WITH YOUR NSD

CINDY LEONE

ALL CONSULTANTS ARE QUALIFIED TO

ATTEND OUR LEONE LIFESAVER ADVANCE!

HOWEVER, EACH OF THE CONSULTANTS WHO COMPLETES ONE

OR

MORE OF THE CONTEST CATEGORIES WILL RECEIVE ON
STAGE RECOGNITION!

WE WILL RECOGNIZE THE **TOP** CONSULTANT IN EACH
CATEGORY WITH A FABULOUS PRIZE

&



CROWN A "QUEEN" OF THE ADVANCE!!! (*The Queen*

will be the Consultant who completes the most categories with the highest numbers; so don't stop at the minimum!) This form **MUST** be turned into your director & ME your NSD.....

**Cindy Needs your form by the 10/5 in order to have all the stats
on time☺ no exceptions**

You can drop your form off to my house or take a picture of Completely filled out sheet and text to

Your Director and she will forward to me!

ALSO

**We Will Be Having On stage Recognition for All Active Reds that are
active and have at least 3 active on their team by 9/30
& A DIQ Elite Luncheon with NSD Cindy**

Contest Dates: July 1st—September 30th 2017

Name: _____ Director _____

Star Consultant Status (June 16th – Sept. 15th)

____ Pearl _____ Emerald _____ Diamond _____ Ruby _____ Sapphire

10 Interviews / Guests during contest period & be recognized: More than 10? Attach 2nd sheet

Please list your interviews/guests *and the event they attended*:

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

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. _____ | <u>More than 15? Attach 2nd sheet.</u> |

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

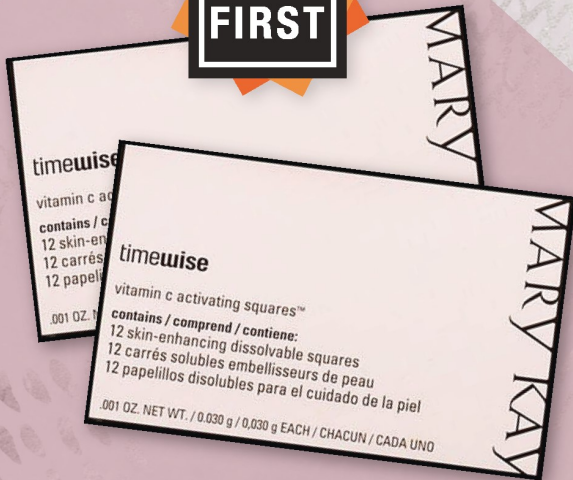
- | | |
|-----------|-----------|
| 1. _____ | 16. _____ |
| 2. _____ | 17. _____ |
| 3. _____ | 18. _____ |
| 4. _____ | 19. _____ |
| 5. _____ | 20. _____ |
| 6. _____ | 21. _____ |
| 7. _____ | 22. _____ |
| 8. _____ | 23. _____ |
| 9. _____ | 24. _____ |
| 10. _____ | 25. _____ |
| 11. _____ | 26. _____ |
| 12. _____ | 27. _____ |
| 13. _____ | 28. _____ |
| 14. _____ | 29. _____ |
| 15. _____ | 30. _____ |

More than 30? Attach 2nd sheet

NEW FALL PRODUCTS



BEAUTY INDUSTRY FIRST



TIMEWISE VITAMIN C ACTIVATING SQUARES, \$24, PK./12

Turn your serum into a superpower with pure Vitamin C, a breakthrough in technology that delivers pure Vitamin C to your skin in a tiny, dissolvable square. See clinically tested results in just two weeks!

- Skin looks more even-toned.
- Skin looks more radiant.
- Fine lines and wrinkles look improved.



LIM.-ED. COLLECTION BAG, \$5

This luxurious collection bag can be yours for \$5 when you spend \$55 suggested retail [excluding tax] on products in the collection.



LIM.-ED. LIP SUEDE, \$16 EACH

Semi Matte formula available in Rosé Blush and Mulberry Muse

LIM.-ED. EYE COLOR PALETTE, \$24 EACH

A smoky mix of satin, matte and pearl finishes, available in Rosé Nudes and Simply Smoky.

LIM.-ED. NAIL LACQUER, \$9.50 EACH

Available in Mulberry Muse, Pink Escape and Violet Silk.



FREE COLLECTION BAG

When you purchase any two products from the Believe + Wonder Collection!



SPECIAL-EDITION BELIEVE + WONDER

Available in Sail to the Moon, Paint the Sky, and Chase a Rainbow.

- BODY LOTION, \$16 EACH
- FRAGRANCE MIST, \$18 EACH
- SHOWER GEL, \$16 EACH

Following Up With YOUR Customers

Have you ever met someone... made her your customer by selling to her, put her on your mailing list, faithfully sent her your quarterly catalog, waited and waited, ...but YOU never FOLLOWED UP?

Ask yourself this question, "what is keeping me from calling my customers?". Now, write down all the answers you came up with. Take a little time and really think this through. You can do it. I believe in you.

Now that you have made your list, look at my list. Are any of the things on your list the same as are on my list?

- 1. Waiting for the right time to call:** It's too early, it's lunch time, it's closing time, it's the day before a holiday or the day after a holiday, it's Monday, it's Friday. Everywhere we look, we can find a reason not to call.
Instead of looking for a reason not to call, why don't you make a list of reasons to call. New products, right now you have so much to show your customers! All the new glosses, liners, the new skin care and do not forget the gel mask. If you have not called your customers since Christmas, then they have not seen these products.
- 2. We need the perfect script:** Too often we spend so much time searching for the perfect script, but we never stop to realize that the perfect script is just a conversation. A conversation between two people. Normal, natural and unrehearsed. Just like you pick up the phone to call your friends, pick up the phone to call your customers. If you have nothing to talk to your customers about, then talk to them about the new products!
- 3. My office is not organized:** My office is never going to be truly organized. I work in it every day, I have systems, and I know where my stuff is and seriously, that is good enough for me. Set up your Starter Kit and just go with it. Make that your office. Put in some Look books, sales tickets, profile cards, business cards, a few pens, and some samples or demo products and just go. That is all you truly need. If you are going to her house or office or meeting her somewhere, you are not going to be in your office so it does not matter that your office is not organized.
- 4. I need more training:** print up the product fact sheets and read them out loud until it sounds natural and you feel like you know the product. Use the product yourself. Now, you have all the training you need.
- 5. I am waiting for my customer or prospect to call me back:** Why? Ask yourself why are you waiting for them to call you. It is your job to call them. If you worked at a salon would you wait for the customer to come back and wash and cut her own hair? No, you would do that for her. Because it's your job. It is your job to call your customers. If you don't, another Consultant will.



Cindy's Celebrities



Cindy Leone

203 Heritage Dr
Columbus, New Jersey 08022
(609)723-4822

important Dates

September 13 - Mary Kay Inc. 54th Anniversary

September 15 - Quarter 1 Star Contest Ends AND Early Ordering for New Holiday Products available to all consultants

September 16 - Quarter 2 Star Contest Begins

September 28 - Last day to place telephone orders for September

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

MARY KAY
LEADERSHIP
2018
Atlanta



JOY
September Bracelet



September

Where can new faces take you? When you meet your sisters in Atlanta for Leadership Conference 2018, new faces can take you to a POP-ping party, a banquet fit for a Southern belle plus so much more. And this **"for leaders only"** event gives you the opportunity to **be the first to learn** about new products and programs, receive **just-for-you education** and share ideas with the cr me de la cr me of the Mary Kay independent sales force. The only thing you don't want to do is miss it!