



Director Marita McCafferty

Dynamite Unit

YOU HOLD THE KEY



MARY KAY

YOU HOLD THE KEY



MARY KAY



MARCH KEY
MAKE ME FEEL IMPORTANT.



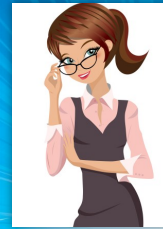
Congratulations 3rd Quarter Stars!!!



Linda Sperring
Ruby



Dolores Morrioni
Sapphire



Peggy Smith-Dobbs
Sapphire

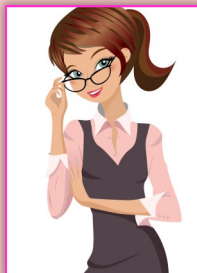


Marita McCafferty
Sapphire

Congratulations Achievers!



Linda Sperring



Iris Morales



Dolores Morrioni



Marita McCafferty



SEMINAR CONSISTENCY KEY

BE GREAT!



All March Achievers are on-target for Seminar Consistency!

On-Target Stars

**4th Quarter ends June 15th **

Name	Contest Amount	Current Won to Date	Needed for Next Star
Linda Sperring	\$1,232.50		\$567.50
Dolores Morrioni	\$1,165.90		\$634.10
Iris Morales	\$913.30		\$886.70
Danielle Berkenbaugh	\$630.10		\$1,169.90
Brenda Bowser	\$606.05		\$1,193.95
Candida Taylor	\$458.55		\$1,341.45
Kathy Frankowski	\$454.00		\$1,346.00

Sapphire 1.800 ★ Ruby 2.400 ★ Diamond 3.000 ★ Emerald 3.600 ★ Pearl 4.800

The Ultimate Unit



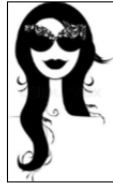
DIQ



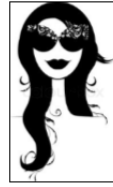
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

5-7 Team Members



Position Available!



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



Linda Sperring



Candida Taylor



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	Carolyn Isaacs	Maribeth Kelly-Mojica	Cathy Larkin	Eileen McEntee
Iris Morales	Dolores Morroni	Amy Prestifilippo	Pat Varrone	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Dates Ahead

- 4/29...meeting (Marita's home or FB Live TBD) 6:30pm
- 4/30...Last day of the month to place orders.
- 5/13...meeting (Marita's home or FB Live TBD) 6:30pm
- 5/15...Perfect Match Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 5/20...meeting (Marita's home or FB Live TBD) 6:30pm
- 5/22...Flawless Face Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 5/29...Melt-Proof Makeup Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 5/31...Last day of the month to place orders. .

Valerio Area Workshops

May 7th, 7pm

Blue Bell Country Club

Future dates: 11/13, 3/19, 5/7, 6/18
\$12 in advance/\$14 at the door

Ruby Seminar 2019 - Dallas, TX

July 30th-August 2nd

Priority Registration begins April 26th
Open Registration begins April 29th

'Love' Checks

6% Commission

Dolores Morroni \$35

4% Commission

Pat Varrone \$34
Barb Dickson \$13
Amy Prestifilippo \$13
Iris Morales \$10

(Commissions of \$10 and up)



How do you earn Commission??

- 1-2 active team members = 4%
- 3-4 active team members = 4-8%
- 5+ active team members = 9%
- 5+ team members who place \$225+ w/s ea. in a month & you place \$600 w/s = 13%

MARY KAY

Welcome New Consultants!

New Consultant
Danielle Berkenbaugh

From
Folsom, PA

Sponsored By
Maribeth Kelly-Mojica

Look Who's Moving Up!

Congratulations to New Senior Consultant, Maribeth Mojica-Kelly!!



Pink Investors

These consultants invested in product last month!



Iris Morales
Dolores Morroni
Linda Sperring
Candida Taylor
Dawn Patterson
Maureen McNiff
Kathy Frankowski
Elana Sloan

Pat Varrone
Paulette Bahar
Lori Moore
Victoria Cortez
Joan Doyle
Maribeth Kelly-Mojica
Barbara Dickson



<u>May Birthdays</u>	<u>Day</u>	<u>May Anniversaries</u>	<u>Year</u>
LeeAnn Rooney	3	Barbara Dickson	21
Lisa McGroarty	9	Iris Morales	11
Jill Chrstos	10	Verna Sperring	1
Adrienne Darr	16		
Kirsten Olson	27		
Jo'Anne Every	29		



Inspired to Grow

Destination Red achiever Ind. Director-in- Qualification Sumer Herd shares why earning this trip was important to her, and offers specifics on how she inspires and empowers others to grow their team.

Available on www.marykayintouch.com.



Seminar Awards 2019



July 1, 2018-June 30, 2019

YTD Court of Sales

MK: \$40,000 retail * Area: \$20,000 retail

YTD Court of Sharing

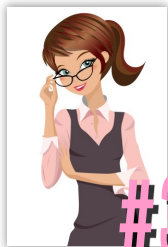
MK: 24 Qualified * Area: 10 Qualified



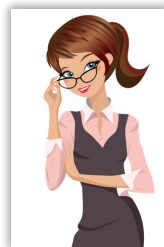
#1



#2



#3



1. You this month!

- | | |
|----------------------|-------------|
| 1. Linda Sperring | \$16,436.00 |
| 2. Dolores Morroni | \$14,437.00 |
| 3. Peggy Smith-Dobbs | \$9,375.00 |
| 4. Candida Taylor | \$5,781.00 |
| 5. Pat Varrone | \$5,144.00 |
| 6. Barbara Dickson | \$4,524.00 |
| 7. Joan Doyle | \$4,434.00 |
| 8. LeeAnn Rooney | \$4,139.00 |
| 9. Iris Morales | \$3,277.00 |
| 10. Kelly Bennett | \$2,856.00 |

"The strongest single factor in prosperity consciousness is self-esteem: believing you can do it, believing you deserve it, believing you will get it."

— Jerry Gillies:
Author and workshop leader

Valerio's Area



SNSD
Sandy
Valerio

WORKSHOP

Tuesday, May 7th

Blue Bell Country Club * 7:00-9:30pm

1800 Tournament Dr, Blue Bell, PA 19422 * Phone: (215)616-8100

Let the attendant at the gate know you're going to a Mary Kay event in the Club house

Consultants/Directors: \$12 venmo to @Sandra-Valerio-2 by 5/2
or \$14 at the door * Guests: FREE

Recognition, Inspiration & Education

RED JACKET ONLY CLASS taught by SNSD Sandy Valerio!


kate spade
NEW YORK

One guest & one consultant
will each win a Kate
Spade Bag!

Guests Welcome

Pampering,
Chromafusion Makeovers,
Sharing the Opportunity
& Fabulous Prizes!



SNSD
Sandy
Valerio

The Keys to Success

2018-19 Valerio Area Consultant Challenge



Be an Achiever in your Category of Choice Each Month!

Bronze Key

\$400 Personal Wholesale*
15 faces or 4 parties
\$600 retail sales*
1 new pers. Q or 2 new recruits
5 interviews/guests to events

Complete 4 of 5 to earn the monthly prize!

Silver Key

\$500 Personal Wholesale*
20 faces or 6 parties
\$800 retail sales*
1 new pers. Q or 2 new recruits
10 interviews/guests to events

Complete 4 of 5 to earn the monthly prize And a 15 min goal session!

Gold Key

\$600 Personal Wholesale*
25 faces or 8 parties
\$1000 retail sales*
1 new pers. Q or 2 new recruits
15 interviews/guests to events

Complete 4 of 5 to earn the monthly prize, a 15 min goal session AND a \$10 Starbucks Gift Card!

* these items must be completed

Monthly Prize



Mystery Prize

Faces/Selling Appointments/Parties

Name (put an H next to hostesses)	Party/ Facial	\$ Sold	Book- ings
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			
Totals			

Name (put an H next to hostesses)	Party/ Facial	\$ Sold	Book- ings
16.			
17.			
18.			
19.			
20.			
21.			
22.			
23.			
24.			
25.			
26.			
27.			
28.			
29.			
30.			
Totals			

Interviews/Guests

Name / Phone F=Followed Up R=Recruited	Name / Phone F=Followed Up R=Recruited
1.	9.
2.	10.
3.	11.
4.	12.
5.	13.
6.	14.
7.	15.
8.	16.

Personal W/S: _____

Retail Sales: _____

Pers. Recruits: _____

Qual. Pers. Recruits: _____

Which Key did you Achieve?

GOLD: _____

SILVER: _____

BRONZE: _____

Name: _____ Dir. Name _____

Email: _____ Month: _____

*Tracking sheets must be received by the 3rd of the month. Please e-mail to nsdsandyv@gmail.com

mother's day

marketing ideas and tips

Here's a great way to open a team building interview on and around Mother's Day:

(Consider making little cards to show at your classes or team building appointments. You may even choose to have your attendees hold cards up and spell out the name "Mother" then each attendee can read their letter at a time and you give the below after each letter is read):

M - for the MONEY! You can make extra money for your family through Classes, Facials, Reorders and Team-building commissions!

O - for the OPPORTUNITY to make new friends and advance in a company that was started by a Mother of 3 children designed to build women up in a positive way!

T - for the TAX advantages of owning your own business!

H - for the HOURS that are flexible around your families!

E - for the EXCITEMENT in winning prizes and awards doing something you LOVE!

R - for the Rich Rewards that come from changing women's lives for the better!



CELEBRATE
YOUR MOTHER

Sunday, May 12th

Great marketing ideas

1. This is one of the cutest ideasWrap a Satin Hands set and Satin Lips set together with some gladiola bulbs. Add a card that says: "To Mom: For the hands that helped me to grow, And the lips that helped me to heal....I'm so "Glad" you are my mother! Happy Mother's Day!" Charge \$2-3 for the bulbs and wrap!
2. Wrap a TimeWise Cleanser & Moisturizer together with the gladiola bulbs. Add a card that says: "To Mom: For all the Time you gave to me, I want to give you the gift of Time! I'm so "Glad" you are my mother! Happy Mother's Day!"
3. Create a poem and pair it with a body care set for Mother's Day. Put the set in a basket with some slippers and a pretty little picture frame; you could also add popcorn and a tea bag.

Use on postcards, flyers or gift inserts

Here's something to ponder with Mother's Day right around the corner.....The Images of Mother:

- 4 YEARS OF AGE ~ My Mommy can do anything!
- 8 YEARS OF AGE ~ My Mom knows a lot! A whole lot!
- 12 YEARS OF AGE ~ My Mother doesn't know quite everything.
- 14 YEARS OF AGE ~ Naturally, Mother doesn't know that, either.
- 16 YEARS OF AGE ~ Mother? She's hopelessly old-fashioned.
- 18 YEARS OF AGE ~ That old woman? She's way out of date!
- 25 YEARS OF AGE ~ Well, she might know a little bit about it
- 35 YEARS OF AGE ~ Before we decide, let's get Mom's opinion.
- 45 YEARS OF AGE ~ Wonder what Mom would have thought?
- 65 YEARS OF AGE ~ Wish I could talk it over with Mom.



Call your Mom today and tell her you love her. Don't wait until Mother's Day!!!

Designed for clients of Director Only Services

SEMINAR 2019

Top 10 Reasons you should attend Seminar:

10. **Tour the Mary Kay World Headquarters** building and our world-renowned manufacturing facility.
9. **Visit the Seminar Expo** and not only learn more about upcoming product launches, but also about tools that are designed to help you reach out to hostesses and customers. Plus, you can visit the Mary Kay InTouch® booth for online guidance and support, and visit MKConnections® for business tools, supplies and more!
8. **The value you receive from the cost of your registration fee is worth the investment.** Nowhere else can you receive the wide range of education, along with the inspiration, recognition and motivation, plus wholesale credit and
7. **Spend quality time** with your Independent Sales Director and National Area!
6. **Share ideas with sister Independent Beauty Consultants and Independent Sales Directors** who, just like you, are eager to learn and grow in their Mary Kay businesses.
5. **Be among the first to try new Mary Kay® products** with the product gift you receive exclusively for you with your Seminar registration.
4. **Receive fabulous education** - in classes and from the stage - that will cover a wide range of topics, including what's new with the Mary Kay® products to the sold business-building techniques that can help you take your business onward and upward!
3. **Learn from the "best of the best"** of the Mary Kay independent sales force as top Independent National Sales Directors and Independent Sales Directors from across the nation come together to share their personal stories and secrets of success with you!
2. **It's a smart business decision.** Seminar is the perfect setting to think about the new goals you want to achieve for the new Seminar year!
1. **Celebrate** and receive well-deserved recognition for your accomplishments!



Dallas, TX

Priority Registration: April 26th

Open Registration: Apr 29th

- All Independent Sales Force Members who registered for Career Conference 2019 without cancelling Qualifiers: \$195
- All other Independent Sales Force Members: \$225
(except for new IBC Agreements accepted by the Company beginning July 1, 2018-July 1, 2019; their registration fee will be \$195)

Logon to InTouch for all the details.

Seminar 2019

Save for it

Seminar registration: \$195
 Hotel: \$300 (4 to a room)
 Plane Ticket: \$300
 Meals: \$50
 (meals the company does not cover)
 Taxi: \$40
 Tips: \$15
 (HP YOUR ROOM SERVICE FOR HOTEL)

\$900

Save \$60 per week for 15 weeks

Save \$90 per week for 10 weeks

PinK



Marita McCafferty
Independent Sales Director
 1115 Angus Circle
 Blue Bell, PA 19422

To the Dynamic:



Find your potential and experience the power of Seminar 2019, and you could earn rewards – like a beautiful multicolored bracelet! When your unit achieves the *Unit Seminar 2019 Registration Challenge*, you're all on the path to success.

Challenge Details

Independent Sales Directors and their unit members who grow their unit Seminar registration count* by **two attendees** over the prior Seminar year OR **have at least eight attendees** as their Seminar registration count* will earn the prizes listed below. Spouses who register by July 1 and attend Seminar are included in your registration count.*

The Independent Sales Director and her unit members who qualify and attend Seminar 2019 will receive:

- A multicolored bracelet (coordinates with Seminar 2018 registration challenge necklace).
- Standing recognition in the General Sessions.
- A Bling Button.

PLUS, spouses (of those who qualify) who register for and attend Seminar 2019 will receive:

- *MK High Intensity Ocean*® Cologne Spray



Cruising to the End!



Get all your *Destination Red* questions answered by the achievers themselves! Tune in for the exciting May Power Class of the Month LIVE at 6 p.m. CT, on May 1 (English), featuring Independent Elite Executive National Sales Director Gloria Mayfield Banks and on May 3 (Spanish), featuring Independent Senior National Sales Director Dayana Polanco. All five Mary Kay branches will host a live stream watch party followed by a 45-minute workshop featuring Destination Red achievers. You won't want to miss this fun celebration and opportunity to strategize the **last 60 days** of the Destination Red qualification period!

Register on InTouch for a Party near you!