



Director Marita McCafferty

# Dynamite Unit



## CONGRATULATIONS!



**Linda Sperring was #7 in Sales in the Valerio Area for Seminar 2016!!**

**The Dynamite Unit was the #10 Unit in Sales in the Valerio Area for Seminar 2016!!**



## Celebrate!

<u>Sept Birthdays</u>	<u>Day</u>	<u>Sept. Anniversaries</u>	<u>Year</u>
Megan Stewart	2	Cathy Larkin	24
Janet E. Cipoletta	7	Maureen McCormick	23
Kelly A. Bennett	8	Jeanne Ruhl	3
Mary T. Nelson	9	Donna H. Riehs	2
Candida Taylor	11	Megan Stewart	1
Marita McCafferty	18	Lisa R. Minniti	1
Tish Carbo	22	Kathleen Connell	1
Gail M. Hughes	23		
Lisa A. Sperring	26		



## July Embracelet Winners!



**Lillian Derro**



### Challenge

August Bracelet:  
"Live by the Golden Rule"



Get the year of your dreams off to a great start with this yearlong challenge! Each month during the year that you place a cumulative \$600\* or more wholesale Section 1 order, you can receive a gorgeous bracelet with a quote that reflects Mary Kay Ash's legacy of love.



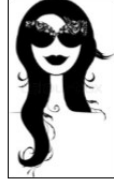
# The Ultimate Unit



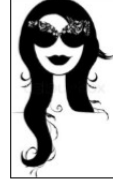
Position Available!

## Future Director

8+ Team Members



Position Available!



Position Available!

## Team Leaders

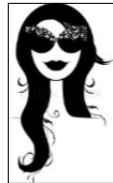
5-7 Team Members



Candida Taylor



Linda Sperring



Position Available!

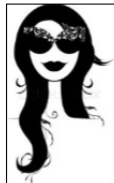


## Star Team Builder

3-4 Team Members



Position Available!



Position Available!



Position Available!



Position Available!



Position Available!

## Senior Consultants

1-2 Team Members

Barb Dickson	Christine Hrusovsky	Carolyn Isaacs	Cathy Larkin	Eileen McEntee
Kirsten Olson	Amy Prestifilippo	Pat Varrone	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

# Dates Ahead

- 8/22...Dress Barn Fashion Show  
Walton Rd 6:30
- 8/24...Holiday PCP enrollment ends
- 8/29...Walton Rd meeting room 6:30
- 9/12...Valerio Area Workshop 7pm  
Radisson Valley Forge
- 9/19...Walton Rd meeting room 6:30
- 9/26...Walton Rd meeting room 6:30

## Valerio Area Workshops Radisson Valley Forge

1160 1st Ave, King of Prussia, PA

**Monday September 12, 2016**

7:00pm - 9:30pm; Cost \$11.00

**January 7, 2017**

January Jumpstart 9:00am-3:00pm

**Monday March 20, 2017**

7:00pm - 9:30pm; Cost \$11.00

**Saturday, June 17, 2017**

8:30am - 12:30pm; Cost \$16.00

## 'Love' Checks

### 9% Commission

Linda J. Sperring	\$22
Candida Taylor	\$20

### 4% Commission

Cathy Larkin	\$33
Barbara Dickson	\$16

(Commissions of \$10 and up)

## Pink Investors

These consultants invested in product last month!



Lillian R. Derro  
Maureen McCormick  
Peggy Smith-Dobbs  
Barbara A. Dickson  
Eileen Brehm  
Lisa A. Chapman  
Lilawatie Chin-ahin  
Kathy M. Frankowski  
Lori Moore

Denise McDevitt  
Marlene D. Phillips  
Candida Taylor  
Tara Kresge  
Monique R. Uribe  
Donna H. Riehs  
Amy A. Prestifilippo  
Jo'Anne Every



### How do you earn Commission??

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

## Do you have the kind of GRIT that keeps you going despite what you may see?

Not only can you reach your selling goals, but you can exceed them by using GRIT to push through despite the obstacles. Learn from the best as you push yourself to the limit to achieve selling success.

Available at [www.marykayintouch.com](http://www.marykayintouch.com)



# INDULGE YOUR DIVA DREAMS — TECHNO DIVA —

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



On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Smith-Dobbs, Peggy A.	1960	STAR!!	440	1040	1640	2840
Derro, Lillian	693	1107	1707	2307	2907	4107
Taylor, Candida	533	1267	1867	2467	3067	4267
Chapman, Lisa	505	1295	1895	2495	3095	4295
McCormick, Maureen	430	1370	1970	2570	3170	4370
Varrone, PA	416	1384	1984	2594	3194	4384
McDevitt, Denise	405	1395	1995	2595	3195	4395
Uribe, Monique	401	1399	1999	2599	3199	4399

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

## Seminar Awards 2017



## YTD Court of Sales

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

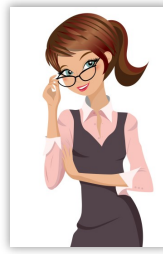


1. Lillian R. Derro \$1,385.00
2. Maureen E. McCormick \$880.00
3. Peggy A. Smith-Dobbs \$834.00
4. Barbara A. Dickson \$597.00
5. Lisa A. Chapman \$517.00
6. Kathy M. Frankowski \$509.00
7. Lori Moore \$492.00
8. Lilawatie Chin-ahin \$488.00
9. Denise McDevitt \$464.00
10. Candida Taylor \$455.00

July 1, 2016-June 30, 2017

## YTD Court of Sharing

MK: 24 Qualified \* Area: 10 Qualified



1. You this Month! 1Q



Always do your best. What you plant now, you will harvest later.  
*Og Mandino*

dressbarn

# FASHION SHOW



*Monday.*

*August 22nd*

Doors open at  
6:30pm

3031 Walton Rd Bldg B  
Plymouth Meeting, PA  
19462



*Stations to see &  
sample Mary Kay  
products including  
the NEW Fall line!*

RSVP to your  
'Consultant



**Swag Bags for All Guests!!!**

**Door Prizes! Raffles!! Refreshments!!**

# Valeria Thera WORKSHOP

Monday, September 12th



*Jassantha  
Karty*

SPECIAL GUEST  
CADILLAC  
SR. DIRECTOR

*Recognition, Inspiration  
& Education*

Radisson Hotel \* 7:00-9:00pm

1160 1st Ave, King of Prussia, PA 19406

Consultants/Directors: \$11 cash at the door

Guests: FREE

Guest Pampering & Makeovers featuring  
Fall's Runway-inspired colors!



*Fast Giveaway Drawings \* Summer Skate Drawings*

Promo Flyers & details available at [nstdsandyvalerio.com](http://nstdsandyvalerio.com)

# Valerio Area Retreat

October 7 – 9, 2016 \*

Golden Inn, Avalon, NJ

Icona Golden Inn 7849 Dune Drive Avalon, NJ 08202

(609) 368-5155

## Pre-Registration Form

Name: \_\_\_\_\_

Cell Phone: \_\_\_\_\_

Address: \_\_\_\_\_

Email: \_\_\_\_\_

Director's Name: \_\_\_\_\_

Career Status \_\_\_\_\_

Dietary Needs \_\_\_\_\_

## Priority Pre-registration for Valerio Area

\*\*\* \$20.00 Pre-registration Fee and form due by August 31, 2016... NO EXCEPTIONS \*\*\*

## Pre-registration fee is NON-REFUNDABLE

### Step 1:

Complete this form, and return it and \$20 CASH to your Director by August 31st. This will reserve your space until you complete Step 2.

### Step 2:

Complete your registration form on our area website. Ndsandyvalerio.com password – innercircle. Once you complete this form Call, Fax or Mail your reservation to Hotel to reserve your room, your space is guaranteed. ***Hotel must be reserved with deposit by September 23, 2016.***



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

# GET RUNWAY READY

with the NEW Fall 2016 Mary Kay Products \* Available August 15th



All consultants  
 can order New  
 products NOW!

*To the Dynamic:*

# MK Achievers

July 1, 2016 - June 30, 2017

**Earn Monthly Swag Bag  
 based on your Activity!**

## Platinum

- 40 Faces/ min. 8 Parties
- 15 Sharing Appointments
- 2 New or 1 Qualified Team Member
- \$1600 retail sales
- \$800 w/s order \*

**Complete  
 4 of 5**

## Gold

- 30 Faces/ min. 5 Parties
- 10 Sharing Appointments
- 2 New or 1 Qualified Team Member
- \$1200 retail sales
- \$600 w/s order \*

**Complete  
 4 of 5**

## Silver

- 15 Faces/ min. 3 Parties
- 5 Sharing Appointments
- 1 New Team Member
- \$800 retail sales
- \$400 w/s order \*

**Complete  
 3 of 5**

## Bronze

- 10 Faces/ min. 1 Party
- 3 Sharing Appointments
- 1 New Team Member
- \$500 retail sales
- \$250 w/s order \*

**Complete  
 3 of 5**

- \* this item must be completed.
- WAS must be turned in to receive prize

## Be Consistent!

Earn Quarterly Event by achieving  
 months 3 months of consistency!  
 (only 1 can be bronze)

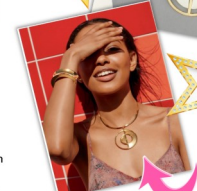
## Start the NEW Year Strong-

# Be a Star!!

June 16th -  
 September 15th



**Be A Valerio Area  
 1st Quarter STAR  
 to earn this  
 gorgeous  
 Necklace Set!!**



Achieve Star Consultant status when  
 you place a minimum of \$1800  
 wholesale in to the company from  
 June 16, 2016-September 15, 2016.

As seen in  
 Nordstrom's  
 May Catalogue!

## Debut as a NEW Director



from Aug. 1, 2016, through  
 Jan 1, 2017, and you will re-  
 ceive these fabulous rewards:

- A beautiful R. J. Graziano-designed Class Ring
- A fabulous Vince Camuto handbag
- Gorgeous R. J. Graziano necklace and hoop earrings set
- NEW! \$500 bonus in the form of check when you attend Leadership 2017 as an Ind. Sales Director
- NEW! \$500 bonus in the form of a check when you attend Seminar 2017 as an Ind. Sales Director