



Director Marita McCafferty

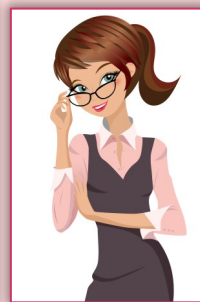
Dynamite Unit



**NEW
FACES
take you
PLACES**



July



Congratulations Bracelet Achievers!

All July achievers are on-target for the Consistency Bracelet!

Dolores Morroni * Pat Varrone
Peggy Smith-Dobbs * Marita McCafferty

FOR ALL THE SEASONS OF YOUR LIFE

FALL IN LOVE WITH THE
HOLIDAYS

Star Consultant Program

June 16 to Sept. 15, 2017

On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Varrone, Pat	1224	576	1176	1776	2376	3576
Sperring, Linda J.	834	966	1566	2166	2766	3966
Patterson, Dawn M.	643	1157	1757	2357	2957	4157
Taylor, Candida	635	1165	1765	2365	2965	4165
Morroni, Dolores M.	604	1196	1796	2396	2996	4196
Smith-Dobbs, Peggy A.	603	1197	1797	2397	2997	4197
McDevitt, Denise	533	1267	1867	2467	3067	4267
Dickson, Barbara A.	521	1279	1879	2479	3079	4279
Doyle, Joan M.	458	1342	1942	2542	3142	4342
Farnell, Virginia	403	1397	1997	2597	3197	4397

Sapphire ★
1.800

Ruby ★
2.400

Diamond ★
3.000

Emerald ★
3.600

Pearl ★
4.800

Happy Mary Kay New Year!

It's the start of the New Year woohoo!!! What's your goal for this quarter ? How many new customers do you want? Red Jacket...Star Consultant...Career Car? These are all doable when the work is there!

I was so excited to be awarded my beautiful amethyst and diamond ring this year in Dallas:) I wear it every day with pride! You can do this too right? I am challenging each of you to be a Star Consultant this quarter! 4 quarters as a Star to win your Kate Spade bag from Mary Kay!! Of course what's better than a new bag?!! Finally...we are on target for Premier Club to finish September 30th. We have a lot of work to do to stay in this club and without a doubt I believe it will be done! Why? Because you are all team players working towards your own goals. Let's do this!!!

Wishing you an Amazing August!

Belief in you

Marita



August

Team Building Challenge

Party hard in August 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 these trendy sunglasses.* With these shades, your future's looking bright!

See *InTouch* for complete details.



Dolores Morrone met the challenge in July and earned the Faces Take You Places journal from MK!! Congratulations!!

Be A Valerio Area 1st Quarter STAR to earn this gorgeous Necklace Set From Sandy & your Director!

Choose Rose Gold, Gold or Silver!

ENSD Sandy Valerio

Necklaces will be awarded at Fall Advance in October.

Achieve Star Consultant status when you place a minimum of \$1800 wholesale in to the company from June 16, 2017-September 15, 2017.

ALL STAR Consistency Challenge

Each All-Star Consultant level (Sapphire through Pearl)

has its own unique consistency prize, each from the same spectacular kate spade new york® Collection. Your total year-end contest credits will determine which super chic prize is yours! You'll also earn an invitation to the special prize party at Seminar 2018 where you'll pick up your prize & standing recognition at Seminar 2018.

Look Who Enrolled Customers in Fall PCA!

Linda Sperring	Denise McDevitt
Peggy Smith-Dobbs	Iris Morales
Barb Dickson	Debbi O'Hara
Candida Taylor	Debbie Bracy
Pat Varrone	
Joan Doyle	

The Look mailed August 13th - be sure to follow up!

The Ultimate Unit

Dates Ahead

- 8/21...No Meeting
- 8/24...Facebook Party
- 8/28...meeting at Marita's home
6:30pm
- 8/31...Last day of the month to
place orders. Contact Marita
after 9pm to place
- 8/31...Fall Advance Pre-
Registration Form due
- 9/4...No Meeting
- 9/10...Holiday Products available
to order for 1st Quarter Stars &
PCP participants
- 9/10...Holiday Products available
to order for all consultants
- 9/20...Fall Advance Hotel Reser-
vation Form due

Valerio Area Workshop
Tuesday, September 12th
Blue Bell Country Club
7pm; \$13

**Valerio & McKeever Areas Fall
Advance**
Pocono Manor Resort & Spa
October 20th-22nd
Pocono Manor, PA

'Love' Checks

9% Commission
Candida Taylor \$45

4% Commission
Barb Dickson \$11

(Commissions of \$10 and up)



How do you earn Commission??

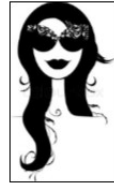
- 1-4 active team members = 4%
- 5+ active team members = 9%
- 5+ team members who place
\$225+ w/s ea. in a month & you
place \$600 w/s = 13%



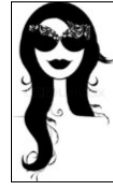
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

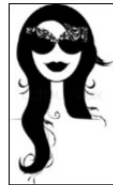
5-7 Team Members



Candida Taylor



Position Available!



Position Available!



Star Team Builder

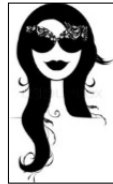
3-4 Team Members



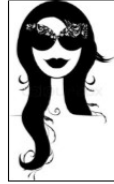
Linda Sperring



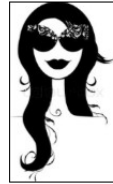
Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	Jo'Anne Every	Carolyn Isaacs	Cathy Larkin	Eileen McEntee
Dolores Morrioni	Kirsten Olson	Amy Prestifilippo	Pat Varrone	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Welcome New Consultants!

MARY KAY

New Consultant
Elizabeth J. Collins
Diane Dougherty
Dolores M. Morrioni

From
Clifton Heights, PA
Exton, PA
Clifton Heights, PA

Sponsored By
Dolores M. Morrioni
Dolores M. Morrioni
Marita McCafferty

"It is our attitude at the beginning of a difficult task which, more than anything else, will affect its successful outcome."

-William James, Psychologist, Professor and Author

Pink Investors

These consultants invested in product last month!



Dolores M. Morroni	Amy A. Prestifilippo
Peggy A. Smith-Dobbs	Candida Taylor
Pat Varrone	Diane Dougherty
Kelly A. Bennett	Joan M. Doyle
Eileen Brehm	Barbara A. Dickson
Denise McDevitt	Lisa A. Chapman
Iris N. Morales	Debbie Bracy
Fabiola Galeno	



<u>Sept Birthdays</u>	<u>Day</u>	<u>Sept Anniversaries</u>	<u>Year</u>
Megan Stewart	2	Cathy Larkin	25
Janet E. Cipoletta	7	Maureen McCormick	24
Kelly A. Bennett	8	Jeanne Ruhl	4
Mary T. Nelson	9	Donna H. Riehs	3
Candida Taylor	11	Megan Stewart	2
Marita McCafferty	18		
Elizabeth J. Collins	19		
Julie B. Warrington	21		
Gail M. Hughes	23		



Are you ready to get in the driver's seat?

Earning the use of a Mary Kay Career Car is just one of the many ways to be rewarded for all of your hard work as a top seller. This month's show features ESSD Robyn Cartmill, SSD Menina Givens, SSD September James and Laura Beitler, VP Sales, Event Planning and Production. Available at www.marykayintouch.com

Seminar Awards 2018



YTD Court of Sales

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



#1



#2



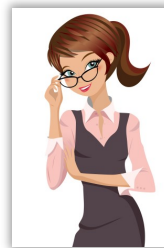
#3

1. Dolores M. Morroni \$1,359.00
2. Peggy A. Smith-Dobbs \$1,236.00
3. Pat Varrone \$1,216.00
4. Kelly A. Bennett \$613.00
5. Eileen Brehm \$576.00
6. Denise McDevitt \$564.00
7. Iris N. Morales \$488.00
8. Fabiola Galeno \$467.00
9. Amy A. Prestifilippo \$463.00
10. Candida Taylor \$461.00

July 1, 2017-June 30, 2018

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. You this Month! 1Q

Be Skin Care Confident!

Complete the program to up your confidence & earn your bling button! Available under Product menu on InTouch.



YOU ARE GOING TO **FLIP**
OVER THE **NEW** MARY KAY
FLIP CHART

&

PARTY SUPPLIES



Place a \$225 w/s and earn your new laminated place mats and set sheets



Place a \$400 w/s and earn your new Mary Kay day planner



For EVERY new team member added earn a NEW section 2 item. (profile cards, look books, receipts)



Place a \$600 w/s and earn your new clip chart and binder along with your bracelet



Place a \$1000 w/s and earn EVERYTHING plus your laminated name cards

**NEW
FACES**
take you
PLACES

August



For each month during the 2017 - 2018 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, she will earn an exclusive designer charm bracelet that features a different power word to focus her business on for that month.

Independent Sales Directors & Beauty Consultants who achieve the August *New Faces Take You Places* Challenge have a chance to win:

- **Grand Prizes:** Four (4) Mary Kay independent sales force members will receive the grand prize: a pair of diamond hoop earrings.
- **Runner-Up Prizes:** 100 independent sales force members will receive a \$100 AMEX gift card.

**NEW
FACES**
take you
PLACES



*Surprise
& Delight*
August

So you have even more reasons to find new faces and grow your business in August.

Back to School

BUSINESS BUILDINGS TIPS FOR YOU

1

Consider talking with moms as soon as kids start school - like the week of. Typically a mom's schedule isn't 100% in place, so she may be able to book SOON; consider even offering a BACK TO SCHOOL special for those that book within a week of school starting. If she already has a schedule in place, find a day she isn't busy and get her booked!

2

Make sure you think in advance, "What's in it for her?" Does her and her girlfriends need pampering time? Relaxation time for laughs? Want to understand how to probably apply colors? Answer those questions and then format your party to match what would excite her and her guests!

3

You can have a teacher's party in the teacher's lounge at school. A quick skin care class would be GREAT for teachers on their break. You can even bring an inexpensive sandwich tray and drinks to feed the teachers. They would appreciate it!

4

Bring your kid's teacher a goodie bag, as well as the principle and office staff. This is a great way to establish rapport with your school and also to build your business!

5

Silent marketing: Wear MK shirts, wear your name tag, place magazines and samples in the lobby!



Faces Take You Places Tracking

Name: _____ Dir. Name _____

Email: _____

Month: _____

*Tracking sheets must be received by the 3rd of the month
Please e-mail to nsdsandyv@gmail.com or fax: 215-699-8573

Which did you achieve this month?
Inner: ___ Diamond: ___ Gold: ___

Personal W/S: _____ Retail Sales: _____
Pers. Recruits Not Qual: _____ Pers. Recruits Qual: _____

Interviews

Name/Phone	Follow-Up / Recruited?
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
11.	
12.	
13.	
14.	
15.	

Inner Circle **COMPLETE 4 OF THE 5**

\$800 Personal w/s* \$1400 retail sales*
25 faces or 10 parties 15 interviews/guests
1 new pers. Q or 2 new recruits

Diamond Circle **COMPLETE 4 OF THE 5**

\$600 Personal w/s* \$1000 retail sales*
20 faces or 6 parties 10 interviews/guests
1 new pers. Q or 2 new recruits

Gold Circle **COMPLETE 4 OF THE 5**

\$400 Personal w/s* \$800 retail sales*
15 faces or 4 parties 5 interviews/guests
1 new personal recruit

* these items must be completed

Faces/Selling Appointments

Name/Phone	Class/Facial	\$ Sold	Bookings
1.			
2.			
3.			
4.			
5.			
6.			
7.			
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9.			
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12.			
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21.			
22.			
23.			
24.			
25.			
26.			
27.			
28.			
29.			
30.			
Totals			

Parties

Hostess/Date	Hostess/Date
1.	5.
2.	6.
3.	7.
4.	8.



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



To the Dynamic:

SNSD Sandy Valerio

FACES

Take You Places

2018 Valerio Area Consultant Challenge

Be an Achiever in your Category of Choice Each Month!

Gold Circle	Diamond Circle	Inner Circle
<ul style="list-style-type: none"> \$400 Personal Wholesale* 15 faces or 4 parties \$800 retail sales* 1 new pers. Q or 2 new recruits 5 interviews/guests to events 	<ul style="list-style-type: none"> \$600 Personal Wholesale* 20 faces or 6 parties \$1000 retail sales* 1 new pers. Q or 2 new recruits 10 interviews/guests to events 	<ul style="list-style-type: none"> \$800 Personal Wholesale* 25 faces or 8 parties \$1400 retail sales* 1 new pers. Q or 2 new recruits 15 interviews/guests to events
Complete 4 of 5	Complete 4 of 5	Complete 4 of 5
Complete Gold Circle to earn the monthly prize!	Complete Diamond Circle to earn the monthly prize & a mystery gift!	Complete Inner Circle to earn the monthly prize & a \$25 Gift Card!

Achievers will also earn recognition on area site & in area newsletter!

Earn your "New Faces Take You Places" Bracelet from Mary Kay when you place \$600 w/s in a month!

START 4

*\$600 w/s can be cumulative. Bracelet changes July.

August
 "Follow Your Dreams" Cosmetic Bag



- New Fall Products!**
- TimeWise® Vitamin C Activating Squares™, \$24, pk./12**
Give your favorite Mary Kay® serum a beautifying boost with vitamin C!
 - Special-Edition† Believe + Wonder™**
Available in *Sail to the Moon™*, *Paint the Sky™* and *Chase a Rainbow™*
Fragrance Mist, \$18 ea.
Floral and fruity notes in a misty burst of energy!
 - Body Lotion, \$16 each**
Floral tones and sweetness in a refreshing, moisturizing lotion.
 - Shower Gel, \$16 ea.**
Bring these refreshing scents into the shower!
 - Limited-Edition† Mary Kay® Eye Color Palette, \$24 ea.**
Move from subtle to dramatic with these luxurious palettes. Available in *Rosé Nudes* and *Simply Smoky*
 - Limited-Edition† Mary Kay® Lip Suede, \$16 ea.**
These semi-matte shades are flattering on every woman. Available in *Mulberry Muse* and *Rosé Blush*
 - Limited-Edition† Mary Kay® Nail Lacquer, \$9.50 ea.**
Vivid tones in violet, pink and rose add impact to your fingers and toes. Available in *Violet Silk*, *Mulberry Muse***, *Rosé Blush*** and *Pink Escape*