



Director Marita McCafferty

# Dynamite Unit

YOU HOLD THE KEY



MARY KAY

YOU HOLD THE KEY

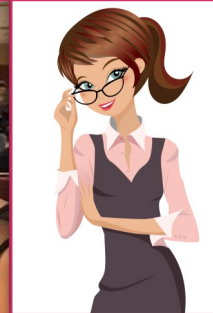


MARY KAY



JULY KEY

GET THAT MARY KAY ENTHUSIASM!



## Congrats Key Achievers!

All July achievers are on-target for the Fall Consistency Necklace this month!

Linda Sperring \* Dolores Morroni  
Peggy Smith-Dobbs \* Marita McCafferty

## STAR CONSULTANT PROGRAM



JUNE 16 to SEPT. 15, 2018

MARY KAY®

On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Morroni, Dolores M.	1633	167	767	1367	1967	3167
Smith-Dobbs, Peggy A.	1521	279	879	1479	2079	3279
Sperring, Linda J.	1202	598	1198	1798	2398	3598
Varrone, Pat	668	1132	1732	2332	2932	4132
Dickson, Barbara A.	537	1263	1863	2463	3063	4263
Morales, Iris N.	501	1299	1899	2499	3099	4299
Patterson, Dawn M.	482	1318	1918	2518	3118	4318

## ALL STAR Consistency Challenge



This is the quarter to go on-target!  
Earn a fabulous piece from the Kate Spade Collection!  
And special recognition at Seminar!

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**

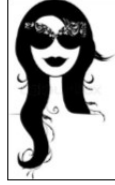
5-7 Team Members



Candida Taylor



Position Available!



Position Available!



**Star Team Builder**

3-4 Team Members



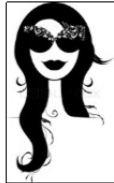
Linda Sperring



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 Morroni	Pat Varrone	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

# Dates Ahead

8/31...Last day of the month to place orders.

9/3...No Meeting - Labor Day

9/10...meeting at Marita's home  
6:30pm

9/16...Winter PCP enrollment begins

9/17...No Meeting

9/18...Workshop

9/24...meeting at Marita's home  
6:30pm

9/30...Last day of the month to place orders.

## Valerio Area Workshops

September 18th, 7pm

Blue Bell Country Club

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

## Valerio Area January Jumpstart

Saturday, January 26th

Blue Bell Country Club

## Valerio Area Fall Advance

October 12th-14th

Wyndham Gettysburg

## Ruby Leadership 2019

San Diego, CA

January 16th-19th

DIQs are Invited!

## 'Love' Checks

### 9% Commission

Candida Taylor \$47

### 4% Commission

Linda J. Sperring \$20

Pat Varrone \$14

Carolyn J. Isaacs \$12

Dolores M. Morroni \$10

(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%

Mary Kay Ash unlocked the door of opportunity for women all around the world. And now, *You Hold the Key!*

Each month during the 2018 – 2019 Seminar year that an Independent Beauty Consultant places a cumulative \$600\* or more wholesale Section 1 order, the door is opened to a monthly jewelry piece from the exclusive **Mary Kay You Hold the Key Jewelry Collection** by R.J. Graziano. And that's just the beginning!





# Pink Investors

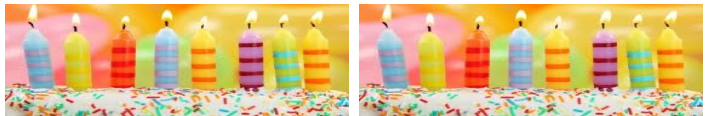


These consultants invested in product last month!

Dolores M. Morroni	Iris N. Morales
Peggy A. Smith-Dobbs	Margaret Criscuolo
Linda J. Sperring	Barbara A. Dickson
Lilawatie Chin-ahin	Joan M. Doyle
Cassandra Weisbecker	Tina Filandino
Sherri L. Bernstein	Lori Moore
Elizabeth J. Collins	Debbie Bracy
Pat Varrone	Eileen S. McEntee
Johna K. Lingelbach	Lisa A. Chapman
Marlene D. Phillips	

# Celebrate!

<u>Sept Birthdays</u>	<u>Day</u>	<u>Sep Anniversaries</u>	<u>Year</u>
Megan Stewart	2	Cathy Larkin	26
Janet E. Cipoletta	7	Maureen McCormick	25
Kelly A. Bennett	8	Donna H. Riehs	4
Mary T. Nelson	9	Megan Stewart	3
Candida Taylor	11	Adrienne Darr	1
Elizabeth J. Collins	19		
Gail M. Hughes	23		



NSD Diana Sumpter provides team building tips & suggestions to make team-building fun and simple while maximizing the Great Start Promotion!

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



# Seminar Awards 2019



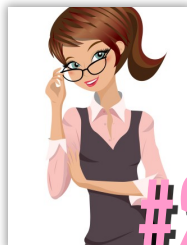
July 1, 2018-June 30, 2019

## YTD Court of Sales

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



#1



#2

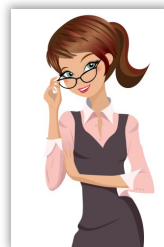


#3

1. Linda J. Sperring \$1,232.00
2. Peggy A. Smith-Dobbs \$1,223.00
3. Dolores M. Morroni \$1,217.00
4. Lilawatie Chin-ahin \$649.00
5. Cassandra Weisbecker \$629.00
6. Sherri L. Bernstein \$555.00
7. Elizabeth J. Collins \$531.00
8. Pat Varrone \$530.00
9. Johna K. Lingelbach \$501.00
10. Marlene D. Phillips \$471.00

## YTD Court of Sharing

MK: 24 Qualified \* Area: 10 Qualified



1. You this month!

*"A dream is just a wish until you act upon it, and then it becomes a goal."*

*Mary Kay Ash*

# Discover the Beauty of Fall

Mary Kay® Collection Bag for \$5 when you purchase \$56 suggested retail (excluding tax) in Mary Kay® Fall 2018 Collection products.



## NEW! Botanical Effects® Skin Care

Regimen includes Cleansing Gel, Refreshing Toner and Moisturizing Gel. Invigorating Scrub is available separately. **\$54**

Botanical Effects® Cleansing Gel, \$18  
Botanical Effects® Refreshing Toner, \$18  
Botanical Effects® Moisturizing Gel, \$18  
Botanical Effects® Invigorating Scrub, \$18

## NEW! Mary Kay® Precision Brow Liner

Outlines, defines and fills. Available in Blonde, Dark Blonde, Brunette, Dark Brunette and Black Brown. **\$14**



## NEW! Mary Kay® Volumizing Brow Tint

Tints, tames and adds Volume. Available in Blonde, Dark Blonde, Brunette and Dark Brunette. **\$14**



## Limited-Edition† Mary Kay Reviving Facial Spray™ by Skindinävía

Boost hydration again and again! **\$20**



## Limited-Edition† Mary Kay® Gel Eyeliner

Foolproof and easy to apply, this versatile eyeliner lets you create fine lines for a daytime look or intensify with ease for more drama. Available in Ornate Orchid and Espresso Ink **\$20**







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 interview/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 interview/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 interview/guests to events

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

\* these items must be completed



## 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 WS: \_\_\_\_\_

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 nsdsandy@gmail.com

# Fall Advance



SNSD Sandy Valerio

YOU HOLD  
THE KEY




MARY KAY



Special Guest  
Susan Johnson  
Director Of Ruby  
Sales Force  
Development

October 12- 14, 2018

Wyndham Gettysburg  Gettysburg, PA

## Pre-Registration Form

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

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

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

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

Career Status:  IBC  Star Team Builder  Team Leader  On Target Car Drivers- DIQ

### Priority Pre-Registration

**\*\* \$20 Pre-Registration Fee and form due by September 1, 2018. NO EXCEPTIONS\*\***

Significant Others are welcome - \$5 Pre-Registration fee (Total fee \$25)

Pre-Registration Fee is NON-REFUNDABLE, but is transferable.

#### Step 1

Complete this form and return with \$20 (or \$25 with Significant Other) to Sandy by Septemeber 1st (Cash or Venmo @Sandra-Valerio-2). This will reserve your space until you complete Step 2.

#### Step 2

Fill out the registration form completely with roommates and credit card information. Email form to Jenna Fazzino at [Jenna.Fazzino@interstatehotels.com](mailto:Jenna.Fazzino@interstatehotels.com).



**YOU HOLD  
THE KEY**




MARY KAY


# Wyndham Gettysburg Hotel October 12-14, 2018


95 Presidential Drive, Gettysburg, PA 17325 (717) 339-0020


**Consultants and Directors:** Please list each roommate with the first being the room captain. Return this form to the Hotel NO LATER THAN September 12th, 2018. Please have EACH roommate use THEIR OWN credit card to reserve their package.

**Packages Include:** Three Days and Two Nights Accommodations, Two Breakfast Buffets, Two Dinner Meals, Tax & Gratuities

 **Single Occupancy:** \$433.62

 **Double Occupancy:** \$284.33 Per Person

 **Triple Occupancy:** \$232.90 Per Person

 **Quad Occupancy:** \$207.18 Per Person

To make reservations fax 717-334-0456, email or mail this form to Jenna Fazzino at Jenna.Fazzino@interstatehotels.com. Overnight package reservations must be received by 9/12/2018. A \$50 deposit is due upon booking individual reservations and charged at that time. A credit card is due at check-in for incidentals. If individual cancellation is received less than (2) two weeks prior to arrival \$50 deposit will be forfeited.

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

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

**Payment Info - No Debit/Check Cards**

\_\_\_ Visa \_\_\_ MC \_\_\_ Amex \_\_\_ Disc \_\_\_ \$Order

CC# \_\_\_\_\_ Exp \_\_\_\_\_

Dietary Restrictions (Allergies, Vegetarian, etc.)  
\_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

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

**Payment Info - No Debit/Check Cards**

\_\_\_ Visa \_\_\_ MC \_\_\_ Amex \_\_\_ Disc \_\_\_ \$Order

CC# \_\_\_\_\_ Exp \_\_\_\_\_

Dietary Restrictions (Allergies, Vegetarian, etc.)  
\_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

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

**Payment Info - No Debit/Check Cards**

\_\_\_ Visa \_\_\_ MC \_\_\_ Amex \_\_\_ Disc \_\_\_ \$Order

CC# \_\_\_\_\_ Exp \_\_\_\_\_

Dietary Restrictions (Allergies, Vegetarian, etc.)  
\_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

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

**Payment Info - No Debit/Check Cards**

\_\_\_ Visa \_\_\_ MC \_\_\_ Amex \_\_\_ Disc \_\_\_ \$Order

CC# \_\_\_\_\_ Exp \_\_\_\_\_

Dietary Restrictions (Allergies, Vegetarian, etc.)  
\_\_\_\_\_



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

#OneWomanCan  
*Lead, Live and Thrive  
 by Remaining True  
 to Herself.*

MARY-K

*To the Dynamic:*

**Valerio Area**  
**WORKSHOP**

**SANDY VALERIO**  
 SR. NSD

**TUESDAY, SEPTEMBER 18TH**

7:00 - BLUE BELL COUNTRY CLUB  
 9:30 PM 1800 TOURNAMENT DRIVE  
 BLUE BELL, PA 19422

**Inspiration, Motivation & Education**

EACH GUEST WILL BE ENTERED  
 INTO A DRAWING TO WIN A KATE  
 SPADE BAG THAT NIGHT!  
 AND IF YOU WIN, SO DOES YOUR  
 CONSULTANT!

**kate spade**  
 NEW YORK

**Guests Welcome!**  
**Pampering and**  
**Makeovers!**

Cost \$12 if you Venmo @ Sandra-Valerio-2 by Sunday 9/16 or \$14 at the door

# 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!