



Director Marita McCafferty

Dynamite Unit



Congratulations Achievers!



Linda Sperring



Pat Varrone



Cindy Ervin



Marita McCafferty

Dolores Morrioni, Linda Sperring, Pat Varrone & Marita are on-target for the Fall Consistency Challenge!



On-Target Stars

****1st Quarter ends September 15th ****

Name	Contest Amount	Current Won to Date	Needed for Next Star
Linda Sperring	\$2,151.00	Sapphire	\$249.00
Dolores Morrioni	\$1,908.70	Sapphire	\$491.30
Pat Varrone	\$1,087.00		\$713.00
Cindy Ervin	\$971.60		\$828.40
Peggy Smith-Dobbs	\$856.00		\$944.00
LeeAnn Rooney	\$710.80		\$1,089.20
Candida Taylor	\$503.00		\$1,297.00

Set Your Sights on STARDOM this quarter!



Logon to InTouch to see all of the amazing prizes!!

All Star Consistency Challenge 2019-2020



June 16, 2019-June 15, 2020

The secret to being a star is dreaming big, setting goals,

creating a plan and working your plan, girl! Each All-Star Star Consultant level (Sapphire through Pearl) has its own unique consistency prize, each from the same sophisticated Ted Baker London® All-Star Collection. Your total year-end program credits will determine which super chic prize is yours! You'll also earn an invitation to the special Prize Party at Seminar 2020, where you'll pick up your prize, standing recognition at Seminar 2020 and a Bling Button, recognition in *Applause*® magazine. See InTouch for complete details!

The Ultimate Unit



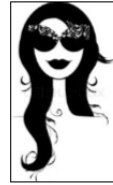
Position Available!

Future Director

8+ Team Members



Position Available!



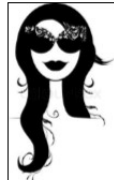
Position Available!

Team Leaders

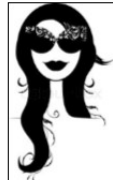
5-7 Team Members



Linda Sperring



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



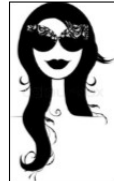
Dolores Morroni



Candida Taylor



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	Cathy Larkin	Eileen McEntee	Iris Morales	Amy Prestifilippo
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.

9/2...No meeting—Labor Day

9/9...meeting (Walton Rd) 6:30pm

9/13...Happy Anniversary Mary Kay Inc!

9/16...meeting (Walton Rd) 6:30pm

9/17...Winter PCP enrollment begins

9/23...meeting (Walton Rd) 6:30pm

9/30...meeting (Walton Rd) 6:30pm.

Last day of the month to place orders.

Valerio Area Retreat

September 27th @6pm-

September 29th @ noon

Flanders Hotel, Ocean City, NJ

Future dates: April 7th & June 16th

Valerio Area Workshops

November 12th

Blue Bell Country Club

Future dates: April 7th & June 16th

January JAM

January 25th

Blue Bell Country Club

Career Conference 2020

Week 1: March 20/21 & 22/23

Week 2: March 27/28

Ruby Seminar 2020

August 29th-August 1st

BUILD YOUR TEAM FOR EXTRA BONUSES!

EARN \$100 FOR EVERY FIRST-TIME RED JACKET WHO JOINS YOUR PERSONAL TEAM.



From Aug. 1 through Dec. 31, 2019, when an active* Independent Beauty Consultant through Independent Elite Executive Senior Sales Director adds a *first-time* Red Jacket (Star Team Builder, Team Leader or Future Independent Sales Director) to her personal team, she will earn a one-time \$100 Red Jacket Team-Building Bonus for each first-time Red Jacket! See www.marykayintouch.com for details!

'Love' Checks

9% Commission

Linda Sperring \$41

6% Commission

Dolores Morroni \$18

(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%

Pink Investors

These consultants invested in product last month!



Dolores Morroni	Eileen Brehm
Linda Sperring	Tina Filandino
Pat Varrone	Amy Prestifilippo
Dawn Patterson	Lisa Chapman
Maribeth Kelly-Mojica	Denise McDevitt
Candida Taylor	Barbara Dickson
LeeAnn Rooney	

Celebrate!

<u>Sept Birthdays</u>	<u>Day</u>	<u>Sept Anniversaries</u>	<u>Year</u>
Megan Stewart	2	Cathy Larkin	27
Janet Cipoletta	7	Maureen McCormick	26
Kelly Bennett	8	Megan Stewart	4
Mary Nelson	9		
Candida Taylor	11		
Elizabeth Collins	19		
Gail Hughes	23		



Each month during the 2019 – 2020 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, she can earn a monthly jewelry piece from the super chic **You Can Do It! Challenge Collection by R.J. Graziano**. And that's just the beginning! Setting and achieving a retail selling goal to support a \$600* or more monthly wholesale Section 1 order could be just what you need to find consistent success. And every month, you'll discover a different path to achieve your goals. So get to it, because we know *You Can Do It!*



Seminar Awards 2020



YTD Court of Sales

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

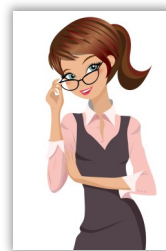


- | | |
|--------------------------|------------|
| 1. Dolores Morroni | \$1,441.00 |
| 2. Linda Sperring | \$1,300.00 |
| 3. Pat Varrone | \$1,207.00 |
| 4. Dawn Patterson | \$605.00 |
| 5. Maribeth Kelly-Mojica | \$504.00 |
| 6. Candida Taylor | \$502.00 |
| 7. LeeAnn Rooney | \$484.00 |
| 8. Eileen Brehm | \$454.00 |
| 9. Tina Filandino | \$453.00 |
| 10. Amy Prestifilippo | \$451.00 |

July 1, 2019-June 30, 2020

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. You!

1Q



Sample to Success!

Ind. Senior Sales Director Margi Whitworth discusses sampling. She shares why using samples are an important part of your business and gives suggestions and sampling as well as other company resources. Available at www.marykayintouch.com

Let Me Be Your ONE-STOP BEAUTY SHOP!

From the latest in skin care to colors that are crushing it, there are so many gorgeous reasons to one-stop beauty shop with me!

New! MARYKAY NATURALLY™ Skin Care

Meet our first natural-certified skin care using quality ingredients derived from nature.*

Tenacious Taupe



Spice of Life

NEW! Limited-Edition† Mary Kay® Matte Lipstick in **Spice of Life** or **Tenacious Taupe**, \$18 each

LIMITED-EDITION† MARYKAY® FALL 2019 COLLECTION CONFIDENTLY *HUE*

The season's hottest trend pairs pops of color with timeless, easy-to-wear neutrals.



Radiate Confidence

Feel Fierce

NEW! Limited-Edition† Mary Kay Chromafusion® Eye Shadow + Mary Kay Petite Palette™ Bundle in **Feel Fierce** or **Radiate Confidence**, \$36 each



**LIMITED-EDITION†† MARYKAY®
COLLECTION BAG, \$5**

YOURS for only \$5 when you purchase \$55 suggested retail (excluding tax) in limited-edition† Mary Kay® Fall 2019 Collection products.

MEET YOUR SKIN'S NEW BEST FRIEND.

Pair this all-new device with your favorite cleanser to lift away pore-clogging impurities in seconds. An attachable facial massage head** relaxes facial tension and works together with your favorite serums*** to help them better absorb.



**Skinvigorate
Sonic™ Skin
Care System, \$75**



**Skinvigorate
Sonic™ Facial
Massage Head, \$25**



**Mary Kay Naturally™
Purifying Cleanser, \$26**



**Mary Kay Naturally™
Exfoliating Powder, \$34**



**Mary Kay Naturally™
Nourishing Oil, \$48**



**Mary Kay Naturally™
Moisturizing Stick, \$28**

*At least 90% of ingredients are derived from natural sources processed in allowance with third-party standards – currently the COSMOS standard. Visit marykay.com/naturally to learn more. To learn more about the COSMOS standard, see cosmos-standard.org/the-cosmos-standard

All prices are suggested retail.
†Available while supplies last **Sold separately
††Available with qualifying purchase from participating Independent Beauty Consultants only and while supplies last.
***The device was not designed to be paired with acne or sunscreen products.

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!



Valerio Area Retreat

September 27-29, 2019



Bee a Part of the Legacy

With Special Guest

SNSD Sandy Valerio



*NSD
Tammy Romage*

~Tammy began her career with Mary Kay in February 1999 and debuted as a Director in July 2000. Within one month she was a Fabulous Fifties Director!
~Her Award Winning Unit has been celebrated 5 times in the Circle of Achievement, 6 times in the Circle of Excellence, and 2 times in the Million Dollar Unit Club! Her highest yearly retail was \$1,084,000!
~Tammy and her husband, Dan, have enjoyed six all-expense paid Top Directors' Trips and eight National Sales Director Trips
~Tammy was honored by her peers and voted Miss Go-Give in the Sapphire Seminar for October 2005.
~She has earned the use of 11 Career Cars, 10 being Pink Cadillacs! She is currently driving the beautiful 2018 Cadillac Escalade.
~Tammy debuted as a New National Sales Director in April 2012 and her National Area achieved Gold Circle status in their first year as a National Area.
~Tammy's favorite quote is: "It doesn't have to take a lifetime to accomplish your dreams. It takes a vision and a decision to go for it".

Retreat Kicks Off Friday at 5:45 PM with a Banquet and ends Sunday at Noon



The Flanders Hotel, Ocean City, NJ

719 11th Street, Ocean City, NJ 08226

Registration Information: www.nsdandyvalerio.com Password innercircle

Deadline for Pre Registration is August 31

Deadline for Hotel Registration is September 8

**This Event will SELL OUT
Do Not Delay!**



SNSD
Sandy
Valerio



If it is to BEE It's Up to Me!



2019-20 Valerio Area
Consultant Challenge

Be an Achiever In your Category of Choice Each Month!

Bee Busy

\$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!

Bee Awesome

\$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!

Bee Excellent

\$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

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: _____

Consistency Prize

Complete 5 out of 6
months to be treated to a
pedicure with Sandy!
(July-Dec or Jan-Jun)

Which Key did you Achieve?

Bee Excellent: _____

Bee Awesome: _____

Bee Busy: _____

Name: _____ Dir. Name _____

Email: _____ Month: _____

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



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

To the Dynamic:



*New Products
 available to
 order NOW!*

Dynamite Unit

2020 Vision Goals



300,000 Unit Club
10 Stars each Quarter
Premier Club Unit
10 New Unit Members
per month
3 New Directors
10 New Customers for
each consultant every
month

We can Do This

PIC•COLLAGE

We're CONFIDENT
 You Won't Want to
 Miss This!

Exclusive Live Stream
 Coming Sept. 12!

EARN DESIGNATIONS NOW ▶



We are CONFIDENT you won't want to miss this exclusive Live Stream event on Sept. 12! It's not open to everyone, so make sure you earn the Advanced Product Consultant designation by completing Color Confident and Skin Care Confident on or BEFORE Aug. 31.

Both online tools have NEW content, so even if you've completed these designations before, you might learn something new to help you with your Mary Kay business. This exclusive Live Stream will feature experts Jackie Basevi and Katie Wrenn who will walk you through these exciting updates to Skin Care Confident and Color Confident:

- ◆ Color Theory module.
- ◆ Learn about the Color Wheel and how to confidently choose shades.
- ◆ Mary Kay Naturally™ products.
- ◆ Learn about the COSMOS certification and how to compliantly promote this new product line.
- ◆ Mary Kay® foundations content.
- ◆ Learn about all our foundations, the best application tools and more!

Mark your calendar for this exciting event. In the meantime, make your way to both Skin Care Confident and Color Confident to earn your designation before Aug. 31!