



Director Marita McCafferty

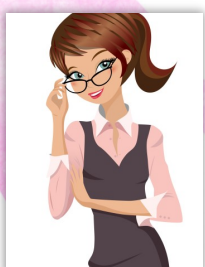
Dynamite Unit



★ Congratulations ★ 2nd Quarter Stars!

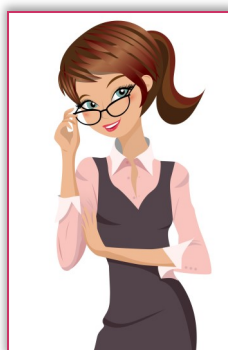


Marita McCafferty
Pearl



Peggy Smith-Dobbs
Sapphire

November Embracelet Winners!



**Peggy Smith-Dobbs * Candida Taylor
Marita McCafferty**

Welcome Back to Wonderful!

Former Independent Beauty Consultants can earn a FREE* TimeWise® Microdermabrasion Plus Set when they restart their Mary Kay businesses.

1 RESTART.
Sign a new Independent Beauty Consultant Agreement.

2 PURCHASE.
Purchase a \$25 Second Chance Starter Kit or \$100 Starter Kit.

3 ORDER.
Place an initial wholesale Section 1 order of \$600 or more by Jan. 31, 2017.**
(excluding shipping, handling and tax)



Career Conference Challenge

An invitation to the Career Conference VIP Luncheon and the "Eat Dessert First" bracelet await you at [Career Conference 2017](#) when you achieve this challenge!

- **Ind. Beauty Consultants and Sales Directors** who achieve the *Embrace Your Dreams* Challenge in December, January and February.
- **NEW Independent Beauty Consultants** whose Independent Beauty Consultant Agreements are received and accepted by the Company in the month of January and who achieve the *Embrace Your Dreams* Challenge in January and February.
- **See InTouch for complete details.**

It's time to make this a December to remember as you build the team of your dreams!

Logon to www.marykayintouch.com for complete details & team building tools!

The Ultimate Unit



DIQ



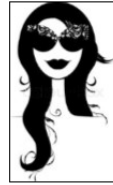
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

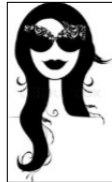
5-7 Team Members



Linda Sperring



Candida Taylor



Position Available!



Star Team Builder

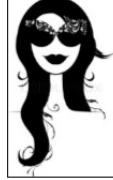
3-4 Team Members



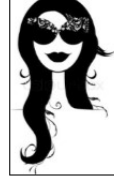
Barb Dickson



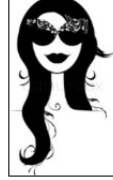
Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Carolyn Isaacs	Cathy Larkin	Eileen McEntee	Kirsten Olson	Pat Varrone
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Dates Ahead

- 12/26....No Meeting
- 12/31...last day to place orders.
- 1/7...January JAM; Radisson Valley Forge; see pg 5 for details
- 1/9...meeting at Marita's home 6:30pm
- 1/16...meeting at Marita's home 6:30pm
- 1/23...meeting at Marita's home 6:30pm
- 1/30...meeting at Marita's home 6:30pm
- 1/31...last day to place orders.

Valerio Area Workshops Radisson Valley Forge

1160 1st Ave, King of Prussia, PA

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

Candida Taylor \$85
Linda J. Sperring \$39

4% Commission

Cathy Larkin \$48
Eileen S. McEntee \$18
Pat Varrone \$12

(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%



Welcome New Consultants!

Julie B. Warrington of Collegeville, PA welcomed by Marita McCafferty!



Count Your inventory December 31st for your 2016 taxes!

- Use an Order Form
- Count type of product. You don't need to know # of each color
- Create order on InTouch to get wholesale amount. Print off order for records
- Create list of discontinued products and amounts

Pink Investors



These consultants invested in product last month!

Peggy Smith-Dobbs	Beth A. Burkhart
Candida Taylor	Pat Varrone
Joan M. Doyle	Denise McDevitt
Marlene D. Phillips	Linda J. Sperring
Jeanne Ruhl	Margaret Criscuolo
Tina Filandino	Lisa A. Chapman
Lori Moore	Carolyn J. Isaacs
Cathy Larkin	Sherri L. Bernstein
Kirsten E. Olson	Barbara A. Dickson



<u>Jan Birthdays</u>	<u>Day</u>	<u>Jan Anniversaries</u>	<u>Year</u>
Jeanne Ruhl	4	Peggy Smith-Dobbs	21
Lilawatie Chin-ahin	7	Elana M. Sloan	19
Christine Hrusovsky	11	Lisa A. Sperring	1
Tara Kresge	11	Verna Sperring	1
Barbara A. Dickson	14		
Tracy Coleman	19		
Clare Sciulli	19		
Fran Duffy	21		
Margaret Criscuolo	28		



Building a new business requires some stretching and growth.

This month we pause to share tips to help you be your best you and grow your best Mary Kay business ever. Need to elevate your confidence quotient? Ready to truly embrace your dreams? Don't miss this month's Power Class featuring Independent Senior National Sales Director Pam Ross!

Available at www.marykayintouch.com.

Seminar Awards 2017



YTD Court of Sales

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

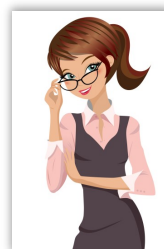


1. Peggy A. Smith-Dobbs \$9,340.00
2. Joan M. Doyle \$5,028.00
3. Pat Varrone \$4,887.00
4. Candida Taylor \$4,279.00
5. Lisa A. Chapman \$3,825.00
6. Iris N. Morales \$2,865.00
7. Denise McDevitt \$2,859.00
8. Virginia Farnell \$2,734.00
9. Marlene D. Phillips \$2,609.00
10. Barbara A. Dickson \$2,498.00

July 1, 2016-June 30, 2017

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. You this Month! 1Q



Challenge

December Bracelet



"Make Me Feel Important"

Earn Your Embracelet this month when you place a total of \$600 or more wholesale!

NSD Jan Thetford's January Booking Script

Here is the script that NSD Jan Thetford uses, and says that in years nobody has told her “no”!



How to Think Like a Retailer

- **MEN!** Now is the time to close men for the holidays! Be willing to work the week before Christmas, and you will double your sales! Take gifts with you wherever you go! Approach men at the garage while getting your oil changed, at the grocery store, wherever you go! Wear your pin! If you have gifts there with you, you WILL SELL THEM! The key is having product gifts made up and on hand!
- Take stocking stuffers and last-minute gifts with you everywhere. Take a list of “Who have you forgotten?” with you to classes and appointments. Have gifts available that fill those needs!

“Hi ____ this is _____. Do you have a quick minute? One of my jobs as your MK consultant is to give you a seasonal update & January is the best month to do that because the winter weather wreaks havoc on our skin! I bet, if you are like most of us, you are looking for a “new year new you” makeover and I would love to spend some un-rushed time with you to update you and answer any questions you may have. Which would be better for us to get together? Weekday, Evening, or Weekend? (And you only give choices that you have available or are willing to work. You are in control of your schedule!!) You know what? We have some BRAND NEW and exciting products being released, and I will give you one for FREE ... and that's a \$____ product for free ... (or some other product of your choice) if you have 2 friends just like you that are over 18 and do not currently have a Mary Kay consultant when I come on _____(the date selected). Who do you think you will ask?”



**You could also offer 15% off all reorders for the whole year (or whatever timeframe you choose) if they book and hold a class in January or the below rewards.*

Booking Idea!

*New Year, New You
Makeovers!*

Schedule an appointment to be held by January 31st and you'll be Rewarded!

- **Schedule a “New Year, New You” personal pampering session** for a complimentary update facial & New look for 2017 and receive a FREE Compact Mini to hold your favorite colors!
- **Invite a friend** (adult non-Mary Kay user) to join you and get the Compact Mini and a FREE Eye shadow.
- **Invite 5 friends** for a “New Year, New You” Party and get a filled Mary Kay Compact with your choice of cheek color, 3 eye shadows, and a lipstick or NouriShine lip gloss FREE! (\$85 total value)



Valerio National Area



Halltime

Session

SATURDAY, JANUARY 7, 2017

9:00am-3:00pm

Radisson Hotel King of Prussia

1160 First Ave, King of Prussia, PA 19406

Casual - Wear Your Favorite Football Team's Jersey!

Registration:

- ♦ \$25 (by Dec 31st)
- ♦ \$30 (Jan 1st-5th)
- ♦ At the door: \$35

Includes lunch

RECOGNITION

- 6 Month Embracelet Achievers
- New Reds (Oct, Nov & Dec)
- New Grand Achievers
- New Directors
- Dream Team Achievers
- Star Consultants
- Top 10 Consultant Sales
- Top 10 Personal Sharing
- Top 10 Director Sales
- Top 10 Director Personal Sales
- Top 10 Unit Sales
- Top 10 Unit Sharing

Celebrating Halltime Achievements!

SPECIAL GUEST

O'Nelly

Encarnacion

National Sales Director



REGISTER AT:

www.nsdandyvalerio.com

JUMPSTART. ACTION. MOTIVATION.



VALERIO AREA

Dream Team

2017 Consultant Challenge

Be a Dream Team Achiever in your Category of Choice Each Month!



Gold Circle Diamond Circle Silver Circle

- \$400 Personal Wholesale*
- 15 faces or 4 parties
- \$800 retail sales*
- 1 new pers. Q or 2 new recruits
- 5 interviews/guests to events

Complete 4 of 5

Complete Gold Circle 3 months in a row to earn bracelet

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

Complete 4 of 5

Complete Diamond Circle 2 months in a row to earn bracelet

- \$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 Inner Circle 1 month in to earn bracelet

* These items MUST be completed



Earn this bee bangle when you achieve Inner Circle Status!



Earn your Embrace Your Dreams bracelet when you place \$600 w/s in a month!

*\$600 w/s can be cumulative. Bracelet/inscription changes each month.



Qualify for a Bracelet, recognition at Area Workshop AND a monthly Advanced Training Session via Google by completing Gold, Diamond or Inner Circle!

Plus recognition on area site & in area newsletter!

The key to happiness is having dreams. The key to success is making your dreams come true. Anonymous



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



To the Dynamic:

Merry Christmas
& HAPPY NEW YEAR

'Twas the Week Before Christmas - Mary Kay Style

'Twas the week before Christmas & all through the nation, Not a pink tube was stirring, not even foundation.

The cases were hung on the doorknob with care, in hopes that no Director would be seeing them there. The profiles were nestled all snug in the drawer, though customers might call me to open my store. And I, without makeup and the neighbor in back, had just settled down for some coffee & snack.

When out in the office there arose such a clatter, sprang out of my chair to see what was the matter! Over to the phone I flew like a flash, picked up the receiver and tripped over the trash.

The light of the lamp on my inventory below, gave it the luster of diamonds and a kind of glow! When what to my longing ears should I hear, but my Director telling me, "This is YOUR year."

"To dream a GREAT dream! Be lively and quick, I know you can do it, lickety split..."

"More rapid than ever you'll go to the top," She whistled and shouted, "I know you won't stop!"

Now Cleanser, now Lip Gloss, now Powder & Freshener. On Bronzer, on Lipstick, on Lifting Serum & Liner!

To the women of the world, for the skin of them all, now call them, call them, call them all!

As dry leaves before the wild hurricane wrinkle, so will my customers, if I don't give them a jingle.

So up to the phone my fingers they flew, with a handful of pink slips and calculator too.

And then in a twinkle, I heard on the phone, Mrs. Smith, my last hostess, with her daughter now home.

As I listened with glee and was turning around, she placed a large order & her VISA card found.

I was dressed all in glitter from my head to my foot, imagining Seminar stage and all of my loot!

A pink limousine would be waiting for me, on Queen's Court of Sales I surely will be.

My eyes will be twinkling, my dimples quite merry, my cheeks like roses with a blusher called Bold Berry.

My proud little mouth will draw up in a grin to know that I've worked & tonight I will win!

The keys to the Cruze I'll clench in my teeth, and the diamonds from Queen's Court, I'll wear like a wreath.

My Unit will be there, applauding like mad. Such excitement and praise, they'll all wish they had.

President Darrell Overcash on stage, a right jolly elf, and I'll laugh when I see him, in spite of myself.

A wink of his eye and a twist of his head, will reassure me to know, I have nothing to dread.

So I spoke not a word to my neighbor from out back, and give up the coffee and the sugary Christmas snack.

And laying a finger again in the dial, I called Mrs. Jones, and said with a smile,

I almost forgot you, it's Christmas, you know, we have beautiful gifts and wrapping to go."

And I heard her exclaim as I hung up the phone, "Thank God for my Consultant, she's the best I have known!"