



Director Marita McCafferty

# Dynamite Unit

It's All About



NEW  
FACES  
take you  
PLACES



November



## Congratulations Bracelet Achievers!

Dolores & Marita are on-target for the Consistency Bracelet!



Iris Morales \* Candida Taylor  
Dolores Morroni \* Marita McCafferty

# ★ Congratulations 2nd Quarter Stars! ★



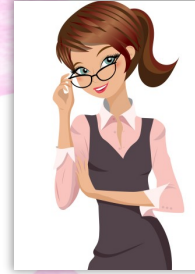
Marita McCafferty  
**Ruby**



Dolores Morroni  
**Sapphire**



Pat Varrone  
**Sapphire**



Iris Morales  
**Sapphire**



Candida Taylor  
**Sapphire**

MARY KAY

STAR  
CONSULTANT  
PROGRAM



DEC. 16, 2017, to  
MARCH 15, 2018

FOR ALL THE  
SEASONS OF  
YOUR LIFE

PUT A SPRING IN YOUR STEP

Be a STAR!

Logon to  
[www.marykayintouch.com](http://www.marykayintouch.com)  
to see all of the amazing  
prizes!!



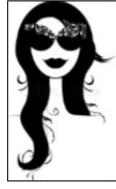
# The Ultimate Unit



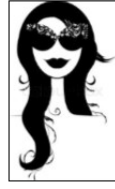
Position Available!

## Future Director

8+ Team Members



Position Available!



Position Available!

## Team Leaders

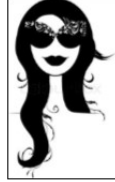
5-7 Team Members



Candida Taylor



Position Available!



Position Available!



## Star Team Builder

3-4 Team Members



Linda Sperring



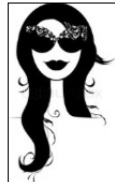
Position Available!



Position Available!



Position Available!



Position Available!

## Senior Consultants

1-2 Team Members

Barb Dickson	Jo'Anne Every	Carolyn Isaacs	Cathy Larkin	Eileen McEntee
Iris Morales	Dolores Morroni	Pat Varrone	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

NEW  
FACES  
take you  
PLACES

December



## Team Building Challenge

When you share the Mary Kay opportunity, you can celebrate the new faces and changed lives! If you become the Independent Beauty Consultant

with the highest number of new personal team members (minimum of two) in your unit, you will receive these glamorous gloves.

**Go places and Celebrate! Final Month of the Challenge!**

See [www.marykayintouch.com](http://www.marykayintouch.com) for complete details



Ready to slay the day? Make sure to put on your "unstoppable confidence!" You can have all the ability in the world to accomplish your business goals, but if you don't believe in that ability, it's difficult to be in full on pursuit of success. Watch this month's show to plug in to your most important personal super power....your confidence! Available at [www.marykayintouch.com](http://www.marykayintouch.com).

# Dates Ahead

12/31...Last day of the month to place orders. Contact Marita after 9pm to place

1/8...meeting at Marita's home 6:30pm

1/15....No meeting. Marita at Leadership

1/17....Spring PCP Enrollment ends

1/22...meeting at Marita's home 6:30pm

1/29...meeting at Marita's home 6:30pm

1/31...Last day of the month to place orders. Contact Marita after 9pm to place

**Valerio Area Workshop**  
Tuesday, April 3rd  
Blue Bell Country Club  
7pm; \$13

**January Jumpstart**  
Saturday, January 27th  
Blue Bell Country Club  
9am-3pm  
\$28 includes lunch

## 'Love' Checks

### 9% Commission

Candida Taylor \$81

### 4% Commission

Pat Varrone \$49

Linda J. Sperring \$22

Cathy Larkin \$18

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%

# Pink Investors

These consultants invested in product last month!



Iris N. Morales	Cassandra Weisbecker
Dolores M. Morrone	Eileen Brehm
Candida Taylor	Tina Filandino
Peggy A. Smith-Dobbs	Denise McDevitt
Linda J. Sperring	Joan M. Doyle
Janet E. Cipoletta	Laurie Kibelstis
Lisa A. Chapman	Margaret Criscuolo
Sherri L. Bernstein	Paulette F. Bahar
Gail M. Hughes	Jo'Anne Every
Debbi O'Hara	Marlene D. Phillips
Elizabeth J. Collins	Patt Every
Lilawatie Chin-ahin	Carolyn J. Isaacs
Pat Varrone	Debbie Bracy
Lisa McGroarty	

# Celebrate!

Jan Birthdays	Day	Jan Anniversaries	Year
Lilawatie Chin-ahin	7	Peggy Smith-Dobbs	22
Dolores M. Morrone	7	Elana M. Sloan	20
Christine Hrusovsky	11	Debbi O'Hara	1
Barbara A. Dickson	14		
Margaret Criscuolo	28		



## Count Your inventory Dec 31st for your 2017 taxes!

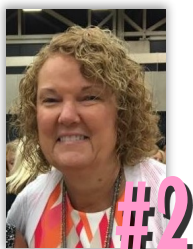
- Use an Order Form
- Count type of product. You don't need to know # of each color
- Create order on InTouch to get wholesale amount. Print off order for records
- Create list of discontinued products and amounts

# Seminar Awards 2018



## YTD Court of Sales

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

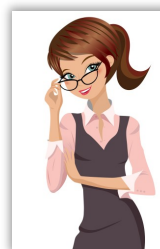


1. Dolores M. Morrone \$7,592.00
2. Pat Varrone \$4,981.00
3. Peggy A. Smith-Dobbs \$4,330.00
4. Candida Taylor \$3,522.00
5. Iris N. Morales \$2,990.00
6. Paulette F. Bahar \$2,634.00
7. Linda J. Sperring \$2,475.00
8. Dawn M. Patterson \$2,183.00
9. Lisa A. Chapman \$2,155.00
10. Denise McDevitt \$2,110.00

July 1, 2017-June 30, 2018

## YTD Court of Sharing

MK: 24 Qualified \* Area: 10 Qualified



1. Iris Morales 1Q
2. Dolores Morrone 1Q

ATTITUDE IS A  
LITTLE THING  
THAT MAKES A  
BIG DIFFERENCE  
WINSTON CHURCHILL  
QuotesEverlasting.com

## Achieving the New Faces Take You Places Challenge in December just got more exciting!

Not only will introducing fabulous Mary Kay® skin care to new customer faces help you earn the monthly charm bracelet and grow your business, Mary Kay Ind. Sales Directors and Ind. Beauty Consultants who achieve the December monthly New Faces Take You Places Challenge by placing a \$600 or more wholesale Section 1 order\* from Dec. 1–31, 2017, will also receive **one entry into a random drawing for fantastic prizes.**



- **Grand Prizes:** Fifteen (15) Mary Kay independent sales force members will receive the grand prize: a Burberry® poncho (one of multiple colors).
- **Runner-Up Prizes:** 100 independent sales force members will receive a \$100 AMEX® gift card.

## 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”!



"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 2018 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! (\$77 total value)



# January Jumpstart



Sr. Nat'l Sales Director

*Sandy  
Valerio*

Valerio National Area

Saturday, January 27th  
9:00am - 3:00pm

Special Guest



*Sean Key*

Vice President.  
Sales Force Motivation  
& Field Support

**Blue Bell Country Club**  
1800 Tournament Dr, Blue Bell, PA 19422

## Registration

\$28 (Register by January 15th)  
\$30 (Jan 16th- Jan 20th if space available)  
*Lunch Included.*

Please **venmo** Sandy at:  
**@Sandra-Valerio-2**  
to register.



*Inspiration, Education & Motivation*  
to Kickoff the New Year!



# FACES

## Take You Places



### 2018 Valerio Area Consultant Challenge

**Be an Achiever in your Category of Choice Each Month!**

### Gold 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 to earn the monthly prize!**

### Diamond Circle

- \$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 to earn the monthly prize & a 15 min Goal session!**

### Inner Circle

- \$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 to earn the monthly prize & a \$15 Starbucks Gift Card!**

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

# December



**TASSEL NECKLACE**

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



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

December

# 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.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			
16.			
17.			
18.			
19.			
20.			
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:*



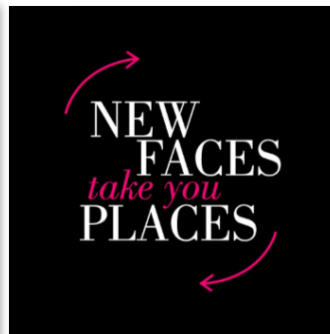
MARY KAY  
**CAREER**  
**CONFERENCE**  
 2018

**Week 1:**  
 March 16th  
 & 17th  
**Week 2:**  
 March 23rd  
 & 24th and

Whether you're just getting started or you're a Mary Kay pro, there's something for you at Career Conference! Plug in to the infectious energy of positive, driven women like you. Power up with education, inspiration and motivation. Plus, if you register for Career Conference 2018 without canceling, you will receive a \$40 wholesale/\$80 suggested retail credit toward your first wholesale Section 1 product order placed from March 26–April 30, 2018.

**Career Conference cities and recognition available under special events>Career Conference on [marykayintouch.com](http://marykayintouch.com)**

*Week 1 Registration begins January 30th.  
 Wee 2 Registration begins February 1st.  
 Registration ends February 28th.*



*Career  
 Conference  
 Consistency  
 Challenge*

Independent Beauty Consultants and Sales Directors who achieve *New Faces Take You Places* Challenge for the months of December, January and February and attend Career Conference will receive the exclusive consistency challenge **bracelet with a crystal-encrusted charm featuring the power word FOCUS**. Plus, they'll get awesome Bling Buttons for their Career Conference badges!

**Career Conference VIP Luncheon:**

Independent Beauty Consultants and Sales Directors who achieve the *New Faces Take You Places* Career Conference Consistency Challenge **AND** who have one qualified\* new personal team member during the contest period, will earn invitations to the **Career Conference VIP Luncheon!**

In addition, Independent Sales Directors who, from July 1, 2017, to Feb. 28, 2018, are on-target for the \$500,000 Circle of Achievement with at least \$330,000 or more in unit estimated retail production will also earn invitations to the Career Conference VIP Luncheon.

**Bracelet Redemption:**

**Independent Sales Directors and Independent Beauty Consultants** will pick up their exclusive bracelets from the *New Faces Take You Places* Career Conference Challenge at Career Conference. They **MUST** attend Career Conference to receive their bracelets.

