



Director Marita McCafferty

Dynamite Unit

YOU HOLD THE KEY



MARY KAY

YOU HOLD THE KEY



MARY KAY



NOVEMBER KEY
WEAR THE BRAND.
BE THE BRAND.



Congratulations 2nd Quarter Stars!!!



Dolores Morrone
Ruby



Linda Sperring
Sapphire



Marita McCafferty
Sapphire

Congratulations Achievers!



Linda Sperring



Candida Taylor



Dolores Morrone



Marita McCafferty



FALL CONSISTENCY KEY

AND THEN SOME!



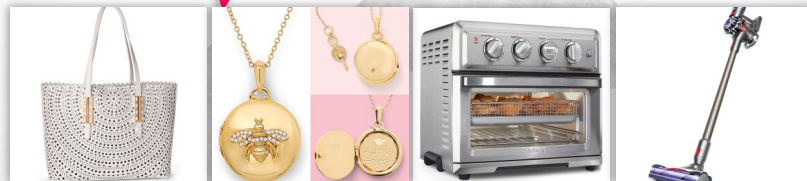
Linda, Dolores & Marita are on-target for Fall Consistency!

On-Target Stars

3rd Quarter ends March 15th

Name	Contest Amount	Current Won to Date	Needed for Next Star
Linda Sperring	\$600.50		\$1199.50

Set Your Sights on STARDOM this quarter!



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

Sapphire ★ 1.800
 Ruby ★ 2.400
 Diamond ★ 3.000
 Emerald ★ 3.600
 Pearl ★ 4.800

The Ultimate Unit



DIQ



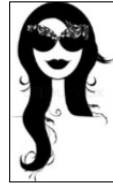
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

5-7 Team Members



Candida Taylor



Position Available!



Position Available!

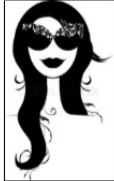


Star Team Builder

3-4 Team Members



Dolores Morroni



Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	Jo'Anne Every	Cathy Larkin	Eileen McEntee	Iris Morales
Linda Sperring	Pat Varrone	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Dates Ahead

- 12/31...Last day of the month to place orders.
- 1/7...meeting (Marita's home or FB Live TBD) 6:30pm
- 1/14...meeting (Marita's home or FB Live TBD) 6:30pm
- 1/17...Spring PCP enrollment ends
- 1/21...meeting (Marita's home or FB Live TBD) 6:30pm
- 1/28...meeting (Marita's home or FB Live TBD) 6:30pm
- 1/31...Last day of the month to place orders.

Valerio Area January Jumpstart
Saturday, January 26th
Blue Bell Country Club
 See flyer for details

Ruby Leadership 2019
San Diego, CA
January 16th-19th
 DIQs are Invited!

Valerio Area Workshops
March 13th, 7pm
Blue Bell Country Club
 Future dates: 11/13, 3/19, 5/7, 6/18
 \$12 in advance/\$14 at the door

'Love' Checks

9% Commission
 Candida Taylor \$89

4% Commission
 Dolores Morroni \$20
 Cathy Larkin \$16
 Jo'Anne Every \$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%**



Welcome New Consultants!

New Consultant
 Maribeth Kelly-Mojica

From
 Ridley Park, PA

Sponsored By
 Marita McCafferty

Don't forget!

Count Your inventory Dec 31st for your 2018 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!



Linda Sperring
Dolores Morrone
Candida Taylor
Peggy Smith-Dobbs
Joan Doyle
LeeAnn Rooney
Patt Every
Barbara Dickson
Gail Hughes
Denise McDevitt
Jo'Anne Every
Marlene Phillips
Johna Lingelbach
Mary Nelson
Diane Dougherty
Tina Filandino

Maribeth Kelly-Mojica
Eileen McEntee
Dawn Patterson
Cassandra Weisbecker
Lori Moore
Laurie Kibelstis
Lisa Deihl
Eileen Brehm



Celebrate!

<u>Dec Birthdays</u>	<u>Day</u>	<u>Dec Anniversaries</u>	<u>Year</u>
Lilawatie Chin-ahin	7	Peggy Smith-Dobbs	23
Dolores Morrone	7	Elana Sloan	21
Christine Hrusovsky	11	Debbi O'Hara	2
Barbara Dickson	14		
Margaret Criscuolo	28		



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

Seminar Awards 2019



July 1, 2018-June 30, 2019

YTD Court of Sales

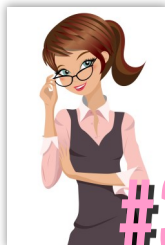
MK: \$40,000 retail * Area: \$20,000 retail



#1



#2

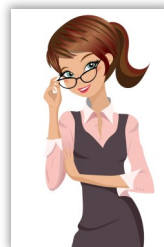


#3

- | | |
|----------------------|------------|
| 1. Dolores Morrone | \$9,128.00 |
| 2. Linda Sperring | \$9,126.00 |
| 3. Peggy Smith-Dobbs | \$3,618.00 |
| 4. Pat Varrone | \$3,383.00 |
| 5. LeeAnn Rooney | \$3,143.00 |
| 6. Candida Taylor | \$3,120.00 |
| 7. Barbara Dickson | \$3,021.00 |
| 8. Joan Doyle | \$2,666.00 |
| 9. Kelly Bennett | \$1,866.00 |
| 10. Lisa Chapman | \$1,651.00 |

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. You this month!

Second
Appointment
Success!

Watch Power Class ▶



Featuring
Ind. Sales
Director
Tracy
Jones
Available on
www.
marykay
intouch.com.

New Year Ideas!

*New Year, New You Makeovers

*Winter Before & After Portfolio – use the Little Book of Looks

*Winterize Your Skin appointment – appointment to check skin care. Many people's skin has different needs in winter.

Use this script & hostess ideas!

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 2019 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)



Mary Kay Ash's Last Christmas Message

One of the most beloved Christmas stories tells of the Three Wise Men bringing their gifts from afar to a tiny boy, born in a manger. Over the years, gift giving and receiving has become a special part of the holiday season. Seeing all of the beautifully wrapped gifts under the Christmas tree adds to the fun and excitement of the Christmas season.

This year, as you look at the gifts under the tree, I hope you will be reminded of other gifts that come to you daily... the people you meet through your Mary Kay career. We can view people as gifts who are sent to us in different wrappings. Some are very beautiful, with attractive wrapping and shiny ribbons and bows. Some come wrapped in plain paper with no frills. Others have been mishandled and dropped and may be broken or crushed. Occasionally, there is a special delivery.

Some people are gifts which come loosely wrapped - easy to open. Others come tightly wrapped, requiring effort and patience before what is inside is revealed. Perhaps these are people with fears in their lives or people who have experienced hurts.

We must remember that the wrapping is not the gift. There are often many surprises inside. In a world which places so much importance on appearance, we should be constantly aware that we can be easily fooled by a package's wrapping. We should always look for the special gift inside each person.

You are a gift, too, a gift to yourself and a gift to others. This gift includes your love, your help, and your smile. Are you willing to give of yourself and become a beautiful gift to your family, your friends, and your sister Consultants? Or do others have to be content with the wrapping and never be permitted to enjoy you, the gift?

Another great gift we enjoy is the gift of the Mary Kay opportunity. This is the gift that can be unwrapped to help others discover the special talents within their own lives. You can give this gift liberally and proudly.

When I think about the talented, professional group of women who are Consultants and Sales Directors, I picture you as a gift which has brought me much happiness. Your love and your success have meant so very much to me.

I wish for all of you a blessed and joyful holiday season.

Lovingly,

Mary Kay Ash

December, 2000



January Jumpstart

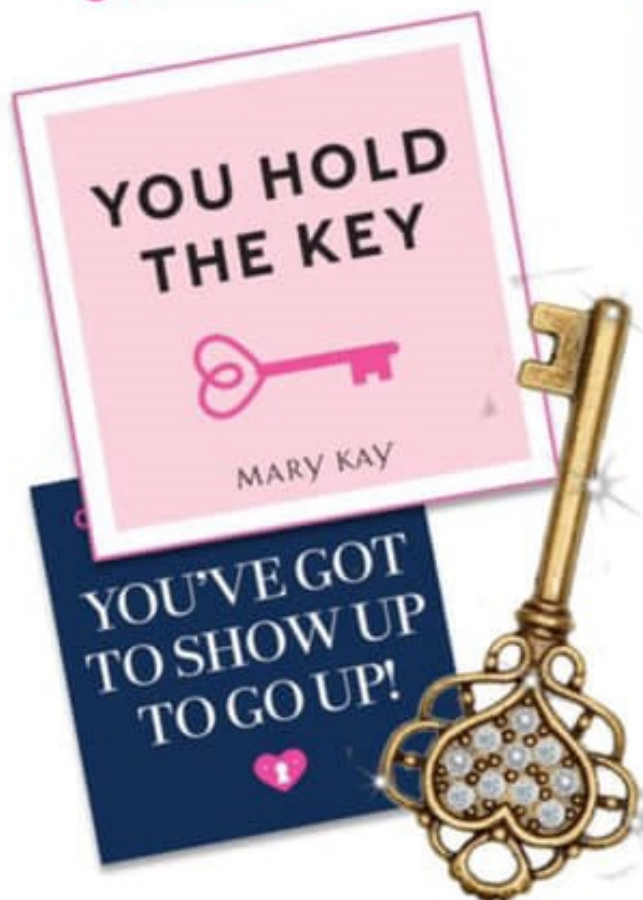
Valerio National Area

Saturday, January 26th



Sr. Nat'l Sales Director

*Sandy
Valerio*



9:00am - 2:00pm

Blue Bell Country Club

1800 Tournament Dr, Blue Bell, PA 19422

Registration

\$35 (Register by January 12th)

\$38 (Jan 13th - Jan 20th if space available)

Lunch Included. NO WALK INS

Please **venmo** Sandy at:

@Sandra-Valerio-2

to register.



Inspiration, Education & Motivation
to Kickoff the New Year!



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 interviews/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 interviews/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 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 : _____

Which Key did you Achieve?

GOLD: _____

SILVER: _____

BRONZE: _____

December Prize



Mystery
Prize

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:



Merry Christmas
 & HAPPY NEW YEAR

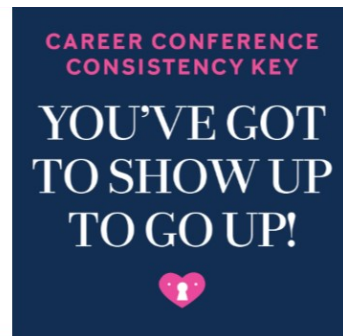
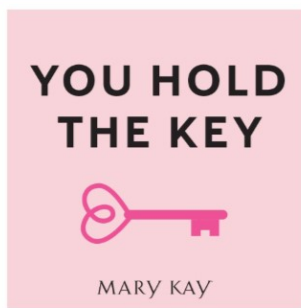


Week 1:
 March 22nd
 & 23rd
Week 2:
 March 29th &
 30th and Mar
 31st & Apr 1st

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 2019 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, 2019.

Career Conference cities and recognition available under special events>Career Conference on marykayintouch.com

*Week 1 Registration begins January 29th.
 Wee 2 Registration begins January 31st.
 Registration ends February 28th.*



Part 1) Mary Kay You Hold the Key Career Conference Consistency Challenge Earrings: Independent Beauty Consultants and Independent Sales Directors who achieve the Mary Kay You Hold the Key Challenge in December, January and February AND attend Career Conference will receive the special Mary Kay You Hold the Key Career Conference Consistency Challenge earrings.

Reward: Mary Kay You Hold the Key Career Conference Consistency Challenge earrings by R.J. Graziano

Part 2) Career Conference VIP (CCVIP) Luncheon: Independent Beauty Consultants and Independent Sales Directors who achieve the Mary Kay You Hold the Key Career Conference Consistency Challenge AND have one or more new personal team members who become Great Start qualified* during the challenge time frame will be invited to the CCVIP Luncheon.

Rewards: Mary Kay You Hold the Key Career Conference Consistency Challenge earrings by R.J. Graziano AND Invitation to the CCVIP Luncheon at Career Conference 2019

Career Conference Consistency Challenge Earrings Redemption: Achievers of Part 1 or Part 2 will pick up their special edition Mary Kay You Hold the Key Career Conference Consistency Challenge earrings at Registration when they get their Bling Button Badge. You MUST attend Career Conference to receive your earrings.

