



Director Marita McCafferty

Dynamite Unit



Spring is almost here yay! The new Spring Products are gorgeous . They are great sellers and the lip oil is nothing like we ever had...you need to try it! Career Conference is in Lancaster this year on Friday 3/24 starting 7pm and ends 3/25 at 4pm. Our area is the #1 area being represented by our NSD Sandy Valerio!!! This 24 hours is a great time to renew your business, start your business, make new friendships, get educated, motivated and inspired by National Sales Directors and top directors ! Minimal cost and we have a great hotel booked with breakfast included □ please join us and support our area and Unit and ME when I go onstage for on target National Court of Sales□ it means the world to me to see my Unit there!

Wishing you a fabulous end to February and a super start to March!

Belied in You,
Marita



CONGRATULATIONS!

Meeting Consistency Club
Iris Morales
Pat Varrone

January Selling Challenge Winner!
Dolores Morroni - 50 items sold!



Week 1:
March 24th & 25th
Lancaster, PA

Registration going on NOW through Feb 28th!!
Registration Fee - \$95
(Attendees will receive a \$40 w/s credit and a reduced Seminar Registration)

Iris Morales, Linda Sperring, Pat Varrone & Marita McCafferty are registered!!

Who will join them??



Join us at Career Conference for a weekend of fun, dynamic events featuring riveting content that can help you have the year of your dreams.

Get wrapped up in the infectious energy of positive, driven women who are also seeking success in their Mary Kay businesses! One of the great things about Career Conference is that the locations are near you, usually within driving distance.

Logon on to www.marykayintouch to register and check out the NEW Bling Buttons for Recognition!

The Ultimate Unit



DIQ



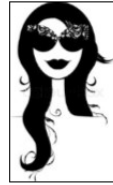
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

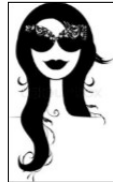
5-7 Team Members



Candida Taylor



Position Available!



Position Available!



Star Team Builder

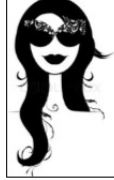
3-4 Team Members



Barb Dickson



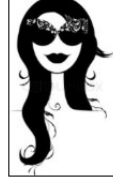
Linda Sperring



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Jo'Anne Every	Carolyn Isaacs	Cathy Larkin	Eileen McEntee	Kirsten Olson
Amy Prestifilippo	Pat Varrone	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Dates Ahead

- 2/27...meeting at Marita's home 6:30pm
- 2/28...last day to place orders. Career Conference Registration ends.
- 3/6...meeting at Marita's home 6:30pm.
- 3/13...meeting at Marita's home 6:30pm
- 3/16...Summer PCP enrollment begins
- 3/20...meeting at Marita's home 6:30pm
- 3/27...meeting at Marita's home 6:30pm
- 3/31...last day to place orders.

Valerio Area Workshops
Radisson Valley Forge
 1160 1st Ave, King of Prussia, PA

Tuesday April 4th
 7:00pm - 9:30pm; Cost \$11.00

Saturday, June 17, 2017
 8:30am - 12:30pm; Cost \$16.00



'Love' Checks

4% Commission

Candida Taylor	\$21
Eileen S. McEntee	\$10
Barbara A. Dickson	\$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%**



Welcome New Consultants!

Debbi O'Hara of Blue Bell, PA welcomed by Marita McCafferty!

Look Who enrolled Customers in Spring PGP!!

Pat Varrone
 Monique R. Uribe
 Candida Taylor
 Linda J. Sperring
 Peggy Smith-Dobbs
 Kirsten E. Olson

Iris N. Morales
 Christine Hrusovsky
 Joan M. Doyle
 Lisa A. Chapman
 Marita McCafferty

The Look mails Feb. 15th - be sure to follow up!



Pink Investors

These consultants invested in product last month!



Kelly A. Bennett
Pat Varrone
Denise McDevitt
Lisa McGroarty
Lisa A. Chapman
Karissa Meyers
Marlene D. Phillips
Donna H. Riehs
Candida Taylor

Debbi O'Hara
Virginia Farnell
Eileen S. McEntee
Monique R. Uribe
Patt Every
Barbara A. Dickson
Mary T. Nelson
Linda J. Sperring



<u>Mar Birthdays</u>	<u>Day</u>	<u>Mar Anniversaries</u>	<u>Year</u>
Donna H. Riehs	3	Kelly A. Bennett	18
Iris N. Morales	11	Joan M. Doyle	8
Patt Every	18	Denise McDevitt	8
Mary Ellen Horgan	31	Eileen S. McEntee	8



Marlene D. Phillips 8
Karissa Meyers 6
Cassandra Weisbecker 4
Amy A. Prestifilippo 2
Maureen McNiff 1



Have your best skin care class ever.

Listen as Mary Kay superstar Independent Executive Senior Sales Director Tawnya Krempges and Sales Director Connie Ackroyd shares their tips. Plus a preview of MKU! Don't miss! Available at www.marykayintouch.com

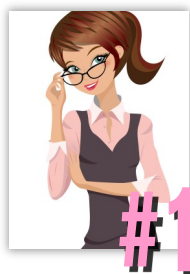
WE'RE 
ALL IN!
#teamMK

Seminar Awards 2017



YTD Court of Sales

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

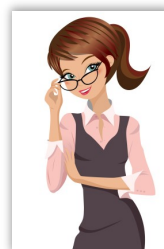


1. Peggy Smith-Dobbs \$9,751.00
2. Pat Varrone \$5,709.00
3. Joan M. Doyle \$5,483.00
4. Candida Taylor \$5,235.00
5. Lisa A. Chapman \$4,562.00
6. Denise McDevitt \$3,823.00
7. Marlene D. Phillips \$3,376.00
8. Barbara A. Dickson \$3,340.00
9. Virginia Farnell \$3,195.00
10. Eileen S. McEntee \$3,000.00

July 1, 2016-June 30, 2017

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. You this Month! 1Q



Challenge

February Bracelet



"One Person Can"

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

INDULGE YOUR DIVA DREAMS — DIVA DECOR —

Star Consultant Program
Dec. 16, 2016, to March 15, 2017

MARY KAY



On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
McDevitt, Denise	1145	655	1255	1855	2455	3655
Varrone, Pat	664	1136	1736	2336	2936	4136
Chapman, Lisa A.	639	1161	1761	2361	2961	4161
O'Hara, Debbi	541	1259	1859	2459	3059	4259
Bennett, Kelly A.	526	1274	1874	2474	3074	4274
Dickson, Barbara A.	483	1317	1917	2517	3117	4317
Smith-Dobbs, Peggy A.	424	1376	1976	2576	3176	4376
McEntee, Eileen S.	421	1379	1979	2579	3179	4379

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

2016-2017
Consistency Club

Order \$250 w/s 2 months in a row and receive a PRIZE!!

Bonus!
Complete 6 months (Jul -Dec/Jan-Jun) & earn a \$50 Gift Card for shoes!!

Complete 6 months of the Embrace Dreams Promo (Jul -Dec/Jan-Jun) & earn a \$100 Gift Card for shoes!!

10 COMMANDMENTS OF A SUCCESSFUL TEAM BUILDER!

1. Always lead by example!
2. Attend all unit meetings.—see that she is there with you.
3. Call, write, email or text her daily for the first 3-4 weeks.
4. Keep a friendly business relationship.
5. Always talk about profit level.
6. Always let her learn while you earn—take her with you to shows and classes.
7. Keep a 100% positive attitude.
8. Call your director if you need help to answer her questions.
9. Help her sponsor her first recruit.
10. Just as you never take credit for her successes, never take responsibility for her failures.



**Share Your LOVE of MK this February!!
Welcome a NEW Team member!**

Monthly Challenge!

Earn fabulous prizes when you work your business this month!!



WIN these beautiful Pearl Earrings!



WIN this classy Pearl Bracelet!



WIN the Pearl Bracelet AND Pearl Earrings!



WIN the large Dare to Dream Candle!

Sell 25 Items & order \$225 w/s		Sell 50 Items & order \$400 w/s		Sell 75 Items & order \$600 w/s		Sell 100 Items & order \$800 w/s	
1.	26.	51.	76.				
2.	27.	52.	77.				
3.	28.	53.	78.				
4.	29.	54.	79.				
5.	30.	55.	80.				
6.	31.	56.	81.				
7.	32.	57.	82.				
8.	33.	58.	83.				
9.	34.	59.	84.				
10.	35.	60.	85.				
11.	36.	61.	86.				
12.	37.	62.	87.				
13.	38.	63.	88.				
14.	39.	64.	89.				
15.	40.	65.	90.				
16.	41.	66.	91.				
17.	42.	67.	92.				
18.	43.	68.	93.				
19.	44.	69.	94.				
20.	45.	70.	95.				
21.	46.	71.	96.				
22.	47.	72.	97.				
23.	48.	73.	98.				
24.	49.	74.	99.				
25.	50.	75.	100.				

Name: _____

Return this form by the 3rd of the next month your Director.



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




New Spring Products!!

2Q Stars & PCP participants can order Feb 10th!
 All consultants can order Feb 16th!

To the Dynamic:

VALERIO AREA
Dream Team
 2017 Consultant Challenge



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

MARY KAY



Mark Your Calendar for Seminar 2017!
Ruby: July 24th-27th

Join us for Seminar 2017! Come on down to Dallas, and help us turn the town pink. Stop by the Expo for a sneak peek of the newest Mary Kay® products, programs and technology. Then, grab a seat with thousands of your best girlfriends for riveting recognition, mind-blowing motivation and electrifying education. By the time you hop on the plane or slide into your car to head home, you'll be ready to take the world by storm and seize success! Plus, if you register for Seminar 2017, without canceling, you will receive a \$70 wholesale/\$140 retail credit toward your first Section 1` product order placed from July 26 – Aug. 31, 2017.

<i>Gold Circle</i>	<i>Diamond Circle</i>	<i>Inner Circle</i>
<ul style="list-style-type: none"> • \$400 Personal Wholesale* • 15 faces or 4 parties • \$800 retail sales* • 1 new pers. Q or 2 new recruits • 5 interviews/guests to events 	<ul style="list-style-type: none"> • \$600 Personal Wholesale* • 20 faces or 6 parties • \$1000 retail sales* • 1 new pers. Q or 2 new recruits • 10 interviews/guests to events 	<ul style="list-style-type: none"> • \$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 4 of 5	Complete 4 of 5
Complete Gold Circle 3 months in a row to earn bracelet	Complete Diamond Circle 2 months in a row to earn bracelet	Complete Inner Circle 1 month in to earn bracelet

* These items MUST be completed



Earn this bee bangle when you achieve Inner Circle Status!


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



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.

Plus recognition on area site & in area newsletter!



Logon to www.marykayintouch.com under events for more details!

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