



Director Marita McCafferty

Dynamite Unit

It's All About



NEW
FACES
take you
PLACES



January

Congratulations Bracelet Achievers!

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



**Peggy Smith-Dobbs * Dolores Morrone
Marita McCafferty**

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

On-Target STAR!!

Total
Contest
Credit

Sapphire

—Contest Credit Needed—
for Star
Diamond

Ruby

Diamond

Emerald

Pearl

Patterson, Dawn M.

1092

708

1308

1908

2508

3708

Sperring, Linda J.

910

890

1490

2090

2690

3890

Morrone, Dolores M.

741

1059

1659

2259

2859

4059

Smith-Dobbs, Peggy A.

707

1093

1693

2293

2893

4093

Be a STAR!

Logon to
www.marykayintouch.com
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

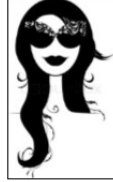
5-7 Team Members



Candida Taylor



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



Linda Sperring



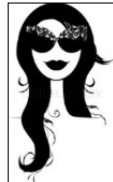
Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

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

Dates Ahead

- 2/10...PCP participants & 2Q Stars can order new products!
- 2/12....Makeover Event at Walton Rd location 6:30pm
- 2/15...All Consultants can order new products!
- 2/19...meeting at Marita's home 6:30pm
- 2/26...meeting at Marita's home 6:30pm
- 2/28...Last day of the month to place orders. Contact Marita after 9pm to place. Career Conference Registration ends.
- 3/5...meeting at Marita's home 6:30pm
- 3/12....meeting at Marita's home 6:30pm
- 3/19...meeting at Marita's home 6:30pm
- 3/26...meeting at Marita's home 6:30pm
- 3/31...Last day of the month to place orders.

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

Lancaster Career Conference
March 16th & 17th

FEBRUARY & MARCH DOUBLE TEAM BUILDING BONUS



Active Star Team Builders, Team Leaders, Future Independent Sales Directors and Sales Directors-in-Qualification who have a minimum of three active* personal team members always receive a \$50 Team-Building Bonus for each qualified** new team member, beginning with the fourth personal team member. **In February and March 2018, the Team-Building Bonus will be doubled.** That means instead of receiving \$50, you will receive \$100! It's a great time to share the Mary Kay opportunity with potential new team members!

See *InTouch* for complete details & examples.

'Love' Checks

9% Commission	
Candida Taylor	\$30
4% Commission	
Pat Varrone	\$23
Barb 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%

Pink Investors

These consultants invested in product last month!



Peggy A. Smith-Dobbs	Iris N. Morales
Dolores M. Morrone	Beth A. Burkhart
Lori Moore	Eileen S. McEntee
Linda J. Sperring	Paulette F. Bahar
Candida Taylor	Virginia Farnell
Karissa Meyers	Patt Every
Mary T. Nelson	Lisa A. Chapman
Karen S. Walsh	Joan M. Doyle

Celebrate!



<u>Mar Birthdays</u>	<u>Day</u>	<u>Mar Anniversaries</u>	<u>Year</u>
Donna H. Riehs	3	Kelly A. Bennett	19
Iris N. Morales	11	Joan M. Doyle	9
Patt Every	18	Denise McDevitt	9



Eileen S. McEntee	9
Marlene D. Phillips	9
Karissa Meyers	7
Cassandra Weisbecker	5
Amy A. Prestifilippo	3
Maureen McNiff	2



Congratulations New Product Winners!

Candida Taylor, Lori Moore, Karissa Meyers,
Linda Sperring each won 1 new product!

Dolores Morrone won 2 new products

Peggy Dobbs won 3 new products!

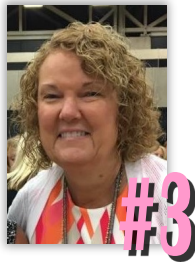
Seminar Awards 2018



July 1, 2017-June 30, 2018

YTD Court of Sales

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



1. Dolores M. Morrone \$10,178.00
2. Peggy A. Smith-Dobbs \$6,253.00
3. Pat Varrone \$6,202.00
4. Linda J. Sperring \$4,754.00
5. Iris N. Morales \$4,722.00
6. Candida Taylor \$4,685.00
7. Dawn M. Patterson \$3,526.00
8. Paulette F. Bahar \$3,078.00
9. Lisa A. Chapman \$2,878.00
10. Barbara A. Dickson \$2,668.00

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



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

Meeting Consistency

Club Winners!

Candida Taylor, Pat Varrone,
Paulette Behr

Fresh & New this Spring!

NEW! Mary Kay® Essential Brush Collection, \$55

Love makeup? You'll love it even more with new brushes crafted with feather-soft synthetic bristles and designed specifically for the latest application techniques. Includes five high-quality, precisely shaped brushes ideal for creating a range of looks, packed in a stylish, portable clutch. Brushes: *Mary Kay*® All-Over Powder Brush, *Mary Kay*® Cheek Brush, *Mary Kay*® All-Over Eye Shadow Brush, *Mary Kay*® Eye Crease Brush and *Mary Kay*® Eye Smudger Brush



NEW! Mary Kay® Liquid Foundation Brush, \$14

Stipple, buff and blend liquid foundation.



NEW! Mary Kay® Powder Foundation Brush, \$14

Provides perfect pickup and even, controlled application.



NEW! Mary Kay® Cream Color Brush, \$12

Designed to mimic fingertip application.



NEW! Mary Kay® Eyebrow/Eyeline Brush, \$10

Designed to mimic fingertip application.



NEW! Special-Edition[†] Mary Kay® Sun Care After-Sun Replenishing Gel, \$15

After a day in the sun, enjoy this cooling, refreshing, hydrating gel. Leaves skin feeling soft and silky, never sticky.



NEW! Special-Edition[†] Mary Kay® Sun Care Subtle Tanning Lotion,^{††} \$18

Build up gorgeous color in about a week. Glides on evenly and absorbs quickly. No streaks!



NEW! Satin Body® Collection

Escape to a soothing and skin-nurturing experience with the NEW! *Satin Body*® Collection. Envelop your skin in a velvety kiss of rich shea butter. Then feel your senses awaken with the refreshing scent of white tea and citrus.

Satin Body® Revitalizing Shea Scrub, \$18

Exfoliates and immediately buffs away dry skin.

Satin Body® Indulgent Shea Wash, \$18

Envelops your skin in a rich lather.

Satin Body® Silkening Shea Lotion, \$18

Provides immediate relief for dryness

Special-Edition[†] *Satin Body*® Whipped Shea Crème, \$22

Lavish on this crème formulated with shea butter and mango butter.



New Mary Kay Products available February 15th



PRADA Perfection

February Surprise & Delight



Mary Kay Ind. Sales Directors and Ind. Beauty Consultants who achieve the February monthly *New Faces Take You Places Challenge* by placing a \$600 or more wholesale Section 1 order* from Feb. 1 to 28, 2018, also will receive **one entry into a random drawing for one of (4) chic Prada Handbags or (100) Amex Gift Cards!**

See *InTouch* for complete details.

New Director Class

February 1, 2018-January 1, 2019



Become an Independent Sales Director from Feb. 1, 2018 – Jan. 1, 2019 and you can accent your amazing accomplishments with these **stunning Nicole Miller for Mary Kay accessories!**

And so can your Senior Director! The Class Ring, Necklace & Earring Set, and Handbag perfectly complement the Nicole Miller for Mary Kay Sales Director apparel. You can help others find the power of pink too! When you debut offspring Ind. Sales Directors of your own, you'll receive even more. See Mary Kay *InTouch* for complete details.



The POWER of PINK!

CALLING ALL beauty lovers!

MARY KAY TRY IT CONTEST

Create & Cultivate



Mary Kay® Try It Contest

Jan. 15 – March 31, 2018

Customers can submit a captioned picture of themselves and their Independent Beauty Consultant or a *Mary Kay*® product for a chance to win an exciting trip to New York City. Entries can be made on Instagram® using #MaryKayTryItContest or through the *Mary Kay*® [Try It Contest website](#). Each customer must identify her Independent Beauty Consultant at the time of entry.

Share the [Mary Kay Experience](#) with existing and potential customers, and encourage their participation in the *Mary Kay*® Try It Contest. Who knows? You could win a trip to New York City too.

♥ Grand Prize ♥

A fabulous trip for two to New York City complete with roundtrip airfare, hotel accommodations, \$1500 spending money and VIP access to a special Create & Cultivate event presented by Mary Kay.

See www.marykayintouch.com for complete details, tools and FAQs.

SNSD Sandy Valerio



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!

January



PINK RING

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

CONFIDENTIAL



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

January

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.			
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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

NEW Spring Products!



Available 2/10 for PCP & 2Q Stars
 2/15 for All Consultants

To the Dynamic:

"C" a Powerful Opportunity!

February Starter Kit Product Bonus



What a great time to find new faces and share the Mary Kay opportunity!

Within the Starter Kit is everything they need to connect with their first hostesses and customers! For only \$100, they'll receive products and literature that can put them on the road to success, plus they'll get FREE* *Time-Wise® Vitamin C Activating Squares™* and the *Time-Wise® Replenishing Serum+C®* as a limited-time bonus.

Spread the word about this special offer at parties, on the go and anytime you meet a woman who has the potential to reimagine her future with an opportunity that can increase **confidence** and **empower** her life. Now *that's* the **Start** of Something Beautiful!

See www.marykayintouch.com for complete details and tools to promote!

Plug In and Power Up!



Mark Your Calendar for Two days of fun, friendship & education coming to a city near you!

What you can expect:

- Inspiring speeches
- Tips and education
- Amazing recognition
- And lots of surprises!

Look Who's Registered!!

Linda Sperring
 Pat Varrone
 Marita McCafferty

Don't miss this amazing event!!

Who will join them??

Week 2:
March 16th & 17th
Lancaster, P

Registration: \$95
 Register NOW though
 Feb. 28th!

Check out www.marykayintouch.com under special events> Career Conference 2018 for cities, recognition and complete details.



The Power Class is Back in February! It's a great time to build your team and take advantage of the current team building promotion. Watch this month's episode featuring Independent Executive Senior Sales Director Lafreda Williams as she shares her team building tips that can help get you moving toward building your team. Available on www.marykayintouch.com.