



Director Marita McCafferty

# Dynamite Unit

YOU HOLD THE KEY



MARY KAY

YOU HOLD THE KEY



MARY KAY



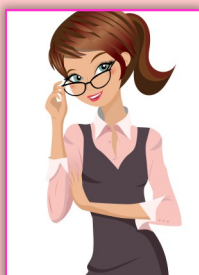
DECEMBER KEY  
**GOLDEN RULE**  
CUSTOMER SERVICE



## Congratulations Achievers!



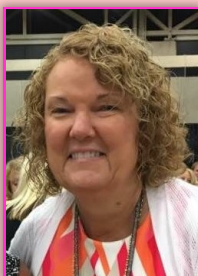
Linda Sperring



Peggy Smith-Dobbs



Dolores Morrone



Pat Varrone



Marita McCafferty



CAREER CONFERENCE CONSISTENCY KEY

YOU'VE GOT TO SHOW UP TO GO UP!



Peggy, Linda, Dolores & Marita are on-target for the Career Conference Consistency!

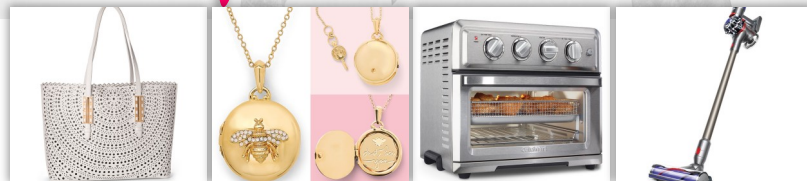


## On-Target Stars

**\*\*3rd Quarter ends March 15th \*\***

Name	Contest Amount	Current Won to Date	Needed for Next Star
Linda Sperring	\$2,001.25	Sapphire	\$398.75
Peggy Smith-Dobbs	\$1,894.35	Sapphire	\$505.65
Dolores Morrone	\$1,471.00		\$329.00
Barbara Dickson	\$650.50		\$1,149.50
Pat Varrone	\$604.50		\$1,195.50
Lisa Chapman	\$544.60		\$1,255.40
Candida Taylor	\$483.10		\$1,316.90
LeeAnn Rooney	\$465.50		\$1,334.50
Lori Moore	\$428.00		\$1,372.00

*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**



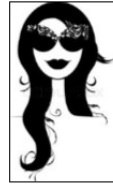
Position Available!

**Future Director**

8+ Team Members



Position Available!



Position Available!

**Team Leaders**

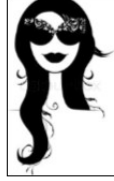
5-7 Team Members



Dolores Morrone



Position Available!



Position Available!

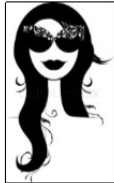


**Star Team Builder**

3-4 Team Members



Candida Taylor



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
Linda Sperring	Pat Varrone	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

# Dates Ahead

- 2/28...Last day of the month to place orders. Career Conference Registration ends
- 3/4...meeting (Marita's home or FB Live TBD) 6:30pm
- 3/11...meeting (Marita's home or FB Live TBD) 6:30pm
- 3/18...meeting (Marita's home or FB Live TBD) 6:30pm
- 3/25...meeting (Marita's home or FB Live TBD) 6:30pm
- 3/31...Last day of the month to place orders.

**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

**Career Conference 2019**  
Week 1: March 22nd & 23rd  
Week 2: March 29th & 30th  
Atlantic City is Week 2  
All Cities available on InTouch

**Ruby Seminar 2019**  
Dallas, TX  
July 30th-August 2nd

## 'Love' Checks

**9% Commission**  
Dolores Morrone \$43

**4% Commission**  
Pat Varrone \$11

(Commissions of \$10 and up)



### How do you earn Commission??

- 1-2 active team members = **4%**
- 3-4 active team members = **4-8%**
- 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**  
Jill Chrstos

**From**  
Philadelphia, PA

**Sponsored By**  
Linda Sperring

## February Starter Kit Product Bonus

New Consultants in February get TWO FREE\* products with a \$100 Starter Kit: *TimeWise Vitamin C Activating Squares®* and *TimeWise® Tone-Correcting Serum*. See InTouch for details!



# Pink Investors

These consultants invested in product last month!



Peggy Smith-Dobbs	Debbi O'Hara
Linda Sperring	Maribeth Kelly-Mojica
Dolores Morroni	Marlene Phillips
Marita McCafferty	Debbie Bracy
Pat Varrone	Patt Every
Barbara Dickson	
Kelly Bennett	
Lori Moore	
Lisa Chapman	
Candida Taylor	
Beth Burkhart	
Elizabeth Collins	
Joan Doyle	
Victoria Cortez	
Karissa Meyers	
Karen Walsh	



# Celebrate!

<u>Mar Birthdays</u>	<u>Day</u>	<u>Mar Anniversaries</u>	<u>Year</u>
Donna Riehs	3	Kelly Bennett	20
Iris Morales	11	Joan Doyle	10
Patt Every	18	Denise McDevitt	10
Victoria Cortez	24	Eileen McEntee	10
		Marlene Phillips	10
		Karissa Meyers	8
		Cassandra Weisbecker	6
		Amy Prestifilippo	4
		Maureen McNiff	3
		Diva Bell	1
		Paradise Waller	1



*"Your positive action combined with positive thinking results in success."*

*Shiv Khena*

# Seminar Awards 2019



July 1, 2018-June 30, 2019

## YTD Court of Sales

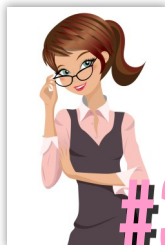
MK: \$40,000 retail \* Area: \$20,000 retail



#1



#2

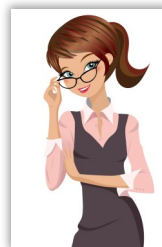


#3

- |                      |             |
|----------------------|-------------|
| 1. Linda Sperring    | \$11,927.00 |
| 2. Dolores Morroni   | \$11,823.00 |
| 3. Peggy Smith-Dobbs | \$6,739.00  |
| 4. Pat Varrone       | \$4,592.00  |
| 5. Barbara Dickson   | \$4,149.00  |
| 6. Candida Taylor    | \$3,629.00  |
| 7. Joan Doyle        | \$3,376.00  |
| 8. LeeAnn Rooney     | \$3,143.00  |
| 9. Kelly Bennett     | \$2,856.00  |
| 10. Lisa Chapman     | \$2,182.00  |

## YTD Court of Sharing

MK: 24 Qualified \* Area: 10 Qualified



1. You this month!



### Why Redder is Better!

Star Team Builder Katie Skeens shares why she is intentional about building her team and provides her team-building tips to help others move up.

Available on [www.marykayintouch.com](http://www.marykayintouch.com).

# 10 Steps on the



# Road to Red

- \_\_\_ 1. Make the decision to earn your red jacket and set a goal date!
- \_\_\_ 2. Take your picture wearing the red jacket and post it in 5 places you will see it everyday
- \_\_\_ 3. Print and review the sharing outline
- \_\_\_ 4. Print and practice how to overcome the most common concerns
- \_\_\_ 5. Create 20 sharing packets
- \_\_\_ 6. Print and review the Team Building Layering chart to track all shares
- \_\_\_ 7. Conduct 5 sharing appointments with your Sales Director
- \_\_\_ 8. Conduct 5 sharing appointments
- \_\_\_ 9. Conduct 5 sharing appointments
- \_\_\_ 10. Conduct 5 sharing appointments

**\$50 cash bonus for each qualified new recruit and \$100 cash bonus when you earn your red jacket for the first time**



1 Active Team Member = Sr. Consultant  
Pin Enhancer

I'M  ALL IN!  
#teamMK



3 Active Team Members = Star Team Builder  
Pin Enhancer & Red Jacket



## What it Means to Wear **RED!**

**RED** signifies vibrancy and confidence. It is an exciting color that arouses emotion and represents vitality and intensity. How appropriate that our Company selected this color to identify those who employ these qualities to make their career a success. Those with **RED JACKETS** feel very special about them. Your **RED JACKET** evokes a deep sense of pride whenever you wear it.

It means several things:

**SELF CONFIDENCE** Your Red Jacket shows trust, belief, boldness, and assurance. Many of us have lacked in this area at one time or another. Your Red Jacket gives you confidence. It tells you that you have reached a certain level of achievement. You have set a goal and attained it, and you are making a success out of your career.

**DETERMINATION** It shows that your work is purposeful and worthwhile, and that what you are doing is a credit to yourself and those represented by this jacket. It gives you determination to keep going forward and to let nothing hinder you from becoming successful.

**PERSISTENCE** It shows that you can hurdle obstacles that appear in your path and keep your mind shut against negativity. It means stick-to-it-iveness.



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

*Monthly Prize*



Mystery Prize

## 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: \_\_\_\_\_

Name: \_\_\_\_\_ Dir. Name \_\_\_\_\_

Email: \_\_\_\_\_ Month: \_\_\_\_\_

\*Tracking sheets must be received by the 3rd of the month. Please e-mail to [nsdsandyv@gmail.com](mailto:nsdsandyv@gmail.com)

# Valerio Area



SNSD  
Sandy  
Valerio

## WORKSHOP

Tuesday, March 19th

**Blue Bell Country Club \* 7:00-9:30pm**

1800 Tournament Dr, Blue Bell, PA 19422 \* Phone: (215)616-8100

*\*Let the attendant at the gate know you're going to a Mary Kay event in the Club house\**

Consultants/Directors: \$12 venmo to @Sandra-Valerio-2 by 3/16  
or \$14 at the door \* Guests: FREE

## Recognition, Inspiration & Education

  
kate spade  
NEW YORK

Each guest will be  
entered to win a  
Kate Spade  
Bag!

## Guests Welcome

Pampering,  
Chromafusion Makeovers  
& Sharing the Opportunity!

# Mary Kay®

## Spring 2019 Product Preview



NEW! Limited-Edition†  
Mary Kay® Lip Tint



NEW! Mary Kay®  
Perfect Palette™ (unfilled)



NEW! Special-Edition†  
Mary Kay®  
Sun Care After-Sun  
Replenishing Gel



NEW! Limited-Edition†  
Mary Kay® Illuminating Drops

NEW! Special-Edition†  
Mary Kay® Sun Care  
Subtle Tanning Lotion



**ASK HOW TO  
GET ME FOR JUST \$5**

BE THE FIRST TO TRY THEM!



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

Destination  
**RED**

See InTouch for complete details!

Don't miss the boat!

This could be YOU!

MARY KAY

*To the Dynamic:*

# BUILD YOUR TEAM ON THE DOUBLE

February 2019 Double Team-Building Bonus

Active\* Independent Beauty Consultants, Senior Beauty Consultants, Star Team Builders, Team Leaders, Future Independent Sales Directors and Sales Directors-in-Qualification will receive a \$50 Team Building Bonus for each *Great Start*-qualified\*\* new personal team member during the *Great Start* Promotion time frame. **In February 2019, the Team-Building Bonus will be doubled.** That means instead of receiving \$50, you will receive \$100! In order to count for the Double Team Building Bonus in February, Independent Beauty Consultant Agreements may be received and accepted by the Company in November 2018, December 2018, January 2019 or February 2019, as long as the *Great Start*-qualifying order is placed in February 2019. The bonus will be earned in the month the new personal team member's *Great Start*-qualifying order is received and accepted by the Company.

Don't forget, this is a great way to create momentum toward *Destination Red!* So build your team on the **DOUBLE!**



**Week 2: March 29th & 30th**  
**Atlantic City, NJ**

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

**Logon to InTouch for cities, recognition and complete details.**

### What you can expect:

- Inspiring speeches
- Tips & education
- Amazing recognition
- Lots of surprises!

### Look Who's Registered!!

Iris Morales \* Linda Sperring  
 Dolores Morroni \* Pat Varrone  
 Marita McCafferty

