

# 2016 Unit Awards!

## Court of Sales

#10 Lisa Chapman	\$5,748
#9 Marlene Phillips	\$6,068
#8 Pat Varrone	\$6,175
#7 Monique Uribe	\$6,227
#6 Denise McDevitt	\$6,351
#5 Candida Taylor	\$7,001
#4 Barbara Dickson	\$10,454
#3 Peggy Smith Dobbs	\$11,775
#2 Amy Prestifilippo	\$11,859

## Queen of Sharing

Linda Sperring



Miss Go Give

Linda Sperring



Most Improved

Linda Sperring



## Rookie of the Year



Monique Uribe

#2 Kathy Frankowski  
#3 Eileen Brehm



Dolores Morroni



Cindy Ervin



Most Consistent

Linda Sperring



Linda Sperring



Queen of Sales

Linda Sperring  
\$21,349



Miss Image



Christine Hrusovsky



# Congratulations!!



Director Marita McCafferty

# Dynamite Unit



Thank you so much for all the consultants who came out to celebrate at our Unit Awards! It was a great time had by all. Congrats to the achievers!

A NEW YEAR HAS BEGUN! Its time to DREAM BIG and Embrace your business more than ever this month. We are having a Year Long Promo and I can't wait to give away the awesome SWAG BAGS....ooooo.....ahhhhh. We are still having Divas every month when you have a 600 Wholesale or move up a level in your business for the first time! And when you move into your RED JACKET for the FIRST TIME you will earn your STUNNING RED HEELS.....WOOHOO!!!! Who will be our FIRST NEW RED of THE NEW YEAR?

I believe in you and your ability to make a great MK Business for you and your family!

Happy MK New Year and DREAM BIG!

*Marita*



## Look Who's in DIQ!

### Congratulations to Month 1 DIQ, Linda Sperring!!



#### The Future Sperring Unit!

- Sherri L. Bernstein, Fran Duffy, Virginia Farnell, Tina Filandino, Christine Hrusovsky, Tara Kresge, Alexi Meggison, Amy A. Prestifilippo, Verna Sperring, Brent Walker, \*Theodore L. Bowman, \*Debbie Celenza, \*Tracy Coleman, \*Jenn Dickson, \*Jill Jurey, \*Erin K. Melville, \*Charles G. Neulight, \*Clare Sciulli, \*Judy Searfoss, \*Lisa A. Sperring

*\*new or inactive*



### Cheering you on to SUCCESS!

## June Diva

These ladies earned a fun Diva Night!!!!

Linda Sperring  
Peggy Smith-Dobbs



## ★ Congratulations ★ 4th Quarter Stars!

Linda Sperring  
Diamond

Marita McCafferty  
Ruby



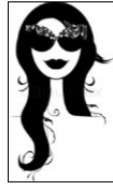
# The Ultimate Unit



Linda Sperring

## Future Director

8+ Team Members



Position Available!



Position Available!

## Team Leaders

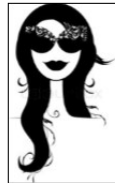
5-7 Team Members



Candida Taylor



Position Available!



Position Available!

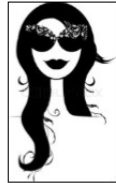


## Star Team Builder

3-4 Team Members



Barb Dickson



Position Available!



Position Available!



Position Available!



Position Available!

## Senior Consultants

1-2 Team Members

Christine Hrusovsky	Carolyn Isaacs	Cathy Larkin	Eileen McEntee	Kirsten Olson
Pat Varrone	Position Available!	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

# Dates Ahead

- 7/25...Walton Rd meeting room 6:30
- 7/31...Last day to place orders. Call Marita to place after 9 pm.
- 7/31-8/3 - Ruby Seminar!
- 8/8...Walton Rd meeting room 6:30
- 8/15...Walton Rd meeting room 6:30; Holiday PCP enrollment begins
- 8/22...Walton Rd meeting room 6:30
- 8/29...Walton Rd meeting room 6:30

## Valerio Area Workshops Radisson Valley Forge

1160 1st Ave, King of Prussia, PA

Monday September 12, 2016

7:00pm - 9:30pm; Cost \$11.00

January 7, 2017

January Jumpstart 9:00am-3:00pm

Monday March 20, 2017

7:00pm - 9:30pm; Cost \$11.00

Saturday, June 17, 2017

8:30am - 12:30pm; Cost \$16.00

## 'Love' Checks

### 9% Commission

Candida Taylor	\$55
Linda J. Sperring	\$23

### 4% Commission

Cathy Larkin	\$36
Kirsten E. Olson	\$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!



### New Consultant

Tish Carbo  
Lillian R. Derro

### From

Plymouth Meeting, PA  
Norristown, PA

### Sponsored By

Marita McCafferty  
Marita McCafferty

### It's time to inhale confidence and exhale doubt and fear.

Because confidence is the driver for our decision making, our confidence, or lack of confidence directly affects HOW we do everything in life. Your family, your business, everything comes back to how you see yourself. When we know and appreciate who we are, we make better choices and better decisions. Mary Kay said, "Every achievement, big or small, begins in your mind. It starts as a thought. Your self-image comes into play as you act out that thought. Confidence stimulates your ability to perform." This month we pause to fill up and fuel our confidence.

Available at marykayintouch.com!



# INDULGE YOUR DIVA DREAMS — TECHNO DIVA —

Star Consultant Program  
June 16 to Sept. 15, 2016  
MARY KAY



On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Smith-Dobbs, Peggy A.	920	880	1480	2080	2680	3880
Varrone, Pat	416	1384	1984	2584	3184	4384

<i>Sapphire</i> ★	<i>Ruby</i> ★	<i>Diamond</i> ★	<i>Emerald</i> ★	<i>Pearl</i> ★
1.800	2.400	3.000	3.600	4.800

# CONGRATULATIONS!

**\$100 Day Winner!!**  
Linda Sperring



# Celebrate!

<u>August Birthdays</u>	<u>Day</u>	<u>Aug. Anniversaries</u>	<u>Year</u>
Jill Jurey	9	Lisa A. Chapman	21
Erin Finnegan	12	Patt Every	18
Alexi Meggison	19	Mary T. Nelso	16
Karissa Meyers	19		
Betsy L. Sale	20		
Eileen Brehm	21		
Carolyn J. Isaacs	31		

# Pink Investors



These consultants invested in product last month!

- |                     |                     |
|---------------------|---------------------|
| Peggy Smith-Dobbs   | Joan M. Doyle       |
| Linda J. Sperring   | Donna H. Riehs      |
| Pat Varrone         | Monique R. Uribe    |
| Kelly A. Bennett    | Lisa A. Chapman     |
| Candida Taylor      | Kirsten E. Olson    |
| Beth A. Burkhart    | Mary Ellen Horgan   |
| Jo'Anne Every       | Marlene D. Phillips |
| Christine Hrusovsky | Denise McDevitt     |
| Laurie Kibelstis    | Fabiola Galeno      |
| Johna K. Lingelbach | Barbara A. Dickson  |
| Erin Finnegan       | Carolyn J. Isaacs   |

**Valerio Area**

## July DIVA Pool Party

August 9th & 10th  
at SNSD Sandy Valerio's home

**Earn Your Invite!**

Place a \$600+ w/s order in July

**Earn Your Invite AND this Bracelet!**

Place a \$600 w/s order & welcome a Qualified New Team

## Embrace Your Dreams

Each month during Seminar Year 2017 that you place a \$600 or more wholesale Section 1 order, you can receive a gorgeous bracelet with a quote that reflects Mary Kay Ash's legacy of love.

**July 1, 2016 - June 30, 2017**

July bracelet inscription  
*What You Believe ♥ You Can Achieve*

**vip customer**

**\$500**

**GIVE AWAY**

win \$500 cash \*

1 lucky customer

Drawing  
will be  
Monday,  
September  
12th  
7-9:00pm

**EARN ENTRIES:**

- 1 Entry for having a facial and giving your opinion of the product.
- 1 Entry for each guest present at your facial.
- 5 Entries for listening to the company facts
- 5 Entries for listening to the company facts (in person, by phone or at an MK event)
- 1 Entry for attending Cash Giveaway on September 12th.

**more cash drawings!**

**Attend the giveaway for more chances to win cash!**

Cash Giveaway will take place Monday, September 12th at the Radisson Valley Forge (1160 First Ave. King of Prussia, PA 19406) from 7-9pm.

\*Customer must be present to win \$500. If the winner is not present, \$100 will be awarded.

**Good Luck!** SNSP

Sandy Valerio



**July 1 - September 12, 2016**

**consultant/director**

**\$500**

**GIVE AWAY**

win \$500 cash

1 lucky consultant/director

Drawing  
will be  
Monday,  
September  
12th  
7-9:00pm

**EARN ENTRIES:**

- 1 Entry for each Basic Skin Care set sold.
- 1 Entry for Section 1 order of \$400 wholesale etc.
- 1 Entry for Section 1 order of \$1200 wholesale order).
- 2 entries for Section 1 order of \$600 wholesale order.
- 3 entries for each Qualified Recruit. (You must have the potential recruit fill out an interview sheet - to be handed in to your Director to qualify.)
- 5 Entries for each interview you do. (You must have the potential recruit fill out an agreement and/or training interview sheet - to be handed in to your Director to qualify.)
- 1 Entry for every interview you hold. Examples of a selling appointment: agreement and/or training interview sheet - to be handed in to your Director to qualify.
- 1 entry for each selling appointment you hold. Examples of a selling appointment: Skin Care Class, Facial, Double Facial, Spa Class, etc.
- 1 entry for each guest you have at event
- 1 Entry for each guest you have at event

**more cash drawings!**

**Attend the giveaway for more chances to win cash!**

Cash Giveaway will take place Monday, September 12th at the Radisson Valley Forge (1160 First Ave. King of Prussia, PA 19406) from 7-9pm.

**Good Luck!** SNSP

Sandy Valerio



# Valerio Area Summer Share Challenge



Perfect for Fall!!

**One Lucky Customer**  
(and her consultant!)  
**will WIN this Michael Kors Handbag!**  
\$298 value!!

Contest Dates:  
July 1st - September 12th

When your customer has a sharing appointment, her name will be entered into the drawing (*Director must follow up*). The drawing will be held at the Sept 12th Cash Giveaway. Customer need not be present to win. Both the customer and her consultant will win a Michael Kors handbag.

# Start the NEW Year Strong!

# Be a Star!!

June 16th-  
September 15th



**Be A Valerio Area 1st Quarter STAR**

**to earn this gorgeous Necklace Set!!**



As seen in Nordstrom's May Catalogue!

Achieve Star Consultant status when you place a minimum of \$1800 wholesale in to the company from June 16, 2016-September 15, 2016.



# MK Achievers Tracking

Name: \_\_\_\_\_ Month: \_\_\_\_\_

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

**\*Tracking sheets must be received by the 3rd of the month  
Please e-mail to YOUR DIRECTOR**

## Which did you achieve this month?

Platinum: \_\_\_\_\_ Gold: \_\_\_\_\_

Diamond: \_\_\_\_\_ Bronze: \_\_\_\_\_

Personal W/S: \_\_\_\_\_ Retail Sales: \_\_\_\_\_

Pers. Recruits Not Qual: \_\_\_\_\_ Pers. Recruits Qual: \_\_\_\_\_

## Interviews

Name/Phone	Follow-Up / Recruited?
1.	
2.	
3.	
4.	
5.	
6.	
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10.	
11.	
12.	
13.	
14.	
15.	

## Parties

Hostess/Date	Hostess/Date
1.	5.
2.	6.
3.	7.
4.	8.

## Faces/Selling Appointments

Name/Phone	Class/Facial	\$ Sold	Bookings
1.			
2.			
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**Marita McCafferty**  
**Independent Sales Director**  
 1115 Angus Circle  
 Blue Bell, PA 19422

# THE YEAR OF YOUR DREAMS

*To the Dynamic:*

# MK Achievers

July 1, 2016 - June 30, 2017

**Earn Monthly Swag Bag based on your Activity!**

## Platinum

- 40 Faces/ min. 8 Parties
- 15 Sharing Appointments
- 2 New or 1 Qualified Team Member
- \$1600 retail sales
- \$800 w/s order \*

**Complete**  
4 of 5

## Gold

- 30 Faces/ min. 5 Parties
- 10 Sharing Appointments
- 2 New or 1 Qualified Team Member
- \$1200 retail sales
- \$600 w/s order \*

**Complete**  
4 of 5

## Silver

- 15 Faces/ min. 3 Parties
- 5 Sharing Appointments
- 1 New Team Member
- \$800 retail sales
- \$400 w/s order \*

**Complete**  
3 of 5

## Bronze

- 10 Faces/ min. 1 Party
- 3 Sharing Appointments
- 1 New Team Member
- \$500 retail sales
- \$250 w/s order \*

**Complete**  
3 of 5

- \* this item must be completed.
- WAS must be turned in to receive prize

## Be Consistent!

Earn Quarterly Event by achieving months 3 months of consistency!  
 (only 1 can be bronze)



## The NEW InTouch is launching soon!!

Change is easy – said no one ever! But we've made it easy for you to jump in feet first and try the new Mary Kay InTouch®. It's all about you. It's personalized. It's easy to navigate.

**For Consultants in the Ruby Seminar the launch should be completed by August 15th.** To get started, be sure check out the tutorials and fliers. **Seminar attendees will receive before Seminar and will have the opportunity to ask questions there.**