

2017 Unit Awards!

Court of Sales

#10 Marlene Phillips	\$4,832
#9 Virginia Farnell	\$4,946
#8 Barb Dickson	\$5,541
#7 Lisa Chapman	\$6,237
#6 Linda Sperring	\$6,681



#5 Denise McDevitt
\$7,183



#4 Joan Doyle
\$7,609



#3 Candida Taylor
\$8,176



#2 Pat Varrone
\$9,177

Queen of Sales

Peggy Smith-Dobbs
\$13,349



Miss Go-Give



Dolores
Morrone



Rookie of the Year



Debbi
O'Hara



Miss Enthusiasm



Iris
Morales

Miss MK Image



Cindy Irvin



Most Improved



Pat Varrone



Most Consistent



Pat
Varrone



Candida
Taylor



Denise
McDevitt

Congratulations!!



Director Marita McCafferty

Dynamite Unit

It's All About



the FACE!

CONGRATULATIONS!

Monthly Selling Challenge Winner!

Dolores Morroni

Meeting Winner!

Candida Taylor

DNVAs - April, May & June!

Debbie Bracy, Linda Sperring, Pat Varrone, Iris Morales, Debbi O'Hara, Linda Sperring, Dolores Morroni

June Embracelet Winners!



Linda Sperring * Pat Varrone * Debbi O'Hara
Marita McCafferty

July



NEW FACES take you PLACES

Have you heard about the *New Faces Take You Places* Challenge? It's all about putting *Mary Kay*® skin care on new faces. And that can take you and your business so many places!

For each month during the 2017 – 2018 Seminar year that you place a cumulative \$600* or more wholesale Section 1 order, you will earn an exclusive designer charm bracelet featuring a different power word of the month. They're designed exclusively for Mary Kay by **R.J. Graziano** and all totally charming!

See www.marykayintouch.com for complete details.

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!!




Congrats to Our Two Month Club Winners!

(May & June)
Pat Varrone, Peggy Smith-Dobbs, Candida Taylor

Congrats to our 6 Month Club Winners!

(Jan-June)
Pat Varrone, Denise McDevitt & Candida Taylor

They won a DSW Gift Card!!

The Ultimate Unit

Dates Ahead

7/31...meeting at Marita's home
6:30pm
7/31...Last day of the month to
place orders. Contact Marita
after 9pm to place
8/7...meeting at Marita's home
6:30pm
8/14...meeting at Marita's home
6:30pm
8/21...meeting at Marita's home
6:30pm
8/28...meeting at Marita's home
6:30pm
8/31...Last day of the month to
place orders. Contact Marita
after 9pm to place

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

2017-2018 Dates TBA

Valerio & McKeever Areas Fall Advance

Pocono Manor Resort & Spa
October 20th-22nd
Pocono Manor, PA

'Love' Checks

9% Commission	Candida Taylor	\$67
4% Commission	Linda J. Sperring	\$25
	Cathy Larkin	\$20

(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%**



DIQ



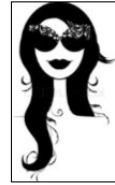
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

5-7 Team Members



Candida Taylor



Position Available!



Position Available!

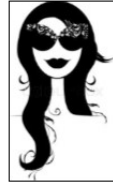


Star Team Builder

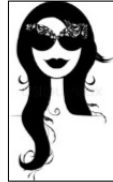
3-4 Team Members



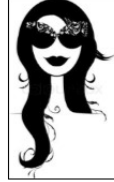
Linda Sperring



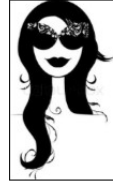
Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

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

NEW FACES take you PLACES



Team Building Challenge

When you step out and introduce new faces to our incredible Mary Kay® skin care, the places it can take you and your Mary Kay business are limitless! New

faces at skin care parties not only can lead to new customers but also to new hostesses, who can lead to more new customers, who can lead to new team members!

Monthly Achievers: For each month during the challenge period (July through December 2017), the Independent Beauty Consultant with the highest number of new personal team members in her unit (minimum of two) will receive a prize.*

Grand Prize Achievers: The five Independent Beauty Consultants in each Seminar affiliation with the highest number of qualified** new personal team members over the six-month challenge period (July 1 – Dec. 31, 2017) will each earn a trip voucher valued at \$5,000.

See www.marykayintouch.com for complete details.

Pink Investors

These consultants invested in product last month!



Linda J. Sperring	Denise McDevitt
Pat Varrone	Kathy M. Frankowski
Debbi O'Hara	Joan M. Doyle
Peggy A. Smith-Dobbs	Debbie Bracy
Candida Taylor	Christine Hrusovsky
Virginia Farnell	Beth A. Burkhart
Barbara A. Dickson	Lisa A. Chapman
Mary A. Lapetina	Elana M. Sloan
Cassandra Weisbecker	Marlene D. Phillips
Jo'Anne Every	Patt Every



<u>August Birthdays</u>	<u>Day</u>	<u>Aug Anniversaries</u>	<u>Year</u>
Karissa Meyers	19	Marita McCafferty	27
Eileen Brehm	21	Lisa A. Chapman	22
Carolyn J. Isaacs	31	Patt Every	19
		Mary T. Nelson	17



*"Permit no one to dissuade you from pursuing the goals you set for yourselves. Do not fear to pioneer. To venture down new paths of endeavor."
-- Ralph J. Bunche*

Booking Checklist:

- AM I focused on booking?
- DO I give out cards and catalogues every week? (25+)
- DO I create opportunities to bring up my business in a casual conversation?
- DO I mention the "FOLLOW UP COLOR CONSULTATION" 7-10 times during my presentation?
- DO I schedule the 2nd appointment first during the individual close?
- DO I excite her about the possibility of sharing that appointment with friends?
- DO I create a fun environment at my product presentations, so that women are learning, having fun and would be proud to introduce me to their friends?
- DO I romance the hostess program during my presentation?
- DO I give my hostess extra attention by getting there early to only do HER makeover?
- HAVE I studied the main body of the booking script?
- HOW long has it been since I read the booking section of my training materials that came in the starter kit or on Intouch?

NEW FACES *take you* PLACES

Here is a great script to book with your Before/After Portfolio:

Hi Suzie, this is _____, do you have a quick minute? Great! Suzie, I'm building a Fabulous 50 Portfolio in celebration of Mary Kay's New Year and I'm looking for 50 FABULOUS models to experience our new color looks! I would love to have you represent me in my portfolio and _____ (choose your promotion of choice)! When we get together, I'll treat you to a new color look along with taking your before and after pictures! Which would be better for you, Suzie? (Give 2 date choices) Set the date and then say, "I'm working toward 50 new faces in the next 30 days, is there any reason why you wouldn't want to SHARE your pampering time with a couple of friends? Great, I'll call in a couple of days to see when you can make it and talk about the colors you will try!"

Team Building Tip

Start Building Your Team Now!

By NSD Pamela Shaw

Widen your focus and look at those around you. Who do you know that:

φ needs extra income?

- φ could benefit from a social outlet?
- φ could benefit from building her self confidence?
- φ just moved to the area and needs to meet people?
- φ is trapped by her current job, needs money, but needs to be home with her children too?
- φ is single, credit cards to the limit, and needs to get out of debt?
- φ is looking for personal recognition and self-fulfillment?

FOR ALL THE SEASONS OF YOUR LIFE

FALL IN LOVE WITH THE HOLIDAYS

Star Consultant Program

June 16 to Sept. 15, 2017



On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Taylor, Candida	635	1165	1765	2365	2965	4165
Varrone, Pat	623	1177	1777	2377	2977	4177
Sperring, Linda J.	606	1194	1794	2394	2994	4194
Farnell, Virginia	403	1397	1997	2597	3197	4397

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

Start the NEW Year Strong- Be a Star!!

Be A Valerio Area
1st Quarter STAR
to earn this gorgeous
Necklace Set
From Sandy & your
Director!



Choose
Rose Gold,
Gold or
Silver!

Achieve Star Consultant status when you place a minimum of \$1500 wholesale in to the company from June 16, 2017-September 15, 2017.



Necklaces will be awarded at Fall Advance in October.

All-Star Consultant Consistency Prizes

Be a consistent Star Consultant for all 4 quarters starting June 16, 2017-June 15, 2018 and you'll be eligible to pick up one of these beautiful prizes from the kate spade new york® Collection when you attend Seminar 2018! Plus, you'll get standing recognition and be invited to a prize party at Seminar!



kate spade new york®
satchel
Pearl Level
19,200+
Total year-end Star
Consultant contest credits



kate spade new york®
purse
Emerald Level
14,400-19,199
Total year-end Star
Consultant contest credits



kate spade new york®
crossbody
Diamond Level
12,000-14,399
Total year-end Star
Consultant contest credits

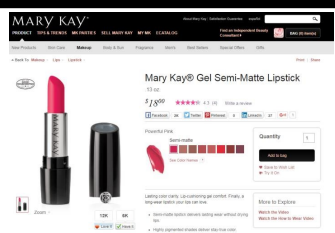


kate spade new york®
wallet
Ruby Level
9,600-11,999
Total year-end Star
Consultant contest credits



kate spade new york®
makeup bag
Sapphire Level
7,200-9,599
Total year-end Star
Consultant contest credits

Ratings & Reviews coming soon on your Personal Website!



You and your customers will soon be able to enter ratings and reviews for Mary Kay® products on your Mary Kay® Personal Web Site (PWS) and marykay.com! This new feature, is designed to improve customer engagement and brand loyalty through trust. For more details visit InTouch under MKNews.

NEW FACES *take you* PLACES

My Seminar 2018 Goals

I Will Be A . . .



- _____ by August 1st
- _____ by September 1st
- _____ by October 1st
- _____ by November 1st
- _____ by December 1st
- _____ by January 1st
Leadership Conference
- _____ by March 1st
Career Conference
- _____ by July 1st
Seminar

Career Level	Active* Team Members
Senior Consultant	1-2
Star Team Member	3-4
Team Leader	5-7
Future Sales Director	8+
DIQ	Add 10+ Personal Team Members by the 1st of the month & Star
 Grand Achiever	Build to 16+ team members w/ \$23,000 Team Production in 1 - 4 months
Director	Build to 24+ unit members w/ \$18,000 Unit Production in 1 - 4 months

** A consultant is considered active in the month she places a \$225 w/s order and the following 2 months.*

Other Goals:

- Number of Monthly Selling Appt _____
- Monthly Retail Goal: \$ _____
- Monthly Wholesale Goal: \$ _____
- Quarterly Wholesale Goals:
 - June 16 - Sept. 15 \$ _____
 - Sept. 16 - Dec. 15 \$ _____
 - Dec. 16 - Mar. 15 \$ _____
 - Mar. 16 - June 15 \$ _____
- Monthly Team Building Appts: _____
- # of New Team Members per month _____
- Medal Goal: (Gold=5, Silver=4, Bronze=3) _____
- PCP Customers Enrolled Each Qtr _____
- # of Quarters as a Star Consultant _____

Queen's Court of Sales



\$40,000 Retail production
07/01/17 - 06/30/18



Queen's Court of Sharing

Add 24 Qualified* personal team members 07/01/17- 06/30/18

**A Qualified Consultant is one who places a Minimum \$600 w/s Section 1 Product Order in the same or following month their agreement is received or if they achieve 1 quarter of Star Consultant status by June 15, 2018.*

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*
25 faces or 10 parties
1 new pers. Q or 2 new recruits

\$1400 retail sales*
15 interviews/guests

Diamond Circle

COMPLETE 4 OF THE 5

\$600 Personal w/s*
20 faces or 6 parties
1 new pers. Q or 2 new recruits

\$1000 retail sales*
10 interviews/guests

Gold Circle

COMPLETE 4 OF THE 5

\$400 Personal w/s*
15 faces or 4 parties
1 new personal recruit

\$800 retail sales*
5 interviews/guests

* these items must be completed

Faces/Selling Appointments

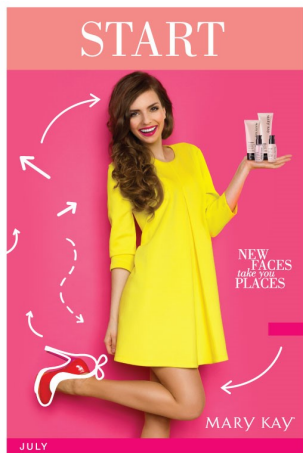
Name/Phone	Class/Facial	\$ Sold	Bookings
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			
16.			
17.			
18.			
19.			
20.			
21.			
22.			
23.			
24.			
25.			
26.			
27.			
28.			
29.			
30.			
Totals			

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



To the Dynamic:

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 mystery gift!

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 \$25 Gift Card!

Achievers will also earn recognition on area site & in area newsletter!

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

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



Beaded Earrings

NEW FACES *take you* PLACES

Consistency Challenge



Achieve the New Faces Take You Places Challenge every month Jul-Dec to earn this bracelet!

GROW



It's a new season of new faces, new opportunities and yes, a new you!

Guess what? A little planning at the beginning of the Seminar year can pay big dividends. Let's start the year off right with ENSD Stacy James, ENSD Pamela Waldrop Shaw and SSD Maisha Bankhead! Ready, set, go!

Available at www.marykaintouch.com