

2018 Unit Awards!

Court of Sales



#5 Dawn Patterson
\$7,589



#4 Pat Varrone
\$10,148



#3 Peggy Dobbs
\$10,592

#2 Linda Sperring
\$10,720



Queen of Sales

Dolores Morrone
\$16,845



Court of Sharing



#2 Iris Morales

Queen of Sharing

Dolores Morrone



Miss Go-Give

Page Knox



Rookie of the Year

Dolores Morrone



Miss MK

Image

Sharon Gayser



Most Improved

Linda Sperring



Most Consistent



Dolores Morrone



Miss Enthusiasm



Dolores Morrone

Congratulations!!



Director Marita McCafferty

Dynamite Unit

It's All About



NEW
FACES
take you
PLACES



Congrats Bracelet Achievers!

Go on-target for the Fall Consistency Necklace this month!



Linda Sperring * Dolores Morrone
Marita McCafferty

★ Congratulations 4th Quarter Stars! ★



Marita McCafferty
Sapphire



Dolores Morrone
Sapphire



Linda Sperring
Sapphire



Pat Varrone
Sapphire



MARCH 16 TO JUNE 15, 2018
FOR ALL THE SEASONS OF YOUR LIFE
LET YOUR SUMMER SIZZLE

On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star Diamond				
		Sapphire	Ruby	Emerald	Pearl	
Morrone, Dolores M.	724	1076	1676	2276	2876	4076
Sperring, Linda J.	601	1199	1799	2399	2999	4199
Smith-Dobbs, Peggy A.	501	1299	1899	2499	3099	4299
Patterson, Dawn M.	482	1318	1918	2518	3118	4318

The Ultimate Unit



DIQ



Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

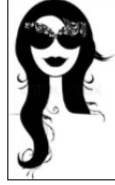
5-7 Team Members



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	Carolyn Isaacs	Cathy Larkin	Eileen McEntee	Iris Morales
Dolores Morrone	Pat Varrone	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

"I want you to be a possibility thinker. A possibility thinker is one who looks at obstacles and sees opportunities. Aim at something bigger than you are sure you can achieve, then plan your work and work your plan. Act as though you have already achieved that goal; and when you reach the final obstacle, turn it into an opportunity. You have a choice. You can overcome an obstacle and be a winner, or you can allow it to overcome you and be a loser.

Remember that it is far better to be exhausted from success than to be rested from failure."

Mary Kay Ash

Dates Ahead

7/31...Last day of the month to place orders.

8/6...meeting at Marita's home
6:30pm

8/13...meeting at Marita's home
6:30pm

8/20...meeting at Marita's home
6:30pm

8/27...meeting at Marita's home
6:30pm

7/31...Last day of the month to place orders.

Valerio Area Workshops

September 18th, 7pm

Blue Bell Country Club

Future dates: 11/13, 3/19, 5/7, 6/18
\$12 in advance/\$14 at the door

Valerio Area January Jumpstart

Saturday, January 26th

Blue Bell Country Club

Ruby Leadership 2019

San Diego, CA

January 16th-19th

DIQs are Invited!

'Love' Checks

9% Commission

Candida Taylor \$39

4% Commission

Dolores M. Morrone \$19

Pat Varrone \$14

(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



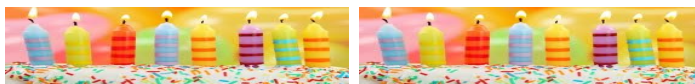
These consultants invested in product last month!

Dolores M. Morroni	Candida Taylor
Linda J. Sperring	Laurie Kibelstis
Pat Varrone	Carolyn J. Isaacs
Peggy A. Smith-Dobbs	Mary T. Nelson
Dawn M. Patterson	Denise McDevitt
Linda E. Pfefferle	Jo'Anne Every
Lisa A. Chapman	Debbi O'Hara
Beth A. Burkhardt	Lori Moore
Iris N. Morales	Debbie Bracy

Celebrate!



<u>August Birthdays</u>	<u>Day</u>	<u>Aug Anniversaries</u>	<u>Year</u>
Diva Bell	18	Lisa A. Chapman	23
Karissa Meyers	19	Patt Every	20
Eileen Brehm	21	Mary T. Nelson	18
Carolyn J. Isaacs	31	Paulette F. Bahar	1
		Dawn M. Patterson	1



ALL STAR Consistency Challenge



Each All-Star Consultant level (Sapphire through Pearl) has its own unique consistency prize, each from the same spectacular kate spade new york® All-Star Collection. Your total year-end contest credits will determine which super chic prize is yours!

You'll also earn:

- An invitation to the special prize party at Seminar 2019, where you'll pick up your prize.
- Standing recognition at Seminar 2019 and Bling Button.
- Recognition in *Applause*® magazine.

Boost your star status! When you achieve Star Consultant status for each quarter of the 2018–2019 Seminar year and achieve the Mary Kay You Hold the Key Challenge for all 12 months of the 2018–2019 Seminar year,† you'll earn an additional 2,400 in All-Star booster contest credits toward your All-Star prize. That could be enough to move you up to a higher All-Star prize category!

Earn the Entire Collection!

The Top 10 All-Star achievers with the most year-end All-Star contest credits in each Seminar affiliation will receive the entire kate spade new york® All-Star Collection.

See *Mary Kay InTouch* for complete details!

SHARING is twice as nice in July!



Earn double credit towards the Queen's Court of Sharing

Independent Sales Directors and Independent Beauty Consultants can earn double credit toward the Seminar 2019 Queen's Court of Sharing for up to six Great Start-qualified* new personal team members from July 1 through July 31, 2018.

*See InTouch for details.



POWER CLASS

Have a Great Start for a new Independent Beauty Consultant with new rewards, money-

making incentives and quick wins from the very beginning! This Power Class includes tips, strategies, role-play videos, and much, much more on how to maximize this incredible opportunity.

Available on www.marykayintouch.com/



My Seminar 2019 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	All in w/ 8! Add 8+ Personal Team Members by the 1st of the month
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 (or \$13,500 Unit Production in 1-3 months - All In w/ 8! Promotion until Dec 1st)

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 \$ _____
- All-Star Consistency Goal _____
- Monthly Team Building Appts: _____
- # of New Team Members per month _____
- Medal Goal: (Gold=5, Silver=4, Bronze=3) _____
- PCP Customers Enrolled Each Qtr _____

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

Queen's Court of Sales



\$40,000 Retail production
07/01/18 - 06/30/19



Queen's Court of Sharing

Add 24 Qualified* personal team members 07/01/18- 06/30/19

*A Qualified Consultant is one who places a Minimum \$600 w/s Section 1 Product Order in the same or following 3 months their agreement is received or if they achieve 1 quarter of Star Consultant status by June 15, 2019.

GREAT *Start* PROMOTION

JULY 1, 2018 – JUNE 30, 2019



**BIGGER PROFIT POTENTIAL.
RICHER REWARDS.
MORE FUN!**

Introducing a new yearlong promotion that can help everyone get a *Great Start* and share the fun!

GET GOING WITH THE BEST REWARDS EVER!

As a new Independent Beauty Consultant, you can get the most profit in your pocket when you place your first order and start sharing the beauty with your family and friends right away. You can earn free product bonus bundles* when you order and when you add *Great Start*-qualified** team members! You probably already know someone who would love to share this experience with you, don't you? You can both have a *Great Start* with profitable rewards!



TEAM-BUILDING BONUSES AND MORE!

Now, Independent Beauty Consultants can earn a \$50 cash bonus† on each *Great Start*-qualified** new personal team member! Just think, a chat with a girlfriend can lead to fun and immediate rewards! It doesn't stop there. These programs also get a boost during the *Great Start* Promotion:

- Independent Sales Director Team-Building Bonus
- Unit Development Bonus
- Career Car Program
- Courts of Sharing
- Leadership Conference Recognition

WHAT DOES THAT MEAN?

When new team members who are *Great Start*-qualified** get going, then your own rewards can increase!

For complete details on the *Great Start* Promotion and what it can mean for you, visit [Mary Kay InTouch®](#)

RIGHT FROM THE START, IT'S BIGGER. IT'S RICHER. IT'S GREAT!

* See the *Great Start: Ready, Set, Sell!* and *Great Start: Ready, Set, Keep Selling!* brochures and the *Great Start: Team-Building Rewards* insert for full details about the free limited-time product bonus bundles.

**A *Great Start*-qualified Independent Beauty Consultant is one whose initial order or cumulative orders are \$600 or more in wholesale Section 1 products and the orders are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is accepted by the Company.

† In the month your new team member's initial or cumulative \$600 or more wholesale Section 1 orders are received by the Company, you must be active to receive the bonus. An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 order is received and accepted by the Company and in the following two calendar months.

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 \$15 Starbucks Gift Card!

* these items must be completed



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: _____

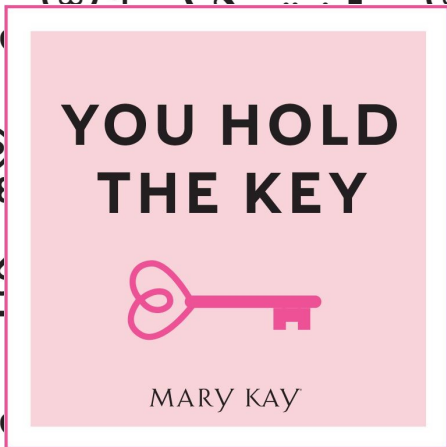
Name: _____ Dir. Name _____

Email: _____ Month: _____



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

To the Dynamic:



Mary Kay Ash unlocked the door of opportunity for women all around the world. And now, *You Hold the Key!*

Each month during the 2018 – 2019 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, the door is opened to a monthly jewelry piece from the exclusive **Mary Kay You Hold the Key Jewelry Collection by R.J. Graziano**. And that's just the beginning!

Setting and achieving a retail selling goal to support a \$600* or more monthly wholesale Section 1 order can be the key to consistent success. And every month, you'll discover a different Mary Kay-ism that gives you a path to follow. With new faces as your goal and the

Mary Kay way as your guide, *You Hold the Key* to making your dreams come true!

Ind. Beauty Consultants and Ind. Sales Directors who achieve the *Mary Kay You Hold the Key* Challenge each month, July through December 2018, will receive *You Hold the Key* Fall Consistency Challenge necklace by R.J. Graziano.



And Then Some

"The difference between average and top people can be explained in three words: And Then Some. The top people do what is expected of them, And Then Some. They are thoughtful of others; they are considerate and kind, And Then Some. They meet their responsibilities and their obligations fairly and squarely, And Then Some. They are good friends to their friends, and they can be counted on in an emergency, And Then Some." Mary Kay Ash