



Director Marita McCafferty

Dynamite Unit



Congrats Bracelet Achievers!

Linda, Dolores & Marita are on-target for Seminar Consistency Bracelet!



Peggy Smith-Dobbs * Linda Sperring * Dolores Morrioni
Pat Varrone * Marita McCafferty



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	
Varrone, Pat	1811	STAR	589	1189	1789	2989
Morrioni, Dolores M.	1807	STAR	593	1193	1793	2993
Sperring, Linda J.	1801	STAR	599	1199	1799	2999
Smith-Dobbs, Peggy A.	1182	618	1218	1818	2418	3618
Pfefferle, Linda E.	852	948	1548	2148	2748	3948
Moore, Lori	768	1032	1632	2232	2832	4032
Taylor, Candida	701	1099	1699	2299	2899	4099
O'Hara, Debbi	615	1185	1785	2385	2985	4185
Farnell, Virginia	506	1294	1894	2494	3094	4294
Chapman, Lisa A.	506	1294	1894	2494	3094	4294
McDevitt, Denise	498	1302	1902	2502	3102	4302
Cipoletta, Janet E.	462	1338	1938	2538	3138	4338
Doyle, Joan M.	455	1345	1945	2545	3145	4345
McEntee, Eileen S.	412	1388	1988	2588	3188	4388

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

Here we are! The last month of our Seminar Year! To some of us it's an exciting month filled with goals to finish and to some it's just another month. However you see it remember you can be whatever you want to be when you set a goal and work consistently towards it. I am here for everyone for whatever you want to achieve in your business! Red Jacket? Free Mary Kay Car? Directorship this year? It's all within reach and I want to help you.

Our National Sales Director will be holding Red Jacket events at her home beginning in July. I would love to have our Unit represented by lots of you!!!

Let's make this a year of change ...Change our Way of doing things, Change our Focus to more than we did this year, Change our goals to bigger than this year, Change the number of customers to more than this year..let's just make a change ok?

So once again, send me your goals so we can work together on them. I'm committed to helping you but also committed to my business and to building that more this year.

I wish you all the best year ever and more Changes !

Much love and admiration ,

Marita



<u>July Birthdays</u>	<u>Day</u>	<u>July Anniversaries</u>	<u>Year</u>
Maureen McCormick	9	Carolyn J. Isaacs	16
Johna K. Lingelbach	10	Candida Taylor	14
Eileen S. McEntee	10	Sherri L. Bernstein	13
Joan M. Doyle	16	Pat Varrone	13
Cathy Larkin	22	Karen S. Walsh	11
Virginia Farnell	26	Lisa McGroarty	4
		Fabiola Galeno	3
		Dolores M. Morroni	1
		Diane Dougherty	1
		Elizabeth J. Collins	1



Congratulations!

May Prize Winners!

Monthly Square Challenge:

Linda Sperring - 19 squares
 Dolores Morroni - 15 squares
 Pat Varrone - 8 squares
 Iris Morales - 5 squares

Meeting Consistency:

Dolores Morroni
 Pat Varrone

Weekly Challenge:

Dolores Morroni
 Linda Sperring

Pink Investors

These consultants invested in product last month!



Dolores M. Morroni	Lori Moore
Peggy A. Smith-Dobbs	Debbi O'Hara
Pat Varrone	Marlene D. Phillips
Linda J. Sperring	Candida Taylor
Virginia Farnell	Jo'Anne Every
Janet E. Cipoletta	Joan M. Doyle
Eileen S. McEntee	Donna H. Riehs
Denise McDevitt	Fabiola Galeno
Barbara A. Dickson	Eileen Brehm



Watch Independent Senior National Sales Director Lisa Madson, as she shares tips and strategies that can help you finish this Seminar year strong and start the next one with a bang!

Available on www.marykayintouch.com.

The Ultimate Unit



DIQ



Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

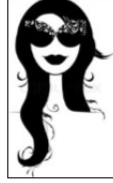
5-7 Team Members



Candida Taylor



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



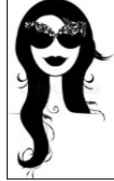
Dolores Morroni



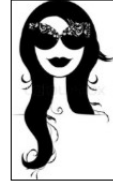
Barb Dickson



Linda Sperring



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

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

Dates Ahead

- 6/16...Fall PCP enrollment begins
- 6/18...meeting at Marita's home 6:30pm
- 6/25...meeting at Marita's home 6:30pm
- 6/30...Last day of the month to place orders. Last day of the Seminar Year!!
- 7/2...meeting at Marita's home 6:30pm
- 7/9...meeting at Marita's home 6:30pm
- 7/15...Fall PCP enrollment ends
- 7/16...Unit Awards Night at Marita's home 6:00pm
- 7/20-23...SEMINAR!!
- 7/31...Last day of the month to place orders.

Valerio Area Workshops
2018-2019 Dates TBA
7pm
Blue Bell Country Club, \$13

Ruby Seminar
Dallas, TX
July 20th-23rd
Registration going on NOW!!

'Love' Checks

9% Commission	
Candida Taylor	\$74
4% Commission	
Cathy Larkin	\$24
Linda J. Sperring	\$20
Pat Varrone	\$10
Eileen S. McEntee	\$10
Barbara A. 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%



Welcome New Consultants!

Verna Sperring of Hatfield, PA welcomed by Linda Sperring!



Charcoal Mask Limited Time Offer!

To celebrate the one year anniversary of Clear Proof Deep Cleansing Charcoal Mask get 55 percent off \$24 retail, regularly \$12 wholesale! Purchase at \$10.80 fixed wholesale. June 1-30. Limit 13 per sales force member at discount (unlimited quantities at normal \$12 wholesale). See InTouch for complete details!

Championship Season

Sean Key, VP of Sales Force Motivation

I absolutely love this time of year because this is when character is revealed, perseverance and resiliency are tested, attitudes are formed, victories are won and queens are crowned! This is when we find out who MAKES promises and who KEEPS promises. This is what I like to call "Championship Season".

During championship season, the called, the committed, the courageous, and the convicted will take their energy and efforts to new heights. Records will be set and broken. Belief-barriers will be raised, and those who are contributing to the miracles that are happening at this very moment will be forever changed.

Lessons of what works and what does NOT work will be permanently engrained into the head of the risk-takers. Many will be working to finish a goal, while others will be working to get a head start towards next year's goal.

This is when the champions bring their game to the business, regardless of what has happened in the months before. It's peak-performance time and Independent Beauty Consultants and Independent Sales Directors are re-energized by HOPE, PRIDE, PURPOSE and the unconditional love and support YOU provide. This is Mary Kay at its best!

I've studied champions for many years, and I want to share 10 qualities that I've found to be consistent among them:

- *The victory is won in their head and heart before the work is done.*
- *Champions know the rules of the game and they're willing to play better than they've ever played before.*
- *Champions believe the risk of victory is worth more than the disappointment of failure.*
- *Champions have champion mentors.*
- *Champions know there's nothing more powerful than a winning attitude.*
- *Champions are motivated by their dream, but are made by their routine.*
- *Champions focus on maximizing their strengths, not protecting their weaknesses.*
- *Champions have unquestionable integrity.*
- *Champions are extra-milers. They don't do just enough to get by; they do the and then some.*
- *Champions NEVER give up!*

Champions are champions because they try, they keep going and they finish!

MARY KAY

SEMINAR 2018

See it. Live it.
SHARE IT.

Register Today

ON MARY KAY INTOUCH®

Seminar 2018 is just around the corner!

REGISTER

TODAY to be part of the Company's 55th Anniversary celebration and all the fantastic things we have in store for you. The deadline to register is **July 1.**

What makes Seminar 2018 a can't-miss-event?

- Fantastic recognition and unique celebrations.
- The inside scoop! Be among the first to get a sneak peek of the newest Mary Kay® products, programs and technology.
- You'll meet new friends to run alongside you as you race to finish on top.
- Learn from the "best of the best!"
- The Mary Kay Building Tour on Day 0. You'll get a glimpse of Mary Kay's office, plus, so much more!

Ruby 2018: July 20th-23rd



**Look Who's
Already
Registered!**

Dolores Morrone * Pat Varrone
Marita McCafferty

Unit Seminar
Registration Challenge



When we grow our Seminar Registration by 2 or have a minimum of 8 attendees, everyone who attends Seminar 2018 will receive this stunning necklace!

ANNOUNCING

CLUB

2018-
2019

Red



LEARN THE SKILLS YOU NEED FOR YOUR SUCCESS!

July 12th * 7-8:30pm

Sandy's Home: 367 Gosling Dr, North Wales, PA

Please RSVP by July 8th.

Must be officially in RED by July 12th to attend.

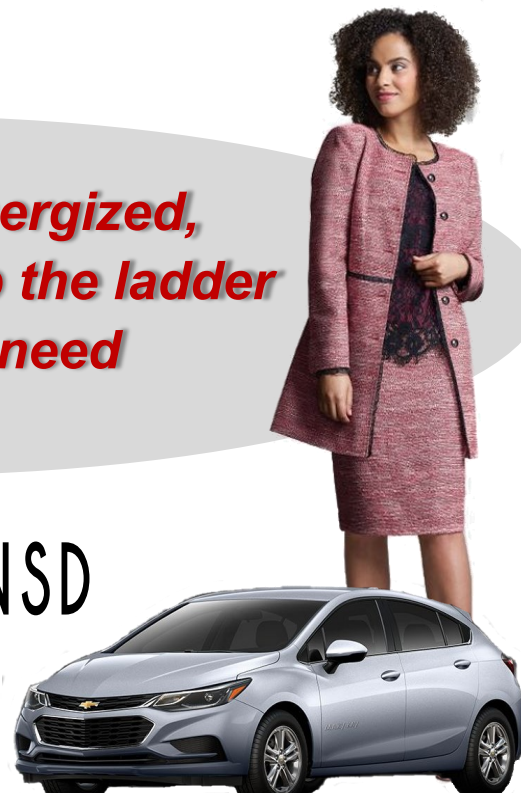
Casual attire.

*If you want to get energized,
motivated and move up the ladder
of success, YOU need
to be here!*



Hosted by your 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!



Mystery Gift

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*

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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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:



RECEIVE A SPECIAL PRIZE FOR EACH OF THE FOLLOWING YOU ACHIEVE IN JUNE!

June Court of Miracle 3D sets
 8+ SETS SOLD

June Court of Wholesale
 \$1,000+ WHOLESALE

June Court of sharing
 3 NEW PERSONAL TEAM MEMBERS

June Court of Faces
 30+ FACES

June Court of Guests
 5+ GUESTS TO EVENTS

Double Star
 ACHIEVE 2 COURTS

Triple Star
 ACHIEVE 3 COURTS

Submit your achievements by 10am July 1st to claim your prizes at our Year End Party (or mailed)

Every Starter Kit in JUNE comes with **A FREE** Microdermabrasion Plus Set!



June Starter Kit Bonus

Within the Starter Kit is everything they need to help connect with their first hostesses and customers! For only \$100,[†] they'll receive products for demonstration and literature that can put them on the path to success in their Mary Kay businesses. Plus, they'll get these **TWO FREE*** products! What a great way to get started and get the look of polished, younger skin and significantly smaller pores! See www.marykayintouch.com for complete details!