



Director Marita McCafferty

Dynamite Unit

YOU HOLD THE KEY



MARY KAY

YOU HOLD THE KEY



MARY KAY



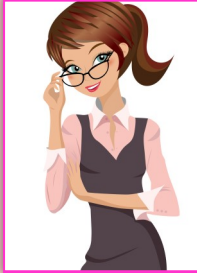
MAY KEY
ALWAYS FOLLOW UP!



Congratulations Achievers!



Linda Sperring



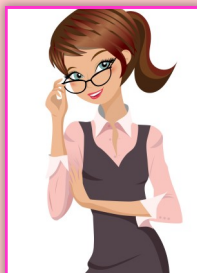
Peggy Smith-Dobbs



Christine Hrusovsky



Dolores Morroni



Iris Morales



Marita McCafferty

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



SEMINAR CONSISTENCY KEY

BE GREAT!



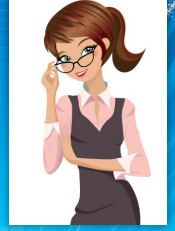
Congratulations 4th Quarter Stars!!!



Linda Sperring
Ruby



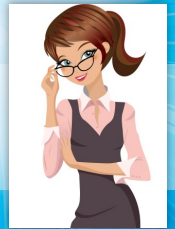
Marita McCafferty
Ruby



Peggy Smith-Dobbs
Sapphire



Dolores Morroni
Sapphire



Iris Morales
Sapphire

On-Target Stars

**1st Quarter ends September 15th **

Name	Contest Amount	Current Won to Date	Needed for Next Star
Cindy Ervin	\$615.80		\$1,184.50

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

The Ultimate Unit



DIQ



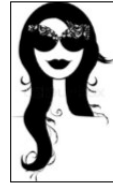
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

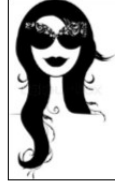
5-7 Team Members



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	Maribeth Kelly-Mojica	Cathy Larkin	Eileen McEntee	Iris Morales
Dolores Morrone	Amy Prestifilippo	Pat Varrone		Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Dates Ahead

- 6/30...Last day of the month to place orders. Last day of the Seminar year!
- 7/1...Happy Mary Kay New Year!! meeting (Walton Rd) 6:30pm
- 7/3...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 7/8...meeting (Walton Rd) 6:30pm
- 7/10...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 7/15...Unit Awards at Marita's, 6pm
- 7/17...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
Winter PCP enrollment ends
- 7/22...meeting (Walton Rd) 6:30pm
- 7/24...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 7/29...No Meeting! Seminar in Dallas!
- 7/31...Last day of the month to place orders.

Valerio Area Workshops
TBA

Blue Bell Country Club
Future dates: TBA
\$12 in advance/\$14 at the door

Ruby Seminar 2019 - Dallas, TX
July 30th-August 2nd
Registration ends July 1st!

'Love' Checks

9% Commission	Candida Taylor	\$49
8% Commission	Linda Sperring	\$81
4% Commission	Pat Varrone	\$37
	Dolores Morrone	\$18

(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 Christine Hrusovsky
From Lansdale, PA
Sponsored By Linda Sperring

JUNE KEY
IF IT IS TO BE,
IT IS UP TO ME!



Final Month to earn your Key Jewelry!

Place a cumulative \$600+ w/s order to receive a monthly jewelry piece from the exclusive **Mary Kay You Hold the Key Jewelry Collection** by R.J. Graziano.



Pink Investors

These consultants invested in product last month!



Peggy Smith-Dobbs	Lori Moore
Linda Sperring	Denise McDevitt
Dolores Morrone	LeeAnn Rooney
Christine Hrusovsky	Elana Sloan
Iris Morales	Margaret Criscuolo
Dawn Patterson	Paulette Bahar
Kathy Frankowski	Candida Taylor
Virginia Farnell	Marlene Phillips
Barbara Dickson	Danielle Berkenbaugh

Celebrate!

<u>July Birthdays</u>	<u>Day</u>	<u>July Anniversaries</u>	<u>Year</u>
Maureen McCormick	9	Carolyn Isaacs	17
Johna Lingelbach	10	Candida Taylor	15
Eileen McEntee	10	Sherri Bernstein	14
Lisa Deihl	15	Pat Varrone	14
Joan Doyle	16	Karen Walsh	12
Cathy Larkin	22	Lisa McGroarty	5
Virginia Farnell	26	Fabiola Galeno	4
		Dolores Morrone	2
		Diane Dougherty	2
		Elizabeth Collins	2



Don't Miss the Boat

How to make achieving the cruise a reality in the next 30 days from Destination Red Achiever & DIQ Shasda Guier.

Available on www.marykayintouch.com

Set Your Sights on STARDOM this quarter!

MARY KAY star consultant program

June 16 to Sept 15, 2019

Calphalon Contemporary Sharp™ Self-Sharpening 10-Piece Knife Set With Calphalon Classic™ Nonstick 10-Piece Cookware Set

Calphalon™ Contempo Sharp™ Self-Sharpening 10-Piece Knife Set With Calphalon Classic™ Nonstick 10-Piece Cookware Set

SuperCertificate™

Schwinn IC3 Indoor Cycling Bike

SuperCertificate™

kate spade new york™ Smart Watch

SuperCertificate™

Leadership Conference 2020 Registration

SuperCertificate™

SMEG Retro Citrus Juicer

SuperCertificate™

CHI® Easy Steam Hands-Free Garment Steamer

SuperCertificate™

Herschel Novel™ Mid-Volume Duffel & Mid-Volume Backpack

SuperCertificate™

American Tourister™ Fieldbrook XLT Five-Piece Luggage Set

SuperCertificate™

<p>emerald 3600</p> <p>WOLF Marrakesh Safe Deposit/Jewelry Box</p> <p>CHI AIR™ Expert Ceramic Flat Iron</p> <p>MKConnections™ Voucher OR SuperCertificate™</p>	<p>diamond 3000</p> <p>UGO™ Duffled Throw in Indigo</p> <p>Cuisinart™ Vertical Waffle Maker</p> <p>MKConnections™ Voucher OR SuperCertificate™</p>
<p>ruby 2400</p> <p>Shiraleah Lola Tote (available in black or blue)</p> <p>Shiraleah Philippa Scarf With Quay The Play Gold/Pink Sunglasses</p> <p>MKConnections™ Voucher OR SuperCertificate™</p>	<p>sapphire 1300</p> <p>High-Fashion Jewelry Set</p> <p>Nostalgia™ Lighted Party Fountain With Five Cups</p> <p>IQ Sound™ Bluetooth® True Wireless Earbuds With Charging Case</p> <p>MKConnections™ Voucher OR SuperCertificate™</p>

When it comes to your success, YOU can do it!

You can earn exciting prizes in the Star Consultant Program while building the business of your dreams. And the triumphs that you enjoy through the Star Consultant Program can help you earn rewards in other Mary Kay challenges too.

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!



Now through July 11th, Customers can enter for a chance to win a trip for two to Santa Monica, Calif., by sharing the foundation of their real beauty and what makes them unique.

Ten lucky winners and their Independent Beauty Consultants will each win the trip, including luxury accommodations and the opportunity to be included in a VIP photo shoot. The winners will also receive \$1,000 spending cash!

Please see www.marykayintouch.com for complete details and how to enter!



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



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



To the Dynamic:



Seminar 2019 is just around the corner. REGISTER TODAY to explore all the fantastic things we have in store for you. The deadline to register and book a sleeping room reservation is July 1.

What makes Seminar 2019 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'!
- R3 Manufacturing/R&D Center Tour. You'll get a glimpse into a day of manufacturing/R&D life as well as get to feel like you are part of this important piece of Mary Kay's future.



Now and through June 30, you can get 60% off* the suggested retail price of **qualifying** skin care sets/bundles, **while supplies last**. There's a limit of 13 of each qualifying set/bundle

per Independent Beauty Consultant. Why 13? Of course, 13 was Mary Kay Ash's lucky number! And now it can be your lucky number too! Only the sets/bundles below apply to the June Skin Care Product Promotion while supplies last, at the fixed wholesale price. Tax will be charged on the full suggested retail price of each product in this offer.

As we build inventory of the recently available TimeWise Repair® Volu-Firm® Advanced Lifting Serum, we are unable to offer the TimeWise Repair® Volu-Firm® Set and TimeWise Repair® Ultimate Volu-Firm® Set as part of the June Skin Care Promotion.

Ruby 2019: July 30th-August 2nd



Who will join Marita in Dallas?
 Your pic here!

Logon to www.marykayintouch.com and click on events >special events for all of the details!

Set	Regular Wholesale	June Promotion Fixed Wholesale
TimeWise® Ultimate Miracle Set 3D™ N/D	\$82.50	\$66.00
TimeWise® Ultimate Miracle Set 3D™ C/O	\$82.50	\$66.00
TimeWise Miracle Set 3D® Normal/Dry	\$55.00	\$44.00
TimeWise Miracle Set 3D® Combination/Oily	\$55.00	\$44.00
Clear Proof® Acne System	\$22.50	\$18.00
MKMen® Skin Care Regimen Bundle	\$40.50	\$32.40
Botanical Effects® Regimen	\$27.00	\$21.60