



Director Marita McCafferty

Dynamite Unit



Team work makes the Dream work ! Our Team is a great one and I believe in each and every one of you! Focus on booking and selling and the rest will come. Beat your personal best every week and watch your business grow. We have #NoLimits to what we can do! Let's do it together ok?

As always, Much appreciation for your support,

Marita



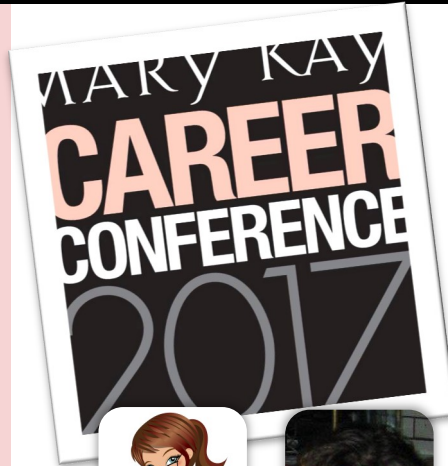
CONGRATULATIONS!

February Selling Challenge Winners!

Linda Sperring , Candida Taylor,
Lisa Chapman, Dolores Morroni,
Barb Dickson

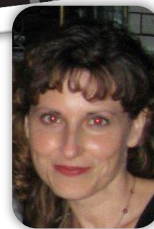
See page 5 for this month's prizes!

WE'RE 
ALL IN!
#teamMK



Look Who's Attending!

Iris Morales
Linda Sperring
Pat Varrone
Marita McCafferty



February Embracelet Winners!



Denise McDevitt * Linda Sperring
Marita McCafferty

The Ultimate Unit



DIQ



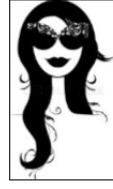
Position Available!

Future Director

8+ Team Members



Position Available!



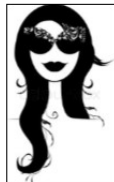
Position Available!

Team Leaders

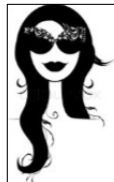
5-7 Team Members



Candida Taylor



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



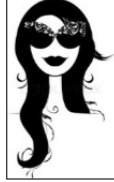
Linda Sperring



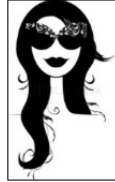
Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

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



Seminar Embracelet Challenge
"Do It Now"



Your All In success can fuel the Year of Your Dreams, and now you can show that commitment at Seminar. You can qualify to earn an invitation to the Dream Big in Big D Seminar 2017 prize

party at Gilley's where you will receive the special Seminar Embrace Your Dreams bracelet which encourages you to follow Mary Kay Ash's lead and "Do It Now." You will earn these two wonderful rewards if you are:

- An Independent Beauty Consultant or Independent Sales Director who achieves the *Embrace Your Dreams* Challenge in March, April, May and June.
- A NEW Independent Beauty Consultant whose Independent Beauty Consultant Agreement is received and accepted by the Company in the months of March, April or May and who achieves the *Embrace Your Dreams* Challenge in the month her Agreement is accepted and each of the following months during the contest period. New Independent Beauty Consultants with Agreements received and accepted by the Company in the month of June are not eligible.

To find out more about this exciting challenge, visit Mary Kay InTouch®. Get ready to show off your new bracelet at Seminar 2017!

Dates Ahead

- 3/16...Summer PCP enrollment begins
- 3/20...meeting at Marita's home 6:30pm
- 3/27...meeting at Marita's home 6:30pm
- 3/31...last day to place orders.
- 4/10...meeting at Marita's home 6:30pm
- 4/17...meeting at Marita's home 6:30pm
- 4/18...Summer PCP enrollment ends
- 4/24...meeting at Marita's home 6:30pm
- 3/31...last day to place orders.

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

Tuesday April 4th
7:00pm - 9:30pm; Cost \$11.00
Saturday, June 17, 2017
8:30am - 12:30pm; Cost \$16.00



'Love' Checks

9% Commission	Candida Taylor	\$123
4% Commission	Linda Sperring	\$19
(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!



Denise McDevitt	Candida Taylor
Linda J. Sperring	Cassandra
Peggy Smith-Dobbs	Weisbecker
Debbi O'Hara	Lori Moore
Lisa Chapman	Joan M. Doyle
Pat Varrone	Christine Hrusovsky
Barbara A. Dickson	Margaret Criscuolo
Sherri L. Bernstein	Marlene D. Phillips
Mary A. Lapetina	Patt Every



<u>Apr Birthdays</u>	<u>Day</u>	<u>Apr Anniversaries</u>	<u>Year</u>
Brent Walker	5	Jo'Anne Every	26
Maureen McNiff	12	Johna K. Lingelbach	23
Darlita M. Lee	23	Laurie Kibelstis	3
		Eileen Brehm	2
		Darlita M. Lee	2
		Fran Duffy	1



Are you ready to WIN?

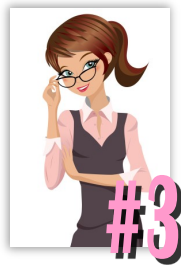
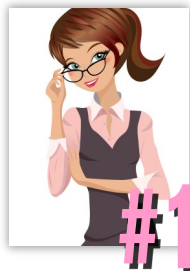
Listen as Independent Senior National Sales Director Julia Burnett challenges YOU to embrace your challenges and push through!
Get ready to employ GRIT, a winning attitude, business skills and the power of intention to move up the career path. You can do it! Watch this amazing show and get ready to win!
Available at www.marykayintouch.com

Seminar Awards 2017



YTD Court of Sales

MK: \$40,000 retail * Area: \$20,000 retail

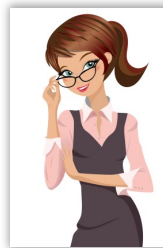


- | | |
|------------------------|-------------|
| 1. Peggy Smith-Dobbs | \$10,619.00 |
| 2. Pat Varrone | \$6,225.00 |
| 3. Joan M. Doyle | \$5,939.00 |
| 4. Candida Taylor | \$5,735.00 |
| 5. Denise McDevitt | \$5,179.00 |
| 6. Lisa A. Chapman | \$5,142.00 |
| 7. Barbara A. Dickson | \$3,862.00 |
| 8. Marlene D. Phillips | \$3,528.00 |
| 9. Virginia Farnell | \$3,195.00 |
| 10. Lori Moore | \$3,008.00 |

July 1, 2016-June 30, 2017

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. You this Month! 1Q



Earn Your Embracelet this month when you place a total of \$600 or more wholesale!

INDULGE YOUR DIVA DREAMS — DIVA DECOR —

Star Consultant Program
Dec. 16, 2016, to March 15, 2017

MARY KAY



On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
McDevitt, Denise	1145	655	1255	1855	2455	3655
Dickson, Barbara A.	682	1118	1718	2318	2918	4118
Varrone, Pat	664	1136	1736	2336	2936	4136
Chapman, Lisa A.	659	1141	1741	2341	2941	4141
Sperring, Linda J.	618	1182	1782	2382	2982	4182
O'Hara, Debbi	612	1188	1788	2388	2988	4188
Bennett, Kelly A.	526	1274	1874	2474	3074	4274
Taylor, Candida	501	1299	1899	2499	3099	4299
Doyle, Joan M.	458	1342	1942	2542	3142	4342
Smith-Dobbs, Peggy A.	424	1376	1976	2576	3176	4376
McEntee, Eileen S.	421	1379	1979	2579	3179	4379

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

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!!

Congratulations to Our Two Month Club Winners!
(Feb & Jan)

Lisa Chapman, Denise McDevitt, Debbi O'Hara, Pat Varrone, Candida Taylor

They are also on-target for the 6 Month Club!



Earn your **MKU Bling Badge for Seminar 2017**, after completing each of the eight MKU education modules, you must pass the assessments with a score of 80 percent or higher by **June 30, 2017**.



Monthly Challenge!

Earn fabulous prizes when you work your business this month!!



WIN 10 "Hello Lovely" Gift Cards!



WIN 10 "Hello Lovely" Gift Cards & 10 "Caught Being Fabulous" Gift Cards!



WIN 10 each of "Hello Lovely" Gift Cards, "Caught Being Fabulous" Gift Cards & Lash Cards!



WIN 20 each of "Hello Lovely" Gift Cards, "Caught Being Fabulous" Gift Cards & Lash Cards!

Sell 25 Items & order \$225 w/s	Sell 50 Items & order \$400 w/s	Sell 75 Items & order \$600 w/s	Sell 100 Items & order \$800 w/s
1.	26.	51.	76.
2.	27.	52.	77.
3.	28.	53.	78.
4.	29.	54.	79.
5.	30.	55.	80.
6.	31.	56.	81.
7.	32.	57.	82.
8.	33.	58.	83.
9.	34.	59.	84.
10.	35.	60.	85.
11.	36.	61.	86.
12.	37.	62.	87.
13.	38.	63.	88.
14.	39.	64.	89.
15.	40.	65.	90.
16.	41.	66.	91.
17.	42.	67.	92.
18.	43.	68.	93.
19.	44.	69.	94.
20.	45.	70.	95.
21.	46.	71.	96.
22.	47.	72.	97.
23.	48.	73.	98.
24.	49.	74.	99.
25.	50.	75.	100.

Name: _____

Return this form by the 3rd of the next month your Director.

You may also choose Sales Aids packages in place of prize.

Valerio Area WORKSHOP



SNSD
Sandy
Valerio

Tuesday, April 4th

Radisson Hotel * 7:00-9:00pm

1160 1st Ave, King of Prussia, PA 19406 * Phone: (610)337-2000

Consultants/Directors: \$11 cash at the door * Guests: FREE

Recognition, Inspiration & Education

Guest Pampering & Makeovers featuring the Spring collection!



Seminar 2017 or bust



Believe you CAN go to Seminar! Pay for ONE thing a month!

MONTH:	APRIL	MAY	JUNE	JULY
What expense: Break it down and pay each month!	AIRFARE	MARY KAY SEMINAR REGISTRATION	MEAL TICKET/ ANY EXTRA EXPENSES	HOTEL
Estimated cost*: <small>*These are estimated costs</small>	\$275-\$400	\$195 - \$225	\$200	\$250

HOW TO PAY FOR WITH YOUR MARY KAY BUSINESS

TOTAL PROFIT TO PUT TOWARDS SEMINAR COST: Based on the 60/40 spit	-Sell \$1000 = Profit of \$400 \$250 in sales each week -2 Parties (\$500) -\$250 misc reorder sales and/or facials	Sell \$500 = Profit of \$200 \$125 in sales each week -1 Party (\$250) -\$250 misc reorder sales and/or facials	Sell \$500 = Profit of \$200 \$125 in sales each week -1 Party (\$250) -\$250 misc reorder sales and/or facials	Sell \$625 = Profit of \$250 \$156 in sales each week -2 Parties (\$500) \$125 misc reorder sales and/or facials
*Keep in Simple just hold 12 parties April -July That is only 3 parties a month to pay for all of Seminar.	Ideas! -Professional Administrative Week -Mother's Day Sales! -Nurses week	Ideas! -20/40 Sale -Product Night to introduce New Summer Products! -Prom	Ideas! - Graduations Weddings/Baby Showers -Showcase NEW Summer Looks. <small>*Note everyone can order the summer products in May</small>	Ideas! -Host a footie party! -Run a New Mary Kay Year 1 Day Sale! 30% off 10 am- 1 pm 20% off 1 pm- 4 pm 15% off 4 pm - 7:00 pm

Created by JPVVA

Combine any of these ideas to pay for your trip to Seminar 2017!



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



*March * April * May * June*

What are your year end goals?

To the Dynamic:

Easter Egg Warm Chatter

at local businesses

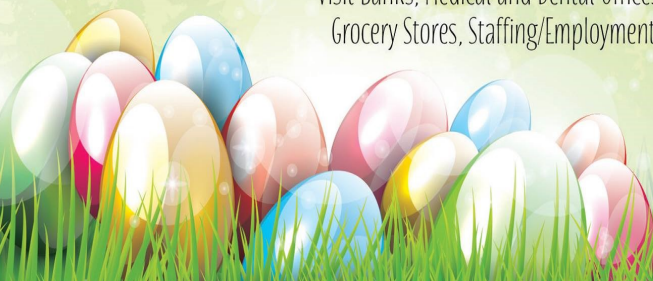
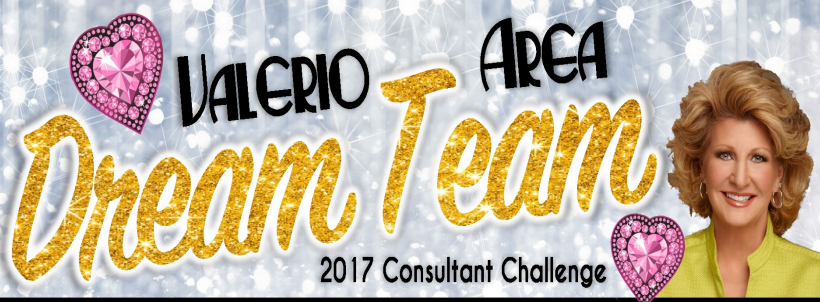
Create a Gift Certificate that offers \$10 in Mary Kay Merchandise and a FREE Makeover. Be sure to include your name and phone number on the Certificate. Purchase several dozen plastic eggs and fun Easter candy such as jelly beans.

Stuff each plastic egg with a Certificate, candy and samples. Place all the eggs in a pretty Easter Basket. Now you are ready to visit local businesses where you will have an opportunity to speak with women.

As you enter the business, announce you are there to honor the women working in that office, and you have Easter Gifts for them.

Allow each woman to choose her own egg from the basket. When she discovers that she has won a FREE Makeover and \$10 in Merchandise, ask her for her name and phone number so the two of you can coordinate a good time for her to receive her prizes from you.

Visit Banks, Medical and Dental Offices, Hair Salons, Grocery Stores, Staffing/Employment Offices, Etc.

VALERIO AREA
Dream Team
 2017 Consultant Challenge

Be a Dream Team Achiever in your Category of Choice Each Month!

<i>Gold Circle</i>	<i>Diamond Circle</i>	<i>Inner Circle</i>
<ul style="list-style-type: none"> • \$400 Personal Wholesale* • 15 faces or 4 parties • \$800 retail sales* • 1 new pers. Q or 2 new recruits • 5 interviews/guests to events 	<ul style="list-style-type: none"> • \$600 Personal Wholesale* • 20 faces or 6 parties • \$1000 retail sales* • 1 new pers. Q or 2 new recruits • 10 interviews/guests to events 	<ul style="list-style-type: none"> • \$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 4 of 5	Complete 4 of 5
Complete Gold Circle 3 months in a row to earn bracelet	Complete Diamond Circle 2 months in a row to earn bracelet	Complete Inner Circle 1 month in to earn bracelet

* These items MUST be completed



**Earn this bee bangle
when you achieve
Inner Circle Status!**

**Qualify for a Bracelet,
recognition at Area Workshop
AND a monthly Advanced
Training Session via Google by
completing Gold, Diamond or
Inner Circle!**

**Earn your Embrace
Your Dreams bracelet
when you place
\$600 w/s in a month!**



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

**Plus
recognition
on area site
& in area
newsletter!**



"The key to happiness is having dreams. The key to success is making your dreams come true." Anonymous