



Director Marita McCafferty

# Dynamite Unit



**NEW FACES take you PLACES**

April

**Congratulations Bracelet Achievers!**



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

Linda Sperring \* Dolores Morroni  
Pat Varrone \* Marita McCafferty

MARY KAY STAR CONSULTANT PROGRAM

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—<br>for Star Diamond |      |         |       |      |
|-----------------------|----------------------|---|------|---------|-------|------|
|                       |                      | Sapphire                                    | Ruby | Emerald | Pearl |      |
| Sperring, Linda J.    | 1201                 | 599   | 1199 | 1799    | 2399  | 3599 |
| Morroni, Dolores M.   | 788                  | 1012  | 1612 | 2212    | 2812  | 4012 |
| Varrone, Pat          | 633                  | 1167  | 1767 | 2367    | 2967  | 4167 |
| Smith-Dobbs, Peggy A. | 571                  | 1229  | 1829 | 2429    | 3029  | 4229 |
| Taylor, Candida       | 458                  | 1342  | 1942 | 2542    | 3142  | 4342 |
| Pfefferle, Linda E.   | 444                  | 1356  | 1956 | 2556    | 3156  | 4356 |
| McEntee, Eileen S.    | 412                  | 1388  | 1988 | 2588    | 3188  | 4388 |

*Set Your Sights on STARDOM this quarter!*

Logon to [www.marykayintouch.com](http://www.marykayintouch.com) to see all of the amazing prizes!!



**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**

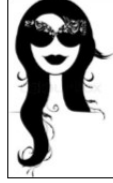
5-7 Team Members



Candida Taylor



Position Available!



Position Available!



**Star Team Builder**

3-4 Team Members



Dolores Morroni



Position Available!



Position Available!



Position Available!



Position Available!

**Senior Consultants**

1-2 Team Members

|                     |                     |                     |                     |                     |
|---------------------|---------------------|---------------------|---------------------|---------------------|
| Barb Dickson        | Carolyn Isaacs      | Cathy Larkin        | Iris Morales        | Linda Sperring      |
| Pat Varrone         | Position Available! | Position Available! | Position Available! | Position Available! |
| Position Available! | Position Available! | Position Available! | Position Available! | Position Available! |

# Dates Ahead

- 5/14...meeting at Marita's home 6:30pm
- 5/21...meeting at Marita's home 6:30pm
- 5/31...Last day of the month to place orders.
- 6/11...No Meeting - attend Workshop on the 5th!
- 6/18...meeting at Marita's home 6:30pm
- 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!!

**Valerio Area Workshop**  
Tuesday, June 5th @ 7pm  
Blue Bell Country Club, \$13

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

## 'Love' Checks

|                      |      |
|----------------------|------|
| <b>9% Commission</b> |      |
| Candida Taylor       | \$44 |
| <b>4% Commission</b> |      |
| Cathy Larkin         | \$22 |
| Linda J. Sperring    | \$18 |
| Pat Varrone          | \$15 |
| Dolores M. Morroni   | \$12 |
| Iris N. Morales      | \$11 |

(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%

Dynamite Unit April Promo

Win your New 3D Miracle Go Set

\$250 Wholesale win Samples of new Miracle Set

\$400 wholesale and 1 sharing appointment win Samples and Look Books

\$600 wholesale and 2 sharing appointments win Samples, Look Books and New 3D Miracle Go Set

PIC+COLLAGE

## Congratulations to our April Promo Winners!!

Samples of 3D Miracle Set:  
Paulette Bahar, Kelly Bennett, Lisa Chapman, Margaret Criscuolo, Iris Morales, Dawn Patterson

Samples and Look Books:  
Peggy Dobbs, Linda Phefferle

Samples, Books and Go Set:  
Pat Varrone, Linda Sperring, Dolores Morroni



# Pink Investors

These consultants invested in product last month!



Pat Varrone  
Dolores M. Morrone  
Linda J. Sperring  
Peggy A. Smith-Dobbs  
Linda E. Pfefferle  
Kelly A. Bennett  
Dawn M. Patterson  
Paulette F. Bahar  
Margaret Criscuolo  
Lisa A. Chapman  
Iris N. Morales

Christine Hrusovsky  
Candida Taylor  
Joan M. Doyle  
Debbi O'Hara  
Eileen Brehm  
Fabiola Galeno  
Amy A. Prestifilippo  
Debbie Bracy  
Lori Moore  
Jo'Anne Every



| June Birthdays    | Day | June Anniversaries  | Year |
|-------------------|-----|---------------------|------|
| Linda J. Sperring | 10  | Gail M. Hughes      | 25   |
|                   |     | Margaret Criscuolo  | 9    |
|                   |     | Mary A. Lapetina    | 6    |
|                   |     | Lilawatie Chin-ahin | 3    |



## BELIEVE



Earn Your Bracelet when you place a total of \$600+ w/s this month!

May



Ind. Exec. NSD Sonia Paez and Ind. Future Exec. Senior Sales Director Heather Daniel-Kent share tips and strategies on **how to maximize the Millions Miracle Challenge with the launch of the new TimeWise® Miracle Set 3D™!** Available on [www.marykayintouch.com](http://www.marykayintouch.com).

# Seminar Awards 2018

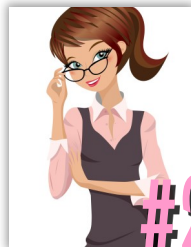


## YTD Court of Sales

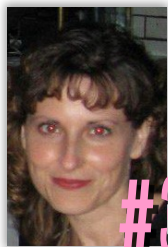
MK: \$40,000 retail \* Area: \$20,000 retail



#1



#2



#3

1. Dolores M. Morrone \$13,974.00
2. Peggy A. Smith-Dobbs \$8,319.00
3. Linda J. Sperring \$8,242.00
4. Pat Varrone \$7,733.00
5. Dawn M. Patterson \$6,606.00
6. Candida Taylor \$5,601.00
7. Iris N. Morales \$5,453.00
8. Linda E. Pfefferle \$5,080.00
9. Denise McDevitt \$4,164.00
10. Lisa A. Chapman \$3,841.00

July 1, 2017-June 30, 2018

## YTD Court of Sharing

MK: 24 Qualified \* Area: 10 Qualified



1. Dolores Morrone 1Q
2. Iris Morales 1Q



MARY KAY

"Don't let the negatives of life control you. Use them as your stepping stones to go higher than you ever dreamed possible."

*Mary Kay*

MARY KAY



# May Squares Contest

Do the Activity - Color in the Square - Win Prizes!

7 Squares ♥ 1 Prize

14 Squares ♥ 2 Prizes

21 Squares ♥ 3 Prizes

28 Squares ♥ 4 Prizes

Name: \_\_\_\_\_

No. of Squares of Completed: \_\_\_\_\_

Return results to your Director by:

June 6th.

You must be in Active Status to qualify for prizes.



|                                   |                                  |  |  |   |  |  |
|-----------------------------------|----------------------------------|--|--|---|--|--|
| Sell<br>3-5<br>Items<br>May 1-7   | Sell<br>6+<br>Items<br>May 1-7   | Print this sheet<br>out & post on<br>Fridge<br>        | Hold a Spring<br>Open House<br>  | Add a Qualified<br>Team Member<br>                 | Register<br>for Seminar<br>2018<br>                  | Show your<br>appreciation & have<br>a Teacher's<br>Pampering<br> |
| Sell<br>3-5<br>Items<br>May 8-14  | Sell<br>6+<br>Items<br>May 8-14  | Earn your<br>May Bracelet<br>BELIEVE<br>              | Celebrate Mary Kay's<br>birthday by having a<br>10 Show Week<br>            | Visit Unit<br>Facebook<br>Page<br>                | Have 12<br>Appointments on<br>Calendar for June<br> | Have a<br>Mother's Day<br>Pampering<br>                         |
| Sell<br>3-5<br>Items<br>May 15-21 | Sell<br>6+<br>Items<br>May 15-21 | Move up the<br>Career Path<br>                        | Have a<br>\$1000 Week<br>   | Bring 3 guests<br>to an<br>MK event<br>           | Place an order<br>for the new<br>TW3D regimen<br>   | Submit your<br>W.A.S.<br>every week<br>                         |
| Sell<br>3-5<br>Items<br>May 22-28 | Sell<br>6+<br>Items<br>May 22-28 | Hold a<br>Skin Care Class<br>                         | Call into the MFM<br>for 1 whole week...<br>641-715-3900,<br>ext. 44336<br> | Sharpen<br>your<br>skills on<br>MK University<br> | Sell 12 Skin Care<br>Sets in May<br>                | Order<br>\$450<br>Wholesale<br>                                 |
| Sell<br>3-5<br>Items<br>May 29-31 | Sell<br>6+<br>Items<br>May 29-31 | Hand out Your<br>Business Card to<br>12 new Women<br> | Submit a<br>Marketing Survey<br>  | Have a<br>\$500 Day<br>                           | Stock up on<br>Sun Care<br>Products<br>             | Order<br>\$1400<br>Wholesale<br>                                |

\*You may receive credit for either 3-5 items sold or 6+ items sold, but not both.



# MILLION MIRACLES

ON THE ROAD TO A  
MILLION  
Miracles  
MARY KAY



## NEW! TimeWise® Miracle Set 3D™

This breakthrough three-dimensional approach to skin aging features the exclusive patent-pending Age Minimize 3D™ Complex to help interrupt the triggers that can cause skin to look older before its time. It defends against age-accelerating free radicals on skin, delays the look of premature skin aging and delivers results fast.

- Age Minimize 3D™ 4-in-1 Cleanser, \$24
- Age Minimize 3D™ Day Cream SPF 30 Broad Spectrum Sunscreen, \$32
- Age Minimize 3D™ Night Cream, \$32
- Age Minimize 3D™ Eye Cream, \$36

TimeWise® Miracle Set 3D™, \$110  
Miracle Set 3D™ The Go Set™, \$25

## NEW! Additional open stock brushes.

All-Over Powder Brush, \$16

Cheek Brush, \$14

All-Over Eye Shadow Brush, \$12

Eye Crease Brush, \$12

Eye Smudger Brush, \$12

## Pink Changing Lives® Mary Kay® Gel Semi-Matte Lipstick in Powerful Pink, \$18

In the United States, from April 26 to Aug. 15, 2018, \$1 will be donated by Mary Kay Inc. from each sale of Gel Semi-Matte Lipstick in Powerful Pink. In the United States, Mary Kay is committed to ending domestic violence through the efforts of The Mary Kay Foundation<sup>SM</sup> to provide life-saving resources to survivors of abuse



Early Ordering May 10th for PCP & Stars Open Ordering May 12th





# 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

May

# 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.        |              |         |          |
| 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.           |





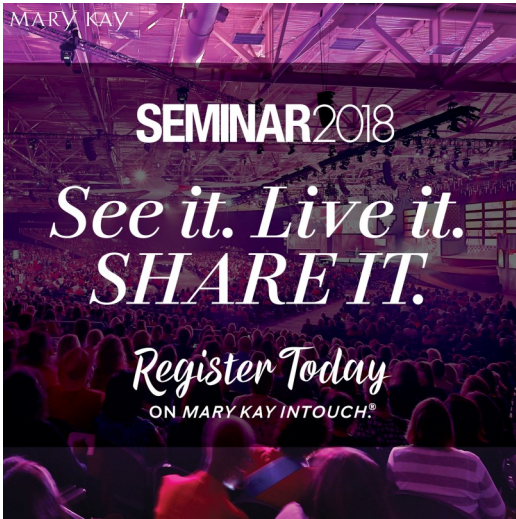
**Marita McCafferty**  
**Independent Sales Director**  
 1115 Angus Circle  
 Blue Bell, PA 19422



**It's Time!**

PCP participants  
 & 3Q Stars can  
 order May 10th!  
 All Consultants  
 can order May  
 12th!

*To the Dynamic:*



Are you ready for the biggest and best Mary Kay event of the year? We hope so, because it is time for Seminar 2018! Join your sister independent sales force members for four days of fun,

fellowship, education and unbelievable recognition. The Expo is once again your go-to spot to get a sneak peek at new *Mary Kay*® products, programs and technology. When you say your goodbyes and head for home, you will be energized and ready to take your Mary Kay business to new heights. Register for Seminar 2018 without canceling, and you will receive a \$70 wholesale/\$140 retail credit toward your first Section 1 product order placed from July 26 to Aug. 31, 2018.

**Ruby 2018: July 20th- 23rd**

Logon to [www.marykayintouch.com](http://www.marykayintouch.com) and click on events >special events for all of the details!



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!

**Look Who's Registered!**



Marita McCafferty  
 Who will join her in Dallas??