



Director Marita McCafferty

Dynamite Unit

YOU HOLD THE KEY



MARY KAY

YOU HOLD THE KEY



MARY KAY



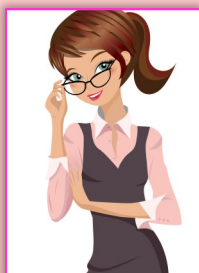
APRIL KEY
MULTIPLY YOUR CUSTOMERS.



Congratulations Achievers!



Linda Sperring



Danielle Berkenbaugh



Dolores Morroni



Brenda Bowser



Marita McCafferty



SEMINAR CONSISTENCY KEY

BE GREAT!



All March Achievers are on-target for Seminar Consistency!



On-Target Stars

****4th Quarter ends June 15th ****

Name	Contest Amount	Current Won to Date	Needed for Next Star
Linda Sperring	\$3,834.20	Emerald	\$965.80
Dolores Morroni	\$1,956.30	Sapphire	\$443.70
Peggy Smith-Dobbs	\$1,382.40		\$417.60
Iris Morales	\$1,319.80		\$480.20
Kathy Frankowski	\$1,131.50		\$668.50
Barbara Dickson	\$683.50		\$1,116.50
Danielle Berkenbaugh	\$630.10		\$1,169.90
Christine Hrusovsky	\$611.00		\$1,189.00
Brenda Bowser	\$606.05		\$1,193.95
Victoria Cortez	\$532.50		\$1,267.50
Paulette Bahar	\$483.00		\$1,317.00
Candida Taylor	\$458.55		\$1,341.45
Dawn Patterson	\$448.50		\$1,351.50
Elana Sloan	\$433.50		\$1,366.50

Sapphire ★

1.800

Ruby ★

2.400

Diamond ★

3.000

Emerald ★

3.600

Pearl ★

4.800

The Ultimate Unit



DIQ



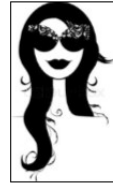
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

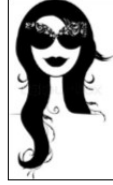
5-7 Team Members



Candida Taylor



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



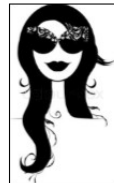
Linda Sperring



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

- 5/29...Melt-Proof Makeup Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 5/31...Last day of the month to place orders.
- 6/3...meeting (Walton Rd) 6:30pm
- 6/5...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 6/10...meeting (Walton Rd) 6:30pm
- 6/12...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 6/15...4th Quarter ends. Finish your Star!
- 6/17...No meeting. Attend workshop on June 18th
- 6/24...meeting (Walton Rd) 6:30pm
- 6/25...Guest Event, Springhill Suites, Ridley Park, PA, 6:30pm
- 6/30...Last day of the month to place orders. Last day of the Seminar year!

Valerio Area Workshops
June 18th, 7pm

Blue Bell Country Club

Future dates: TBA

\$12 in advance/\$14 at the door

Ruby Seminar 2019 - Dallas, TX
July 30th-August 2nd
Registration going on NOW!



Welcome New Consultants!

New Consultant
Brenda Bowser

From
Lansdale, PA

Sponsored By
Linda Sperring



Destination Red Tips

Get all your *Destination Red* questions answered by the achievers themselves! Live class replay, featuring Independent Elite Executive National Sales Director Gloria Mayfield Banks, available now!
Available on www.marykayintouch.com

'Love' Checks

9% Commission	
Candida Taylor	\$72
8% Commission	
Linda Sperring	\$48
4% Commission	
Maribeth Kelly-Mojica	\$25
Amy Prestifilippo	\$16
Barb Dickson	\$14
Cathy Larkin	\$14
Dolores Morrone	\$12
Pat Varrone	\$12



Pink Investors



These consultants invested in product last month!

Linda Sperring	Barbara Dickson
Dolores Morroni	LeeAnn Rooney
Danielle Berkenbaugh	Marlene Phillips
Brenda Bowser	Denise McDevitt
Kathy Frankowski	Candida Taylor
Eileen Brehm	Lisa Chapman
Peggy Smith-Dobbs	Eileen McEntee
Victoria Cortez	Elana Sloan
Iris Morales	Joan Doyle
Laurie Kibelstis	Debbie Bracy

Celebrate!

<u>June Birthdays</u>	<u>Day</u>	<u>June Anniversaries</u>	<u>Year</u>
Linda Sperring	10	Gail Hughes	26
Verna Sperring	18	Sharon Gayser	12
Brenda Bowser	27	Margaret Criscuolo	10
		Lilawatie Chin-ahin	4



AND NOW... THE WAIT IS OVER!



The **TimeWise Repair® Volu-Firm® Advanced Lifting Serum** is available to order by itself or as part of the TimeWise Repair® Ultimate Volu-Firm® Set, TimeWise Repair® Volu-Firm® Set, TimeWise Repair Volu-Firm The Go Set® and TimeWise Repair® Volu-Firm® Sample Sets, pk./3.

You'll find everything you need to promote this exciting new product under Product Central on Mary Kay InTouch®.

Seminar Awards 2019



July 1, 2018-June 30, 2019

YTD Court of Sales

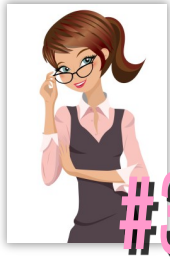
MK: \$40,000 retail * Area: \$20,000 retail



#1



#2

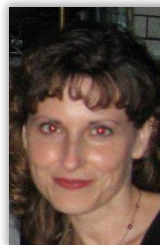


#3

- | | |
|----------------------|-------------|
| 1. Linda Sperring | \$19,180.00 |
| 2. Dolores Morroni | \$16,237.00 |
| 3. Peggy Smith-Dobbs | \$10,086.00 |
| 4. Candida Taylor | \$6,277.00 |
| 5. Pat Varrone | \$5,144.00 |
| 6. Barbara Dickson | \$5,049.00 |
| 7. LeeAnn Rooney | \$4,676.00 |
| 8. Joan Doyle | \$4,594.00 |
| 9. Iris Morales | \$3,886.00 |
| 10. Denise McDevitt | \$3,256.00 |

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. Linda Sperring 1Q
2. Maribeth Kelly-Mojica 1Q



"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



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



New products available Now!

To the Dynamic:



You've worked hard all year! Now, it's time for us to focus on your achievements and celebrate you for being YOU! Come to Seminar 2019, and claim your rightful VIP status! Seminar is four days of fun, fellowship, education and unbelievable recognition! Plus, the Expo is 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 2019 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, 2019.

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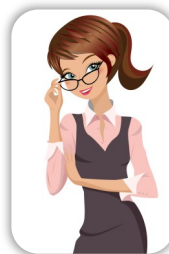
Ruby 2019: Jul 30th-Aug 2nd

Travel Day July 29th!



Independent Sales Directors and their unit members who grow their unit Seminar registration count* by **two attendees** over the prior Seminar year OR **have at least eight attendees** as their

Seminar registration count* will earn a bracelet, bling button & standing recognition at general sessions (spouses receive High Intensity Cologne Spray). Spouses who register by July 1 and attend Seminar are included in your registration count.*



Look Who's Registered!

Your name here!
 Don't miss the biggest event of the year!

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