



Director Marita McCafferty

Dynamite Unit



Holidays are almost here! Best selling and gift giving season for us!! Who is on your gift list? Who do you know who would love to give or get Mary Kay this year? Contact them and ask! If you don't ask you won't get!

I wish you a beautiful Thanksgiving and I am grateful for you in my life .

Belief in you,

Marita



A Time for Thanks Giving

by Mary Kay Ash

Thanksgiving should be a day of reflection for all of us. A chance to think back on the past year and the many things for which we are thankful, to reflect on the holidays and what they mean, and to look ahead to the new year and the opportunities it holds.

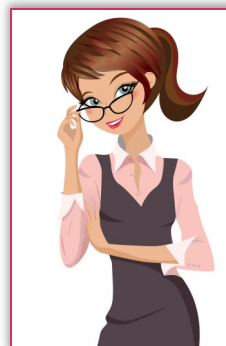
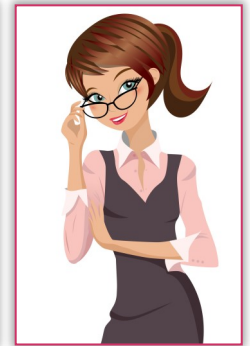
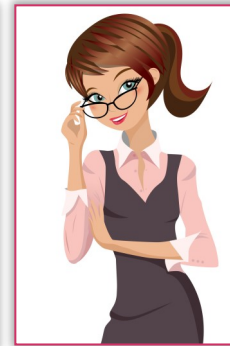
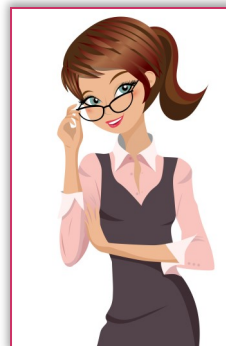
I am so thankful for what God has done for our Company. When I look at the success of Mary Kay Inc., I know that man alone could not have built such a special organization without God's blessings. He has drawn to us so many caring and capable Independent Beauty Consultants whose desire, like mine, is to serve Him and acknowledge the work He is doing in our lives and in our Company.

Richard C. Cabot wrote these beautiful words: When you say to me 'thank you,' remember I could not have done for you what I did had it not been for what hundreds of other people have done for me. Neither could they have done for me what they did had it not been for what thousands of other people had done for them. And so the thing goes on in infinite time and space. Therefore, when you say, 'Thank you,' you really meant to say 'Thank you, God.'

Thank you, God, for our wonderful Company, our fine sales force, our capable staff and the many personal blessings you give to each one of us daily.



October Embracelet Winners!



- Virginia Farnell
- Iris Morales
- Joan Doyle
- Lisa Chapman
- Marita McCafferty

Look Who enrolled Customers in Winter PCP!!

- Pat Varrone
- Monique R. Uribe
- Candida Taylor
- Linda J. Sperring
- Peggy Smith-Dobbs
- Marlene D. Phillips
- Mary T. Nelson
- Iris N. Morales

- Denise McDevitt
- Christine Hrusovsky
- Joan M. Doyle
- Barbara A. Dickson
- Adrienne M. Darr
- Beth A. Burkhart
- Marita McCafferty



The Look mails Nov. 14th be sure to follow up!

The Ultimate Unit



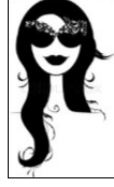
DIQ



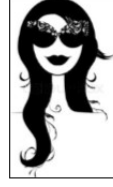
Position Available!

Future Director

8+ Team Members



Position Available!



Position Available!

Team Leaders

5-7 Team Members



Linda Sperring



Candida Taylor



Position Available!



Star Team Builder

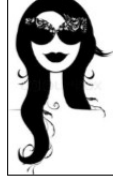
3-4 Team Members



Barb Dickson



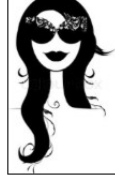
Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

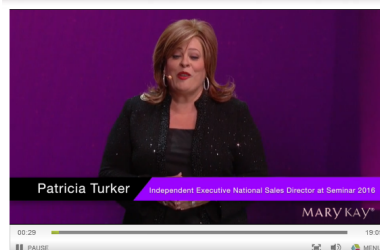
1-2 Team Members

Jo'Anne Every	Christine Hrusovsky	Carolyn Isaacs	Cathy Larkin	Eileen McEntee
Kirsten Olson	Pat Varrone	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

POWER CLASS
of the month

What do ultra-successful people like Independent Executive National Sales Director Patricia Turker know that the rest of us don't? Simply this: That the future can be better than the present and guess what? You have the POWER to make it so!

Are you ready for the best holiday season ever? It's time to get up, dress up and show up to make those Mary Kay dreams come true! In this month's Power Class, we'll be teaching team building and selling skills that can accelerate your success. Ready to learn? Ready to grow? Ready to work? Lean in and learn the success habits to accelerate your Mary Kay business today.



Available on marykayintouch.com.

Dates Ahead

- 11/28....meeting Walton Road 6:30pm
- 11/30...last day to place orders. No meeting tonight
- 12/5....meeting Walton Road 6:30pm
- 12/12....meeting Walton Road 6:30pm
- 12/16....Spring PCP enrollment begins
- 12/19....Holiday Party at Marita's. RSVP to Marita by Dec 1st
- 12/26....meeting Walton Road 6:30pm
- 12/31...last day to place orders. No meeting tonight

Valerio Area Workshops Radisson Valley Forge

1160 1st Ave, King of Prussia, PA

January 7, 2017

January Jumpstart 9:00am-3:00pm

Monday March 20, 2017

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
Linda J. Sperring	\$101

4% Commission

Barbara A. Dickson	\$30
Pat Varrone	\$24
Kirsten E. Olson	\$13

(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%

INDULGE YOUR DIVA DREAMS

NEW YEAR, NEW YOU, NEW DIVA

Star Consultant Program
Sept. 16 to Dec. 15, 2016
MARY KAY

On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Smith-Dobbs, Peggy A.	1350	450	1050	1650	2250	3450
Taylor, Candida	1055	745	1345	1945	2545	3745
Doyle, Joan M.	967	833	1433	2033	2633	3833
Chapman, Lisa A.	819	981	1581	2181	2781	3981
Farnell, Virginia	660	1140	1740	2340	2940	4140
Morales, Iris N.	602	1198	1798	2398	2998	4198
Varrone, Pat	500	1300	1900	2500	3100	4300
McDevitt, Denise	473	1327	1927	2527	3127	4327
McEntee, Eileen S.	457	1343	1943	2543	3143	4343
Phillips, Marlene D.	444	1356	1956	2556	3156	4356

<i>Sapphire</i> ★	<i>Ruby</i> ★	<i>Diamond</i> ★	<i>Emerald</i> ★	<i>Pearl</i> ★
1.800	2.400	3.000	3.600	4.800

Pink Investors

These consultants invested in product last month!



Virginia Farnell	Fabiola Galeno
Iris N. Morales	Jo'Anne Every
Joan M. Doyle	Nicole Miller
Lisa A. Chapman	Candida Taylor
Peggy Smith-Dobbs	Amy A. Prestifilippo
Eileen S. McEntee	Laurie Kibelstis
Beth A. Burkhart	Barbara A. Dickson
Donna H. Riehs	Denise McDevitt
Pat Varrone	Darlita M. Lee
Eileen Brehm	Marlene D. Phillips
Sherri L. Bernstein	

Celebrate!

Dec Birthdays	Day	Dec Anniversaries	Year
Sharon M. Ellam	2	Kirsten E. Olson	20
Elana M. Sloan	4	Virginia Farnell	3
Amy A. Prestifilippo	5	Betsy L. Sale	2
Marlene D. Phillips	6	Erin K. Melville	2
Lisa A. Chapman	8	Christine Hrusovsky	2
Pat Varrone	17		
Denise McDevitt	20		
Lillian R. Derro	27		
Laurie Kibelstis	30		



Holiday Delivery Deadlines!



To ensure delivery of your orders before the holidays, your product orders must be received and processed by **Friday, Dec. 9**. Please logon on to InTouch for Customer Delivery Service holiday schedule.

CONGRATULATIONS!

\$100 Day Winners!!

Dolores Morrone
Candida Taylor



October Promo Winners!!

Ginny Farnell * Eileen McEntee
Donna Riehs

Cupcake SOCKS!

Designed by QT Office

Turn thick, comfy spa socks into gorgeous "cupcakes." Spa sock cupcakes make great "Secret Santa" gifts, stocking stuffers and party favors.

WHAT YOU'LL NEED:

- Mary Kay® Lip Product of your choice
- Fuzzy spa socks - \$1.00 each
- Wilton large baking cups - \$3.00 (24 pk)
- Cellophane cupcake bags - \$1.99 (20 pk)
- Buttons
- Tags
- Sparkles/Bling
- Ribbon
- Rubber bands



DIRECTIONS:

Idea from Jeanie Navrkal

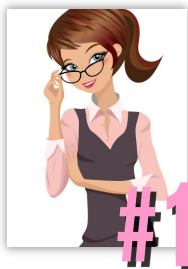
Shop for the baking cups first, so that you can coordinate colors for the cupcake wrappers. Remove all tags from the socks. Lay them flat, one on top of the other. Beginning at the toe end, roll up the socks, keeping the "non-heel" edge even as you roll. Place a rubber band on the lower half of the sock roll to secure it. One edge of the sock roll will be flat; that is the bottom of your cupcake. Set the cupcake on its bottom. Using your fingers, pull on the top edges of the cupcake to make the edges of the sock look like swirls of frosting. Start gently pulling up on the middle of the sock rolling upward to make a slight peak and work down from there. If you pull the "frosting" too high, smash it down with your hand until you get the look you like. Place rolled "cupcake" socks in baking cup and insert lip balm like a cherry in the center to top your cake. You can even hot glue a red pom pom on the top to look like a cherry! Use coordinating ribbon and make a box to adhere to the wrapper front. You can use buttons, snowflakes, flowers or stamped tags to decorate your bow. For a finishing touch, place your cupcake in a clear cellophane bag and tie the top with coordinating ribbon.

Seminar Awards 2017



YTD Court of Sales

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

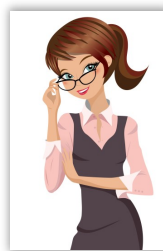


1. Peggy Smith-Dobbs \$4,344.00
2. Pat Varrone \$3,987.00
3. Joan M. Doyle \$3,028.00
4. Lisa A. Chapman \$3,027.00
5. Iris N. Morales \$2,865.00
6. Virginia Farnell \$2,734.00
7. Barbara A. Dickson \$2,306.00
8. Eileen S. McEntee \$2,159.00
9. Denise McDevitt \$1,951.00
10. Donna H. Riehs \$1,837.00

July 1, 2016-June 30, 2017

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. You this Month! 1Q



Challenge

November Bracelet
"Fake It 'til You Make It"



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

Valerio National Area

Double Credit is Back!

AND when you MAX OUT Double Credit in November, you will be entered to WIN this Chic Kendra Scott

Collar Necklace! MAX OUT in BOTH October & November to receive TWO Entries!

Qualifications

Place \$2000 in wholesales orders = \$8000 retail credit

or

Welcome 6 qualified new team members = 12 Personal Qualifeds or

\$20,000 Unit W/S Production = \$80,000 Unit Retail



SMSD
Sandy Valerio

Introducing the Beehive Statement Necklace in Hematite, a head-turning must for the season. With eleven angular stones strung together in a collar silhouette, this piece will make anything you wear feel instantly more chic. Adjustable Clasp.



VALERIO AREA

Dream Team

2017 Consultant Challenge

Be a Dream Team 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 3 months in a row to earn bracelet

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 2 months in a row to earn bracelet

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 1 month in to earn bracelet

* These items MUST be completed



Earn this bee bangle when you achieve Inner Circle Status!



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.

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

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



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

NEW Winter Products!!

Available Nov. 10th for PCP participants & 1Q Stars!
 Nov. 16th for all Consultants!



To the Dynamic:

MK Achievers

July 1, 2016-June 30, 2017

Earn Monthly Swag Bag based on your Activity!

Platinum

- 40 Faces/ min. 8 Parties
- 15 Sharing Appointments
- 2 New or 1 Qualified Team Member
- \$1600 retail sales
- \$800 w/s order*

Complete 4 of 5

Gold

- 30 Faces/ min. 5 Parties
- 10 Sharing Appointments
- 2 New or 1 Qualified Team Member
- \$1200 retail sales
- \$600 w/s order*

Complete 4 of 5

Silver

- 15 Faces/ min. 3 Parties
- 5 Sharing Appointments
- 1 New Team Member
- \$800 retail sales
- \$400 w/s order*

Complete 3 of 5

Bronze

- 10 Faces/ min. 1 Party
- 3 Sharing Appointments
- 1 New Team Member
- \$500 retail sales
- \$250 w/s order*

Complete 3 of 5

* this item must be completed.
 WAS must be turned in to receive prize

Be Consistent!
 Earn Quarterly Event by achieving months 3 months of consistency!
 (only 1 can be bronze)

IT'S TIME TO ESCAPE



Satin Lips® Set
 White Tea & Citrus

\$22



Beauty That Counts® Sleeping Eye Mask

\$1

\$1 when you purchase one of the three products below.

- Volu-Firm® Eye Renewal Cream, \$42
- Firming Eye Cream, \$32
- Indulge® Soothing Eye Gel, \$16



Liquid Eyeliner Pen

\$16



Limited-Edition Pure Dimensions™ Eye Palette

\$44

choose Maui Gardens, Paris Starlight and/or Moroccan Dunes

