



Director Marita McCafferty

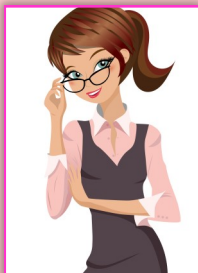
Dynamite Unit



Congratulations Achievers!



Linda Sperring



Deborah Assenmacher



Dolores Morroni



Marita McCafferty

Dolores, Linda, Deborah & Marita are on-target for the Fall Consistency Challenge!



On-Target Stars

****2nd Quarter ends December 15th ****

Name	Contest Amount	Current Won to Date	Needed for Next Star
Deborah Assenmacher	\$1,958.05	Sapphire	\$441.95
Marita McCafferty	\$1,686.35		\$113.65
Dolores Morroni	\$1,520.55		\$279.45
Peggy Smith-Dobbs	\$1,194.05		\$605.95
Barbara Dickson	\$753.00		\$1,047.00
Joan Doyle	\$693.00		\$1,107.00
Candida Taylor	\$681.50		\$1,118.50
Linda Sperring	\$637.50		\$1,162.50
Lisa Chapman	\$631.30		\$1,168.70
Pat Varrone	\$615.90		\$1,184.10
Elana Sloan	\$592.50		\$1,207.50
Sharon Gayser	\$464.75		\$1,335.25
Maribeth Kelly-Mojica	\$459.50		\$1,340.50

Dynamite Unit

2020 Vision Goals



We can Do This 🙌

PIC-COLLAGE

300,000 Unit Club
10 Stars each Quarter
Premier Club Unit
10 New Unit Members
per month
3 New Directors
10 New Customers for
each consultant every
month

The Ultimate Unit



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



Position Available!



Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	Cindy Ervin	Maribeth Kelly-Mojica	Cathy Larkin	Eileen McEntee
Iris Morales	Dolores Morroni	Amy Prestifilippo	Linda Sperring	Pat Varrone
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Look Who's Moving Up!

Congratulations to New Senior Consultant, Cindy Ervin!!



Share the news! When you start your Mary Kay business in November with a \$100 Starter Kit, you get a FREE* Mary Kay Pro Palette® (unfilled). Mary Kay® color products sold separately. Within a \$100 Starter Kit is everything a new Independent Beauty Consultant needs to start a Mary Kay business and connect with her first hostesses and customers! For only \$100,† she'll receive products for demonstration and literature that can help her on the path to success. Plus, she'll get a FREE* product as a bonus! What a great way to start! HURRY! Offer ends Nov. 30th!



November Starter Kit Bonus!

Dates Ahead

- 11/30.... Last day of the month to place orders.
- 12/2...meeting (Walton Rd) 6:30pm
- 12/9...meeting (Walton Rd) 6:30pm
- 12/11..Orders must be received and processed today to ensure holiday delivery
- 12/15...2nd Quarter ends
- 12/16...meeting (Walton Rd) 6:30pm. Spring PCP enrollment begins
- 12/31...Last day of the month to place orders

Valerio Area Workshops

April 7th
Blue Bell Country Club
Future dates: June 16th

January JAM

January 25th
Blue Bell Country Club

Career Conference 2020

Week 1: Mach 20/21 & 22/23
Week 2: March 27/28

Ruby Seminar 2020

July 29th-August 1st

'Love' Checks

9% Commission
Candida Taylor \$62

4% Commission
Cindy Ervin \$51

(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%

Pink Investors



These consultants invested in product last month!

Deborah Assenmacher	Margaret Criscuolo
Dolores Morroni	Eileen McEntee
Linda Sperring	Diane Dougherty
Kelly Bennett	Megan Stewart
Beth Burkhart	Jo'Anne Every
Lisa Chapman	Barbara Dickson
Cathy Larkin	Danielle Berkenbaugh
Iris Morales	Marlene Phillips
Joan Doyle	Fabiola Galeno
Gail Hughes	LeeAnn Rooney

Celebrate!

<u>Dec Birthdays</u>	<u>Day</u>	<u>Dec Anniversaries</u>	<u>Year</u>
Elana Sloan	4	Kirsten Olson	23
Amy Prestifilippo	5	Virginia Farnell	6
Marlene Phillips	6		
Lisa Chapman	8		
Kelsey Fonder	9		
Cindy Ervin	10		
Pat Varrone	17		
Denise McDevitt	20		
Laurie Kibelstis	30		
Kathy Frankowski	18		



Each month during the 2019 – 2020 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, she can earn a monthly jewelry piece from the super chic **You Can Do It! Challenge Collection by R.J. Graziano**. And that's just the beginning! Setting and achieving a retail selling goal to support a \$600* or more monthly wholesale Section 1 order could be just what you need to find consistent success. And every month, you'll discover a different path to achieve your goals. So get to it, because we know *You Can Do It!*



Seminar Awards 2020



YTD Court of Sales

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

July 1, 2019-June 30, 2020

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. Dolores Morroni \$5,543.00
2. Linda Sperring \$5,022.00
3. Deborah Assenmacher \$2,898.00
4. Pat Varrone \$2,655.00
5. Peggy Smith-Dobbs \$2,264.00
6. Cindy Ervin \$1,889.00
7. Dawn Patterson \$1,820.00
8. Joan Doyle \$1,395.00
9. Lisa Chapman \$1,311.00
10. Barbara Dickson \$1,169.00



1. Cindy Ervin 1Q

'Tis the Season for Sales!

Watch Power Class ▶
www.marykayintouch.com

Making Your Trunk Work For You: Hold Holiday Trunk Shows!

Set up appointment for your trunk show. Work to set them up before Thanksgiving when the official shopping fever hit. Tell your customers, "I will be out and about the week of _____ to bring all the latest new products for you to see by appointment."

If possible, meet her at her office, before church or where she can invite her friends/neighbors over too. That way you will make better use of your time and meet new clients! Offer her hostess credit or a free gift as an incentive!

Play holiday music on your stereo for a holiday effect!

Bring a wide range of gifts if possible. They must be easy to transport so they will still look nice upon arrival! Make them sharp! Better to have a few great gifts and pictures of more options than to have a bunch of okay gift ideas. They won't mind ordering from a picture if they see your quality. Make sure to mention your free gift wrapping.

Collect as least 1/2 the money that day (plus tax), and set up an appointment to deliver all of the gifts together on the same day.

Bring samples of our hand creams, fragrances and holiday line.
These will be your top sellers!

Make sure your car is stocked with:

- * Samples of each of our fragrances and body care
- * Look Cards
- * PCP gift to display
- * Sales Tickets and pens to take orders
- * Coffee in a ziploc or tin to clear the senses
- * Stocking stuffers
- * Gifts to sell
- * A list of customers' phone numbers to make calls when you have extra time
- * Music to keep you motivated
- * Make sure you have the following brochures:
Hostess Brochures, Wish Lists, 12 Days of Christmas, Outside Order Sheets, Blank Business Letters and Sample Pictures, Holiday Glamour Tips, Look Books, Holiday Fun Packets and Recruiting Info!



SNSD
Sandy
Valerio

If it is to BEE It's Up to Me!



2019-20 Valerio Area
Consultant Challenge

Be an Achiever in your Category of Choice Each Month!

Bee Busy

\$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!**

Bee Awesome

\$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!**

Bee Excellent

\$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

Consistency Prize

Complete 5 out of 6
months to be treated to a
pedicure with Sandy!
(July-Dec or Jan-Jun)

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?

Bee Excellent: _____

Bee Awesome: _____

Bee Busy: _____

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:

Winter Products are Here!

NEW winter products are here, and they can help you keep your sales soaring, long after the winter season is gone!

- **NEW! Mary Kay® Hydrogel Eye Patches, pk./30 pairs:** These pink pick-me-up eye patches can transform an ordinary moment into an extraordinary one with a burst of hydration to the eyes. **Mary Kay® Hydrogel Eye Patches Sample, pk./1 pair** is available on Section 2 of the Consultant order form.
- **NEW! Mary Kay® Travel Roll-Up Bag (unfilled):** Packable. Portable. Versatile. This beauty organizer is just what your customers need to escape the clutter!
- **NEW! Limited-Edition* Mary Kay® Everyday Escape Bundle:** Get 55% off* the suggested retail price of \$149, now through Feb. 15, 2020. **No limits. While supplies last.**
- **NEW! Limited-Edition† Mary Kay® Matte Lipstick** available in three fashion-forward shades.
- **Free† Headband With Purchase:** Get a FREE† limited-edition† *Mary Kay®* terry cloth headband when you purchase the Section 1 *Mary Kay®* Hydrogel Eye Patches and a *TimeWise®* Moisture Renewing Gel Mask. Limit one per Independent Beauty Consultant.

Go to Product Central on Mary Kay InTouch for details on all products, digital posts and supporting materials.

Don't forget to **tune in to *Good Morning America* on Nov. 18 from 8:30 a.m. to 9 a.m. in your time zone to watch Mary Kay Global Beauty Ambassador Luis Casco share the new *Mary Kay®* Hydrogel Eye Patches and a gorgeous holiday look – just in time for holiday par-**

