



Director Marita McCafferty

Dynamite Unit



Hello Dynamite Unit!

The holidays are quickly approaching and now is the time to plan your sales goal and go for it! What do you want to earn this year? A debt free Christmas sounds good to me! You can have this too when you work your business to achieve it! This month is double credit month and I hope you all will take advantage of this company promotion! We are doing our own promo too because our Unit really needs a jumpstart this month! We can get back where we belong in the Valerio area this month when we reach that goal. Are you #AllIn?

Here's wishing you and an outrageous October!

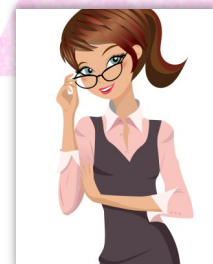
Gratefully,

Marita

Congratulations 1st Quarter Stars!



Marita McCafferty
Diamond



Peggy Smith-Dobbs
Sapphire



Pat Varrone
Sapphire



September

Embracelet

Winners!



Pat Varrone



Marita McCafferty

October Promotion

This is **DOUBLE CREDIT MONTH!!!** So I am doing a special promo to help you make the most of it for your own Retail Sales and Team Building as well as to help our Unit climb towards Unit Club! Our Goal this Month is **\$10,000 Wholesale** and when we reach that I have prizes and Cash to give away! Here ya go :)

- ◆ For each **225 increment of Wholesale order** you place this month you get **1 entry** into the drawing
- ◆ For each **sharing appointment** you do with me you get **1 entry**
- ◆ For each **New Team Member** you get **1 entry**

When we reach our **GOAL OF 10,000** this month I will give away **2 Cash gifts of \$50 each** as well as **3 of the New Eye Brush Sets!** there will be lots of winners!



The Ultimate Unit



DIQ



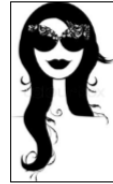
Position Available!

Future Director

8+ Team Members



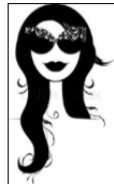
Position Available!



Position Available!

Team Leaders

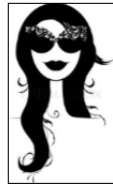
5-7 Team Members



Position Available!



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



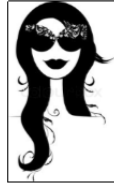
Linda Sperring



Candida Taylor



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	Amy Prestifilippo	Linda Sperring	Pat Varrone	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Dates Ahead

10/24....meeting Walton Road
10/30...Facebook live meeting 8:00pm
10/31...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

COLOR Live!
Confident

Online Streaming Event
exclusively for
Mary Kay Advanced Color Consultants

Featuring Mary Kay Global Beauty
Ambassador Luis Casco

Thursday, Oct. 27, 2016
7 p.m. Central Time

Don't Miss Out! Get your
certification by October 24th!

Logon to InTouch>Products>Color Confident

POWER CLASS
of the month

October 2016's Power Class
of the Month episode is a special
Holiday Edition featuring the 12
Days of Education for the Holidays
series.

Over the next 12 days, Independent Beauty Consultants will be provided with short videos featuring crucial business-building skills with a special holiday focus - whether it be about selling, team-building or providing great customer service during the holidays - all presented by various top Independent Sales Directors in the company.

Available at
www.marykayintouch.com

'Love' Checks

4% Commission
Candida Taylor \$15
Pat Varrone \$12
Barbara A. Dickson \$10

(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 DNA 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.	545	1255	1855	2455	3055	4255
Farnell, Virginia	493	1307	1907	2507	3107	4307

<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!



Pat Varrone
Megan Stewart
Denise McDevitt
Lori Moore
Kelly A. Bennett
Cassandra Weisbecker
Barbara A. Dickson
Karen S. Walsh
Darlita M. Lee

Fran Duffy
Elana M. Sloan
Carolyn J. Isaacs
Candida Taylor
Marlene D. Phillips
Eileen S. McEntee
Kirsten E. Olson
Lisa A. Chapman
Eileen Brehm



Your "Happy" Holiday Plan!

November Booking Focus - Holiday Glamour Looks

Week 1	Write letters to husbands of customers, telling of your service & that you know his wife's wish list & will call to discuss it with him soon.
Week 2	Begin to follow-up with husband letters and as you see them in person...may not be ready yet, but ask when you can call back. Send postcard to customers regarding the Thanksgiving week sale.
Week 3	Bookings, follow-up, finish any of the above...
Week 4	Bookings, follow-up, finish any of the above...

December Booking Focus - DOUBLE HOSTESS CREDIT (or choose your extra incentive), Holiday Coffees (informal stop & shops - quick & easy), New Product Preview, Holiday Glamour

Week 1	Follow-up with husbands. They're getting serious now! Follow-up wish lists. Wrap stocking stuffers adorably & carry some with you...the eye buys & anything inexpensive will MOVE off your shelf! Ask 10 women to be catalog hostesses. Offer a 50% off shopping spree when they collect \$100 in outside sales over the next 10 days...they'll be seeing lots of people now!
Week 2	Deliver 12 Days of Christmas baskets by the 13 th . Be prepared for January bookings in your calendar. Some absolutely won't book in December...offer them an after-the-hubbub date. Remember...some WILL book in December!. Warm chatter all sales people with a SMILE.
Week 3	Call customers for personal needs - they get caught up and may forget to call you! Do you have her wish list? Does she need to buy a personal "gift" for herself? Follow-up additional Wish Lists.
Week 4	Wrap up & enjoy time with your family. Do you go shopping after Christmas? So will your customers! Why not offer them an "inventory reduction sale"...offer a couple of hours on Saturday morning for them to stop & shop. Will they want to have a pampering session with friends/family who are visiting from out of town?

Celebrate!

<u>Nov Birthdays</u>	<u>Day</u>	<u>Nov Anniversaries</u>	<u>Year</u>
Monique R. Uribe	8	Linda J. Sperring	20
Charles G. Neulight	13	Nicole Miller	6
Beth A. Burkhart	15	Alexi Meggison	1
Kathy M. Frankowski	18		
Nicole Miller	23		



Winners
are not people who
never fail,
but people who
never
quit



BE DELIGHTED!

\$36

Satin Hands Pampering Set

NEW White Tea & Citrus & Fragrance-Free



\$65

Purple Smoke Palette



\$12

Glowing Finish Illuminating Stick



\$15

Mini Eye Brush Set



\$32

Be Delighted Body Wash & Mousse Set



Travel Roll-Up Bag



\$35

High Intensity Gift Set



\$16

Be Delighted Shimmer Mist



\$26

THE pink bubble

Seminar Awards 2017



YTD Court of Sales

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

July 1, 2016-June 30, 2017

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



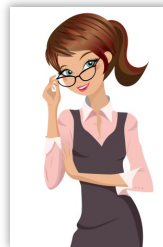
#1



#2



#3



1. You this Month! 1Q

- | | |
|-------------------------|------------|
| 1. Pat Varrone | \$2,897.00 |
| 2. Peggy A. Smith-Dobbs | \$2,124.00 |
| 3. Barbara A. Dickson | \$1,524.00 |
| 4. Lillian R. Derro | \$1,385.00 |
| 5. Denise McDevitt | \$1,357.00 |
| 6. Lori Moore | \$1,123.00 |
| 7. Marlene D. Phillips | \$1,043.00 |
| 8. Candida Taylor | \$905.00 |
| 9. Maureen E. McCormick | \$880.00 |
| 10. Monique R. Uribe | \$802.00 |



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

10 REASONS WOMEN CHOOSE MARY KAY®

- 1 CASH! You get a 50% discount as a consultant, and sell products at full price.
- 2 MK products are simply irresistible this holiday season! You'll love all the fragrance options, and their new glamour products are amazing! Are you ready for your own Christmas shopping spree?
- 3 MK has an unparalleled career opportunity and free training program.
- 4 Your part time career can be worked around family time and responsibilities. There is no 9-5 grind in Mary Kay® - it fits into your current schedule!
- 5 Mary Kay® philosophies include: God first, Family second & Career third; The Golden Rule; No sales territories or monthly sales quotas!
- 6 Excellent tax advantages for the self-employed!
- 7 Prizes for recognition and achievement. You can even earn the use of a free car.
- 8 Dual Marketing Plan: Mary Kay® is not a multi-level pyramid. There is only one wholesale buy and one direct sale. Each consultant buys product directly from the company. Advancement is individually earned.
- 9 A management position is attainable almost immediately! You can easily move up within months of joining Mary Kay® Cosmetics - your progress is up to you and directly corresponds to your consistent effort.
- 10 The company offers a one-year ninety percent (90%) Buy-Back Guarantee on inventory. If you sell anything or use the product personally, you can't lose!

LOOK HOW EASY THIS WILL BE:

Step 1: Order your Mary Kay® Starter Kit. (\$100+ tax & shipping)

Step 2: Hold 12 appointments.

Appointment options include: Holiday Showings, Open Houses, Classes, Facials, Coffees, Silent Hostesses, etc.

Goal: Sell \$250+ at each. Hold 1 or 2 appointments a week. Spend under 2 hours at each one. Add 1 hour of phone time to set and up on these appointments.

**YOUR PROFIT WILL BE (APPROX) \$1,500+
AND AN AMAZING \$40 AN HOUR
FOR A PART-TIME CAREER!**

(Plus, you'll receive your personal & holiday gift products at a low cost!)



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

Get Gorgeous Gifts!

**NEW! Limited Edition
 Holiday 2016 Products!
 Available NOW!!**



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**

Be Consistent!

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

October 1st-31st

Breakfast of CHAMPIONS

Earn Breakfast with SNSD Sandy Valerio
 when you max out Double Credit in October!
 Plus earn the Dream, Believe, Achieve Necklace!
 Max out both Sales & Sharing to earn
 the Watch Necklace too!



**Saturday,
 November 12th**
 Date & Location
 TBA

*Bee on Your
 Way to National Court
 of Sales, Sharing or
 Unit Club!*



Qualifications:

Place \$2000 in wholesales orders
 = \$8000 retail credit
 or
 Welcome 6 qualified new team members
 = 12 Personal Qualifieds
 or
 \$20,000 Unit W/S Production
 =\$80,000 Unit Retail