



Director Marita McCafferty

Dynamite Unit

YOU HOLD THE KEY



MARY KAY

YOU HOLD THE KEY



MARY KAY



SEPTEMBER KEY

SIX MOST IMPORTANT THINGS LIST



Congrats Key Achievers!

Dolores, Linda & Marita are on-target for the Fall Consistency Necklace this month!

Linda Sperring * Dolores Morroni
Barb Dickson * Marita McCafferty

STAR CONSULTANT PROGRAM



SEPT. 16 to DEC. 15, 2018

MARY KAY

On-Target STAR!!	Total Contest Credit	—Contest Credit Needed for Star—				Pearl
		Sapphire	Ruby	Diamond	Emerald	
Morroni, Dolores M.	916	884	1484	2084	2684	3884
Bennett, Kelly A.	467	1333	1933	2533	3133	4333
Rooney, LeeAnn	440	1360	1960	2560	3160	4360
Dickson, Barbara A.	422	1378	1978	2578	3178	4378

Set Your Sights on STARDOM this quarter!



Logon to 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



Position Available!



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



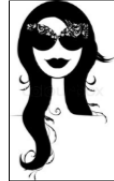
Dolores Morrone



Candida Taylor



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Jo'Anne Every	Carolyn Isaacs	Cathy Larkin	Eileen McEntee	Amy Prestifilippo
Linda Sperring	Pat Varrone	Position Available!	Position Available!	Position Available!
Position Available!	Position Available!	Position Available!	Position Available!	Position Available!

Hello everyone!

This is Double Credit Month!!!! You may ask What does this mean? It will help YOU towards your goal of Top 10 and possibly on target National Court of Sales and/or Sharing! It will definitely help our UNIT to move closer to Unit Club too 👍 Everyone wins with this promotion! Plan your holiday sales and stock up now to maximize the credit. If you need ideas or help I'm only a phone call away.

Wishing you an outrageous October!

Hugs! Marita

Dates Ahead

- 10/15...meeting (Marita's home or FB Live TBD) 6:30pm
- 10/17...Winter PCP enrollment ends
- 10/22...meeting (Marita's home or FB Live TBD) 6:30pm
- 10/29...meeting (Marita's home or FB Live TBD) 6:30pm
- 10/31...Last day of the month to place orders.
- 11/4...meeting (Marita's home or FB Live TBD) 6:30pm
- 11/11...No meeting - Workshop on Nov 12th
- 11/18...meeting (Marita's home or FB Live TBD) 6:30pm
- 11/25...meeting (Marita's home or FB Live TBD) 6:30pm
- 11/30...Last day of the month to place orders.

Valerio Area Workshops

November 12th, 7pm

Blue Bell Country Club

Future dates: 11/13, 3/19, 5/7, 6/18
\$12 in advance/\$14 at the door

Valerio Area January Jumpstart

Saturday, January 26th

Blue Bell Country Club

Ruby Leadership 2019

San Diego, CA

January 16th-19th

DIQs are Invited!

'Love' Checks

4% Commission

Cathy Larkin	\$14
Pat Varrone	\$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%

Pink Investors

These consultants invested in product last month!



Dolores M. Morroni	Elana M. Sloan
Barbara A. Dickson	Lisa Deihl
Linda J. Sperring	Joan M. Doyle
LeeAnn Rooney	Candida Taylor
Peggy A. Smith-Dobbs	Marlene D. Phillips
Kathy M. Frankowski	Tina Filandino
Cathy Larkin	Lisa A. Chapman
Lori Moore	



<u>Nov Birthdays</u>	<u>Day</u>	<u>Nov Anniversaries</u>	<u>Year</u>
Paulette F. Bahar	12	Linda J. Sperring	22
Beth A. Burkhart	15	Nicole Miller	8
Kathy Frankowski	18		
Nicole Miller	23		



Sensational Sellers

Dolores Morroni

Reorders...235. 230. 138
 Facial 130
 Personal web site order 314
 High week 444

Based on Weekly Accomplishment Sheets



Tis the Season for Sales!

Featuring Ind. Sr Sales Director Danielle Coughlin & Ind. Sr Sales Director Karla Plantan sharing strategies and ideas for the Holiday season.

Available on www.marykaintouch.com.

Seminar Awards 2019



July 1, 2018-June 30, 2019

YTD Court of Sales

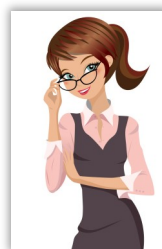
MK: \$40,000 retail * Area: \$20,000 retail

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



- | | |
|-------------------------|------------|
| 1. Dolores M. Morroni | \$4,626.00 |
| 2. Linda J. Sperring | \$3,675.00 |
| 3. Peggy A. Smith-Dobbs | \$2,800.00 |
| 4. Barbara A. Dickson | \$2,351.00 |
| 5. LeeAnn Rooney | \$1,458.00 |
| 6. Pat Varrone | \$1,335.00 |
| 7. Joan M. Doyle | \$942.00 |
| 8. Candida Taylor | \$916.00 |
| 9. Lori Moore | \$807.00 |
| 10. Lisa McGroarty | \$788.00 |



1. You this month!

*#OneWomanCan
 Lead, Live and Thrive
 by Remaining True
 to Herself.*

OCTOBER KEY

MAKE IT
A PARTY!



Mary Kay Ash unlocked the door of opportunity for women all around the world. And now, *You Hold the Key!*

Each month during the 2018 – 2019 Seminar year that an Independent Beauty Consultant places a cumulative \$600* or more wholesale Section 1 order, the door is opened to a monthly jewelry piece from the exclusive **Mary Kay You Hold the Key Jewelry Collection** by R.J. Graziano. And that's just the beginning!



Get Cute for a Cause

& get entered to Win a \$100 MK Gift Card!

Contest Dates: October 1-31, 2018



Step 1:

Get together with your Mary Kay Consultant

Step 2:

Take a selfie with your consultant and favorite product at your appointment

Step 3:

Give your consultant permission to post the selfie to Facebook and/or Instagram.

\$1 for each Selfie will be donated by consultant to the MKAF to help fund the research for all women's cancer.



Use #DynOMiteSelfie when you post!

Double Credit

October 2018



RECEIVE UP TO 6
GREAT STAR
QUALIFIED
CREDITS TOWARD
QUEENS' COURTS
OF SHARING.

Double your success and have twice the fun as you work your business full circle! From Oct. 1-31, 2018, you have the chance to earn double credit toward the Seminar 2019 Queens' Courts of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Circle of Excellence. Don't miss this opportunity! It's the key that can open the door to valuable Seminar 2019 recognition and prizes!

RECEIVE UP TO
\$4,000 RETAIL
CREDIT TOWARD
QUEENS' COURTS
OF PERSONAL
SALES.

SEE INTOUCH FOR DETAILS



October Starter Kit Product Bonus



New Independent Beauty Consultants can get two FREE* products when they start their Mary Kay businesses in October: one TimeWise® Moisture Renewing Gel Mask and one Clear Proof® Deep Cleansing Charcoal Mask.

Within the Starter Kit is everything they need to help connect with their first hostesses and customers! For only \$100,† they'll receive products for demonstration including two FREE*

masks and literature that can put them on the path to success in their Mary Kay businesses. What a great way to get started in October!

See
marykayintouch.com
for complete details!



Looking for some Holiday Jingle?

This program puts you in charge of how much money you will make this holiday season!! Make your own schedule, work as little or as much as you want and have FUN while sharing Mary Kay's wonderful products with others.

DEVOTE...

5 HOURS A WEEK teaching & showing the products
3 HOURS A WEEK for education & support

INVEST...

STARTER KIT \$100 (+ tax & shipping) includes over \$318 in retail product, samples, and material
OPTIONAL INVENTORY ORDER of \$225-\$4,800 can't sell from an empty wagon!

TEACH...

2 SKIN CARE CLASSES A WEEK
3+ women & 2 hours each
1 FACIAL A WEEK 1-2 women

PROFIT...

Estimate \$674 - 50% cost of product = \$337.50 gross profit/week for only 5 hours of actual teaching time!
Average = \$47.50/hour
\$337.50 x 12 week = \$4,050 gross profit for 60 hours of actual teaching & training!

At the end of the year you may put your business on hold and just take reorders. OR, you may have been having so much fun earning extra money that you decide to continue doing what you have polished & perfected. You can always pick up this business to depend on when you need it! PLUS, order all your products at 50% off.

After the 12 week Program, assess your results. If you haven't had lots of fun, made an excellent hourly income, helped women feel better about themselves, or just decide that a career with Mary Kay is not for you, you can always stop working your business! No strings - totally risk-free!

This is **GHOSTBUSTER** Month!

Does your datebook look like a **SKELETON**?
 Is the **GHOST** of no shows on your books **HAUNTING** you?
 Do your unserved customers think you've **DIED**?
 Does warm-chatter booking give you the **CREEPS**?
 Are postponements driving you **BATTY**?
 Have the **GOBLINS** gobbled up all your self-confidence?
 Is your positive attitude covered in **COBWEBS**?
 Is your organization in a **DEVIL** of a mess?
 Have your goals **DISSAPPEARED** into thin air?
 Is the ghost of **FEAR** keeping you on your rear?
 Well never fear, the ghostbuster is near!



Here is a fun scavenger hunt for October! Collect as many names as you can! Tell them you are in a scavenger hunt and looking for them!

Everyone will want to participate! Bust those ghosts! Get rid of fear!

The ghostbuster will lift you off your seat and put you on your feet.
 She'll rid you of all your fears and keep you on your toes.
 She'll cast a magic spell and your shows will go so well.
 You'll book and coach and sell...An enchanting story you'll tell.
 She'll brew a magic potion to cast out your negative notions.
 You'll leave the meeting feeling good, to do the things she knew you could.
 She said, "I'll show you, just stick with me. You can be anything you want to be!"
 Later, with pride, you will boast, "The ghostbuster helped me bust my ghost!"
 Not only is she your protector, she's your unit Sales Director!
 Yes, I'm the ghostbuster, you see. You can always count on me!

	NAME	PHONE NUMBER	BOOKED?
	Woman with red hair		<input type="checkbox"/>
	Woman wearing orange		<input type="checkbox"/>
	Woman at a candy store		<input type="checkbox"/>
	A teacher		<input type="checkbox"/>
	A sales person		<input type="checkbox"/>
	A waitress		<input type="checkbox"/>
	Woman selling Halloween items		<input type="checkbox"/>
	Mother trick-or-treating with children		<input type="checkbox"/>
	Woman at a shopping center or mall		<input type="checkbox"/>
	Woman at a Halloween party		<input type="checkbox"/>
	Woman in a parking lot		<input type="checkbox"/>
	Woman riding public transportation		<input type="checkbox"/>
	Woman taking a walk		<input type="checkbox"/>
	Woman in a supermarket		<input type="checkbox"/>
	Woman you meet in a ladies room		<input type="checkbox"/>
	Woman in a beauty salon		<input type="checkbox"/>
	Woman wearing a black suit		<input type="checkbox"/>
	Woman celebrating a birthday in October		<input type="checkbox"/>
	Woman in a card store		<input type="checkbox"/>
	Woman given to you as a referral		<input type="checkbox"/>



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 \$15 Starbucks Gift Card!

* these items must be completed

October Prize



Surprise!

Faces/Selling Appointments/Parties

Name (put an H next to hostesses)	Party/ Facial	\$\$ sold	Book- ings	Name (put an H next to hostesses)	Party/ Facial	\$\$ Sold	Book- ings
1.				16.			
2.				17.			
3.				18.			
4.				19.			
5.				20.			
6.				21.			
7.				22.			
8.				23.			
9.				24.			
10.				25.			
11.				26.			
12.				27.			
13.				28.			
14.				29.			
15.				30.			
Totals				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

SUCCESS

ISN'T JUST ABOUT
what you accomplish in your life

IT'S ABOUT **INSPIRE**
WHAT YOU

OTHERS TO DO

To the Dynamic:

October Sales Promo

\$250 w/s Pink
Printing cards

\$400 w/s cello bags and
Pink printing cards

\$600 w/s cello bags, Pink
Printing cards, New
Product

\$800-\$1000 w/s all of
above plus 3 New
Products



Team building promo

October 1-31

3 sharing appointments
win prize

Team Member win
Special Prize

