



Director Marita McCafferty

Dynamite Unit



August

Embracelet

Winners!



Peggy Smith-Dobbs

Pat Varrone

Marita McCafferty



September Bracelet:
"Let It Be Me"

Get the year of your dreams off to a great start with this yearlong challenge! Each month during the year that you place a cumulative \$600* or more wholesale Section 1 order, you can receive a gorgeous bracelet with a quote that reflects Mary Kay Ash's legacy of love.



Merry Christmas to Me!

Your \$10,000 gift to you and your family!

Here are 6 steps to make \$10,000 in sales from now until Christmas!
You can have a successful selling season! Our holiday line is to die for!
Order today so you'll have some to show, tell and sell!

1. Have 10 Silent Hostesses each sell \$200 in orders. That's \$2,000!
2. Contact 10 husbands for their wives' WISH LIST at \$150 in sales each or 20 Husbands for their wives' WISH LIST at \$75 each. That's \$1,500!
3. Hold 7 "Holiday Coffees" or "Mary Kay Jingle & Mingles" at \$200 in sales each. These take no time and are quite profitable. That's \$1,400!
4. Hold 1 class a week between now & Christmas with \$200 in sales. That's \$2,800!
5. Hold 1 Holiday Open House with \$500 in sales (10 guests at \$50 ea) or 2 Open Houses (5 guests at \$50 ea) with \$250 in sales. That's \$500!
6. Contact businesses, office managers, doctors, realtors and anyone who you give your business to. This could be as much in sales as you are willing to take advantage of. Example: 9 businesses purchasing five \$40 gifts is \$1,800!

Total Sales= \$10,000 @ 50% profit = \$5,000 CASH!!!

That would also make you a Pearl Star, earning a fabulous Star "Present" for yourself!

Designed by QT Office



Let's honor our company anniversary and focus on just one of Mary Kay's many strengths this month, her words.

Her words were her superpower. Are they yours? What words really work when you're team building? How do you respond when you hear objections? What words take you from objections to yes? Enjoy this month's class as we celebrate our anniversary month and learn the timeless fundamentals of team building to share Mary Kay's dream.

Available at www.marykayintouch.com

The Ultimate Unit



DIQ



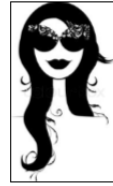
Position Available!

Future Director

8+ Team Members



Position Available!



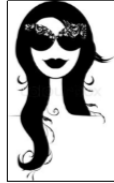
Position Available!

Team Leaders

5-7 Team Members



Candida Taylor



Position Available!



Position Available!



Star Team Builder

3-4 Team Members



Position Available!



Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	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!

Dates Ahead

9/12...Valerio Area Workshop 7pm
Radisson Valley Forge
9/15...Quarter ends
9/16...New Quarter begins
9/19...Walton Rd meeting 6:30 -
Mary Kay Bingo & Fall Makeovers
9/26...Walton Rd meeting 6:30
9/30...Month end ordering

Valerio Area Workshops
Radisson Valley Forge
1160 1st Ave, King of Prussia, PA

Monday September 12, 2016
7:00pm - 9:30pm; Cost \$11.00

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 \$80

4% Commission
Eileen McEntee \$10
Barbara 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%

September 1-30, 2016
Dream BIG in September!!
September is for Sharing

New Independent Beauty Consultants who sign their Beauty Consultant Agreements and purchase a \$100 Starter Kit in September receive:

- TimeWise® Microdermabrasion Plus Set* (retail-size) at no cost that ships with their Starter Kit.
- 12-month Mary Kay® Personal Website** subscription at no cost when they place an initial \$600 or more Section 1 wholesale order received A+1.



We must live by
faith,
not by fear.
Quentin L. Cook

*Limit one per Ind. Beauty Consultant and while supplies last **New Ind. Beauty Consultants must enroll; this is not an automatic add on

INDULGE YOUR DIVA DREAMS — TECHNODIVA —

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



On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Smith-Dobbs, Peggy	1960	STAR!!	440	1040	1640	2840
Varrone, Pat	1027	773	1373	1973	2573	3773
Derro, Lillian R.	693	1107	1707	2307	2907	4107
Phillips, Marlene D.	647	1153	1753	2353	2953	4153
Uribe, Monique R.	627	1173	1773	2373	2973	4173
Riehs, Donna H.	601	1199	1799	2399	2999	4199
Dickson, Barbara A.	559	1241	1841	2441	3041	4241
Doyle, Joan M.	542	1258	1858	2458	3058	4258
Taylor, Candida	533	1267	1867	2467	3067	4267
Chapman, Lisa A.	505	1295	1895	2495	3095	4295
McDevitt, Denise	488	1312	1912	2512	3112	4312
Hrusovsky, Christine	481	1319	1919	2519	3119	4319
McCormick, Maureen	430	1370	1970	2570	3170	4370

<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!

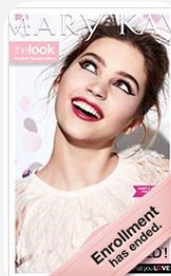
Peggy Smith-Dobbs	Donna H. Riehs
Pat Varrone	Monique R. Uribe
Mary T. Nelson	Margaret Criscuolo
Joan M. Doyle	Patt Every
Marlene D. Phillips	Christine Hrusovsky
Janet E. Cipoletta	Barbara A. Dickson
Kirsten E. Olson	Denise McDevitt
Linda J. Sperring	Eileen Brehm
Iris N. Morales	Lisa A. Chapman
Eileen S. McEntee	



<u>Oct Birthdays</u>	<u>Day</u>	<u>Oct Anniversaries</u>	<u>Year</u>
Lori Moore	9	Janet E. Cipoletta	8
Fabiola Galeno	10		
Peggy Smith-Dobbs	11		
Jenn Dickson	30		
Tina Filandino	30		



Look Who enrolled Customers in Holiday PCP!!



Pat Varrone
Linda J. Sperring
Peggy A. Smith-Dobbs
Amy A. Prestifilippo
Denise McDevitt
Joan M. Doyle
Barbara A. Dickson
Marita McCafferty

September is for Sharing!!

Start the NEW Year Strong-

Be a Star!!




June 16th-
September 15th

**Be A Valerio Area
1st Quarter STAR
to earn this
gorgeous
Necklace Set!!**



As seen in
Nordstrom's
May Catalogue!

 Achieve Star Consultant status when you place a minimum of \$1800 wholesale in to the company from June 16, 2016-September 15, 2016.

TEAM BUILDING APPOINTMENTS:

From LearnMK on InTouch

To lead a team-building conversation with your new team member on how to conduct one-on-one team-building appointments:

- ◆ Encourage her to add the personal touch.
- ◆ Encourage her to keep the appointment focused on identifying any needs the woman has in her life and sharing how a Mary Kay business can fulfill those needs.

The following outline might be helpful:

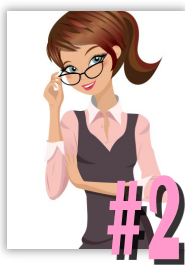
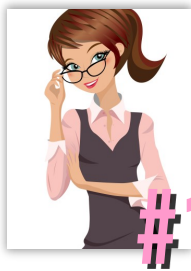
1. First, welcome the prospective team member and explain what you'll be covering.
2. Ask the prospective team member about herself.
3. Tell the prospective team member about yourself and passionately share your Istory.
4. Tell the prospective team member about the Company.
5. Tell the prospective team member about the Mary Kay business opportunity and how it has enriched your life.

Seminar Awards 2017



YTD Court of Sales

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

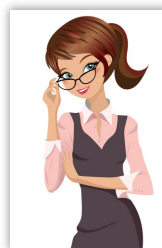


1. Peggy Smith-Dobbs \$2,124.00
2. Lillian R. Derro \$1,385.00
3. Pat Varrone \$1,246.00
4. Barbara A. Dickson \$1,047.00
5. Maureen E. McCormick \$880.00
6. Monique R. Uribe \$802.00
7. Marlene D. Phillips \$775.00
8. Donna H. Riehs \$745.00
9. Denise McDevitt \$709.00
10. Mary T. Nelson \$645.00

July 1, 2016-June 30, 2017

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. You this Month! 1Q

Mary Kay Inc. is the Official Beauty Sponsor of *Project Runway® Season 15*, airing Thursdays at 9/8c on Lifetime®. The season will premiere on Sept. 15, 2016.



Logon to www.marykayintouch.com for tips & tools to connect with your customers!

Valerio Area Fall Retreat

Dream

Believe



FACTIVE



SNSD Sandy
Valerio

October 7th - 9th, 2016

Special Guest



Sean Key

Vice President of
Sales Force Motivation

Icona Golden Inn

7849 Dune Drive Aviston, NJ 08202

Single Occupancy: \$351.26

Double Occupancy: \$244.86 Per Person

Triple Occupancy: \$209.68 Per Person

Quad Occupancy: \$191.94 Per Person

Includes: Three Days and Two Nights West Wing Accommodations, Two Breakfasts, Two Dinners, Wifi Internet and Parking, All Tax and Service Fees

Recognition

First Quarter Stars

Receive a beautiful necklace!!

Super September Achievers

Receive a gorgeous Ring!!

Registration

Step 1:

Complete pre-registration form and return it and \$20 CASH to your Director by August 31st. This will reserve your space until you complete Step 2. Pre-registration will be accepted after 8/31/16 if space permits. *Pre-registration is non-refundable, but is transferable.*

Step 2:

Complete your registration form on our area website: nsdsandyvalerio.com password - innercircle. Once you complete this form follow this instructions at the bottom of the form to reserve your room. Once completed your space is guaranteed. *Hotel must be reserved with deposit by September 23, 2016, or you will forfeit your space and pre-registration fee will not be returned.*

All forms available at

www.nsdsandyvalerio.com

Valerio Area Challenge

UPPER
September



Earn this amazing ring in September when you complete the following:



- *Hold 6 Parties OR See 30 Faces
- *Hold 6 Interviews OR Welcome 1 Qualified Recruit
- *Place \$600.00+ w/s
- *Attend Retreat

Must complete one item on each line. Rings will be awarded at the Valerio Area Fall Retreat.

Set yourself up for a Super Successful Fall!

Promotion Dates: September 1-30, 2016



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

Happy 53rd Anniversary

To the Dynamic:



Mary Kay Inc!!

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)



Your "Happy" Holiday Plan!

September Booking Focus - New Fall Looks

Week 1	Create your holiday plan – Open House, businesses you want to contact, etc.
Week 2	Finish Your Star! Get extra products to make Holiday gifts!
Week 3	Make a list of businesses to contact for gift giving. Consider customer/family businesses & YOUR contacts: dentist, etc.
Week 4	Write letters to 1/2 the businesses on your list telling about your services, saying you'll call soon.

October Booking Focus - New Products

Week 1	Do personal Christmas shopping (think MK gifts!), or at least make your list and plan it out. If you're done by 10/30...you'll SAIL through the season! Write letters to other 1/2 of businesses on your list. Take Go Tote and/or samples & catalog with you everywhere Order NEW Holiday products!
Week 2	Follow-up with the first set of business letters. Offer to treat staff to Satin Hands, show gift ideas in person, etc. Begin getting wish lists filled out with every facial
Week 3	Schedule office holiday shopping parties w/ your customers. Lunch hours or just after work are great times! Search out area events you can set up a table or offer goodie bags to...get your name out there!
Week 4	Follow-up with the 2 nd set of business letters as above.
Week 5	Send Open House invitations, assuming Open House is mid November.

November & December plan coming next month!