



Director Marita McCafferty

Dynamite Unit



On-Target Stars

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

Name	Contest Amount	Current Won to Date	Needed for Next Star
Deborah Assenmacher	\$1,269.50		\$530.50
Marita McCafferty	\$747.70		\$1,052.30
Dolores Morrone	\$728.50		\$1,071.50
Sharon Gayser	\$464.75		\$1,335.25
Joan Doyle	\$458.50		\$1,341.50
Lisa Chapman	\$430.80		\$1,369.20

Congratulations Achievers!



Linda Sperring



Pat Varrone

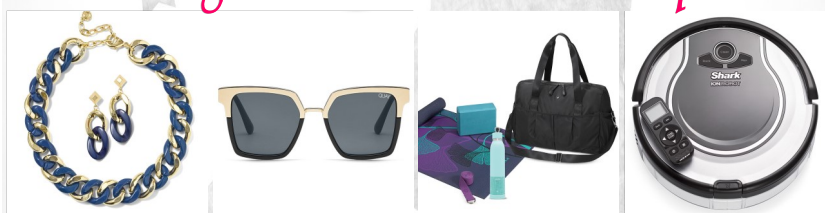


Dolores Morrone



Marita McCafferty

Set Your Sights on STARDOM this quarter!



Logon to InTouch to see all of the amazing prizes!!



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

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



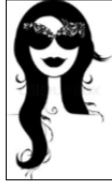
DIQ



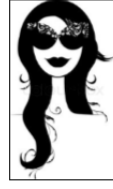
Position Available!

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



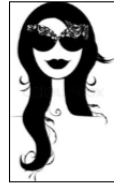
Position Available!



Position Available!



Position Available!



Position Available!



Position Available!

Senior Consultants

1-2 Team Members

Barb Dickson	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!

Dates Ahead

10/31...Last day of the month to place orders.
11/4...meeting (Walton Rd) 6:30pm

11/11...No meeting.
11/12...Workshop
11/18...meeting (Walton Rd) 6:30pm
11/25...meeting (Walton Rd) 6:30pm
11/30.... Last day of the month to place orders.

Valerio Area Workshops
November 12th
Blue Bell Country Club
Future dates: April 7th & 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

6% Commission
Linda Sperring \$32

4% Commission
Candida Taylor \$18
Pat Varrone \$11

(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%

Welcome New Consultants!

New Consultant
Deborah Assenmacher
Prudence Murphy

From
North Wales, PA
Lansdale, PA

Sponsored By
Cindy Ervin
Cindy Ervin

New Independent Beauty Consultants can get a FREE* TimeWise Repair® Lifting Bio-Cellulose Mask when they start their Mary Kay businesses in October with a \$100 Starter Kit.

October Starter Kit Product Bonus!

Get a FREE* TimeWise Repair® Lifting Bio-Cellulose Mask when you start your business in October!

LEARN MORE ▶



MARY KAY

Pink Investors



These consultants invested in product last month!

Pat Varrone	Fabiola Galeno
Linda Sperring	Denise McDevitt
Dolores Morrone	Karen Walsh
Sharon Gayser	Kathy Frankowski
Paulette Bahar	Candida Taylor
Brenda Bowser	Joan Doyle
Marlene Phillips	Cindy Ervin
Lori Moore	Maribeth Kelly-Mojica
LeeAnn Rooney	Lisa Chapman
Peggy Smith-Dobbs	Barbara Dickson

Celebrate!

<u>Nov Birthdays</u>	<u>Day</u>	<u>Nov Anniversaries</u>	<u>Year</u>
Maribeth Kelly-Mojica		Linda Sperring	23
	11	Maribeth Kelly-Mojica	1
Paulette Bahar	12		
Beth Burkhart	15		
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

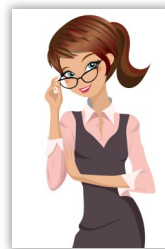


- | | |
|--------------------------|------------|
| 1. Dolores Morrone | \$4,022.00 |
| 2. Linda Sperring | \$3,801.00 |
| 3. Pat Varrone | \$2,655.00 |
| 4. Peggy Smith-Dobbs | \$2,264.00 |
| 5. Cindy Ervin | \$1,889.00 |
| 6. Dawn Patterson | \$1,820.00 |
| 7. LeeAnn Rooney | \$1,038.00 |
| 8. Candida Taylor | \$959.00 |
| 9. Maribeth Kelly-Mojica | \$951.00 |
| 10. Sharon Gayser | \$939.00 |

July 1, 2019-June 30, 2020

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. You!

1Q

Power Up
Your Team!

Tips from Exec. Sr. Sales
Director Moleda Dailey.

Available at
www.marykayintouch.com.

**POWER
CLASS**



Serious Cash Essentials

...for great profits this holiday season

Idea #1 Holiday Skin Care Classes

- Teach Skin Care
- Holiday Glamour Looks

Idea #2 Holiday Coffees/Happy Hours/Shop from your Seat Parties

- Miracle Set on the hand
- Satin Hands
- Body Care and Fragrance Line
- Packages Gift Sets

Idea #3 Holiday On the Go Appointments

- Tote Bag/Basket filled with Holiday Products
- Carry TW Microderm / Mascara / Glosses / Hand Cream all gift-wrapped for instant sales

Idea #4 - 12 Days Packages

- To make the husband a hero
- From wife to husband so he feels special
- For daughters so they feel special too

Idea #5 Holiday Open Houses

- <25 Client hold a 4 hour Open House
- 25-50 Clients hold a 4-8 hour Open House
- 50+ Clients hold for 2 days, 4-6 hours per day
- Simple Refreshments, cookies and cider
- May have special offers, gifts with purchases
- Door prizes and drawings

Idea #6 Employee Gifts

- Offer gift-buying service to doctors, dentists, and other professionals too busy to shop

Idea #7 Wish Lists

- Give them to guests at your classes and facials
- Take them on deliveries and On the Goes
- Call "Santa" and offer your services

Idea #8 Silent Holiday Hostesses

- Find Silent Hostesses in offices, schools, clubs
- Give your Hostess 20% credit towards products from all sales because there's no work involved

Idea #9 Private Holiday Makeovers

- One on One Makeovers with your favorite clients and new women you meet

Idea #10 Pillow Gifts

- Body Care Products
- Visibly Fit Lotion
- Satin Hands
- Limited-Edition Colors
- Wrap in a sheet bag with ribbon

Idea #11 Emergency Gifts

- Gifts to bring to someone's home for the hostess
- Gifts for someone who brings you a gift but you forgot to get them something
- Satin Hands, Hand Cream, Visibly Fit Lotion, Satin Hands and Body Care

Idea #12 Gifts for the Office

- The boss, secretary, fellow employees, custodian
- Secret Santa's

Idea #13 Personal Gift Giving

- SHOP AT 50% OFF!
- Family, friends, neighbors, caregivers, house sitters, postal workers, housekeeper

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

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: _____

Consistency Prize

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

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

“Confidence is built by one small success after the other.”

— Mary Kay

MARY KAY

To the Dynamic:

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

TEACH...

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

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!

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!