



Director
Christy
Cox

GOALS:

- ◆ 10 Star Consultants a Quarter
- ◆ \$300,000 Circle of Achievement
- ◆ 5 Star Team Builders
- ◆ 3 DIQs
- ◆ Cadillac Production

Wholesale Queen



Karen D. Harris
\$534.00

Sharing Queen



Position
Available!!

Christy's Queens

Congratulations 2nd Quarter Stars!

Contest Ended December 15th, 2013



PEARL
CHRISTY
COX



DIAMOND
LISA
BAILEY



DIAMOND
PAM
FROST



RUBY
RACHAEL
WASHINGTON



SAPPHIRE
KAREN
HARRIS

On-Target Star Consultants!

December 16, 2013 - March 15, 2014

Consultant Name	Current Wholesale Production	Sapphire \$1,800	—Wholesale Production Needed for Star—			
			Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
CHRISTY COX	\$1,926.00	STAR	\$474.00	\$1,074.00	\$1,674.00	\$2,874.00



Stars Drive Cars!! Which Car is in Your Future?!

A simple way to stay on track for Star Consultant:

- Sapphire** = Sell \$300 Retail per week
- Ruby** = Sell \$400 Retail per week
- Diamond** = Sell \$500 Retail per week
- Emerald** = Sell \$600 Retail per week
- Pearl** = Sell \$800 Retail per week

Also—remember that you earn 600 extra “star” points for each *qualified* team member you add during the quarter.

Spotlight on Team Builders!



Standings are updated as of December 31st
— this will not reflect January orders or new
team members.

Star Team Builders

Recruiter :Pam Frost
Krista N. Arnold
Kimberley M. Condon
Melissa K. Wogoman
* Erin J. Atwater
* Lena J. Kizzar
* Tina L. Sears
Colby L. Denson
Amanda P. Herriman

Senior Consultants

Recruiter :Gina M. Geurian
Lettie J. Donnell
Betsy Vaughn

Recruiter :Staci D. Goan
Shaunna Arnold
Hester N. Lemire

Recruiter :Rachael M. Washinto
Ashley D. Mosley
Kelsie R. Works
* Arielle Green
* Tamara Scott
Sara A. Ashcraft
Leigh L. Buchanan
Tamara K. James
Sarah M. Rebollozo
Carolyn L. Wood

** Inactive Member (N1,N2,N3,I1,I2,I3) #Terminated Member
To become ACTIVE you must place a \$200 wholesale order.*

Follow the Steps to Success!



Senior Consultant

(1-2 active team members)

4% Commission

Star Team Builder

RED JACKET
(3+ actives)

Sr. Consultant benefits plus
Red Jacket Rebate

Eligible for \$50 Bonuses

Team Leader

(5+ actives)

All the previous benefits plus
9-13% Commission

Team Leader pin

On-Target for Car!

(5+ actives and \$5,000
wholesale growing to
14 actives and \$20,000
in 4 months or less)

Eligible to earn use of
Career Car or \$375 cash
monthly for 2 years PLUS all
Benefits of previous levels

Director in Qualification

Effective Jan. 1, 2010
(10+ actives growing
to 24 in 4 months and
be a star consultant!)

Production during DIQ
counts towards car! Eligible
to become Director and earn
Unit Commission and Unit
bonuses—Eligible to wear
the exclusive Director Suit.

WONDERING
HOW YOU
CAN START
A BUSINESS
WHEN YOU
ARE
ALREADY
IN DEBT?

by
National Sales
Director,
Linda Toupin

When a prospect says she has too much debt to start a business, here is how you can show her how to start her business and use Mary Kay to pay off ALL her debt!

Sell \$200 per week=\$800 income for the Month

Take \$100 to pay loan for your MK business (Leaves \$700)
Use \$400 to replace product sold (Leaves \$300)
Give \$100 to yourself (Have Fun!) (Leaves \$200)
\$200 to pay off other debt

Sell \$300 per week=\$1200 income for the Month

Take \$100 to pay loan for your MK business (Leaves \$1100)
Use \$600 to replace product sold (Leaves \$500)
Give \$200 to yourself (Have Fun!) (Leaves \$300)
\$300 to pay off other debt

Sell \$400 per week=\$1600 income for the Month

Take \$100 to pay loan for your MK business (Leaves \$1500)
Use \$800 to replace product sold (Leaves \$700)
Give \$300 to yourself (Have Fun!) (Leaves \$400)
\$400 to pay off other debt

Sell \$1000 per week=\$4000 income for the Month

Take \$100 to pay loan for your MK business (Leaves \$3900)
Use \$2000 to replace product sold (Leaves \$2000)
Give \$300-\$1000 to yourself (Have fun!) (Leaves \$1000 to \$1700)
\$1000-\$1700 to pay off other debt

Rapid Debt Reduction Plan:

Write down all debt, numbering them 1-10 from the smallest to the largest.
Start paying off the smallest one first, making payments as large as you can.
Make minimum payments on #2 through #10. When debt #1 is paid off,
start paying big payments on #2 and continue minimum payments on #3 through #10.

As with all things in LIFE...Consistency is the KEY



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level

Christy R. Cox \$397.41

4% Recruiter Commission Level

Gina M. Geurian \$9.20

Pam Frost \$8.00

Team Building

**Tip of the Month!
Start Building Your
Team Now!**

By NSD Pamela Shaw

Widen your focus and look at those around you. Who do you know that:

- ◆ needs extra income?
- ◆ could benefit from a social outlet?
- ◆ could benefit from building her self confidence?
- ◆ just moved to the area and needs to meet people?
- ◆ is trapped by her current job, needs money, but needs to be home with her children too?
- ◆ is single, credit cards to the limit, and needs to get out of debt?
- ◆ is looking for personal recognition and self-fulfillment?

"Whatever you can do or dream you can, begin it. Boldness has genius, power and magic in it." -- Johann von Goethe

Bounce Back Into Business!

Former Independent Beauty Consultants can restart their businesses in January!



You can help others ring in the new year with a fresh start!

Former Independent Beauty Consultants who resubmit an Independent Beauty Consultant Agreement Jan. 1-31, 2014, can be eligible to receive:

Two FREE* TimeWise® Replenishing Serum+C® (\$112 suggested retail value) **AND** a \$50 credit* on your first product order of \$600 wholesale or more (excluding shipping, handling and tax).

OR

One FREE* TimeWise® Replenishing Serum+C® (\$56 suggested retail value) **AND** a \$25 credit* on your first product order of \$400-\$599 wholesale (excluding shipping, handling and tax).

*Restrictions apply. You must be eligible to submit a new Independent Beauty Consultant Agreement to the Company. The Independent Beauty Consultant Agreement must be received and accepted by the Company Jan. 1-31, 2014. To qualify to receive a \$25 credit and one (1) FREE TimeWise® Replenishing Serum+C® on your initial order of \$400-\$599 in Section 1 wholesale product (excluding shipping, handling and tax), the order must be received and accepted by the Company by Feb. 28, 2014. To receive a \$50 credit and two (2) FREE TimeWise® Replenishing Serum+C® on your initial order of \$600 or more in Section 1 wholesale products (excluding shipping, handling and tax), the order must be received and accepted by the Company by Feb. 28, 2014. Sales tax is required on the suggested retail value of the free TimeWise® Replenishing Serum+C® and on all Section 1 products.

January Booking Script

Here is the script that NSD Jan Thetford uses, and says that in 22 years nobody has told her "no"!

"Hi ____ this is _____. Do you have a quick minute? One of my jobs as your MK consultant is to give you a seasonal update & January is the best month to do that because the winter weather wreaks havoc on our skin! I bet, if you are like most of us, you are looking for a "new year new you" makeover and I would love to spend some unrushed time with you to update you and answer any questions you may have. Which would be better for us to get together? Weekday, Evening, or Weekend? (And you only give choices that you have available or are willing to work. You are in control of your schedule!!) You know what? We have some BRAND NEW and exciting products being released, and I will give you one for FREE ... and that's a \$____ product for free ... (or some other product of your choice) if you have 2 friends just like you that are over 18 and do not currently have a Mary Kay consultant when I come on _____(the date selected). Who do you think you will ask?"



Quick & Easy Ideas for Valentine's

1. Contact the husbands and significant others of your customers and offer to put together a Valentine's Day gift for their sweetheart.* Men generally shop by price and convenience, so you may want to ask what price range they have in mind. Here is a dialogue you could use:

Hi, Bob, this is _____. You may not know me, but I'm a friend of Karen's. Actually, I'm her Mary Kay Independent Beauty Consultant. Do you have a quick minute? I wanted to talk to you about a Valentine's Day gift idea for Karen. Great!

Bob, I always call my customers' husbands to offer my gift-buying service. I keep a wish list on Karen throughout the year of Mary Kay products she wants and has mentioned she'd love to have _____. This makes things easier for you!

I don't know if you've shopped for Karen's Valentines Day gift yet, but I'd love to help you out by fixing a beautiful, personalized gift basket full of products I know she'll love. I offer free gift wrapping and delivery. If she's not 100% thrilled, I'll exchange anything to her complete satisfaction. I can make you look really good, Bob! I have gifts ranging from \$15 to \$500. Tell me, what price range would you have in mind? Great!

Would you like the gift delivered to you at work or to Karen's home? I know she'll love it either way. When I bring it by, I'll leave my card with you so you'll have it on hand when Karen's birthday and your anniversary rolls around!

2. Wrap up small Valentine's Day-themed gift packages and carry them in a big basket everywhere you go. You'll be amazed at how women buy for their daughters, mothers or even themselves.

3. Top performers know that "sets sell" and the "eye buys."

* Prior to contacting referrals via telephone or e-mail, you should consider whether this kind of communication is consistent with state or federal do-not-call or SPAM laws and regulations. For more information on this subject, you can go to the LearnMK Web site and click on the Legal and Tax link.



We Invested in Product Last Month!

<i>Karen D. Harris</i>	\$534.00	<i>Lettie J. Donnell</i>	\$230.00
<i>Rachael Washington</i>	\$505.00	<i>Maria L. Ramirez</i>	\$207.50
<i>Pam Frost</i>	\$421.50	<i>Gina M. Geurian</i>	\$203.00
<i>Whitney L. Duncan</i>	\$317.50	<i>Melody P. Warrick</i>	\$201.00
<i>Loni Williams</i>	\$287.00	<i>Krista N. Arnold</i>	\$200.00
<i>Suzanne M. Babel</i>	\$258.50	<i>Lisa L. Bailey</i>	\$122.00
<i>Misty Thresher</i>	\$236.00		

CAREER CONFERENCE 2014

Career Conference is TWO DAYS of laughter, great learning and loads of prizes. Often referred to as a "life-changing" event, Career Conference is where you are motivated and inspired by other independent sales force leaders who have walked before you. It's great inspiration and motivation as you finish the Seminar year. Get busy and hold skin care parties this month so when registration opens, you're ready!

TIP! Sell three TimeWise Repair® Volu-Firm™ Sets or six TimeWise® Miracle Sets®, and you probably have the majority of your expenses covered! Registration ends February 28.



Queen's Court of Sales!

\$36,000 retail

July 1, 2013 — June 30, 2014



Queen's Court of Sharing!

24 New Team Members

July 1, 2013 — June 30, 2014



Shooting for the Courts!

Top 10 in Retail Sales

(Based on verified wholesale orders placed to the company as of prior month-end)

	<u>Consultant</u>	<u>YTD Retail</u>	<u>Bonus & PCP</u>	<u>Total</u>
1	Pam Frost	\$9,263.00	\$4,305.00	\$13,568.00
2	Lisa L. Bailey	\$7,047.50	\$1,380.00	\$8,427.50
3	Rachael M Washington	\$5,369.50	\$1,310.00	\$6,679.50
4	Karen D. Harris	\$4,368.00	\$849.00	\$5,217.00
5	Maria L. Ramirez	\$2,952.00	\$233.00	\$3,185.00
6	Misty Thresher	\$2,049.00	\$0.00	\$2,049.00
7	Kelsie R. Works	\$1,483.00	\$490.00	\$1,973.00
8	Carolina Hernandez	\$1,619.50	\$0.00	\$1,619.50
9	Debra G. Hobbs	\$1,470.00	\$140.00	\$1,610.00
10	Whitney L. Duncan	\$1,398.00	\$20.00	\$1,418.00

Tops in Team Building

	<u>Recruiter</u>	<u>New Team Mbrs</u>	<u>YTD Comm</u>
1	Maria L. Ramirez	1	\$31.99
2	Rachael M Washington	1	\$24.36



From the Desk of Your Director

Hello Queens you are Pink Cadillac/Half-Million UNIT in the Making, Building a National Area BREAKING FORTH, as we say YES to that challenge from the company Build The Wall.....Women on a Mission with a PASSION & A VISION.....attracting ONLY the BEST to our Award Winning Team, as we head STRAIGHT to YOUR DREAMS & NSD!!!! New Years Kick Off was a great way to get our New Year started in stellar fashion! Congratulations for investing in your business by attending NSD, Julia Mundy's 1st Annual NEW YEARS KICKOFF, JANUARY 4, 2014; Lisa Bailey, Pam Frost, Karen Harris, Deb Krajicek, Rachael Washington, Kelsie Works, and me!

Way to Go on a DYNAMIC December....Amazing momentum built to head into our JAMMIN' January!!! This is our 1/2 way mark in our Seminar year! Time to re-evaluate, adjust, and be Focus on 100 New Faces in 90 days and adding 3 Qualified New Team-mates to your team!!! It will change EVERYTHING!

THIS is your quarter to BE A STAR by March 15th, which reserves YOUR Seminar Awards seating!!! Let me know if you need help/ideas! Our next Star event will be January 28th, Tuesday, at the Capital Hotel down town Little Rock with free Valet Parking(\$5 for consultants all your guests free*Starter Kit will be discounted so get your potential team-mate there to see what we are about! Save the date! Career Conference registration is coming in early Feb....it takes place in Dallas, March 28 & 29! EARN your luncheon by adding 2 qualified team members!!!! Let's all do it & GO TOGETHER! Remember, as we head into the 2nd half with God Sized goals to have 5 new Directors come from our UNIT to Build our National Area, remember that YOU are a DIFFERENCE MAKER!

I love that reminder....how HUGE our God is! When we bring Jesus into the situation, HE WILL CHANGE IT! Here's to being ALL IN & GOING BIG to BLESS!! May we be COURAGEOUS this final half of the Mary Kay Year! Mark Twain once said...Courage is resistance to fear, mastery of fear, not absence of fear. DECIDE whether you are going to be a WARRIOR Or a WORRIER! There is NO middle ground! Then, IMMEDIATELY take a supporting action step... & your Success Probability just sent up 90%!!!! That's who YOU are!! Weather good or bad, don't get stuck in the past. "It is okay to look back and learn, but if you drive looking in the rear-view mirror you'll end up in the ditch!" So, "hats off to the past and coats off to the future!" Roll up your sleeves with me and go to work, expect great things from God. I believe in you!

Love ya to the moon & back,
Christy

Working with Accountability!

December 1-7

Pam Frost\$524

Deb Krajicek\$597

Rachael Washington \$104

December 8-14

Lisa Bailey\$256

Pam Frost \$581

Deb Krajicek\$304

Rachael Washington \$354

December 15-21

Lisa Bailey \$338

Pam Frost \$504

December 22-28

Deb Krajicek\$395

Lisa Bailey\$138

Wear Something PINK Balloon Pop Extravaganza!



When: Tuesday, January 28, 2014

Time: 6:30-8:00pm

Where:
The Capital Hotel
Downtown Little Rock

Come celebrate and Honor all of Little Rock's 2nd Quarter STAR CONSULTANTS!

Door prizes, Drawings, Balloons filled with discounts on product and the STARTER KIT to be used that night!

Dress for Consultants is still MK professional with a skirt or dress, but add a little PINK to your outfit to show how much we love what this Pink Company does for us! Prize for the consultant and guest who are the Prettiest in Pink!

\$5 for consultants, guests are free! (Pay your director in advance by January 20, or \$6 at the door.)



Christy's Queens



Congratulations to Consistency Club Earners for October, November and December!



· \$1,000 Club selling over \$3,000+ wholesale earning:
2013-2014 Brights and Stripes Collection: True Blue Business Tote
Lisa Bailey and Pam Frost

· \$400 Club selling over \$1,000+ wholesale earning:
2013-2014 Brights and Stripes Collection: Yellow Business Card Case
Karen Harris and Rachael Washington



Congratulations for Attending 5 Girl's Night Out Success Meetings in a row!
They earned: 2013-2014 Brights and Stripes Collection: Teal Checkbook Cover
Rachael Washington



Lisa Bailey
Karen Harris
Pam Frost



Consistency Club Earners for December, January and February!

\$1,000 Club selling over \$3,000+ wholesale will be earning the NEW!
Glitzy and Gold Calculator



\$400 Club selling over \$1,000+ wholesale will
be earning the NEW! Lip Trio case

Signature provided by Court of Achievers, www.coacollection.com

February 2014



Sun Mon Tue Wed Thu Fri Sat

COLOR Class in Session



HAVE YOU EARNED YOUR ADVANCED COLOR CONSULTANT DESIGNATION?

What are you waiting for? The Color Confident mini site offers free online education that incorporates

- FUN with interactive modules.
- How-to videos.

To earn yours, go to the site, read its contents, watch the videos and pass four quizzes.

1
Muffins and a
Makeover
10 - 12 noon

2 3 4 5 6 7 8

Registration begins for
Career Conferences
March 21-22 & 23-24.

6-8 Color
Certification

Registration begins for
Career Conferences
March 28-29 & 30-31.

Muffins and a
Makeover
10 - 12 noon

3 10 11 12 13 14 15

6-8 Color
Certification

**Happy
Valentine's
Day**

Muffins and a
Makeover
10 - 12 noon

16 17 18 19 20 21 22

President's Day.
Postal Holiday.

6-8 Color
Certification

Muffins and a
Makeover
10 - 12 noon

23 24 25 26 27 28

6-8 Color
Certification

Midnight CST cutoff
for Consultants to
place phone orders.

Last working day of the month.
Consultants submit online orders
until 9 pm CST. Online Agreements
accepted until midnight.

Conference Calls:

*Our Unit Motivational/Inspirational Hotline:
(PLEASE CALL DAILY; leave your name/message after
mine) 641-715-3900, access code: 38199*

**Training Opportunities!
Live Conference Call with ME!**

Thursday Evenings

SHARING CALL 8PM CST/9PM EST
Unit Sharing the Opportunity (RSVP your guests)
Call Lasts for 15-30 minutes.

- ◆ HAVE 3 OR MORE GUESTS ON THE CALL AND EARN A \$20 A VISA GIFT CARD
 - ◆ HAVE A GUEST ON THE CALL FOR 5 CONSECUTIVE WEEKS AND WIN A \$50 VISA GIFT CARD
- Dial -in Number 805-399-1000 Participant Code 327799#
(if you miss it will be recorded) Playback Number
805-399-1099 same code 327799#)

**Your guest must be 18 or older, have tried the product and is your customer!

Birthdays	Day	Anniversaries	Years
Julia Turley	1	Betsy Vaughn	4
Carla D. Stracener	4	Colby L. Denson	1
Pamela G. Knott	6	Elizabeth A. Jessup	1
Holly D. Higgins	8	Dawn R. Sanders	1
Debbra Piatt	11	Marylyn R. Cleghorn	1
Kim Woods	11	Heather L. Rosales	1
Jyme J. Brinkley	15		
Carolyn L. Wood	17		
Pam Frost	24		

Celebrate!!!



Christy's Queens

Christy Cox

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Highlights this Month:

December Results, January, 2014

- ◆ Quarter 3 Star Consultant Quarterly Contest (December 16, 2013 - March 15, 2014)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ Bounce Back Into Business (January 1-31, 2014)



To the Awesome...

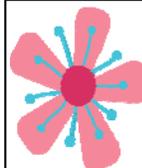
Words of Wisdom

Success is being part of a winning team. Are you sitting on the sidelines of success?

Get yourself out on that field and be part of it.

You can do it!

~Mary Kay Ash



Party Like a Pro!

FIVE Ps to rock your skin care sales

By Sr. Sales Director Vanessa Upkins

1. **PREPROFILE.** This is especially important for new customers. It helps you determine any skin care concerns they'd like to address.
2. **PERSONAL TESTIMONY.** I switched from the TimeWise® Miracle Set® to TimeWise Repair® so I can share my experiences with a customer if I think she could benefit from a change.
3. **PRODUCT KNOWLEDGE.** I study product claims and benefits, product fact sheets, power statements, order of application, etc. It helps me feel more confident about what I'm selling.
4. **PICTURES.** Visuals can help you sell. Consumer fliers from Applause® magazine and Mary Kay® YouTube® videos are great tools. You may even take customer before-and-after shots so they can see the differences in their skin.
5. **PROMOTE.** Where else can your customers get the personal service you provide? Let them know about your Mary Kay® Personal Web Site where they can shop 24/7 and that you're available via text, email or phone. Tell them you can deliver products to their front door and about the Mary Kay® Satisfaction Guarantee. They may want to take advantage of the hostess incentive program and receive discounts or free products!

