



Director
Christy
Cox

GOALS:

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

Wholesale Queen



Maria L. Ramirez
\$697.00

Sharing Queen



Holly D. Higgins
1

Christy's Queens

On-Target Star Consultants!

June 16 ~ September 15, 2013



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
CHRISTY COX	\$4,420.25	****	****	****	STAR	\$379.75
MARIA RAMIREZ	\$1,340.50	\$459.50	\$1,059.50	\$1,659.50	\$2,259.50	\$3,459.50
PAM FROST	\$1,000.00	\$800.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,800.00
KAREN HARRIS	\$730.75	\$1,069.25	\$1,669.25	\$2,269.25	\$2,869.25	\$4,069.25
AMBER STEWART	\$660.00	\$1,140.00	\$1,740.00	\$2,340.00	\$2,940.00	\$4,140.00
RACHAEL WASHINGTON	\$483.00	\$1,317.00	\$1,917.00	\$2,517.00	\$3,117.00	\$4,317.00
SUSAN JARRETT	\$426.00	\$1,374.00	\$1,974.00	\$2,574.00	\$3,174.00	\$4,374.00
HOLLY HIGGINS	\$407.00	\$1,393.00	\$1,993.00	\$2,593.00	\$3,193.00	\$4,393.00



In honor of Mary Kay's
50th Anniversary!

When we have 5 Star
Consultants by September 15 they will get
dinner at Olive Garden and a \$50!

Congrats 4th Quarter Stars!

Contest ended June 15, 2013



PEARL
Christy R. Cox



EMERALD
Pam Frost

Spotlight on Team Builders!

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

Star Team Builders

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

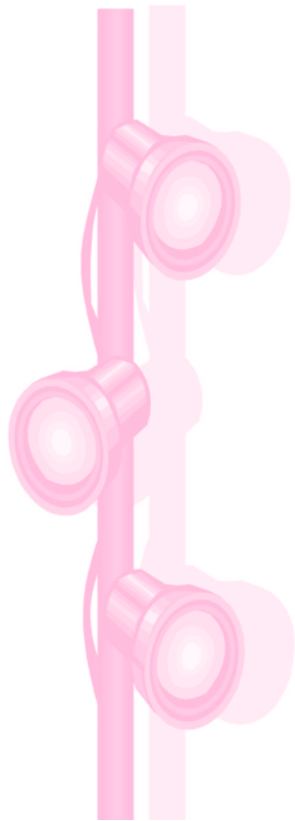
Senior Consultants

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

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

 Recruiter :Maria L. Ramirez
 Carolina Hernandez
 * Olga Vega

 Recruiter :Katherine Roberts
 Brittany Kennedy
 Misty Thresher
 # Holly Breaux
 # Robin Brown



* 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.



Here We Grow Again!

Welcome New Business Owners!

(These new unit members signed Consultant agreements August 1-31.)

New Consultant	From	Sponsored by
Debra Piatt	SPRINGDALE, AR	H. Higgins

A winner is someone who recognizes his God-given talents, works his tail off to develop them into skills, and uses these skills to accomplish his goals. - Larry Bird, basketball legend

Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level

Christy R. Cox \$251.94

4% Recruiter Commission Level

Gina M. Geurian \$11.92

Maria L. Ramirez \$10.30

Team Building Tip of the Month!

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 teambuilding 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 I-story.
 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.

"It is literally true that you can succeed best and quickest by helping others to succeed."

~ Napoleon Hill (one of Mary Kay's favorite authors)

Bundle Up for the Holidays!



Can you believe it? The holiday season is almost here. But don't worry -- Mary Kay's got you covered with some fantastic gifting ideas for you and your customers. Use the holiday gift bundles to help your customers avoid the crowds and take some of the guesswork out of the gift-giving season. Your customers will love "bundling up" for the holidays with these fantastic gifting options and best of all, they'll enjoy the convenience of shopping with you! Check out all of the holiday bundles at MaryKayInTouch.com.



Holiday Action Plan!

OCTOBER

1. Set your goal for holiday sales & team building. Dream BIG!
2. Make a list of 15-25 businesses & people you do business with; contact them about your gift-buying services!
3. Talk to ALL your customers about helping them with their gift-buying needs. Let them see how you can help them! Show them how shopping **NOW** will offer them the best choices and prevent some of the hassles of their holiday time!
4. Book 6-8 Holiday Coffees. (These are fabulous, fun & profitable!)
5. Have **every customer** fill out a Holiday Wish List so you can follow up with their "Santa" in Nov. & Dec.
6. Offer a variety of classes—skin care, glamour, body care, coffees, etc. Begin to talk to **everyone** about preparing for the holidays!
7. **RECRUIT!** Build your team in October so they can take benefit from holiday sales & tax benefits!

NOVEMBER

1. **Follow-up** with all business contacts & leads. Be sharp and get out of your comfort zone.
2. Continue to book (& hold) shopping coffees, skin care, glamour & body care classes.
3. Continue having each customer fill out a Holiday Wish List.
4. Begin talking to the men you have contact with—work, church, friends, etc.
5. Begin following up with Holiday Wish Lists. (They may not be ready to buy—but you are at least making your service known!)
6. Service all of your reorder customers for their personal & holiday needs. Offer pre-party glamour clinics.
7. **RECRUIT!** What a great time to begin a business—your own shopping at COST, provide service for those you know & prepare for an exciting new year of opportunity!

DECEMBER

1. Follow up on all husbands & men! They are beginning to think!!! Carry a "12 Days" in your trunk so you can show it to men you meet while you're out! (They have moms & assistants, too!)
2. Follow up on all Holiday Wish Lists. Think of the service you're providing, instead of how it benefits you — and it becomes easier!
3. Book 4-6 shopping coffees.
4. Book skin care & glamour appointments. (Help them prepare for parties & family gatherings.)
5. Talk to men, moms and kids about **12 Days of Christmas** gifts! They all love it, and you can put together a set for anyone!
6. Have gifts wrapped with you at all times - in your car - in a basket that you carry - at all appointments & reorders.
7. Help people remember stocking stuffers & last-minute gifts!
8. **RECRUIT!!** Still time to get gifts at cost, take advantage of the tax benefits & prepare for an exciting new year of opportunity! (And if you're selling & making \$...why wouldn't they want to?)
9. Challenge yourself to GO AHEAD and book 20-30 faces for January!



We Invested in Product Last Month!

<i>Maria L. Ramirez</i>	<i>\$697.00</i>	<i>Dorothea A. Mencer</i>	<i>\$202.00</i>
<i>Holly D. Higgins</i>	<i>\$407.00</i>	<i>Krista N. Arnold</i>	<i>\$202.00</i>
<i>Amber D. Stewart</i>	<i>\$258.50</i>	<i>Rachael Washington</i>	<i>\$133.00</i>
<i>Carolina Hernandez</i>	<i>\$257.50</i>	<i>Misty Thresher</i>	<i>\$100.75</i>
<i>Karen D. Harris</i>	<i>\$252.50</i>	<i>Brittany Kennedy</i>	<i>\$79.00</i>
<i>Lettie J. Donnell</i>	<i>\$234.00</i>	<i>Betsy Vaughn</i>	<i>\$64.00</i>
<i>Susan M. Jarrett</i>	<i>\$224.00</i>	<i>Cori G. Hildebrand</i>	<i>\$31.50</i>
<i>Ava G. Klesen</i>	<i>\$207.50</i>	<i>Pam Frost</i>	<i>\$16.00</i>
<i>Gina M. Geurian</i>	<i>\$206.00</i>		



Channel your inner princess with the new Limited-Edition Fairytale & Fantasy Collection.



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)

	Consultant	YTD Retail	Bonus & PCP	Total
1	Maria L. Ramirez	\$1,885.00	\$0.00	\$1,885.00
2	Pam Frost	\$1,055.00	\$40.00	\$1,095.00
3	Rachael M Washington	\$966.00	\$0.00	\$966.00
4	Holly D. Higgins	\$834.00	\$0.00	\$834.00
5	Karen D. Harris	\$641.00	\$0.00	\$641.00
6	Debra G. Hobbs	\$586.00	\$20.00	\$606.00
7	Misty Thresher	\$603.00	\$0.00	\$603.00
8	Amber D. Stewart	\$570.00	\$0.00	\$570.00
9	Erin J. Atwater	\$542.50	\$0.00	\$542.50
10	Carolina Hernandez	\$515.00	\$0.00	\$515.00

Tops in Team Building



Who will be in the Court of Sharing next year?!



Christy's Queens Photos



Pink Cadillac Unit here we come!



Tamara Earned her pearls for Sharing the Opportunity.



Seminar was Amazing!



From the Desk of Your Director

Hello Christy's Queens !!!

So excited about our event at the Capital Hotel on September 16th!!! This is going to be a fabulous event recognizing our stars and a great night of inspiration and fellowship with your Mary Kay family in Arkansas. Cost for directors is \$20 due by Saturday, Sept. 7. You can mail your check to Jennifer Sloan or transfer to her propay. My address is 1403 Jacks Road in Benton, AR 72019. My propay email is jsloan1@marykay.com.

Cost for consultants is \$5 at the door. Or you can collect in advance to get them super committed to the event. We are having a fashion show with 3 sponsors including Chicos' on University at the Midtown Shopping center, possibly Catherine's, and a boutique in Benton called 312 on South Street. Only STARS will model and your stars can stop by these stores to pick out their outfits for the fashion show at the Capital Hotel. (Catherines is not a done deal so don't send anyone there yet, we will let you know ASAP!)

The contact at Chico's is Sharoda. She would like for the models to stop by on Friday the 13th to pick out their outfit. You can call and schedule an appointment with her if you would like to. Her phone number at Chico's is 501-558-3030.

Highlights for the event are:

1. Mary Kay @ Play. -- Stars should be sporting their favorite MK@PLAY look. We will have a MK@PLAY station for them to touch up looks.
2. Star Recognition
3. Starter Kit discounts up to \$50 off as a huge incentive for new consultants who sign up at the Capital. (Discounts will be paid by each director.)

We will have door prizes and drawings, so please bring and have your consultants bring a wrapped Mary Kay product gift valued around \$10 for each guest they have coming.

13 days til this fabulous event and we can not wait to see you and your fabulous best selling consultants.

Christy

Working with Accountability!



Unlock
your passion

August 4-10

Rachael Washington
\$57.50

August 10-17

Rachael Washington
\$189.00

August 18-24

Karen Harris \$191

August 25-31
Amber Stewart \$200
Rachael Washington \$200

Thank you for being
accountable with
your weekly
accomplishment
sheets!!



Giving up may give your career new life!

- ◆ I'm giving up television three nights a week. I am holding a skin care class those three nights!
- ◆ I'm giving up procrastinating—it's robbing me of my time. I know what I have tomorrow depends on what I do today!
- ◆ I'm giving up making excuses. I am turning those excuses into reasons to succeed!
- ◆ I'm using my weekly unit meeting effectively. I am attending my unit meetings with guests so I can sell and recruit while I receive education and motivation.
- ◆ I'm giving up not having the money for Career Conference and Seminar. I am going to consistently commit to sales and then put aside a certain percentage of my earnings to cover my educational expenses!
- ◆ I'm giving up negative people— they only bring me down. Instead, I'm calling my positive sister Consultants and Sales Directors—they lift me up!
- ◆ I'm giving up this career "just for me." I am sharing the Mary Kay opportunity with other women everywhere!
- ◆ I'm giving up giving up! I know quitters never win and winners never quit. I AM a WINNER!



What will you choose to give up in this new year to get what you want? It takes 21 days to form a habit— so begin today and start the new year off right!

One

Woman Can

INSPIRING • UPLIFTING • COMPASSIONATE

50

Faces - \$150

Interviews - \$150

5 Star Consultants by September 13th

each star consultant receives \$50

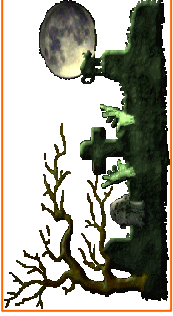
one | MARY KAY
woman
can™ | 50 YEARS



COSMETIC GRAVEYARD SALE!!!!

Do you have a cosmetic GRAVEYARD????

A spooky drawer full of old, "rotting" skin care products and makeup? Sweep that drawer clean!! Here's how:



ONE DAY ONLY, Tuesday, October 31 bag up three non-Mary Kay® skin care products and/or makeup and bring them to my house to "trash". You will be "treated" to some spiced cider, Halloween candy and a GREAT DEAL ON some new Mary Kay® product!!!! For every item you "trash" (limit 3 items please) you will get to purchase three MK items at ½ price!!!! Plus, you will be treated to a "Dash Out The Door" makeover!!!!

If you don't want your epitaph to read: "She Looked Old Before Her Time" - call me TODAY to schedule your 20 minute appointment!!!!

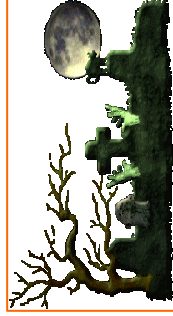
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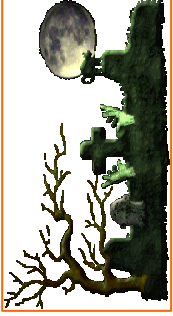
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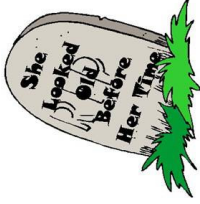
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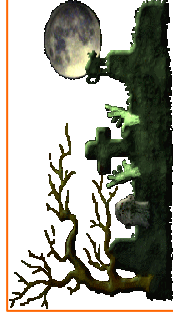
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CALL TODAY!





Trick or Treat

By Ann Vertel, Success Coach, www.UnitCoach.com

I remember the first time I was allowed to go out trick-or-treating on Halloween night with just my friends. (Of course I'm sure my Dad was following along at a safe distance but he'll neither confirm nor deny that accusation!) Our mission was a singular one - get as much candy as possible in the shortest amount of time. In other words, I wanted my big plastic orange pumpkin overflowing with goodies.

We literally ran from house to house as we scoured our neighborhood intent upon our goal. On occasion, we approached a house, rang the bell, and nothing happened. The lights were on but no one answered the door.

Put in that situation, what do most kids do? They move on to the next house. "Come on, let's go" and they're headed down the block.

They don't stop for a second to wonder why the owners didn't answer the door. They don't take it personally. They don't think that they're wearing the wrong costume. They don't walk around the house peering in the window trying to see why the owners didn't answer the doorbell. They don't sit down on the front step and pout. And can you even imagine that they would just quit and go home? No way.

You see, kids are neat people to observe with regard to how they handle rejection. It just never occurs to them that the rejection is about them! And why? Because it's not. Kids have a unique ability to observe the world just the way it is.

As we grow up, our self-esteem takes a few hits and we start to think that everything that happens to us is about us. It's not.

When you hear no, no thanks, I'm not interested, it's not for me, I don't like selling, please don't ever, ever, ever, ever, ever call me again for any reason whatsoever....it is about them, not you and not the opportunity you have to offer.

Run to the next house, and the next one, and the next one. That's where the candy is.

Remember, your goal is a full plastic pumpkin, and you don't care which houses or how many houses it takes to make that happen.



October 2013



Sun Mon Tue Wed Thu Fri Sat

Now you can offer your customers free shipping on a \$25, \$50 or \$75 order from your Mary Kay® Personal Web Site!

1 No Meeting 2 3 4 5

6 7 8 Unit Meeting "Celebration Station" 6:30-8:30 PM 9 10 11 12

13 14 Columbus Day Observed Postal Holiday 15 Last day to enroll for Holiday 2013 PCP mailing of *The Look*. Unit Meeting "Celebration Station" 6:30-8:30 PM 16 17 18 19

20 21 22 Unit Meeting "Celebration Station" 6:30-8:30 PM 23 24 25 26

27 28 29 Unit Meeting "Celebration Station" 6:30-8:30 PM 30 Midnight CST cutoff for Consultants to place phone orders. 31 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight. we will no longer have a Girl's night success meeting the 1st Tuesday of every month due to a Director's meeting in Dallas, TX.

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
Ashley A. White	1	Whitney L. Duncan	5
Heather L. Rosales	5	Ava G. Klesen	4
Lettie J. Donnell	6	Amanda E. Plummer	4
Elizabeth A. Jessup	7	Heather M. Rogers	2
Cheri A. Lassiter	7	Kamesha T. Penny	1
Amanda E. Plummer	8	Hazell L. Martin	1
Samantha Watson	27	Tori M. Tisdale	1
		Yolanda R. Davidson	1
		Samantha Watson	1

Celebrate!!



Christy's Queens

Christy Cox

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Email: christyrcox@marykay.com

Unit Website: www.christysqueens.ws

Highlights this Month:

August Results, September, 2013

- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 2013)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2014)
- ◆ Class of 2014 Offspring Challenge (through July 1, 2014)
- ◆ September Order Incentive (September 1-30, 2013)



To the Outstanding...

Words of Wisdom

You can have anything in this world if you want it badly enough and are willing to pay the price. With your priorities in order, press on, and never look back. May all of your dreams come true! You can, indeed, have it all!

~Mary Kay Ash



Celebrate 50 years with the commemorative

One Woman Can™ globe!

September 1-30, 2013

This exclusive keepsake ceramic hinged box commemorating the Mary Kay 50th Anniversary year can be yours when you place a single \$400 or more Section 1 wholesale order during the month of September 2013!*



For 50 years, Mary Kay Independent Beauty Consultants around the globe have been *enriching women's lives*® in countless ways. This globe honors the difference *one woman can*™ make and celebrates Mary Kay's phenomenal success and heritage. The globe features a crystal front closure and measures 2½" in diameter. When you qualify, the globe will be shipped with your order. Please note that the globe only is **available while supplies last**. Be sure to get yours now so you don't miss out!

Remember, Sept. 13, 2013, marks the day that launched an empire that has enriched women's lives for 50 years! You can make it even more meaningful by earning this beautiful box.

*Limit one globe per Independent Beauty Consultant while supplies last