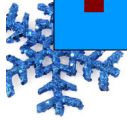


# THE SPARKLER



## DIXIE'S DYNAMITE UNIT

Newsletter:

JANUARY 2013

Results: DECEMBER 2013

## TNT ~ TODAY NOT TOMORROW

Happy New Year!!

We're half way through our Mary Kay Anniversary Seminar year ! We have refocused and are ready to make this Seminar year our best ever. We are tracking the \$400,000.00 Unit Circle of Achievement Club, with many consultants reaching for the level of Career Car Drover and Director . It only takes 4 months to achieve EITHER of these goals and you only have to DECIDE which 4 months you're going to get it done! This month the company is offering a special bonus to any FORMER consultant to rejoin between January 1 –31. And I am offering to pay back their \$20.00 reinstatement fee when they place their initial order of at least \$250.00 (500 Retail) by the end of the month. Basically, they will be joining for FREE and getting all the products that they love for 1/2 price. Be sure to contact former consultants and let them know of this great offer, and soon you'll be heading in the direction of your dreams.

I am here to help you learn how to have a prosperous business and will be holding success meetings every Tuesday Night at my home. Maybe you are a personal use consultant, wanting to learn more about the products and how to use them. This is a place that you can bring guests, earn, learn, and share the opportunity with potential team members. If you can't get to a local meeting in your area, you can join us via SKYPE. Just call and let me know that you'd like to join in and I will "click" you in! In this age of technology, there is nothing we cant do!

I will be gone January 11—18, 2013 to LA for Leadership Conference. SO MANY new and exciting things to learn and share with you.

PLEASE feel free to contact me with any questions you may have regarding you Mary Kay business. I am here to help you at whatever level of business you want to perform. I care, you count. With much gratitude, Dixie

### Welcome Back Reinstated Consultants !!

Caroline Beller  
Rebekah Bryan  
Katie Carney  
Valarie Hall  
Susan Kaiser  
Joy Kix  
Jennifer Kylander  
Karen Munsch  
Daniele Olsen  
Mary Olsen  
Chris Ryan  
Kathy Schulz  
Debra Van Houten



## February 2013

Birthdays	Day	Anniversaries	Years
Tiffany J. Francis	1	Jodi L. Cagle	21
Jan Sauerbrei	4	Kathy A. Upmeyer	21
Ruth Jenö	6	Debra Van Houten	18
Susan J. Ugolini	7	Cindy K. Hodnefield	18
Jamie L. Isaacson	8	Kirsten Vilmain	12
Jennifer Franz	11	Shelley R. Volz	9
Lisa Marx	12	Melanie L. Gast	9
Shirley M. Waite	13	Pamela J. Forstner	8
Diana L. Kiewiet	14	Rebekah W. Bryan	8
Cindy K. Hodnefield	15	Daniele R. Olsen	7
Lori Bagley	16	Jamie L. Isaacson	6
Sarah J. Straube	16	Susan Kaiser	5
Melanie L. Grant	18	Carrie M. Snieder	5
Fern K. Griner	20	Julie A. Boman	4
Beth W. Brightup	22	Carol A. Weber	2
Cassandra A. Polzin	22	Chris M. Ryan	1
Leticia Azham	28	Katrina P. Glad	1
Joy E. Kix	28		



400,000  
GOAL !

<b>NATIONAL</b>	<b>36,000.00</b>	<b>COURT OF SALES</b> <b>SEMINAR 2009-2010</b> BASED ON CO. RETAIL SALES	<b>UNIT</b>	<b>9,600/00</b>
<b>GARRET-ROE</b>	<b>24,000.00</b>		<b>TEAM</b>	<b>3,600.00</b>
<b>AREA</b>	<b>14,400.00</b>			

390,000  
380,000  
370,000  
360,000  
350,000  
340,000  
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320,000  
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70,000  
60,000  
50,000  
40,000  
30,000  
20,000  
10,000

Seminar Retail Production 142,121.50

1	Machia L. Cates	\$4,146.00		\$0.00	\$4,146.00
2	Monica J. Anderson	\$3,669.50		\$120.00	\$3,789.50
3	Debbie L. Sanford	\$3,598.00		\$120.00	\$3,718.00
4	Cathy Sprau	\$3,172.00		\$100.00	\$3,272.00
5	Bobbi Potter	\$2,830.00		\$60.00	\$2,890.00
6	Janet E. Olson	\$2,500.00		\$0.00	\$2,500.00
7	Alma J. Walker	\$2,437.50		\$0.00	\$2,437.50
8	Angela R. Krueger	\$2,359.50		\$20.00	\$2,379.50
9	Judy E. Junkermeier	\$2,269.50		\$40.00	\$2,309.50
10	Kaylene R. Kiewiet	\$2,107.00		\$165.00	\$2,272.00
11	Tara Felten	\$1,894.00		\$215.00	\$2,109.00
12	Melanie L. Grant	\$2,052.50		\$0.00	\$2,052.50
13	Lori Bagley	\$2,031.00		\$20.00	\$2,051.00
14	Angela K. Thompson	\$1,882.00		\$80.00	\$1,962.00
15	Jill E. Thorson	\$1,881.00		\$20.00	\$1,901.00
16	Jodi L. Cagle	\$1,771.00		\$0.00	\$1,771.00
17	Dawn M. Schroeder	\$1,711.50		\$20.00	\$1,731.50
18	Marian J. Brettmann	\$1,706.00		\$20.00	\$1,726.00
19	Debra Cunningham	\$1,720.00		\$0.00	\$1,720.00
20	Lori J. Dontje	\$1,697.50		\$0.00	\$1,697.50
21	Joan Perrin	\$1,673.00		\$0.00	\$1,673.00
22	Tonya B. Hansen	\$1,588.00		\$20.00	\$1,608.00
23	Lana Moeller	\$1,594.00		\$0.00	\$1,594.00
24	Beth W. Brightup	\$1,525.00		\$0.00	\$1,525.00
25	Susan M. Strickler	\$1,419.00		\$80.00	\$1,499.00
26	Susan J. Ugulini	\$1,372.50		\$60.00	\$1,432.50
27	Carol Lanich	\$1,343.10		\$40.00	\$1,383.10
28	Michelle L. Olsen	\$1,375.50		\$0.00	\$1,375.50



**COURT OF SHARING**  
**SEMINAR 2012-2013**  
BASED ON NEW QUALIFIED ORDERS

<b>NATIONAL</b>	<b>24</b>		<b>UNIT</b>	<b>4</b>
<b>GARRET-ROE</b>	<b>12</b>		<b>TEAM</b>	<b>2</b>
<b>AREA</b>	<b>6</b>			

1	Monica J. Anderson	2Q	\$118.72
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**MK Love Checks**

<u>4% Recruiter Commission Level</u>		Debbie L. Sanford	\$9.16
Monica J. Anderson	\$46.70	Carla Church	\$8.54
<u>9% Recruiter Commission Level</u>		Cathy Sprau	\$8.17
Bobbi Potter	\$27.94	Sandra M. Kerfeld	\$8.00
Kaylene R. Kiewiet	\$197.48		
Dixie L. Gilbertson	\$112.03	Michelle Skarpness	\$10.20

# On-Target Star Consultants

CONSULTANT	AMOUNT IN	SAPPHIRE	RUBY	DIAMOND	EMERALD	PEARL
JOY KIX	\$511.50	\$1,288.50	\$1,888.50	\$2,488.50	\$3,088.50	\$4,288.50
KATHY SCHULZ	\$476.00	\$1,324.00	\$1,924.00	\$2,524.00	\$3,124.00	\$4,324.00
LORI BAGLEY	\$428.50	\$1,371.50	\$1,971.50	\$2,571.50	\$3,171.50	\$4,371.50
SUSAN STRICKLER	\$407.00	\$1,393.00	\$1,993.00	\$2,593.00	\$3,193.00	\$4,393.00
DIXIE GILBERTSON	\$406.00	\$1,394.00	\$1,994.00	\$2,594.00	\$3,194.00	\$4,394.00
LONNIE ARNEVIK	\$405.50	\$1,394.50	\$1,994.50	\$2,594.50	\$3,194.50	\$4,394.50



*Congratulations!*

## Making a Difference

By servicing your customers and restocking your shelves we are one step closer to achieving the **\$400,000.00 Unit Circle of Achievement Award**. Thank you for all that you do to make our unit great. Your participation and contribution is greatly appreciated. **UNI Together** will make this unit the most remarkable unit in the area.

Name	Amount				
Janet E. Olson	\$1,167.50	Veronica A. Litterer	\$255.00	Chris M. Ryan	\$203.50
Monica J. Anderson	\$770.75	Lana Moeller	\$248.00	Michele F. Wanner	\$202.50
Joy E. Kix	\$511.50	Lisa Marx	\$236.50	Lisa R. Davis	\$201.75
Angela K. Thompson	\$487.00	Penny L. Lewer	\$236.50	Angela R. Krueger	\$201.25
Kathy M. Schulz	\$476.00	Michele M. Boji	\$229.00	Jodi M. Bergan	\$201.00
Lori Bagley	\$428.50	Jamie L. Isaacson	\$226.00	Sheila K. Lorimor	\$200.25
Susan M. Strickler	\$407.00	Cathy Sprau	\$217.25	Kelly Becker	\$200.25
Lonnie A. Arnevik	\$405.50	Karen J. Munsch	\$215.50	Jennifer L. Kylander	\$200.00
Susan Kaiser	\$386.00	Rebekah W. Bryan	\$213.75	Cassandra A. Polzin	\$138.50
Katie L. Carney	\$348.00	Susan J. Ugolini	\$213.50	Debbie L. Sanford	\$121.25
Kathleen A. Nelson	\$313.00	Jill E. Thorson	\$213.00	Cindy M. Burge	\$110.00
Judy E. Junkermeier	\$307.00	Amanda L. Nutter	\$212.00	Julia L. Hatch	\$90.75
Bobbi Potter	\$300.50	Nicole Fuerstenau	\$211.75	Susan A. Bugge	\$90.50
Lori J. Dontje	\$279.00	Alma J. Walker	\$208.50	Tia Shaffer	\$88.00
Tara Felten	\$278.50	Mary Olsen	\$208.00	Mary Amy	\$56.00
Debra Van Houten	\$276.00	Lisa A. Klingbeil	\$206.25	Lori Bertram	\$54.00
Caroline T. Beller	\$272.50	Melanie L. Grant	\$206.25	Dixie L. Gilbertson	\$418.50
Valerie Hall	\$261.50	Daniele R. Olsen	\$204.50		
		Melody A. Lunning	\$204.25		





## Future Directors

### Recruiter :Kaylene R. Kiewiet

Lonnie A. Arnevik  
Kelly Becker  
Lori Bertram  
Susan A. Bugge  
Cindy M. Burge  
Debra Cunningham  
Susie D. Diercks  
Nicole Fuerstenau  
Julia L. Hatch  
Ruth Jenö  
Judy E. Junkermeier  
Davida Lackore  
Janelle A. Murray  
Kathleen A. Nelson  
Mary Olsen  
Chris M. Ryan  
Michelle Skarpness  
Margaret Tibodeau  
\* Paula Fraizer  
\* Diana L. Kiewiet  
\* Kelly J. Kruse  
\* Ali L. McCormick  
\* Stacy A. Nielson  
\* Shelley R. Volz  
\* Shirley M. Waite  
# Melanne L. Bang  
# Heather L. Beenken  
# Jennifer Blomster  
# Gail E. Cory  
# Tiffany J. Francis  
# Meggon K. Jacobs  
# Charlotte A. Larson  
# Sandra K. Ley  
# Carrie M. Snieder  
# April M. Vogt



## Star Team Builders

### Recruiter :Monica J. Anderson

Machia L. Cates  
Penny M. Miller  
Janet E. Olson  
\* Cindy Meyerhofer  
\* Dawn L. Meyerhofer

### Recruiter :Bobbi Potter

Katie L. Carney  
Pamela J. Forstner  
Amanda L. Nutter  
Cassandra A. Polzin  
\* Cari M. Hoppe  
\* Deb Hyke  
\* Emily K. Stephan  
# Leticia Azham  
# Ashley R. Huntley



### Recruiter :Sandra M. Kerfeld

Jennifer L. Kylander  
Mederise E. Stanlake  
\* Tiffany A. Kerfeld  
# Melissa M. Evans  
# Danette M. Potter

### Recruiter :Debbie L. Sanford

Michele M. Boji

### Recruiter :Michelle Skarpness

Veronica A. Litterer  
\* Rebecca L. Bergan  
# Rachel A. Fields  
# Carol Heisel  
# Carol A. Johnson

### Recruiter :Cathy Sprau

Melody A. Lunning  
# Jane M. Juenger

### Recruiter :Jill E. Thorson

Jill M. Baker  
Jodi L. Cagle  
\* Kathy A. Upmeyer  
\* Colette R. Wyatt  
# Dorothy Arend  
# Amber J. Nuehring  
# Elaine A. Oimoen  
# Twyla Quinn  
# Doris M. Troll



### Recruiter :Kathy A. Upmeyer

Susan Steege  
Nancy A. Wolverton

## Senior Consultants

### Recruiter :Jodi M. Bergan

Susan M. Strickler

### Recruiter :Sylvia Christiansen

Ardis(Bunny) S Evans  
Kaylene R. Kiewiet  
\* Ronna Belshan

### Recruiter :Carla Church

Beth W. Brightup  
Susan J. Ugulini  
\* Julie A. Boman

### Recruiter :Sara L. Erkeneff

Sheila K. Lorimor  
Tina M. Smith

## [NSD Jan Theftford's January Booking Script](#)

Here is the script that NSD Jan Theftford 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 un-rushed 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 and Easy Ideas for Valentine's Day](#)

Contact the husbands and significant others of your customers and offer to put together a Valentines 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, \_\_\_\_\_ this is \_\_\_\_\_. You don't know me, but I'm a friend of customer's name. 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 her. Great!

\_\_\_\_\_, I always call my customer's husbands to offer my gift-buying service. I keep a wish list on customer's name throughout the year of Mary Kay products she wants and has mentioned she'd love to receive as gifts.

I don't know if you've shopped for her 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, \_\_\_\_\_! I have gifts ranging from \$15 to \$100. Tell me, what price range would you have in mind? Great!

Would you like the gift delivered to you at work or to customer's name home? I know shell love it. When I bring it by, I'll leave my card with you so you'll have it on hand when her birthday rolls around!

The top performers in Mary Kay 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.

[CALL AND THEY WILL ORDER. :\)](#)

# DON'T THROW THIS AWAY!

<p><b><u>JANUARY</u></b>  <b>BUY ONE GET          2ND 1/2 PRICE</b></p>  <p><b>ON SKIN CARE AND          SKIN CARE SUPPLEMENTS</b></p>	<p><b><u>FEBRUARY</u></b>  <b>40 % OFF          ALL LIP PRODUCTS</b></p> 	<p><b><u>MARCH</u></b>  <b>40% OFF</b></p>  <p><b>SUNSCREEN PRODUCTS</b>  <b>Includes ALL items with SPF</b></p>
<p><b><u>APRIL</u></b>  <b>40% OFF</b></p> <p><b>2 n 1 Body Wash          Hydrating Lotion          Targeted Action Body Lotion</b></p>	<p><b><u>MAY</u></b>   <b>40% OFF</b>  <b>ON ALL FRAGRANCES</b></p> 	<p><b><u>JUNE</u></b>   <b>40% OFF</b>  <b>ALL MEN'S PRODUCTS</b></p> 
<p> <b><u>JULY</u></b>   <b>FIRECRACKER SPECIAL</b></p> <p><b>BUY ANY ITEM &amp; GET A          SECOND FOR HALF PRICE          (SAME ITEM)</b></p>	<p><b><u>AUGUST</u></b>  <b>40% OFF Spa Collection</b></p> 	<p><b><u>SEPTEMBER</u></b>  <b>40% OFF Glamour Look</b></p>  <p><b>Earn Santa Dollars          September thru October</b>  <b>Receive 10% BACK in Santa Dollars to          spend in November during Customer          Appreciation Month</b></p>
<p><b><u>OCTOBER</u></b>  <b>Earn Santa Dollars          September &amp; October</b></p> <p> <b><u>HAPPY BIRTHDAY SALE</u></b>  <b>25% ALL DAY on website/e-mail</b>          7:30 am—10:30 am = 30%          10:30 am—1:00 pm = 25%          1:00 pm—7:00 pm = 20%</p>	<p><b><u>NOVEMBER</u></b>  <b>CUSTOMER APPRECIATION</b>          Use your Santa Dollars to purchase          Mary Kay Products.</p>  <p>Santa Dollars are          based on 10% of          Retail Purchases          during Sept. &amp; Oct.</p>	<p><b><u>DECEMBER</u></b>  <b>25% IRS SALE</b></p>  <p><b>Inventory Reduction Sale</b>  <b>ENTIRE INVENTORY !!</b>          Just in time for last minute Christmas          shopping and less inventory for me to          count at the end of the year!</p>

CONTACT :

## Oh yes! One Woman Can Do Amazing Things!

From Sheryl Adkins-Green, Mary Kay Inc.'s Chief Marketing Officer.

It's 2013—the year to celebrate the amazing legacy of Mary Kay Ash. Despite a myriad of challenges, Mary Kay Ash knew that she could do anything that she truly desired. Although it's been nearly 50 years since she founded Mary Kay Cosmetics, 2.5 million Independent Beauty Consultants around the world know that still today, one woman can do amazing things.

As Mary Kay prepares for its 50th anniversary, we're inviting every woman to celebrate her accomplishments and be inspired to pursue amazing new goals. Whatever has been working for you, keep it up. And if there's anything that's not working well for you—change it up! Everyday is a beginning and a perfect time to convert your dreams into action.

- Step 1: It starts in the heart. You have to know your “why” - the sense of purpose that energizes your dreams and goals.
- Step 2: Next you need to tap your “WOW” - that special talent or gift that has enabled you to convert ordinary into extraordinary.
- Step 3: Determine your “How” - what are the specific actions and activities that can provide you with the time and resources that you need to accomplish your goal?
- Step 4: Seize the “Now” - Lose the wait and take that first step and start working toward your goal today
- Step 5: Be ready to take a “Bow” and celebrate your successes as you make progress. Each victory will fuel you forward to your goal.

As I prepare for this amazing 2013, I think about Mary Kay's words of wisdom

1. Your attitude determines your altitude.
2. If you believe it, you can achieve it!

One woman can do amazing things—and that one woman is you!

### FORMER CONSULTANTS REJOIN OFFER

**January 1—31, 2013**

Former Independent Beauty Consultants who renew their Agreements from January 1—31, 2013 can be eligible to receive:

Two FREE\* special-edition Mary Kay Dance to Life Eau de Parfums (\$100 suggested retail value) AND a \$50 credit when they place their product order of \$600 wholesale or more (excluding shipping, handling, and tax)

OR

One FREE special-edition Mary Kay Dance to Life Eau de Parfum (\$50 suggested retail value) AND a \$25 CREDIT when they place their first product order of \$400 to \$599 wholesale (excluding shipping, handling and tax)

OR

Director will reimburse the \$20.00 reinstatement fee with a \$275 wholesale \$550 Retail Order submitted by January 31, 2013.

Dixie Gilbertson  
701 20 Street SE  
Austin, MN 55912

507-437-7481 Home/Office  
507-261-3885  
dgilbertson@marykay.com



YOU make the difference!

**Here is a brief overview of things you'll want to remember!**

\* **PROMOTIONS FROM DIXIE**

\* **Add at least ONE NEW QUALIFIED TEAM MEMBER & receive MK Bronze Cross body Tote from your Director.**

**CONGRATULATIONS TO MONICA ANDERSON—ACHIEVED IN NOVEMBER!**

\* **Become a Team Leader during DECEMBER and receive a “Red Means Go” necklace from your Director.**

\* **Submit for DIQ and receive an EXCLUSIVE star fish Pendant necklace. (previously reserved for Directors only)**

⇒ **Meet the EXTREME TEAM CHALLENGE and receive a beautiful bracelet from Anita Garret-Roe, NSD.**

⇒ **Career Conferences March 15-16, March 22-23, March 24-25. Locations to be announced.**

**GLITTER & GOLD LUNCHEON:**

Add 2 NEW \*Qualified Team Members between December 1, 2012 and February 28, 2013

New Consultants can add one NEW qualified team member to attend the luncheon

**RECOGNITION**

Beauty Consultants who from November 30, 2012 through Feb 28, 2013 achieve and maintain a new step on the career path of Team Leader, Future Independent Sales Director or independent Sales Director-in-Qualification will receive a name badge ribbon and onstage recognition.

Be a star consultant before February 28 and receive a “IM A STAR” Name Badge at Career Conference!

⇒ **Seminar 2013 will be held July 21-24 in Dallas, TX.**

⇒ **Class of 2013 ... Ryan Rogers goal to have 3000 New Directors during Seminar 2013!**