

The Super Fantastics Monthly Recognition Bulletin

PUBLISHED BY:
SALES DIRECTOR
LISA WARRINGTON

December 9, 2013



Super Fantastic National Area 2013

3 DIQ's by January!

Equinox by 12/31/13



Introducing my newest team member in Oregon! Chelsea Warrington! She held 5 appts her first weekend and sold \$1100, did 10 interviews and Adopted a facility for Adopt a Grandparent! She completed her PERFECT START & will finish up her POWER START PLUS! I'm so excited to watch her grow! Also, please welcome Cindy Schilling from Phoenix Arizona, the newest team member of Yvonne Ziegler. She is on her way to HUGE success also, she has sold 2 miracle sets and 1 Volu-Firm Set!

There is lots happening around the country! I can see our Unit exploding with new team members and mucho sales! You ladies always make me so proud to be YOUR Sales Director!

Lisa



**Happy Birthday this Month!
Congratulations on Your MK Anniversary!**

January Birthdays

	Day
Joanne M. Hamlin	2
Doris E. Evans	5
Debbie Sabatte	13
Sheila M. Josh	20
Lisa Warrington	22
Virginia Dela Cruz	23
Jessica A. McMillen	29



January Anniversaries

	Years
Tricia A. Shoun	11
Stephanie Carodine	2
Jane E. Boss	2
Julia S. Ryder	1

INTERVIEW CHALLENGE

**For EVERY 30 Interviews this month we will
draw a Lucky Consultant to WIN a
\$25 Gift Card of their Choice!**

**November Winner—Melissa Davis!!
WOOHOO!**

**For EVERY 30 Interviews this month we will
draw a Lucky Customer who will WIN a \$25 Gift
of Mary Kay Products of their Choice!**

**November Winner—Janelle Kosters
Customer now new team member of
Chelsea Warrington
WOOHOO!**



On Target Stars



Consultant Name	Current Wholesale Production	Wholesale Production Needed for Star			
		Sapphire	Ruby	Diamond	Emerald Pearl

CHELSEA WARRINGTON	\$2,404.75	*****	STAR	\$595.25	\$1,195.25	\$2,395.25
MELISSA DAVIS	\$1,868.50	STAR	\$531.50	\$1,131.50	\$1,731.50	\$2,931.50
LISA WARRINGTON	\$1,807.50	STAR	\$592.50	\$1,192.50	\$1,792.50	\$2,992.50
JENNIFER SMITH	\$868.00	\$932.00	\$1,532.00	\$2,132.00	\$2,732.00	\$3,932.00
LINDA LICHTY	\$607.00	\$1,193.00	\$1,793.00	\$2,393.00	\$2,993.00	\$4,193.00
DORIS EVANS	\$530.50	\$1,269.50	\$1,869.50	\$2,469.50	\$3,069.50	\$4,269.50
YVONNE ZIEGLER	\$488.00	\$1,312.00	\$1,912.00	\$2,512.00	\$3,112.00	\$4,312.00
JOANN BECK	\$453.50	\$1,346.50	\$1,946.50	\$2,546.50	\$3,146.50	\$4,346.50
CAROL WATKINS	\$412.00	\$1,388.00	\$1,988.00	\$2,588.00	\$3,188.00	\$4,388.00
LINDA KINGHORN	\$404.00	\$1,396.00	\$1,996.00	\$2,596.00	\$3,196.00	\$4,396.00
MARY SCHROEDER	\$401.50	\$1,398.50	\$1,998.50	\$2,598.50	\$3,198.50	\$4,398.50

Thank you for Your order!

Name	Amount
Melissa A. Davis	\$803.00
Chelsea R Warrington	\$403.00
Mary F. Schroeder	\$401.50
Yvonne D. Ziegler	\$286.50
Doris E. Evans	\$264.00
Karen E. Strauss	\$262.50
Brenda K. Vollmar	\$251.00
Sally A. Vigil	\$227.50
Suzanne Christman	\$216.00
Cindy L. Schilling	\$215.00
Anita C. Hume	\$207.00
Jane E. Boss	\$204.00
Natalie K. Udell	\$203.50
Linda R. Lichty	\$200.00
Jennifer B. Smith	\$158.50
Lisa Warrington	\$782.00



Wrap up the new

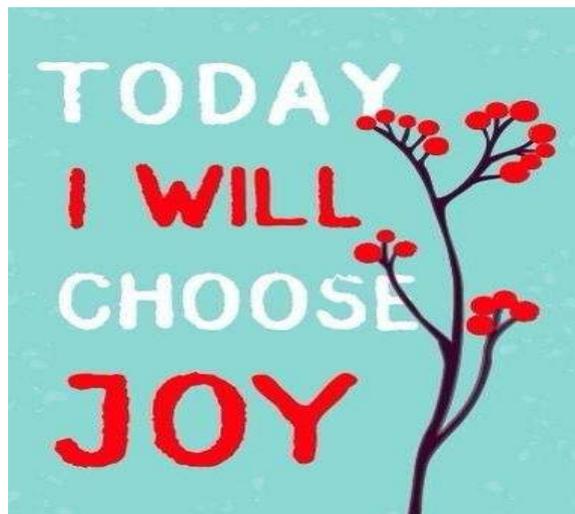
Skinvigate™

Cleansing Brush

For Christmas This Year!

(Makes a Great Gift for You or Someone You Love)

Cleans Skin and Removes Residue, Dirt, and Makeup in Seconds!



Seminar Scoreboards

Seminar 2014 Court of Sales

	Name	YTD Retail	YTD PC Prem YTD & Addnl Credit	
1	Melissa A. Davis	\$7,287.00	\$974.00	\$8,261.00
2	Chelsea R Warrington	\$4,972.50	\$321.00	\$5,293.50
3	Yvonne D. Ziegler	\$3,867.00	\$365.00	\$4,232.00
4	Linda R. Lichty	\$2,059.00	\$222.00	\$2,281.00
5	Jennifer B. Smith	\$1,756.00	\$311.00	\$2,067.00
6	Natalie K. Udell	\$1,662.00	\$283.00	\$1,945.00
7	Karen E. Strauss	\$1,240.00	\$441.00	\$1,681.00
8	Doris E. Evans	\$1,061.00	\$442.00	\$1,503.00
9	Anita C. Hume	\$938.00	\$444.00	\$1,382.00
10	Mary F. Schroeder	\$823.00	\$558.00	\$1,381.00
11	Jane E. Boss	\$812.00	\$353.00	\$1,165.00
12	Melanie R. Stock	\$909.00	\$225.00	\$1,134.00
13	Brenda K. Vollmar	\$869.00	\$180.00	\$1,049.00
14	Carol L. Watkins	\$938.00	\$20.00	\$958.00
15	Candace B. Tepper	\$884.00	\$0.00	\$884.00
16	Virginia Castaneda	\$813.50	\$20.00	\$833.50



**National
Court of Sales Prizes
Achieve \$36,000 in
Retail Sales by 6-30-14**



Seminar 2014 Court of Sharing

Name	Seminar Qualified Recruits	Earned Recruit Commission Credit

We have OPENINGS!



See you on STAGE!

**Consultants moving up
into leadership roles
their MK businesses!**

Team Leaders

Recruiter :Yvonne D. Ziegler
Lynne W. Burnham
Virginia Castaneda
Melissa A. Davis
Kelly N. Labenz
Cindy L. Schilling
Carol L. Watkins
* Cynthia C. Apodaca
* Laura I. Navarrete
Kathy R. Cuthbertson
Barbara L. Flanigan
Veronica J. Montero
Elvira M. Trejo
Wannetta W. Wagner

Senior Consultants

Recruiter :Linda R. Lichty
Trinia L. Casmeay
Therese M. Johnson

Recruiter :Tricia A. Shoun
Joana Guevara Cruz
* Michelle O. Stormont

Recruiter :Carol L. Watkins
Katherine Sutton

**These Consultants have earned a
Love Check from MK**

13% Recruiter Commission Level Lisa Warrington	\$311.55
9% Recruiter Commission Level Yvonne D. Ziegler	\$91.62



Please Welcome these New Consultants

New Consultant
Cindy L. Schilling

From
GLENDALE, AZ

Sponsored by
Yvonne Ziegler

Follow the Steps to Success!



Senior Consultant

1-2 Active
Team members
4% commission

Star Team Builder

3-5 Active
Team members
Senior consultant
benefits plus red jacket
rebate
Eligible for \$50 bo-
nuses

Team Leader

5-7 Active
Team members
9-13% commission
Eligible for \$50 bo-
nuses & To go on-
target for Car

**On-Target
CAR**

5+actives and \$5000
team production grows
to 12actives and
\$18,000 in 1-4 months
earns CAR or
\$375 cash/mo
9-13% commission

**Director in
Qualification**

Check with ME for
qualifications

A round of Applause please!

<p><u>ON THE FACE</u> Yvonne Ziegler \$232 Chelsea W \$125 Chelsea W \$109 Chelsea W \$177 Chelsea W \$88 Chelsea W \$15 Chelsea W \$46 Chelsea W \$97 Chelsea W \$18 Chelsea W \$50 Lisa W \$134 Lisa W \$44</p>	<p><u>ON THE WEB</u> Lisa W 4 for \$286 Lisa W 7 for \$431 Lisa W 3 for \$322</p>	<p><u>Lisa's Favorite Things</u> Melissa Davis Karen Strauss Natalie Udell Suzanne Christman</p>
<p><u>ON THE GO</u> Chelsea W \$99</p>	<p><u>ON WITH THE SHOW</u> Chelsea W \$120 Chelsea W \$266 Chelsea W \$201</p>	<p><u>End of Month Promo</u> Jane Boss Mary Schroeder Brenda Vollmar Sally Vigil</p>
<p><u>ON PAPER</u> Yvonne Ziegler \$55 Yvonne Ziegler \$249 Yvonne Ziegler \$112 Yvonne Ziegler \$109 Chelsea \$229 Chelsea \$50 Melissa Davis \$100 Melissa Davis \$20 Melissa Davis \$55 Natalie Udell \$14 Linda Kinghorn \$24 Lisa W \$211 Lisa W \$336 Lisa W \$108 Lisa W \$126</p>	<p><u>INTERVIEWS</u> Chelsea Warrington—16 Melissa Davis—6 Elvira Trejo—1 Yvonne Ziegler—1 Lisa Warrington—7</p>	<p><u>Perfect Start</u> Chelsea Warrington</p>
	<p><u>\$100 DAYS</u> Chelsea—7 Melissa—1 Yvonne—3 Lisa W—2</p>	<p><u>Warm Chatter Survey's</u> Chelsea Warrington Melissa Davis Yvonne Ziegler</p>
	<p><u>WEEKS (over \$200)</u> Yvonne Ziegler \$287 Yvonne Ziegler \$249 Chelsea W \$1086 Chelsea W \$387 Chelsea W \$217 Lisa W \$497 Lisa W \$514 Lisa W \$539 Lisa W \$448</p>	<p><u>Pearls of Sharing Earrings</u> Chelsea Warrington</p> <p><u>Bracelet</u> Chelsea Warrington</p>
		<p><u>BASIC SETS SOLD</u> Yvonne Ziegler —1 Chelsea W —7 Lisa W—2</p>

MERRY CHRISTMAS

Crazy for...



Survey

Name _____ Date _____
Address _____
City _____ state _____ Zip Code _____
Email _____
Cell Phone _____ Best time to call _____
Occupation _____ Work Number _____
Marital status _____ Children _____
Age Range: 18 -25 26 -40 41-60 61 +
Your Beauty Consultant _____ Sales Director _____

What did you know about Mary Kay before entering this contest? _____

What two things about the Mary Kay Career Opportunity impressed you the most?

What do you like about your present occupation? _____

What don't you like about your present occupation? _____

Women come into Mary Kay for a variety of reasons. Which of the following would appeal to you?

- | | |
|--|---|
| <input type="checkbox"/> Flexible Hours | <input type="checkbox"/> No Territories or Quotas |
| <input type="checkbox"/> Product at Cost | <input type="checkbox"/> FREE Car for you and your family |
| <input type="checkbox"/> Higher Self Esteem | <input type="checkbox"/> Recognition - Prizes, awards and gifts |
| <input type="checkbox"/> Extra Income | <input type="checkbox"/> Be your own Boss - Set your own hours |
| <input type="checkbox"/> Tax Savings | <input type="checkbox"/> Positive Friends - Support System |
| <input type="checkbox"/> Mentoring and Leading Other Women | |

We are looking for people who can teach and consult women on the latest in skincare and glamour. With training, do you feel that you could provide this service?

After hearing about the Mary Kay opportunity, how would you rate your interest on a scale of 1-10?
(1 = I'd like to remain a happy customer & 10 = I'll start today!)
1 2 3 4 5 6 7 8 9 10

If you circled 1-4, what would hold you back from a career with Mary Kay?

If you circled 5-9, what excites you the most about Mary Kay, and what information do you need from me to help you move to a "10"? _____

What appeals to you about starting a Mary Kay business? _____

Is there any reason why we couldn't get you started today? _____

I heard about Mary Kay through:

- | | |
|--|--|
| <input type="checkbox"/> Mary Kay Event | <input type="checkbox"/> Interview with Consultant |
| <input type="checkbox"/> Marketing Call | <input type="checkbox"/> Interview with Director |
| <input type="checkbox"/> Opportunity Hotline Message | <input type="checkbox"/> Online Video |

Start Something Beautiful!



Warm Chatter Survey's

10 a week is all I can think and my finger will be PINK
Turn in 10 per week for 4 weeks to Lisa and
receive a PINK ICE Ring



15 Faces in 15 Days

Earn your Perfect Start Pin and Ribbon



30 Faces in 30 Days

Earn your Power Start Pin and Ribbon



Super Fantastic Consultant

30 Faces in 30 Days and 6 interviews
Earn your Power Start Plus Pin and Ribbon



Share the Opportunity with 3 people in your first
two weeks & receive your Pearls of Sharing
Earrings



Share the Opportunity with 6 people in your first
month & receive your Pearls of Sharing Bracelet



Add 1 New Personal Team Member in your first
month who places a minimum \$600 wholesale
order in her first or second month and receive
your Pearls of Sharing Necklace



Add 3 Team members in 1 month = Bronze Medal

Add 4 Team members in 1 month = Silver Medal

Add 5 Team members in 1 month = Gold Medal

Receive the bracelet with your first Medal or charm



MARY KAY

Name _____

Phone: _____

Do you prefer a _____ phone call or _____ text?

E mail: _____

Age: 18 to 25 26 to 50 51+

Do you use a skin care system? No Yes Brand _____

Have you tried Mary Kay? No Yes Long time ago _____

Which of the following would be of interest to you:

____ New Product Test Panel

____ Fountain of Youth Age fighting Skin Care Clinic

____ On Trend Makeup for the Season & Basic Skin Care

____ Hosting a Girl's Day/Night Out Party in my home

I would like more information about:

____ Earning some fun money with Mary Kay

____ Leadership & Management Position with Mary Kay

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Six Avenues of Income

1 Skin Care Classes and Facials

50% One of the highest direct sales commission paid in the United States. The checks are made out to you and you order directly from the company so you don't have to wait for a check to come from Mary Kay. There are 4 ways to market our products:

On the Face

Traditional way of showing Mary Kay products, designed for women who like to pamper others and build relationships. Networking Portfolios are also a great way to network your business and do some free advertising for other women.

On the Go

10-15 minute product previews for super busy women, these can be done during lunch or right after work. This works well for women who really want to get started at a later date but don't want to miss out on any opportunities now.

On Paper

Allowing others to sell product in exchange for free product bonuses. Great for busy women and women who don't know a lot of people. This is perfect for women whose schedules are full but their checkbooks are not!!

Online

For only \$25 a year you can have your own interactive website. This is perfect for women who want to work their Mary Kay businesses at a later date. We have fun an Internet hostess program so you can have your own dot.com company and write off your computer and Internet service!!

2 Reorders

50% Our product is consumable, like sugar and bread, so reorders become a large part of our income. An average customer will reorder approximately \$300 within a year. The Preferred Customer Program and your own interactive Webpage will help keep you on track and follow up with your customers.

3 Dovetails

This is an avenue that allows you to sell an appointment to another consultant when a scheduling conflict arises. Mary Kay's priorities are Faith, Family and then Career. You will receive **15%** from the sales for that appointment and it is the only time that money is exchanged between consultants.

4 Team Building

This is paid directly from the Company in the form of a commission check as long as the team member and the recruiter are active with the Company. It is never taken out of the new team member's pocket. Mary Kay is a dual-marketing company NOT a pyramid or multi-level company.

4% 1-4 Active Team Members - Average \$100/Month

9% - 13% 5 Active Team Members - Average \$300-\$800/Month

5 Car Program

You can earn the free use of a beautiful new **White Chevy Cruze**. The Company pays registration, taxes, car payment, and a portion of the insurance. You also have the option of taking **\$375** cash compensation in place of the car. You can take 1-4 months to earn your car. Other career cars include a **Toyota Camry** or **Chevy Equinox** or **Black Mustang** or **\$500** a month and for the Top Performers there are the famous **Pink Cadillacs** or **\$900** a month!

6 Leadership Positions

13% This commission is paid to the Director from the Company based on the unit monthly wholesale production. You can qualify for **unlimited cash bonuses** each month. This all comes in the form of a commission check from the Company, never from the Consultant's pocket. Directors can also qualify for free life insurance, pink cars and world-class trips. Average first year Director Earnings are about \$35,000 per year and you can move into the National Sales Director position with an average income of \$200,000 and the Family Security Program and Pink Escalades!

• **Other Advantages** •
No Quotas or Territories!
Free Education Program!
Tax Benefits!

What would you do with an extra \$500-\$1000 a month?

How could a Mary Kay business add value to your life?

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

If I were to start today, I would need education and encouragement in:

Faces a week



x \$50 Average per face sales
 Total average weekly sales
 x 4 Weeks in a month
 _____ Total average monthly sales
 50% Commission
 \$ _____ Approximate Monthly Profit

Why join now?

2 Customers a week
 x 50 Weeks in a year (2 weeks off for vacation)
 100 Customers this time next year
 x \$300 Average customer spends a year
 \$30,000 Yearly raise in sales just for servicing
 your customers
 50% Commission
 \$ 15,000 Yearly profit raise or when divided into
 months this equals a \$1,250 average
 monthly profit raise



	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
8:00 AM							
9:00 AM							
10:00 AM							
11:00 AM							
12:00 PM							
1:00 PM							
2:00 PM							
3:00 PM							
4:00 PM							
5:00 PM							
6:00 PM							
7:00 PM							
8:00 PM							

Win A Trip to New York



National Sales Director
Kelly McCarroll



National Sales Director
Courteney Fortenberry

CONTEST PERIOD: OCTOBER 1, 2013-OCTOBER 1, 2014

Offspring 2 New Sales Directors during the contest period to WIN!



National Sales Director
Donna Maxwell

Current Future Executives, Executives and Elite Sales Directors must Offspring 2 NEW Directors during the contest period to WIN!

Future Executives ~ WIN your Room and 2 dinners paid for!!

Executives ~ WIN your transportation, Room and 2 dinners!!

Elites ~ WIN your transportation, Room, 2 Dinners AND 2 Broadway shows!!

NEW NATIONALS!! ~ WIN transportation, Room, 2 dinners 2 Broadway shows and \$1000 shopping spree!!

All winners must be a current Director in good standing to attend*



Senior National Sales Director
Scarlett Walker-Simpson



National Sales Director
Rhonda Fraczowski



Senior National Sales Director
Pam Fortenberry-Slate



National Sales Director
Cheryl Fulcher

**Our Unit Goals for December
12,000 in Unit Production
12 New Recruits**

Super Fantastic Unit Goals	Goal	Progress
Unit Club	\$300,000	\$58,743
Unit Size	150	70
Stars	30	5
SR Consultants	12	3
Red Jackets	8	1
Car Drivers	3	0
1st line Directors	5	0
2nd line Directors	5	0



Save These Dates:

January 14-18
Leadership Conference
New Orleans-Directors/DIQ's

February 6-11
Trip to OR to work with
Consultants & Personally

March, 3rd and 4th weekends
Career Conference
 I will attend where we have the most registered unless the OR and AZ conferences are not on the same weekend and then I will attend BOTH!
 All consultants are welcome!

July 15-19
Seminar
Dallas Texas
 All consultants are welcome!



Quotes from Mary Kay

Of all the lessons I've learned in the cosmetics business, one of the most universal is that women like to be told that they're beautiful. And why not? There's no nicer compliment. It's only natural that we feel better about ourselves when others offer their praise, support and approval. But, did you ever stop to consider that the better you like yourself, the more beautiful you appear? It's a perpetual cycle; Once you begin feeling your best – and believing that you are—you'll project that image to the world!