

The Super Fantastics Monthly Recognition Bulletin

PUBLISHED BY:
SALES DIRECTOR
LISA WARRINGTON

June 9, 2014



Super Fantastic National Area 2015

7 New Directors & Cadillac June 30th

Unit Car Qualification Status Update:

- Sales Directors earn Unit Cars in 2 calendar quarters
- Officially our qualification started April 1st and runs through September 30th
- We can earn a higher level car and count the first quarter this year which was Jan 1-Mar 31 then add Apr 1-Jun 30
- Our Jan-Mar production was 21,401
- Our Apr/May production was 12,194.50
- Our goal is 54,000 for the Chevy Equinox = 20,404.50 to go
- Our goal is 75,000 for the BMW = 41,404.50 to go
- Our goal is 96,000 for the Cadillac = 62,404.50 to go

Promotion:

For every \$250 order in April, May or June and/or every team member you add to your team you will be entered to WIN! When we complete Equinox by June 30th I will draw for a Michael Kors or Coach handbag-your choice. When we complete CADILLAC by June 30th I will draw for \$500 CASH!

CAN WE DO IT? YES, WE CAN DO IT! I KNOW WE CAN!

Happy Birthday this Month! Congratulations on Your MK Anniversary!

July Birthdays

Stephanie Carodine
Glenda A. Scott
Jane E. Boss
Cynthia C. Apodaca
Dresden Osterman

Day

14
16
21
23
28

Anniversaries

Monica M. Fislar

Years

3



WHEN THINGS DON'T HAPPEN
RIGHT AWAY JUST REMEMBER IT
TAKES 6 MONTHS TO BUILD A
ROLLS-ROYCE AND 13 HOURS TO
BUILD TOYOTA

INTERVIEW CHALLENGE

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

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



On Target Stars



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

LISA WARRINGTON	\$1,904.50	STAR	\$495.50	\$1,095.50	\$1,695.50	\$2,895.50
GLEND A SCOTT	\$1,123.00	\$677.00	\$1,277.00	\$1,877.00	\$2,477.00	\$3,677.00
MELISSA DAVIS	\$1,072.75	\$727.25	\$1,327.25	\$1,927.25	\$2,527.25	\$3,727.25
CHRISTY WILLIAMS	\$911.50	\$888.50	\$1,488.50	\$2,088.50	\$2,688.50	\$3,888.50
JENNIFER SMITH	\$881.00	\$919.00	\$1,519.00	\$2,119.00	\$2,719.00	\$3,919.00
CHERYL SCHULTZ	\$823.00	\$977.00	\$1,577.00	\$2,177.00	\$2,777.00	\$3,977.00
JANELLE KOSTERS	\$688.75	\$1,111.25	\$1,711.25	\$2,311.25	\$2,911.25	\$4,111.25
YVONNE ZIEGLER	\$633.50	\$1,166.50	\$1,766.50	\$2,366.50	\$2,966.50	\$4,166.50
MICHELLE STORMONT	\$474.75	\$1,325.25	\$1,925.25	\$2,525.25	\$3,125.25	\$4,325.25
CANDACE TEPPER	\$461.50	\$1,338.50	\$1,938.50	\$2,538.50	\$3,138.50	\$4,338.50
TRICIA SHOUN	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50

Thank you for Your order!
We couldn't be successful as a Unit with out YOU!

Name	Amount
Jennifer B. Smith	\$776.50
Melissa A. Davis	\$574.00
Glenda A. Scott	\$478.50
Candace B. Tepper	\$461.50
Selena M. Rivera	\$301.00
Janelle L. Kusters	\$293.00
Catherine E Harrison	\$278.50
JoAnn B. Beck	\$245.50
Maria Elena E Chavez	\$239.00
Carol L. Watkins	\$238.00
Brittany N. Green	\$237.50
Chelsea R Warrington	\$231.50
Anita M. Bellinger	\$230.00
Helene J. Julian	\$227.00
Karen L. Childs	\$226.00
Cheryl L. Schultz	\$193.50
Dresden Osterman	\$179.50
Judith S. Dewey	\$145.50
Linda J. Kinghorn	\$108.00
Natalie K. Udell	\$53.00
Lisa Warrington	\$603.50

discover what you **LOVE**. Seminar 2014

Registered for Seminar
Melissa Davis
Christy Williams
Lisa Warrington

MK 2014 - 2015 SUIT COLLECTION

Seminar Scoreboards

Seminar 2014 Court of Sales

	Name	YTD Retail	YTD PC Prem & Addnl Credit	YTD
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1	Melissa A. Davis	\$13,564.50	\$1,164.00	\$14,728.50
2	Janelle L. Kosters	\$9,306.50	\$170.00	\$9,476.50
3	Yvonne D. Ziegler	\$8,343.00	\$455.00	\$8,798.00
4	Chelsea R Warrington	\$7,159.50	\$431.00	\$7,590.50
5	Jennifer B. Smith	\$4,557.00	\$331.00	\$4,888.00
6	Natalie K. Udell	\$3,934.00	\$303.00	\$4,237.00
7	Linda R. Lichty	\$3,776.00	\$262.00	\$4,038.00
8	Karen E. Strauss	\$2,838.00	\$441.00	\$3,279.00
9	Carol L. Watkins	\$2,687.50	\$130.00	\$2,817.50
10	Candace B. Tepper	\$2,750.50	\$20.00	\$2,770.50
11	Glenda A. Scott	\$2,511.00	\$40.00	\$2,551.00
12	Dresden Osterman	\$2,316.50	\$0.00	\$2,316.50
13	Doris E. Evans	\$1,868.00	\$442.00	\$2,310.00
14	JoAnn B. Beck	\$2,031.00	\$0.00	\$2,031.00
15	Tricia A. Shoun	\$1,970.00	\$60.00	\$2,030.00
16	Melanie R. Stock	\$1,794.00	\$225.00	\$2,019.00
17	Virginia Castaneda	\$1,826.50	\$130.00	\$1,956.50
18	Judith S. Dewey	\$1,924.00	\$20.00	\$1,944.00
19	Cheryl L. Schultz	\$1,911.00	\$20.00	\$1,931.00
20	Maria Elena E Chavez	\$1,898.00	\$20.00	\$1,918.00
21	Linda J. Kinghorn	\$1,782.00	\$20.00	\$1,802.00
22	Brenda K. Vollmar	\$1,613.00	\$180.00	\$1,793.00
23	Anita C. Hume	\$1,344.00	\$444.00	\$1,788.00
24	Jane E. Boss	\$1,385.00	\$353.00	\$1,738.00
25	Christy Williams	\$1,634.00	\$0.00	\$1,634.00



**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
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1	Chelsea R Warrington	1	\$177.31
2	Melissa A. Davis	3	\$163.71
3	Lisa Warrington	3	\$508.53



See you on STAGE!

Consultants moving up into leadership roles

Team Leaders

Recruiter : Melissa A. Davis

Anita M. Bellinger
 Maria Elena E Chavez
 Judith S. Dewey
 Dresden Osterman
 Selena M. Rivera
 Glenda A. Scott

Jessica A. McMillen

Recruiter : Yvonne D. Ziegler

Lynne W. Burnham
 Kathy R. Cuthbertson
 Melissa A. Davis
 Kelly N. Labenz
 Carol L. Watkins

* Virginia Castaneda

* Laura I. Navarrete

* Brittany K. Pruss

* Cindy L. Schilling

Cynthia C. Apodaca

Wannetta W. Wagner

Senior Consultants

Recruiter : Virginia Castaneda

Helene J. Julian
 * Henny M. Hechanova

Recruiter : Chelsea Warrington

Brittany N. Green
 Janelle L. Kosters

* Lea J. Briles

* Vanessa E. Zavala

These Consultants have earned a Love Check from MK on their Personal Team's Orders

9% Recruiter Commission Level

Melissa A. Davis	\$141.62
Yvonne D. Ziegler	\$73.08
Lisa Warrington	\$98.15

4% Recruiter Commission Level

Chelsea R Warrington	\$21.22
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Please Welcome these New Consultants

New Consultant
 Henny M. Hechanova

From
 GLENDALE, AZ

Sponsored by
 Virginia Castaneda



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-

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

Director in Qualification

Check with ME for
 qualifications

A round of Applause please!

<p><u>ON THE FACE</u> Melissa Davis \$199 Melissa Davis \$272 Cheryl Schultz \$229</p>	<p><u>WEEKS (over \$200)</u> Melissa Davis \$511 Melissa Davis \$489 Natalie Udell \$212 Carol Watkins \$316 Cheryl Schultz \$329 Chelsea W \$252 Linda Kinghorn \$504 Lisa W \$525 Lisa W \$267 Lisa W \$540</p>	<p><u>Lisa's Favorite Things</u> Joann Beck Candace Tepper Karen Childs Selena Rivera Cathy Harrison Anita Bellinger</p> <p><u>Monthly Promotions</u></p>
<p><u>ON PAPER</u> Natalie Udell \$50 Natalie Udell \$212 Natalie Udell \$95 Janelle Kusters \$123 Janelle Kusters \$183 Janelle Kusters \$39 Melissa Davis \$40 Melissa Davis \$489 Carol Watkins \$316 Yvonne Ziegler \$194 Yvonne Ziegler \$158 Yvonne Ziegler \$120 Yvonne Ziegler \$106 Christy Williams \$131 Cheryl Schultz \$100 Chelsea W \$153 Linda Kinghorn \$504 Lisa W \$132 Lisa W \$424 Lisa W \$115 Lisa W \$540</p>	<p><u>\$100 DAYS</u> Natalie Udell 1 Janelle Kusters 1 Melissa Davis 3 Carol Watkins 2 Christy Williams 1 Cheryl Schultz 2 Chelsea W 2 Linda Kinghorn 2 Lisa W 7</p>	<p><u>Each One Reach One</u> Virginia Castaneda Henny Hechanova</p> <p><u>\$250+ 25 Items sold</u> Melissa Davis</p> <p><u>\$100 Day Drawing</u> Linda Kinghorn</p> <p><u>FB Inspirational Msg</u> Melissa Davis</p>
<p><u>ON THE WEB</u> Chelsea W \$99 Lisa W \$101 Lisa W \$152 Lisa W \$128</p>	<p><u>PcProgram Summer</u> Lisa W 164 Yvonne Ziegler 74 Melissa Davis 56 Carol Watkins 34 Virginia Castaneda 20 Linda Kinghorn 17 Natalie Udell 17 Judy Dewey 9 Linda Lichty 9 Doris Evans 5 Christy Williams 4</p>	<p><u>INTERVIEWS</u> Melissa Davis 11</p> <p><u>BASIC SETS SOLD</u> Melissa Davis 2 Cheryl Schultz 2 Chelsea W 2 Linda Kinghorn 1</p>

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



JUNE "Build Your Business" WHOLESALE Contest



**ORDER
\$250
WHOLESALE
Choice of
Earrings!**



**ORDER
\$450
WHOLESALE
Choice of
Rings!**



**ORDER
\$650
WHOLESALE
Brick
Bracelet!**



**ORDER
\$850
WHOLESALE
Choice of
Necklace Set!**

**ORDER
\$1050
WHOLESALE**

**RECEIVE NECKLACE
EARRING SET OR TOTE BAG
AND YOUR CHOICE OF RING!**



**ORDER
\$1250
WHOLESALE**

**RECEIVE NECKLACE
EARRING SET OR TOTE BAG
BRACELET AND YOUR
CHOICE OF RING!**

**ORDER
\$2000
WHOLESALE**

**ORDER
\$1500
WHOLESALE**

**RECEIVE PURSE.
OR
TOTE BAG, NECKLACE
EARRING SET, BRACELET!
AND YOUR
CHOICE OF RING!**



**RECEIVE
PURSE AND
NECKLACE SET**

Promotions are based on items that are currently available from suppliers, however, markets change, back orders can occur or a supplier can discontinue items without our knowledge. If this occurs we will work diligently to find acceptable substitution. There might be a slight variation of style and color due to dye-lot issues and availability.

June Team Building



Each One Reach One!
you and your new team member choose your inspirational word!

Two New Team Members Earns Choice of BEAUTIFUL Earrings!



Three New Team Members Earn FAB Bracelet!



Four New Team Members 4 Teardrop Necklace Set!



Five New Team Members Earn the whole page!

Interview or bring 10 guests to the meeting June 1-15th and earn a pair of these beautiful earrings . Interview or bring 10 guests to the meeting from June 16th—30th earn this heart key ring!



Promotions are based on items that are currently available from suppliers, however, markets change, back orders can occur or a supplier can discontinue items without our knowledge. If this occurs we will work diligently to find acceptable substitution. There might be a slight variation of style and color due to dye-lot issues and availability.



June Face to Face Challenge



**15 Faces
Earn Glitzy
Earrings**



**30 Faces
Glitzy Ring!**

**30 Faces and
6 Interviews
and a \$600
Order and
Earn Both!**

1. Name Phone #	2. Name Phone #	3. Name Phone #	4. Name Phone #	5. Name Phone #
6. Name Phone #	7. Name Phone #	8. Name Phone #	9. Name Phone #	10. Name Phone #
11. Name Phone #	12. Name Phone #	13. Name Phone #	14. Name Phone #	15. Name Phone #
16. Name Phone #	17. Name Phone #	18. Name Phone #	19. Name Phone #	20. Name Phone #
21. Name Phone #	22. Name Phone #	23. Name Phone #	24. Name Phone #	25. Name Phone #
26. Name Phone #	27. Name Phone #	28. Name Phone #	29. Name Phone #	30. Name Phone #

6 interviews

WIN Disney!

Join Pam and I at Disneyland!

2 ways to WIN:

Be a 4 Quarter Star or

**Earn 7200 Star points
in the STAR year**

**I pay for your admission to
Disneyland**

**You get yourself there and
pay \$50 for your hotel**



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 |

**Our Unit Goals for
20,000 in Unit Production
20 New Recruits**

Save These Dates:

Super Fantastic Unit Goals	Goal	Progress
Unit Club	\$300,000	\$144,345
Unit Size	150	67
Stars	30	10
SR Consultants	12	2
Red Jackets	8	2
Car Drivers	3	0
1st line Directors	5	0
2nd line Directors	5	0

**June 20-22
Disney Trip for 4 QTR stars
w/Pam and Lisa! We have 3
spots available, you can join
us and pay your own way!!!**

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



Quotes from Mary Kay

When I was introduced to Ronald Reagan during his presidency, he looked me squarely in the eye and asked me a few questions. Needless to say, it made me feel very good. I figure if the president of the United States has time to be this warm, shouldn't we all do the same?