



# Patrice's Super Stars

Seminar 2013 Unit Goal: \$650,000 Unit Club, 65 Stars, 5 Offspring Directors

YTD QUEEN OF RETAIL

Kelley Roscoe



MONTHLY QUEEN OF WHOLESALE

Kenosha Hodges



MONTHLY QUEEN OF SHARING

Kelley Roscoe



SEMINAR YTD QUEEN OF SHARING

Janice Palmer



NEW YEAR | NEW YOU



ARE YOU READY FOR A FRESH NEW LOOK?



By Reservation Only

WITH YOUR INDEPENDENT BEAUTY CONSULTANT

Book a makeover party with 3 or more friends and you can earn: A FREE PRODUCT SHOPPING SPREE!!

As a hostess you can earn \$10, \$50, \$100 or more in free products.

Try new looks before your party with the virtual makeover tool on my website.

Save your New Look and we will share it with your friends—LIVE at your party!



NEW YEAR | NEW YOU

## From the Director's Desk

### HAPPY NEW YEAR...DREAM BIG...

*DREAM BIG...NEW GOALS... NEW YEAR...*

It's a NEW YEAR!! What do you want to accomplish with your MK business in 2014? Do you want to be in your Red Jacket? Driving Free? In your Director Suit?! You can do it!!

Set your goals... and break them down! It's important to break them down into monthly and weekly ACTIONS! Action is going to be the KEY to your success! You must always have your business OPEN and be in ACTION!! Always have samples with you, always be offering to share your products for gifts, always be offering complimentary makeovers for your customers and their friends! You must be prepared!! Are you READY for SUCCESS??? All these simple tasks will help you GROW your business in 2014!!!

*WINTER WONDERLAND...*

Your customers and friends are making resolutions to look and feel better in 2014, call them and offer them a "Winter Wonderland Makeover Party," complete with snowflake cookies and coffee! Be creative! Have fun! Book those parties TODAY!!

*READY... SET... GO...*

Plan now to attend Career Conference! Check your InTouch site for the closest location!! Be a STAR by consistently working your business each month, we are in the 3rd Star Quarter now that ends March 15th! Call me and share your 2014 goals!! Consistent Weekly Parties!! Red Jacket! Driving FREE!! Directorship!! NOW is YOUR TIME!!! Go Team Go!!

LOVE AND BELIEF IN YOU,

Patrice

## Top 10 Retail Sellers Year to Date

	CONSULTANT	YTD RETAIL	BONUS & PCP	TOTAL
1	<b>Kelley A. Roscoe</b>	<b>\$8,580.00</b>	<b>\$627.00</b>	<b>\$9,207.00</b>
2	Linda J. Swanson	\$7,425.50	\$1,691.00	\$9,116.50
3	Janice D. Palmer	\$6,045.00	\$1,918.00	\$7,963.00
4	Tania L. Harris	\$5,251.50	\$2,459.00	\$7,710.50
5	Brenda Austin	\$6,894.00	\$665.00	\$7,559.00
6	Kenosha Hodges	\$5,842.00	\$30.00	\$5,872.00
7	Melinda Williams	\$5,095.50	\$166.00	\$5,261.50
8	Kimberly Gordon	\$4,481.00	\$385.00	\$4,866.00
9	Varnessa Hargrove	\$4,309.50	\$357.00	\$4,666.50
10	Lauren G. Levins	\$3,182.00	\$1,338.00	\$4,520.00



## Top Team Builders Year to Date

	CONSULTANT	QUALIFIED TEAM MEMBERS ADDED	COMMISSIONS
1	<b>Janice D. Palmer</b>	<b>2</b>	<b>\$260.01</b>
2	Tania L. Harris	2	\$256.98
3	Wanda K. Ellis	1	\$78.19
4	Kelley A. Roscoe	1	\$53.48
5	Cyrcelia D. Matthews	1	\$39.73



## Wholesale Orders for December

<b>Kenosha Hodges</b>	<b>\$1,807.50</b>	Tenesia R. Smith	\$212.50	Zuri T. Butler	\$200.00
Brenda Austin	\$1,089.00	Cynthia A. Long	\$210.00	Clisa H. O'Neal	\$200.00
Ruby J. Atkins	\$937.75	Barbara M. Brandon	\$208.50	Tamika Swain	\$191.00
Melinda H. Coby	\$931.50	Kathy D. Freeman	\$208.00	Kelley A. Roscoe	\$167.00
Danita T. Littlejohn	\$868.00	Latonya L. Madison	\$204.50	Karen G. Salters	\$158.50
Angela H. Bates	\$772.25	Pamela W. King	\$204.50	Tania L. Harris	\$150.00
Varnessa Hargrove	\$679.00	Deloris Selmar	\$204.50	Angela C. Williams	\$80.00
Shirley Pasley	\$510.50	Aiyanna Spellman	\$204.00	Dia D. Harris	\$66.50
Stacy L. Austin	\$392.50	Rosie Davis	\$203.50	Shaunta M. Hedgemon	\$62.75
Linda D. Young	\$350.00	Abigail Jackson	\$203.00	Taliah R. Brown	\$59.50
Gretchen J. German	\$331.50	Betty S. Beene	\$202.50	Andrea B. Wilson	\$49.50
Layita Jackson	\$263.50	Victoria P. Jemison	\$202.50	Dinetta Sprolling	\$48.00
Geraldine Smith	\$254.00	Barbara Vasser	\$202.50	Shirley A. Noland	\$44.50
Fatima J. Johnson	\$245.25	Monikia N. Scott	\$202.50	Cindy D. Jones	\$44.00
Lena White	\$242.00	Terry L. Theall-Jones	\$201.50	LaDrenna J. Brooks	\$42.00
Anita D. Rogers	\$234.00	Nicole Lewis	\$201.00	Devin C. Stiell	\$39.00
Kenya D. Ratcliffe	\$233.00	Junikka C. Ephraim	\$200.75	Barbara Johnson	\$38.00
Janice D. Palmer	\$232.00	Pamela Cummings	\$200.75	Karen R. Thompson	\$36.00
Lauren G. Levins	\$232.00	Latoya M Carstarphen	\$200.50	Keondra E. Hampton	\$28.50
Ikeybra S. Byrd	\$220.50	Shelma Reynolds	\$200.50	Sharon C. Mabry	\$14.00
Allison L. Townsend	\$220.00	Linda J. Swanson	\$200.50	Patrice M. Smith	\$1,066.50
Deloris Morgan	\$216.75				

# Congratulations 2nd Quarter Stars



**Kelley Roscoe**  
Diamond



**Tania Harris**  
Ruby



**Kenosha Hodges**  
Sapphire



**Varnessa Hargrove**  
Sapphire



**Danita Littlejohn**  
Sapphire



**Linda Swanson**  
Sapphire



**Brenda Austin**  
Sapphire



**Patrice Smith**  
Pearl

Support Every Step of the Way.  
With your own Mary Kay business, you will be an Independent Beauty Consultant working for yourself, but never by yourself.



## Welcome New Unit Members

NEW CONSULTANT	FROM	SPONSORED BY
Brittany A. Cooper	TUSCALOOSA, AL	K. Roscoe
Annie J. Gray	BLUE MOUNTAIN, MS	K. Salters
Georgina Taylor	EUTAW, AL	K. Roscoe
Shamika L. Woods	COTTONDALE, AL	J. Palmer

Share the Dream in 2014!

## WELCOME NEW CONSULTANTS! THE KEYS TO SUCCESS IN MARY KAY:

- ◆ Never give up until you have made your dreams a reality. "Winners never quit and quitters never win."
- ◆ Attend every unit meeting, Seminar, and Career Conference. That's where you keep the dream alive.
- ◆ Have products on hand for your customers by starting with \$3,000 to \$3,600 wholesale inventory or reinvesting your profits to build to \$3,600 wholesale as fast as possible.
- ◆ Become an excellent student and put these principles into place in your first 30 days!!! We will celebrate your victories all over these pages!

# BLING IN THE NEW YEAR

*Promotional Dates 01/01/14 - 01/31/14*

**Be A WINNER In One Of These Categories**

**WIN**  
**This**  
**Beautiful**  
**BLING, BLING**  
**T-Shirt**



Place a total  
of \$1,000  
wholesale order  
or get 2 New  
Qualified Team  
Members and  
**WIN** this Gorgeous  
Bling, Bling T-Shirt



Place a  
total of \$650  
wholesale order  
and **WIN** these  
Bling, Bling  
Bangle Bracelets

**Bring**  
**In**  
**The**  
**New Year**  
**with**  
**BLING!!**



Place a  
total of \$450  
wholesale  
order and **WIN**  
these  
Hoop Earrings

Place a total  
of \$250  
wholesale order  
and **WIN** this  
Beautiful  
Bling Ring



**BONUS PRIZE!!!**  
Place a \$250 wholesale order by  
January 15th and you will receive  
one of these Stunning Sets of Earrings

# One woman can & THAT WOMAN IS YOU!

Here is how you get to Star! The star quarter is 12 weeks.

Less time than  
a Part Time Job

**Sapphire Star**  
\$1,800 wholesale

Sell \$300/week

Hold 1 party  
a week (2-3 hours)  
Or sell 19 items/week

**Ruby Star**

\$2,400 wholesale

Sell \$400/week

Hold 2 parties  
a week (4-5 hours)  
Or sell 25 items/week

**Diamond Star**

\$3,000 wholesale

Sell \$500/week

Hold 3 parties  
a week (7 hours)  
Or sell 31 items/week

**Emerald Star**  
\$3,600 wholesale

Sell \$600/week

Hold 4 parties  
a week (8-10 hours)  
Or sell 38 items/week

**Pearl Star**

\$4,800 wholesale

Sell \$800/week

Hold 5 parties  
a week (9-10 hours)  
Or sell 50 items/week

Plus earn 600 extra points for each time  
you add a qualified new team member.

**TRACKING!!** Print two tracking sheets for the current quarter (available at [www.MKVirtualOffice.com/blog](http://www.MKVirtualOffice.com/blog)). Put one in your Focus Folder or Brain Book and one on your office wall or fridge. Then TRACK!! Plus write your weekly goal on a piece of paper and put it in a visible place (fridge or wall) and then count down as you sell product. If your goal is to be an Emerald Star and you plan to have \$600 weeks, write "\$600" at the top of the paper and then when you sell \$425 at your party, subtract that and keep a running total. It keeps it visible to not just you, but your family members!!

**PRIZE & PROFIT!!** Have you chosen your prize? Visit intouch to pick your prize and print out a picture of it (prize poster available with MKVO tracking). And what will you do with your profit? You are more likely to reach that goal if you have a specific thing in mind that you plan to do with the money you make. And that is especially true if it is a family goal.

**SHARE IT!!** Are you talking about your goal at your parties and facials? When you show a picture of the prize to your customers, it enrolls them in the goal, too, and they know that their purchases help you succeed! Thank your customers by saying, "Your purchase today helped me toward my goal this quarter and earning special recognition! And you have helped support a woman who is in business for herself!"

- ★ You have product on your shelf for your customers!
- ★ You earn recognition at meetings and in your unit's recognition (newsletter, emails, online etc)
- ★ You can order the newest products WHEN they come out!
- ★ You are offering THE best customer service to your customers!
- ★ You earn a fabulous prize from Mary Kay and add a Star quarterly to your ladder pin!
- ★ Your name goes at the top of the list when someone goes to [www.marykay.com](http://www.marykay.com) to look for a consultant in her area. A potential customer does not want to call and hear, "I'll have to order that."
- ★ You will feel soooo good to be a Star!!



Based on an email from Debra Bishop  
Designed by MKVirtualOffice.com



**Patrice Smith**

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Tuscaloosa, AL 35406

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Email: psmith2004@marykay.com

**Happy New Year!**

To the Amazing Team Player -



You are an important part of our Unit!!

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<b>January 2014</b>				 <p><b>Biz Builders Bonuses!</b> Earn Biz Builder BUCKS to apply toward your next purchase. These bucks are rewarded starting at \$400 wholesale order! View full details on your InTouch</p>		
				<p>1 <b>Happy New Year</b> 2 3 4</p>		
<p>5  6 7 <b>Book Winter/New Year's Makeover Parties!</b> 8 9 10 11</p>						
<p>12 13 14 15  <b>by March 15!</b> 16 17 18</p>						
<p>19 20  21 22 23 24 25 <i>Martin Luther King Jr. Day</i></p>						
<p>26 27 28 29 30 31 </p> <p><b>Start Thinking Valentine's Day Sales!</b> <i>Jan. 31st— Last business day of the month! Order online until 9pm!!</i></p>						