



THE OVERFLOW UNIT NEWS



April 2014 Recognition & Results

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 6/15/14

Star Achieved	Name	WS Needed for Next Star
	Connie Lowe	\$594.00
	Teresa Johnson	\$706.00
	Courtney Halstead	\$1,200.00
	Tamara Moore	\$1,232.00
	Lisa Carter	\$1,425.00
	Mary Swanner	\$1,493.00
	Shundra Franklin-Isom	\$1,551.00
	Kimberly Barnes	\$1,567.00
	Tasha Wright-Knox	\$1,569.00
	Andrea Blanding	\$1,572.00
	Candy Lofton	\$1,574.00
	Samantha Smith	\$1,656.00
	Tiffany Robinson	\$1,662.00
	Janet McAlister	\$1,745.00
	Lawanda Pittman	\$1,772.00
	Tanika Green	\$1,789.00



Teresa Johnson
Queen of Wholesale



Teresa Johnson
Queen of Retail



Tiffany Robinson
Top Love Check

Welcome New Consultants

Name:

Shundra Franklin-Isom
Clara Robinson
NaeDean Thompson
Jessica McRae
Bianca Davis
Latasa Thomas
Janie Jones
Adrina Russell
Teresa Burnside

Sponsored By:

Tiffany Robinson
Teresa Johnson
LaKeshia Chisholm
LaKeshia Chisholm
LaKeshia Chisholm
Janet McAlister
Janet McAlister
Adriena Myles
Adriena Myles

Did you know that over **10,000 people retire a day?**

(taken from Prudential's website).

Teachers are almost out for the summer too! Who do you know that is looking for something fun to do with their extra time?



Celebrating 50 years: Mary Kay Ash taught us how—go live your dream!
One Woman Can!

Dear Ladies of Legacy,

I am so excited to be finishing up this seminar year with such strength and determination! We are on our way to achieving some amazing goals and dreams together. May is a wonderful month to push yourself just a little bit harder. May 12th was Mary Kay Ash's birthday, and I like to challenge myself to honor her in some way this month. She was a tremendous example of hope and dedication to excellence and hard work. Will you have your own Grand Week (or two)? Will you challenge yourself to build Wall to Wall and start the journey towards a unit of your own?

Eleanor Roosevelt said, "Do one thing a day that scares you." I think Mary Kay would have liked that. I heard a wonderful story about putting your fears into perspective. Consider spending an evening camping out in the woods with a flashlight and a Stephen King novel. Imagine just how big the squirrels will be! The next morning, walking out of the woods, you'll laugh at your updated perspective on things. What we have to remember is fear is always like that! It is a fact that 84% of what we are afraid of never comes true; 14% of our fears we have control over and can change the outcome; only 4% of our fearful future is out of our control, and yet most of these things never become reality either. I encourage you to confront just one of your fears this month. Do one thing a day to work towards mastering that fear, and you'll never regret it.

For example- summer sales can quickly lead to summer team members. We all need more time. If you are anything like me, your schedule fills up twice as fast this time of year. Add that we are trying to do more with less, and Mary Kay is the perfect fit for so many women. It can be added into your life just about any time or anywhere. When sharing the opportunity and holding classes, listening is key. We've all heard about listening for the need and filling it. This principle applies to everything from makeup tips to hostess credit for free product to scheduling time interviews. If you can find the need, you can usually provide a solution with Mary Kay. Instead of thinking about overcoming objections, think of the opportunity as a service just like our great products. The best part is if you shared the opportunity with anyone in April (or took advantage of it yourself and are a new consultant), you can offer these same great incentives to potential new team members in May! Make sure to check out Intouch daily for inspiration, motivation and some great ideas! I can't wait to celebrate your success this summer. If you need help, I'm only a phone call away!

Love and Belief, La'Keshia



It's the 100th anniversary of Mother's Day!

The American Mother's Day was created by Anna Jarvis in 1908 and became an official U.S. holiday started by President Woodrow Wilson in 1914. The notion of a Mother's Day was initially a fairly radical idea and even led towards things like women's rights and equality in the 1860s and '70s. In the years before the Civil War (1861-65), Ann Reeves Jarvis of West Virginia helped start "Mothers' Day Work Clubs" to teach local women how to properly care for their children. In 1870, Howe wrote the "Mother's Day Proclamation," a call to action that asked mothers to unite in promoting world peace. Together, women can do anything! What special way will you choose to honor mothers everywhere this month?



GRADUATION GIFT IDEAS

- ◆ **Tribute to the Graduate** - Tribute Cologne for Men
- ◆ **As You Begin Life's Journey** - Journey Eau de Parfum
- ◆ **With an "Eye" on the Future** - Eye Shadows, Eye Liner, Mascara, Concealer & Eye Primer
- ◆ **You Deserve a Hand** - Satin Hands Set
- ◆ **Summer Survival Kit** - Lemon Parfait Pedicure Collection including Foot Gel & Foot Fizzie, pk. of 10
- ◆ **Your Future Looks Bright** - Tinted Moisturizer with SPF 20 or Subtle Tanning Lotion, Sunscreen SPF 30, & Lip Protector

Our Top 5 Wholesale Orders For April

MARY KAY
one woman canSM
 50 YEARS



Teresa Johnson

Courtney Halstead

Lisa Carter

Connie Lowe

Andrea Blanding

Year To Date Court of Personal Sales

1 Anna Fairley	\$10,819.00
2 Courtney Halstead	\$9,219.00
3 Kimberly Barnes	\$6,257.00
4 Martha Benitez	\$4,269.00
5 Tamara Moore	\$4,185.00
6 Wanshienda Tatum	\$4,089.50
7 Candy Lofton	\$4,076.50
8 Teresa Johnson	\$4,011.50
9 Jonathan Bryson	\$3,935.00
10 Lisa Carter	\$3,007.50
11 Tasha Wright-Knox	\$2,887.00
12 Andrea Blanding	\$2,770.50
13 Connie Lowe	\$2,717.00
14 Tanika Green	\$2,702.00
15 Lawanda Pittman	\$1,907.00
16 Adriena Myles	\$1,838.00
17 Tiffany Robinson	\$1,749.00
18 Marcy Kent	\$1,734.00
19 Janet McAlister	\$1,575.00
20 Kim Reid	\$1,547.50
21 Jermaine Pierce	\$1,465.00
22 Samantha Smith	\$1,404.00
23 Doris Kirby	\$1,347.00
24 William Tatum Sr.	\$1,244.00
25 Jachell McKoy	\$1,070.00
26 Joan Heard	\$1,020.00
27 Mary Swanner	\$1,015.00



Thank You Consultants Who Invested in Their Business in April

Teresa Johnson
 Courtney Halstead
 Lisa Carter
 Connie Lowe
 Andrea Blanding
 S. Franklin-Isom
 Candy Lofton
 Tamara Moore
 Samantha Smith
 Kimberly Barnes
 Tasha Wright-Knox
 Janet McAlister
 Tanika Green

Limited-Edition Journey of Dreams Eau de Toilette, \$25

Discover how you can help bring to life the dreams of women and children in need with this light, fresh floral scent. In the United States, from May 16- Aug. 15, \$2.50 will be donated from each

sale of *Journey of Dreams*.



PCP Participants:

Tasha Wright-Knox
 LaKeshia Chisholm



Welcome Back Consultants

Andrea Blanding



Recruiters and Their Teams

Team Leaders

Anna Fairley

- Jermaine Pierce
- Joan Heard
- Lashawna Allen
- Martha Benitez
- Ryan Lanaux

Star Team Builders

Tamara Moore

- Davina Hopkins
- Janet McAlister
- Tiffany Robinson
- * N. Johnson-Hopkins

Senior Consultants

Candy Lofton

- Mary Swanner
- MiOshi Sweet
- * Brandy Robinson
- * Kilei Green-Luafulu
- * Lynette Ampadu
- * Sophia Jeudy

Tiffany Robinson

- S. Franklin-Isom



Your End of The Year Moving On Up Checklist

- Decide on the goal. Put a date on it.
- Post affirmations around the house. Attain motivational growth through books, audio and coaching. If you need more positive affirmation information—do a search on Intouch.
- Make 2 new goal posters and put them in your kitchen and office.
- Decide how many personal classes and interviews it will take to reach your goal. (If you're not sure, call your director for guidance.)
- Fill out a weekly plan & menus a week in advance and shop for everything you need.
- Get support systems organized: a) Child care b) An office assistant—can even be one of your children 12-14 years old; 3 hours/week to put together looks, hostess packets, trays, recruiting packets c) Organize a filing system—brain book
- Book 10 selling appointments for the next 2 weeks.
- Book 10 interviews for the next 2 weeks (may invite them to an event).
- Set up coaching time with your director 2 times a week.
- Hand out no less than 10 recruiting packets a week!!!



Qualified Year to Date Sharing Court

Anna Fairley	3 Qualified	\$391.04
Tamara Moore	2 Qualified	\$55.88
Wanshienda Tatum	1 Qualified	\$63.99



Make plans now to be in the 2014 Court of Sharing! Just 24 qualified new team members for the year!



Love Checks: Sharing the Opportunity

4% Recruiter Commission

Tiffany Robinson	\$9.04
Tamara Moore	\$2.20

June Birthdays

Debbie Taylor	6
Tiffany Robinson*	8
Veronica Graves	8
Amber Hendricks	11
Robbie Jackson	20
Annie Thorpe	24
Janie Jones	26
Kimberly Colon	27
Richard Dileonardo	30

June Anniversaries

Charda Silver	1
Victoria Jumper	1
Tyeshia Evans	1
Sherry Perez	1
Shawnta Alexander	1
Sarah Melendez	1
Rebecca Foster	1
Nakeya Shaw	1
Maurissa Ricketts	1
Lisa Carter	1
Kim Reid	1
Jumal Black	1
Juatina Dunham	1
Vivian Melendez	1



La'Keshia Chisholm



Miraculous May!



\$250.00 Consistency Wholesale Order
earn Heart Hoop Earrings with Rhinestones



All Early Bird's that order \$225.00 or
more wholesale by the 15th of May
will go into a drawing for this
beautiful Necklace Set!



Blinged out Tiger Ring for
\$400.00 Focus Order or
add two new team members



Blinged out Tiara Bracelet
\$600.00 Supreme wholesale order or
add three new team members



Blinged out Leopard Bracelet for
\$800.00 Royal wholesale order or
add 4 new team members

Blinged out Tiger Bracelet for
\$1000.00 Queen Bee Wholesale Order or
add 5 or more team members



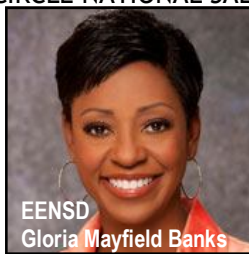
THREE INNER CIRCLE NATIONAL SALES DIRECTORS



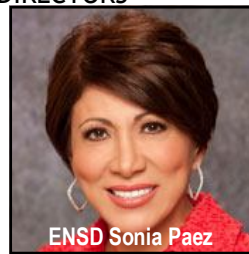
NSD Morayma Rosas



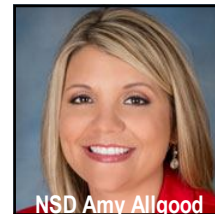
ENSD Cheryl Warfield



EENSD Gloria Mayfield Banks



ENSD Sonia Paez



NSD Amy Allgood



NSD Beth Piland



NSD Andrea Newmar



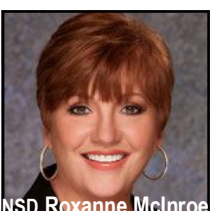
NSD Maureen Myers



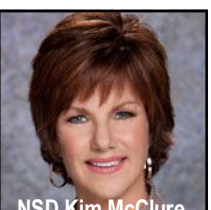
NSD Sabrina Goodwin Monday



NSD Diane Mentiply



NSD Roxanne McInroe



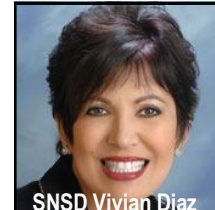
NSD Kim McClure



SNSD Suzanne Brothers



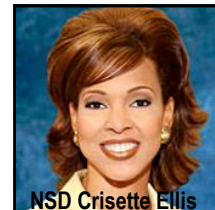
NSD Tammy Grayk



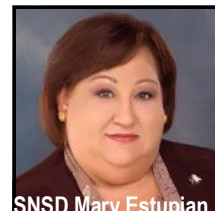
SNSD Vivian Diaz



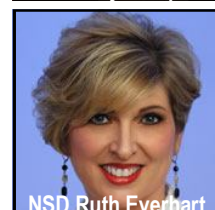
SNSD Evelinda Diaz



NSD Crisette Ellis



SNSD Mary Estupian



NSD Ruth Everhart

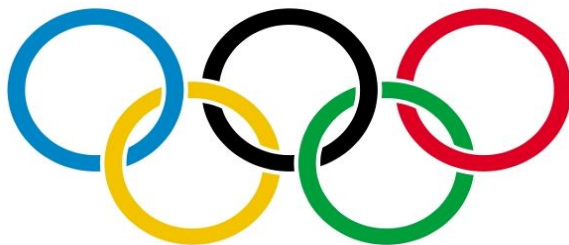
COME ABOARD OUR GOLD MEDAL CRUISE!

For Consultants & Directors

Contest dates to earn Gold Medals:

January 2014 - June 2014

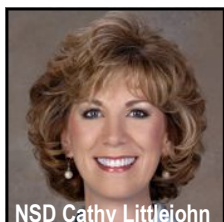
- **Be a Gold Medal Winner and you get to join us on the Mary Kay GOLD MEDAL cruise!**
- **Get 2 Gold Medals and you can bring your family & spouse/spice!**
- **Get 3 Gold Medals and you can join the NSDs for a special luncheon on the cruise!**
- **Get 4 Gold Medals and you get to have a special dinner at the Captain's Table!**



Featuring 25 NSDs!

September 5-8, 2014

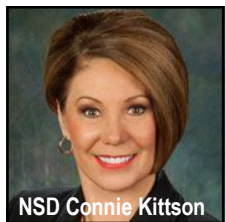
Prices of Cruise & Details are on back of flier



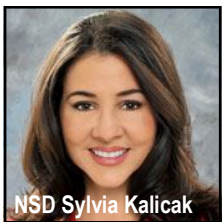
NSD Cathy Littlejohn



SNSD Maureen Ledda



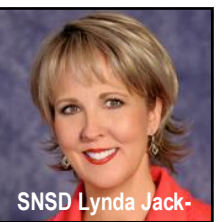
NSD Connie Kittson



NSD Sylvia Kalicak



NSD Cecilia James



SNSD Lynda Jack

TOP REASONS WHY THE WISE BUSINESSWOMAN WILL ATTEND

- To tour the HQ building, manufacturing facilities & MK Museum!
- To be among 11,000+ enthusiastic, positive-thinking people! Learn from the best. Make friends to last a lifetime.
- To set a goal for your future in MK!
- To march across the stage! Choose today which challenge you will meet!
- Prizes!! Pick up your loads of fabulous gifts, such as jewelry, designer handbags and more.
- To attend classes in every phase of your business, taught by THE BEST! It's a "PH.D. in MK" in 3 days! Fabulous luncheons await!
- To attend Awards Night... the Oscars, Broadway, & Miss America all in one!
- To see the awesome bigness & quality of this Company!
- Great on-site learning about what you need to be successful, as well as continued online education once you're back home. See and sample the latest products, learn new ways to work your business online, watch demos and more.
- Because the Company planned it all...just for YOU!



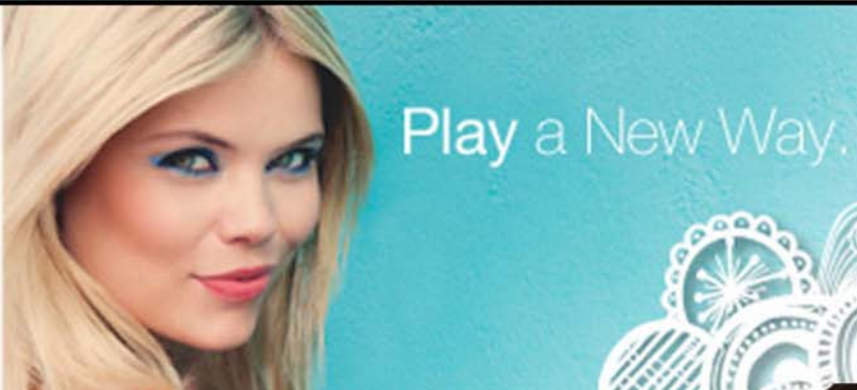
EXCUSES YOU MAY NEED TO OVERCOME

1. **"I don't have the money."** That's exactly why you NEED to go. The anticipation of going will increase your productivity this summer (I see it happen every year), & you will be even more productive when you get home. Plus, all expenses are tax deductible. Trust me, if this is your excuse, YOU CANNOT AFFORD NOT TO GO!
2. **"I cannot leave my children."** Children need a break from Mom, too. They'll appreciate you more than ever! Begin making arrangements now. What this trip costs you in inconvenience, it will pay off in glory!
3. **"My husband doesn't want me to go."** Take him with you! He'll love it! Take a moment to consider- if your husband's job required him to be away from home for 4 days in order to better his business, would you ask him not to attend?
4. **"I don't deserve to go, because I didn't meet the goals I set for myself this year."** NONSENSE! Seminar attendance is not a reward for a great year (although if you had one, we'll celebrate it!). Seminar is the catalyst for making next year great! The most significant Seminars for me were those in which I had NOT achieved my goals...they became turning points. Go & make this Seminar YOUR Turning Point!
5. **"I am a new consultant. I'll wait & go next year."** Do you want to wait until next year to make a lot of money & be very successful? Why postpone your success for a year? If you want an awesome rookie year, you have the best reason of all to go! (Ask anyone who's been.)
6. **"I went to Career Conference. Isn't that enough?"** Ever heard the phrase, "You ain't seen nuthin' yet"? While the regional conference is great, it's a weekly unit meeting compared to Seminar. NO comparison.



From May 16- August 15, \$2.50 will be donated from each sale. Mary Kay is committed to bringing an end to domestic violence. Your purchase supports The Mary Kay Foundation grant program for women's shelters, helping survivors of abuse begin a journey of recovery.

Spritz on the *limited-edition* Beauty that Counts! Journey of Dreams Eau de Toilette, and feel good about doing good! It's crisp floral scent expresses a spirit of caring. **Dreams:** They provide the power to overcome obstacles, achieve the impossible and transform today into a beautiful new future. **That's the inspiration behind this year's inspiring fragrance.** \$25



Mary Kay At Play, NEW Products

Create statement eyes and lavish lips.

Bold Fluid Eyeliner, \$10

Triple Layer Tinted Balm, \$10
Atomic Red, In the Plum, Orange You Lovely, Pink Again



Blue My Mind, Gold Metal, Hello Violet & The Real Teal



NEW Mineral Eye Color Shades, \$7 Driftwood, Ballerina Pink, Rosegold, Stone and French Roast.

This long-lasting, fade-resistant, mineral-based formula delivers weightless, high-impact color in one swipe with a natural, luminous finish that looks gorgeous on any skin tone.

New True Dimensions Lipstick Shades!

Intensely moisturizing. Exquisitely smoothing. It's like a color-infused fountain of youth for your lips.



Glide on 10 new shades with confidence: Tangerine Pop, Citrus Flirt, Coral Bliss, Exotic Mango, Sassy Fuchsia, Lava Berry, Berry a la Mode, First Blush, Tuscan Rose and Chocolate. \$18, each

Limited-Edition Honeydew Satin Hands Pampering Set, \$35 Delight in sweet summer scents.



PCP Gift With Purchase
You can get a FREE Mini Microdermabrasion Set & Indulge Soothing Eye Gel in a black mesh bag when you purchase \$40+ in MK products.

HOW TO HAVE A GRAND WEEK IN MAY!

WIN A GRAND!

May is the perfect time to honor Mary Kay Ash. June is ideal to help finish the Seminar year strong. And July can help you kick off the new Seminar year with a bang!

Need a little help? Submit your tips on our **“Let’s Talk” blog post**, sharing how you plan on achieving the *Have a GRAND Week* sales challenge, **AND share your success stories** once you’ve completed the challenge!

When you do so, you will **have your name entered into a drawing of all eligible posts** submitted that week for a chance at winning **\$1,000 in American Express gift cards!** There will be **3 winners each week**, and the winners’ posts will be featured on the **“Let’s Talk” blog.**

See Intouch or MK’s Let’s Talk for details.

Mary Kay’s birthday is May 12. And no one loved a challenge more than Mary Kay Ash! So to honor the Founder, sell \$1,000 in suggested retail sales in a week! Want \$1000 weeks? Double your effort, double your fun, double your results!



How to be a Superstar (\$500 Retail) EVERY Week

By: SNSD Jeanne Rowland

- 1. Expect a minimum \$500 week every week.** Set your standard. You are capable and willing and can be a leader in your unit! Have a goal to crow about your week EACH week!
- 2. Book 5 Shows to hold 3.**
 - Set up your week before the week starts.
 - Book no more than 2 weeks in advance.
 - Always be thinking, "What do I have booked for next week?"
 - To avoid lots of postponements and cancellations, coach every appointment, every face, very well the week before the show.
 - Remember your hostess has 2 signs across her chest: "What's in it for me?" and "Make me feel important!"
- 3. Plan a minimum of \$300 retail EACH week in new faces,** then add the rest in good reorder customer service. This keeps your business growing!
- 4. Book at least one new face every day.** Have business cards handy. You need new people to build a strong customer base. "One a day keeps the scaries away!"
- 5. Think marketing:** To see it is to want it!
 - Have plenty of product on hand at Shows for impulse purchases.
 - Display ALL your stock at home during all facials.
 - Bring a basket of goodies when delivering reorders. Don't just throw the bag at her!
 - Display new products in the center of the table at parties. How about on a flat mirror?
 - Find out what your customers like and want in the future. Make notes. Show them how to get those items by having a show or recruiting.
 - Ideas are endless; a little extra time on your part may mean BIG bucks this week!
- 6. Take the time to talk to your customers.** Build a relationship. Listen to their needs! They will take good care of you for years to come!



Steps to help you reach your goals this seminar year!!!

By: National Sales Director
Emeritus Mary Pat Raynor

“ TAKE RISKS ”

Take risks and emphasize the positive side. If you want to make room for the impossible, you have got to focus on the positives. Talk about what God is doing in your business, look for the best, and the great will follow.

If you want to make room for the impossible...no more pity parties!!! You cannot afford them! They are total time suckers. The Bible tells us in Isaiah 43:2 that we will pass through the waters, but they will not overtake us. We will walk through the fire, but it won't kindle a flame on us.

Get your orders from headquarters. If you want the impossible to be possible this year, you have got to do what God has told you to do. Stop thinking and start doing. Learn how to hear from God. Read His Word and study it. Meditate on it and seek His guidance.

Guard the words you speak. If you don't want to see it, don't say it.

Take responsibility for your own actions.

Do you remember the story of the man at the pool of Bethesda who had an infirmity? He complained to Jesus that no one would help him into the healing waters. Complain, complain. You would think that after 38 years the man could have gotten someone to shove him into the pool. His real problem was the fact that he always blamed his troubles on everybody else. Too many people get stuck because they play the blame game. Realize that you are exactly where you should be because of what you have done or not done, said and not said, thought and not thought.



Control your thoughts.

The Bible says in Proverbs 23:7 that as a man thinks in his heart, so is he. It's important you guard your words, but it is equally important for you to control your thoughts. That's why the Bible is very specific about what things we should hold in our mind.... Phil 4:8...Whatsoever things are true... honest... just... pure... lovely...of good report...think on these things. Get your thoughts and your words lined up with God's Word.

DARE TO DREAM!



Building
WALL
to**WALL**
Leaders



14

Class of 2014



Mary Kay Dates to Remember:

- **June 1:** Online DIQ commitment form available beginning 12:01 am CST until midnight on the 3rd.
- **June 10:** PCP summer 2014 mailing of month 2 mailer begins.
- **June 15:** Postmark deadline for Quarter 4 Star Consultant Quarterly Contest. Happy Father's Day!
- **June 16:** Quarter 1 Star Consultant quarterly contest begins. PCP fall 2014 online enrollment and Month 2 mailer begins.
- **June 20:** Online prize selection for Quarter 4 Star Consultant quarterly contest.
- **June 27:** Last day of the month for Consultants to place telephone orders (until 10pm CST).
- **June 30:** Seminar 2014 contest period ends. Last business day of the month. Orders and agreements submitted by mail or dropped off at branches must be received by 7pm local time to count towards this month's production. Last day for consultants to place online orders (until 9pm CST). Online agreements accepted until midnight CST.

Value of Thinking About "Why": It Clarifies Focus

When you land on the real purpose for anything you're doing, it makes things clearer. Just taking two minutes and writing out your primary reason for doing something invariably creates an increased sharpness of vision, much like bringing a telescope into focus. Frequently, projects and situations that have begun to feel scattered and blurred grow clearer when someone brings it back home by asking, "What are we really trying to accomplish here?"

Whereas purpose provides the juice and the direction, principles define the parameters of action and the criteria for excellence of behavior.

This kind of grounded, reality-based thinking, combined with clarification of the desired outcome, forms the critical component of knowledgeable work. In my experience, creating a list of what your real projects are and consistently managing your next action for each one will constitute 90 percent of what is generally thought of as project planning. This "runway level" approach will make you "honest" about all kinds of things: Are you really serious about doing this? Who's responsible? Have you thought things through enough?



LA'KESHIA CHISHOLM
INDEPENDENT SALES DIRECTOR OF
THE OVERFLOW UNIT

4037 Windy Fields Dr
Fayetteville, NC 28306
Phone: (910) 853-1672
awesomeachiever@gmail.com
www.team-chisholm.com
Password: awesome

Return Service Requested

**WHO WILL HELP US MEET OUR
SEMINAR 2014 GOALS?**

350,000 Wholesale

30 Star Consultants

10 Red Jackets

3 Offspring Sales Director

TO THE AWESOME:

Building
WALL
to**WALL**
Leaders

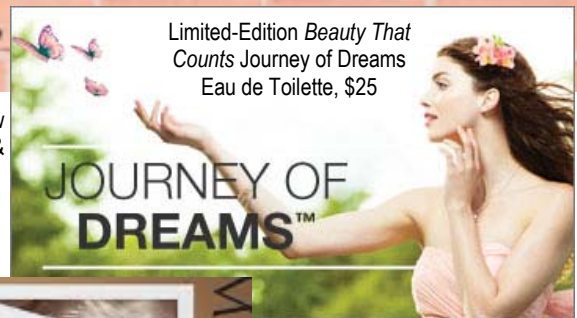
There's so much to be involved in this month! Choose your passion to pursue!

Join the Movement.
Build Wall to Wall Leaders.



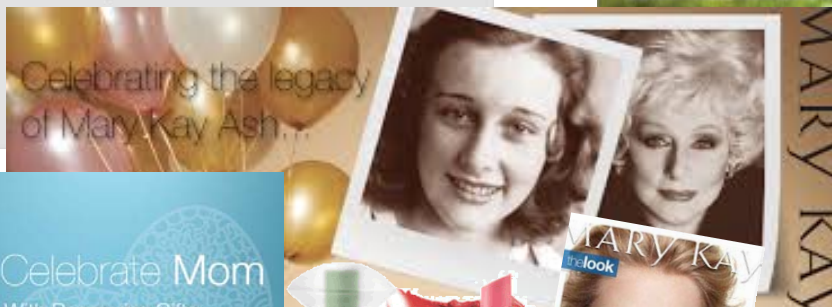
Explore what's NEW on
myCustomers!

Great new
services &
products,
so check
out
Intouch!



Limited-Edition Beauty That
Counts Journey of Dreams
Eau de Toilette, \$25

JOURNEY OF
DREAMS™



Celebrating the legacy
of Mary Kay Ash...

Happy Birthday to Mary Kay!
Enriching Women's Lives



Celebrate Mom
With Pampering Gifts.

Book your mother' daughter
makeovers today!



The
Look
Mails
May
16

