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THE ACHIEVER

December Issue, November Results

I Corinthians 2:9 " ... No eye has seen, No ear has heard, No mind has conceived what God has prepared for those who Love Him"

December Focus

- 1. Finish your Star by Dec. 15th by selling Adopt a Grandparent gifts so you can be a Blessing and be Blessed!**
- 2. Call all of the men in your life to help with their shopping! (see ideas inside)**
- 3. Build your team to at least 8 by 12/31 so you can go to the Atlanta Leadership conference in January! (see ideas & info inside)**
- 4. Earn your way to the Million \$ Weekend with Julie in Dallas Feb. 17-19! (see details "how" inside)**
- 5. Register for January Jump Start to Kick off your New Year strong! (see details inside)**
- 6. Order New Winter Products Now & get your Holiday Look on! (see tips & ideas inside)**

Dear Million \$ Achievers,
 Looking back over the years I have received many gifts. Some I didn't know what to do with, others I used for awhile, and yet others I treasured, and will last for a life-time. There is no greater joy than to see someone enjoying a gift you gave them, because it required your time, money, and sacrifice to give it. This year, make a vow to unwrap the gift of Mary Kay. What you might find inside is: *The gift of priceless friendships, *Personal growth & and opportunity to change the lives of others, *Financial independence, *Freedom of time to pursue your dreams! These are just a few of the gifts I have received in Mary Kay. They are being offered to you too, but you must unwrap and use the gift to receive them!

May Jesus be your reason for every season!

Julie

Dec. Goals

- * 5 New Sr. Consultants
- * 5 New DIQ's
- * 5 New Red Jackets
- * 5 New Future Directors
- * 5 New Team Leader - On Target Car

*** OPERATION NSD UPDATE ***

We are almost 1/2 way to our goal of debuting as a New National Area! We need a total of 20 Directors (10 - 1st Line + 10 - 2nd Line, or 11 - 1st & 9 - 2nd, or 12 - 1st & 8 - 2nd) Our 10th 1st Line just entered qualification. Our goal is to take 10 DIQ's to Atlanta - - What about You?



Congratulations New Director in Qualification! Annette Simpson

Amazing, Annette and her team of Beauty Cadettes are currently in qualification to become our next unit in the Dream Weaver Area! Annette holds a full-time job, is married, a mother, and grandmother, yet, she still wants to live life to the fullest, and that includes pursuing her dreams with Mary Kay! So proud of your example to others Annette - - Keep it up!

Hall of Fame!

Honorable Mention

- | | |
|-----------|---------------|
| Janine S | \$754 |
| Lanika N | \$710 + 1 rec |
| Melinda V | \$752 + 1 rec |
| Venita W | \$433 + 1 rec |
| Barbara H | \$93 |

#1



Annette Simpson
\$2,053



Dottie Marzian
\$1,463 + 3 rec



Nancy Glass
\$1,389 + 1 rec



Marlene Roseberry
\$1,375



Colette Ingram
\$1,325 + 1 rec



Jenise Squires
\$1,144



Jen Miller
\$1,034 + 1 rec

Welcome New Sisters in Pink!

New Consultant

Charlotte L. Barker
Tilibra Cherry
Deborah Dana
Melissa D. Doyle
Suzette Elwonger
Jennifer L. Evridge
Diane Flowers-Brown
Ariel M. Kelley
Patricia S. Moeller
Keri R. North
Krista N. Skaggs
Valerie M. Smith

From

LOUISVILLE, KY
LOUISVILLE, KY
CADIZ, KY
HIGH RIDGE, MO
MURPHY, TX
JEFFERSONVILLE, IN
CRESTWOOD, KY
LOUISVILLE, KY
LOUISVILLE, KY
SHELBYVILLE, KY
JEFFERSONVILLE, IN
LOUISVILLE, KY

Sponsored by

L. Newby
M. VanArsdale
C. Mills
M. Reece
S. Kinslow
C. Ingram
S. Trotter
M. Reece
D. Marzian
D. Marzian
J. Evridge
D. Marzian



Awesome!

Great Beginnings!

Mary Kay always said, "Many a race has been won by getting off to a great start!" Make it your goal to get your business started off right! If you've been a consultant for awhile, why not create a brand new start today?



Power Start:

Put Mary Kay on 30 faces in 30 days. (Power Start tracking sheet available under training on julieweaver.net)

Marianne Welsh!



Senior Consultant:

Get your first qualified (\$200 order or more) recruit! How?

*Set up 5 "Practice Sharing Sessions" with your Director on 5 people you'd like to have on your team!

Jennifer Evridge!



Power Start Plus:

Put Mary Kay on 30 faces and share the career with six women in 30 days.

Colette Ingram!



January Birthdays & Business Anniversaries

Birthdays	Day	Katherine M. Fields	20	Shawna K. Kinslow	10
Jessica L. Caudle	2	Michele Basham	21	Jennifer A. Connor	9
Samantha J. Brown	3	Jan A. Link	21	Jennifer L. Miller	8
Taryn M. Henderson	3	Jennifer R. Morehous	22	Helen P. Bailey	8
Belinda M. Chavez	4	Kandice K. Whitehead	22	Kelly A. Able	7
Sandra D. Purcel	4	Jessica D. Vaughn	24	Melissa D. Thompson	7
Carla D. Nelson	6	Melissa Goodrich	25	Carole J. Tracy	7
Janelle N. Alford	7	Nina S. Elbert	26	Emma J. Hood	6
Katie A. Fitzloff	9	Kristen Parr	27	Jennifer L. Mitchell	6
Michelle G. Lamon	9	Anita S. Pulliam	27	Linda L. Ekberg	6
Donna L. Reeves	9	Cheri R. Scott	27	Carrie M. Downing	5
Sheila Dillingham	10	Marlene M. Roseberry	28	Crystal D. Gabbard	5
Tiffany Kruer	10	Elizabeth A. Thompson	28	Carol L. Mills	3
Rosemary Lockett	10	Chyrel D. Adkins	30	Deborah L. Fisher	3
Maxna Germain	11			Judy B. Brown	2
Deitra L. Ginn	11			Michelle L. Kelty	2
Yolanda M. Ledford	12	Anniversaries	Years	Lina Y. Fong	2
Michele Prince	12	Pam Smither Merrick	31	Tracey T. Doran	2
Dana Thornton	12	Crickett Fackler	28	Martha H. LaHue	1
Colette L. Ingram	12	Belinda M. Chavez	25	Tina R. McGuffey	1
Ashley A. Shaw	13	Kathy M. Lee	25	Jennifer R. Morehous	1
Lisa Finnell	13	Martha Broach	21	Tonya L. Bell	1
Amy Ping	15	Della F. Shaw	20	Sharon L. Polk	1
Joanna Lynch	15	Allie H. Heck	17	Julie K. Cannon	1
Nicole R. Miller	16	Cheryl J. Uchida	16	Christina Patterson	1
Linh T. Changaris	16	Teresa D. Wilkinson	11	Jennifer R. Keenan	1
Debbie L. Cline	18	Imelda L. Cecil	11	Rose Taylor	1
	18	Nancy H. Glass	10		

On-Target Star Consultants!

STAR QUARTER ENDS December 15th

Consultant Name	Current	—Wholesale Production Needed—				
	Wholesale Production	Sapphire	Ruby	Diamond	Emerald	Pearl
KIMBERLY DESHA	\$3,255.25	****	****	STAR	\$344.75	\$1,544.75
DANA LOGAN	\$3,160.75	****	****	STAR	\$439.25	\$1,639.25
CHRISTAL CRADY	\$3,117.00	****	****	STAR	\$483.00	\$1,683.00
DOTTIE MARZIAN	\$3,023.00	****	****	STAR	\$577.00	\$1,777.00
PAULA STEELY	\$2,752.25	****	STAR	\$247.75	\$847.75	\$2,047.75
COLETTE INGRAM	\$2,208.25	STAR	\$191.75	\$791.75	\$1,391.75	\$2,591.75
LORIE CRAFT	\$2,183.50	STAR	\$216.50	\$816.50	\$1,416.50	\$2,616.50
LINH CHANGARIS	\$2,005.50	STAR	\$394.50	\$994.50	\$1,594.50	\$2,794.50
JENISE SQUIRES	\$1,745.25	\$54.75	\$654.75	\$1,254.75	\$1,854.75	\$3,054.75
REBECCA JENKINS	\$1,580.00	\$220.00	\$820.00	\$1,420.00	\$2,020.00	\$3,220.00
MELINDA VANARSDALE	\$1,560.50	\$239.50	\$839.50	\$1,439.50	\$2,039.50	\$3,239.50
LANIKA NEWBY	\$1,498.75	\$301.25	\$901.25	\$1,501.25	\$2,101.25	\$3,301.25
MARLENE ROSEBERRY	\$1,480.25	\$319.75	\$919.75	\$1,519.75	\$2,119.75	\$3,319.75
HEATHER HOLT	\$1,424.75	\$375.25	\$975.25	\$1,575.25	\$2,175.25	\$3,375.25
KELLY BROWN	\$1,339.00	\$461.00	\$1,061.00	\$1,661.00	\$2,261.00	\$3,461.00
ANNETTE SIMPSON	\$1,306.00	\$494.00	\$1,094.00	\$1,694.00	\$2,294.00	\$3,494.00
JANINE SHACKELFORD	\$1,155.75	\$644.25	\$1,244.25	\$1,844.25	\$2,444.25	\$3,644.25
IRENE FIDEL	\$1,042.75	\$757.25	\$1,357.25	\$1,957.25	\$2,557.25	\$3,757.25
ELAINE ROCHE	\$959.50	\$840.50	\$1,440.50	\$2,040.50	\$2,640.50	\$3,840.50
JODIE PORTER	\$910.25	\$889.75	\$1,489.75	\$2,089.75	\$2,689.75	\$3,889.75
JENNIFER PITCHFORD	\$903.50	\$896.50	\$1,496.50	\$2,096.50	\$2,696.50	\$3,896.50
JULIE BASSETT	\$901.00	\$899.00	\$1,499.00	\$2,099.00	\$2,699.00	\$3,899.00
RUTH HAWKINS	\$887.00	\$913.00	\$1,513.00	\$2,113.00	\$2,713.00	\$3,913.00
RITA STEPHENSON	\$884.00	\$916.00	\$1,516.00	\$2,116.00	\$2,716.00	\$3,916.00
NANCY GLASS	\$884.00	\$916.00	\$1,516.00	\$2,116.00	\$2,716.00	\$3,916.00
FRIEDA CASTILLO	\$877.75	\$922.25	\$1,522.25	\$2,122.25	\$2,722.25	\$3,922.25
PAULA MONGE	\$855.50	\$944.50	\$1,544.50	\$2,144.50	\$2,744.50	\$3,944.50
CYNTHIA REDMON	\$851.50	\$948.50	\$1,548.50	\$2,148.50	\$2,748.50	\$3,948.50
MICHELLE TURNER	\$838.00	\$962.00	\$1,562.00	\$2,162.00	\$2,762.00	\$3,962.00
BARBARA HOWARD	\$836.50	\$963.50	\$1,563.50	\$2,163.50	\$2,763.50	\$3,963.50
STEPHANIE KESELICH	\$835.50	\$964.50	\$1,564.50	\$2,164.50	\$2,764.50	\$3,964.50
RUTH STAPLES	\$833.75	\$966.25	\$1,566.25	\$2,166.25	\$2,766.25	\$3,966.25
SHEILA DILLINGHAM	\$763.50	\$1,036.50	\$1,636.50	\$2,236.50	\$2,836.50	\$4,036.50
REBECCA MCCLURE	\$750.75	\$1,049.25	\$1,649.25	\$2,249.25	\$2,849.25	\$4,049.25
JANICE COCHRAN	\$725.25	\$1,074.75	\$1,674.75	\$2,274.75	\$2,874.75	\$4,074.75
TONYA BELL	\$715.25	\$1,084.75	\$1,684.75	\$2,284.75	\$2,884.75	\$4,084.75
PAUL RITTER	\$707.00	\$1,093.00	\$1,693.00	\$2,293.00	\$2,893.00	\$4,093.00
CYNTHIA SKINNER	\$703.75	\$1,096.25	\$1,696.25	\$2,296.25	\$2,896.25	\$4,096.25
DEBBIE GLASSNER	\$699.75	\$1,100.25	\$1,700.25	\$2,300.25	\$2,900.25	\$4,100.25
CHERI SCOTT	\$698.00	\$1,102.00	\$1,702.00	\$2,302.00	\$2,902.00	\$4,102.00
A. JOLLY	\$686.00	\$1,114.00	\$1,714.00	\$2,314.00	\$2,914.00	\$4,114.00
DEBORAH DANA	\$666.75	\$1,133.25	\$1,733.25	\$2,333.25	\$2,933.25	\$4,133.25
TINA JOHNSON	\$638.50	\$1,161.50	\$1,761.50	\$2,361.50	\$2,961.50	\$4,161.50
BELINDA NICHOLS	\$630.25	\$1,169.75	\$1,769.75	\$2,369.75	\$2,969.75	\$4,169.75
KATHY LEE	\$607.00	\$1,193.00	\$1,793.00	\$2,393.00	\$2,993.00	\$4,193.00
ARIEL KELLEY	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
DAWN SHELTON	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
SHANNON DEVINE	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
AMY GREEN	\$588.75	\$1,211.25	\$1,811.25	\$2,411.25	\$3,011.25	\$4,211.25
DANIELLE ADAMS	\$585.50	\$1,214.50	\$1,814.50	\$2,414.50	\$3,014.50	\$4,214.50
MARIA QUESADA	\$582.00	\$1,218.00	\$1,818.00	\$2,418.00	\$3,018.00	\$4,218.00
CHYREL ADKINS	\$565.00	\$1,235.00	\$1,835.00	\$2,435.00	\$3,035.00	\$4,235.00
RAYNA PARTIN	\$554.25	\$1,245.75	\$1,845.75	\$2,445.75	\$3,045.75	\$4,245.75
ANN PHILLIPS	\$549.75	\$1,250.25	\$1,850.25	\$2,450.25	\$3,050.25	\$4,250.25
MARTHA LAHUE	\$528.75	\$1,271.25	\$1,871.25	\$2,471.25	\$3,071.25	\$4,271.25
JUDY BROWN	\$526.50	\$1,273.50	\$1,873.50	\$2,473.50	\$3,073.50	\$4,273.50
ADRIENNE DUMKE	\$526.00	\$1,274.00	\$1,874.00	\$2,474.00	\$3,074.00	\$4,274.00
VALERIE COLEMAN	\$523.50	\$1,276.50	\$1,876.50	\$2,476.50	\$3,076.50	\$4,276.50
DONNA REEVES	\$512.00	\$1,288.00	\$1,888.00	\$2,488.00	\$3,088.00	\$4,288.00
JENA DARNEY	\$501.75	\$1,298.25	\$1,898.25	\$2,498.25	\$3,098.25	\$4,298.25
MELANIE REECE	\$489.75	\$1,310.25	\$1,910.25	\$2,510.25	\$3,110.25	\$4,310.25
ELIZABETH THOMPSON	\$484.00	\$1,316.00	\$1,916.00	\$2,516.00	\$3,116.00	\$4,316.00
JUDY MILES	\$480.25	\$1,319.75	\$1,919.75	\$2,519.75	\$3,119.75	\$4,319.75



Court of Sharing

Queen's Court of Sales

\$36,000 retail from 7/1/11 to 6/30/12 will put you on stage in National Queen's Court of Sales & give you your choice of these beautiful Rings!



24 New \$600 qualified Recruits for the year 7/1/11—6/30/12 is Court of Sharing and Bee Ring Winner!



#1 Dana Logan
\$14,145.00

#1 Colette Ingram	1	\$347.04	2	Dottie M. Marzian	\$8,796.00
2 Lanika E. Newby	2	\$200.83	3	Debbie L. Glassner	\$8,764.00
3 Dottie M. Marzian	3	\$192.52	4	Colette L. Ingram	\$7,627.00
4 Melinda R VanArsdale	2	\$163.57	5	Kimberly A. Desha	\$6,892.00
5 Adrienne M. Dumke	1	\$100.37	6	Lorie A. Craft	\$6,581.00
6 Nancy H. Glass	1	\$91.42	7	Melinda R VanArsdale	\$6,072.00
7 Donna L. Reeves	1	\$72.02	8	Paula P. Steely	\$5,712.00
8 Melanie N. Reece	2	\$58.10	9	Annette M. Simpson	\$5,484.00
9 Martha H. LaHue	1	\$52.02	10	Christal R. Crady	\$5,474.00

Thank You for investing

Name	Amount
Beth K. Summers	\$3,601.75
Dana L. Logan	\$2,001.00
Marlene M. Roseberry	\$1,025.25
Melinda R VanArsdale	\$954.25
Ruth A. Staples	\$833.75
Jenise Squires	\$832.75
Rita E. Stephenson	\$824.00
Lorie A. Craft	\$821.75
Rebecca McClure	\$750.75
Janice S. Cochran	\$725.25
Colette L. Ingram	\$720.75
Cynthia B. Skinner	\$703.75
Jennifer L Pitchford	\$702.75
Cheri R. Scott	\$698.00
A. K. Jolly	\$686.00
Rebecca K. Jenkins	\$684.50
Nancy H. Glass	\$683.75
Dottie M. Marzian	\$677.00
Lanika E. Newby	\$655.25
Annette M. Simpson	\$652.50
Julie A. Bassett	\$650.50
Tina S. Johnson	\$638.50
Kathy M. Lee	\$607.00
Ariel M. Kelley	\$601.00
Ann R. Phillips	\$549.75
Elaine B. Roche	\$531.50
Janine K Shackelford	\$503.75
Paul H. Ritter	\$502.50
Judy C. Miles	\$480.25
Michelle L. Turner	\$474.25
Linda M. Nichols	\$460.50
Belinda Nichols	\$456.00
Danielle Adams	\$449.75
Kimberly K. Penn	\$442.00
Irene B. Fidel	\$441.00
Therese Tatum	\$434.50
Melanie N. Reece	\$433.75
Amibeth Blair	\$432.75
Carol H. Elliott	\$428.00
Ruth M. Hawkins	\$417.25

11	Janine K Shackelford	\$5,369.00
12	Paula M. Monge	\$5,248.00
13	Elizabeth A Thompson	\$5,172.50
14	Cynthia B. Skinner	\$5,102.00
15	Jenise Squires	\$5,093.50
16	Donna L. Reeves	\$4,686.00
17	Linh T. Changaris	\$4,570.50
18	Heather L. Holt	\$4,520.50
19	Valerie H. Coleman	\$4,425.00
20	Rebecca K. Jenkins	\$4,142.00

in your business in November!

Paula M. Monge	\$409.50	Felicia D. Beatty	\$246.50
Deborah Dana	\$387.75	Maxna Germain	\$244.50
Debra A. Clover	\$380.00	Amy M. Walters	\$243.50
Marina R. Maxwell	\$376.25	Gabriel Pettigrew	\$243.00
Zenette Newsome	\$370.75	Teresa D. Wilkinson	\$240.50
Lucy D. Lucas	\$364.50	Keri A. Eichberger	\$239.00
Michele M. Anglin	\$360.25	Tonya L. Bell	\$238.50
A. Carpenter	\$350.50	Bridget R. Moore	\$237.00
Rayna K. Partin	\$349.00	Kari R. Carr	\$226.00
Lisa M. Reff	\$348.75	Carole J. Tracy	\$225.50
Eva L. Robbins	\$340.50	Michelle Spencer	\$224.75
Pamela J. Luthin	\$334.00	Chyrel D. Adkins	\$224.50
Rhonda Mattingly	\$328.50	Michelle D. Warford	\$223.25
Stacey R. Wallace	\$328.25	Imelda L. Cecil	\$221.50
Misty R. Rutherford	\$322.25	Glenda F. Kruer	\$221.00
Christy Hendricks	\$321.75	Jennifer A. Connor	\$218.50
Heather L. Holt	\$317.25	Charlene M. Smith	\$217.50
Raegan L. Lalli	\$316.75	Valerie H. Coleman	\$216.00
Cindy Martinez	\$315.50	Linda L. Ekberg	\$213.50
Michelle L. Galik	\$314.50	Mary L. Williams	\$211.50
Sheila Dillingham	\$311.00	Bevvie S. Neel	\$210.50
Valerie G. Neville	\$307.50	Betty J. Farris	\$210.50
Morgan A. Roller	\$301.00	Ashley A. Shaw	\$210.25
Allie H. Heck	\$298.00	Shaun Workman	\$210.00
Barbara A. Howard	\$294.00	Adrienne M. Dumke	\$210.00
Kimberly C. Bauer	\$291.00	Deborah S. Peach	\$208.50
Christina M. Bissett	\$281.75	JoJo Orem	\$207.75
Amy D. Green	\$281.25	Michelle L. Kelty	\$207.00
Tina R. McGuffey	\$267.00	Morgan H. Spivey	\$206.75
Jessica Woods	\$266.00	Anne B. Bohr	\$206.50

My Monthly Tracking Sheet to Success

3 Parties Each Week or 30 New Faces Every Month 

Name _____

Month _____

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

<u>Totals for the Month</u>	
# of New Faces	
Total Retail Sales	
Interviews Held	
Guests I brought	
New Recruits added	
Total Whsl. Orders	



\$300 in New Sales Each Week!

National Queen's Court of Sales is \$36,000 Retail for the Year 7/1/11—6/30/12 about \$1,500 wholesale per month!

ACTIVITY PLANNER

1+1+1 = Star & Red Jacket Fun!
 2+2+2 = Star & Team Leader Too!



<u>To Be a Star</u>	
Star Sell	Weekly
\$1,800	\$250
\$2,400	\$334
\$3,000	\$417
\$3,600	\$500
\$4,800	\$667

*Based on 12

STAR DEADLINES

1st Quarter: June 16th-Sept.15th
 2nd Quarter: Sept. 16th-Dec. 15th
 3rd Quarter: Dec. 16th-Mar. 15th
 4th Quarter: Mar. 16th-June 15th

WEEK	NEW RETAIL SALES	MISC. SALES	TOTAL SALES	WHSL. ORDERS
1				
2				
3				
4				
	Monthly Total	Monthly Total	TOTAL	Monthly Total



3 Sharing Opportunities Every Week!

National Court of Sharing is 24 NEW \$600 Qualified Recruits for the Year 7/1/10—6/30/11



	NAME	PHONE #	Tried Product	Gave CD	Guest to Meeting	Interviewed	Answer & Follow Up
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							

= DRIVE FREE!



TEAM MEMBER	PHONE #	Amt. & Month of last order	PRODUCTION THIS MONTH
1			
2			
3			
4			
5			
6			
7			
+ MY PRODUCTION			TOTAL

December & January 2012

Mon	Tue	Wed	Thu	Fri	Sat
12 No Frankfort Meeting (all invited to debut on 13th)	13 Tues. Night Success Meeting 6:30-8:30pm Mandy Gossom's Director Debut! Holiday Inn Hurstbourne at 6:30pm, \$5 Consultants Guests are Free! Featured Speaker: NSD Emeritus Wanda Janes	14	15 ★ Star Consultant Deadline & Leadership Registration Deadline Career Call @ 8:30	16	17
19 No Frankfort Meeting (all invited to unit x-mas party)	20 Tues. Night Success Meeting 6:30-8:30pm Unit Christmas Party at Claudia Sanders! 6:30pm cost is \$20.50 all inclusive, registration & payment due Dec. 13th (bring a wrapped man/woman gift)	21	22 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	23	24 Christmas Eve: Delivering Adopt a Grandparent gifts to homes
26 No Frankfort Meeting (rsvp for Jan 2nd)	27 Tues. Night Success Meeting 6:30-8:30pm	28	29 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	30 (take odometer reading & do inventory for taxes, set goals for New Year!)	31 Last day cons. Can order online until 10pm for Dec.
2 Frankfort Meeting 5:30pm New Year Makeovers! All cons. & guests will be treated to a Makeover by Julie rsvp!	3 Tues. Night Success Meeting 6:30-8:30pm	4	5 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	6	7

This is a Critical Month for Time Management! Consider This: Lost time is never found again...

30 minutes extra per day =
 3 1/2 hours per week
 3 1/2 hours per week for 1 year =
 175 hours per year
175 hours per year = 1 extra month

Would you like to have a 13-month year?

As women, we wear many hats; however, we are only one person. Through the course of my career, I realized that in order to put my family first... I sometimes had to put my business first for a short period of time! There were times that my credo was... *I will eat when I'm old and sleep when I'm dead!* I learned... Take care of today — let the calendar take care of the years.
Nothing is worth more than this day!
Make it count!

Calling All Men!

Men are so much fun to work with for gift giving ... especially for the Holidays! The clock is ticking away ... yet ...how many men do you think have finished shopping for the women on their list? I bet only 1 or 2 out of 100!!! It's easy to work with them. Here's the simple dialogue:

"So, Jack, have you finished your Holiday shopping yet? No? Well, how many women on your list? 3? Who are they? Your mom, your wife, and your secretary? I would love to help you ... make the selections, gift wrap and deliver. . . you won't have to do a thing and yet. . . you'll get to take all the credit. . . how's that sound? What's your budget for each one? \$100 for your wife? \$50 for your mom and \$25 for your secretary? Great! I can put something really nice together for you and make it look beautiful so that when you present it to them, they'll think you're a Prince. . . I'll even include a Gift Certificate for a Complimentary Pampering Session after the New Year. And, . . , if they would rather have something else, I would be happy to help them with their exchange after the Holiday. How would you like to pay for it, cash, check or plastic? Is there anyone else? Where are you having your big Holiday meal? I have another after-the-holiday idea to show your appreciation for all the work that your hostess did to make your Holiday enjoyable. And, one last thing, what other guys do you know who would appreciate my Gift Service? Thanks, Jack! You'll have to let me know how great you looked to the women on your list and remember how easy it was ,because I can help you with Valentine's Day, birthdays, anniversaries, Secretary's Day, and any other special appreciation or get well gift giving you might have in the future."



Christmas Pillow Gift: Wouldn't YOU Love to Get This?

This is a small, beautifully-wrapped gift that a husband puts on his wife's pillow Christmas night--after all the other gifts have been opened, the mess is cleaned up, dinner is over, and the guests have gone.

The tag says: "This is for you because I appreciate you and all that you do for us." Ask the men you know, "Have you purchased your Pillow Gift for your wife?" Of course, he will ask what it is and you can tell him and then offer to wrap it for him. You can also tell him that this will make him a true hero in her life!!

Even when men tell you they have finished their Christmas shopping as sometimes they tell you yes whether they have or not...you can ask them if they remembered their Pillow Gift.

Put a small gift certificate including a free pampering session in the box--maybe a Satin Lips Set or a bath gel...just about anything.

Hope we all sell bunches and make many women very happy (men, too)!!!

You could include a little poem that goes:

For all that you are and
all that you do
This gift is to show you
how much I love you.



OR:

This is a PILLOW GIFT as you can see
Given with love to you, from me
Given because I'm glad that you're in my life
Because I am so grateful you are my wife
Given because I appreciate all that you do
Because life wouldn't be the same without
you
Given with all the love I can give
For a wonderful life, as long as we live!
Merry Christmas, Darling.
Thank you for all the things you do to make
my life special!!

January Jump Start

DATE: Saturday, January 21st
TIME: 10am to 2:00pm
COST: \$15 (includes Lunch)
PLACE: Holiday Inn Hurstbourne
Lane
DRESS: Professional MK Attire



Want to Jump start your Mary Kay year? Learn new techniques to Book, Coach, Sell, & Recruit from the Best of the Best? Then, this is your opportunity to:

Just -Upping -My -P-otential

Your day will include a full day of Inspiration, Motivation, and Education by Top Directors in Mary Kay, Lunch, and a Special Closing Ceremony! Register NOW, space is Limited!

JUMP START REGISTRATION DEADLINE JANUARY 14TH

CONSULTANT _____ DIRECTOR _____

POSITION IN MK: Consultant or Senior Star Team Builder Team Leader Future Director or DIQ

***Pay \$15 to your Director before January 14th, Cost at the Door is \$20 & subject to availability.**

Directors mail one check to Julie by January 18th to
211 Locust Creek Boulevard, Louisville, KY 40245

HOLIDAY GLAMOUR TIPS

Holiday makeup is the time to add drama and extra glamour to your usual look. Because parties are usually nighttime affairs, the lights are darker and you can choose more dramatic colors than you usually wear. This is a fun time to experiment with new products!!

1. Either the eyes OR the lips need to be the focus of your nighttime look – if the eyes are dramatic, then choose a more subdued lip color, and vice versa. If the eyes are the dramatic feature, then choose a lighter color for your lips....but don't forget the lip gloss. The gloss gives them a sparkle and shine that's GREAT for pictures!
2. On eye makeup, the bigger the contrast between the highlight shade and the contour shade, the more dramatic the effect. SO, when you want subtle, choose colors in the same family..... when you want drama, pick a bigger contrast.
3. Sparkly eye shadows can be a lot of fun in the holiday season, but be sure to keep that shine only on the eyes. Sparkly eyes next to frosted lips or a sparkly face powder will be too much! Frosted shadows do not photograph well and should NEVER be worn by mature eyes.... they accentuate any fine lines and wrinkles. A little shimmer can be a GREAT touch for the holiday looks, but use them as the highlight and then pick a matte color for your contour color.
4. Mascara is KEY to holiday makeup. Apply a few extra layers (waiting to let each coat dry completely between layers) to see your eyes pop!!
5. Darken your look with extra liner – apply it all around the eyes, then use a sponge tip to smudge it for a smoky effect.
6. If you're not into eye makeup, then intensify your lip color. Use a matching or slightly darker lip liner over the entire lip area, and try a sparkling gloss. You'll LOVE the look!



All tips are excerpted from Beaute' Occasions by Robert Jones

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Upcoming Events to mark on your Calendar!

- *Jan. 9th - No Meeting - Julie in Atlanta!
- *Jan. 10th - You be the Director Night!
6:30pm
- *Muffins & Makeovers: Jan. 14th, & 28th
(10 - Noon)
- *Jan. 21st - January Jump Start 10 - 2pm
(details inside)

Merry Christmas!



Million Dollar Weekend February 17-19 Dallas, Texas

(Women in Leadership Development)



Here's How To Qualify:

CONTEST DATES: NOVEMBER 1st—JANUARY 1st

- Receive Top Priority {
1. All *New Directors by Jan. 1st
 2. All *New DIQ's by Jan. 1st
 3. All *New Future Directors by Jan. 1st

4. Consultants with the most New *Qualified Recruits during contest period

* There are only 5 spots, so winners will be on 1st qualified 1st guaranteed basis. * Winners can't qualify again if you went to Million \$ Weekend 2011. * Qualified recruits are those who placed a \$600 whl. Order or more .