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# THE ACHIEVER

## February Issue, January 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"**

Dear Million \$ Achievers & Future National Area, Currently YOU are ranked #2 and quickly closing in on the #1 position as the TOP Unit in the entire Sapphire National Area! As I said before there is a difference between saying you're the best and proving YOU ARE THE BEST with daily work, determination and excellence! What a thrill it will be to represent YOU as the #1 performing, World Record holding unit at Seminar. There's never been a better time to jump start your Mary Kay Career than now, What are you waiting for? Let's DO IT!

#1 Here We Come

*Julie*



## Shhhhh... It's a Secret! A Secret Girlfriend's Pre-Pack Party!

**When:** Friday, March 5th

**Time:** 6:30 - 9:30pm

**Where:** Julie's Home (211 Locust Creek Blvd)

**Qualifications:** ALL Consultants who place a \$650 whsl. order or more this month.

OR

ALL New Red Jackets this month or current Red Jackets who add at least 1 new Qualified Recruit to their team this month.

**For:** Pizza, A FREE Party Pre-Pack, Ideas, Fun & Free Product!

**Contests Dates:** Feb. 1st - Feb. 28th

**What:** Every Quarter the company comes out with some AMAZING new products and Directors can get them early! When you qualify by placing a \$650 whsl. order or more this month or Steppin Up in Red, you'll be invited to a special Pizza Party at Julie's home where you will get to play in the new product, share some marketing secrets AND receive one of the new products to take home with you that night! But remember Shhh... it's top secret until the product launches!

**Go to [www.julieweaver.net](http://www.julieweaver.net) to find out How to Win**

**\*All orders and recruits must be into company by Feb. 28th to count. RSVP by Feb. 2nd to your Director!**

## Hall of Fame!

When you turn in your Monthly Tracking Sheet & have at least \$1,000 in sales and/or 2 recruits you will be featured in Hall of Fame



**Rebecca Jenkins**  
\$1,086  
Silver Winner



**Rita Durbin**  
2 Recruits  
Bronze Winner



**Venita Williams**  
\$1,062  
Silver Winner



**Thanks for Turning in your Tracking Sheets!**

**Silver  
Winners**  
Dottie Marzian

**Honorable Mention**

Kelly Chisholm  
Brooke Dreyer  
Jenise Squires  
Ashley Young- **Drawing  
winner**

### February Focus

1. Register for Career Conference at a city near you (Julie going to Covington Mar. 19 & 20)
2. Enroll your Customers for Spring PCP Look by 2/15
3. Place a \$650 whsl order this month or get 1 new qualified recruit to attend Secret Pre-Pack Party (see details inside)
4. Get a new qualified recruit to win your Pearls! (see winners so far inside)
5. This is the last month for DOUBLE CREDIT IN RECRUITING so share your Career today!
6. Finish your Star by March 15th to qualify for Seminar!

# Welcome New Sisters in Pink!

## New Consultant

Judy B. Brown  
 Abram R. Burnett  
 Katlin A. Durbin  
 Abi Eleby  
 Lina Y. Fong  
 Michelle L. Kelty  
 Jennifer G. Morris

## From

LOUISVILLE, KY  
 LOUISVILLE, KY  
 LOUISVILLE, KY  
 LOUISVILLE, KY  
 LEXINGTON, KY  
 LOUISVILLE, KY  
 LOUISVILLE, KY

## Sponsored by

J. Weaver  
 C. Thomas  
 R. Durbin  
 H. Logan  
 J. Weaver  
 J. Weaver  
 R. Durbin



# 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:

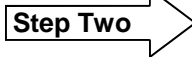
Put Mary Kay on 30 faces in 30 days. (Power Start tracking sheet available under training on julieweaver.net)

Power Start

**Make it your Goal in February**



Step One



Step Two

### 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!

**Make it your Goal in February**



### Power Start Plus:

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

**Make it your Goal in February**

# March Birthdays & Business Anniversaries

Birthdays	Day
Kristina L. Navarro	3
Ilesa L. Price	4
Dianna M. Rogers	5
Aletia D. Travis	5
Shelley T. Barr	6
Heather K. Johnson	6
Patricia Stanton	6
Marianne Anderson	10
Irene B. Fidel	14
Marina R. Maxwell	15
Evelyn D. Fisher	16
Katherine A. Tofaute	16
Sandra L. Abberton	18
RaCaiya N. Darden	18
Michelle L. Ivey	20
Toi L. Rhyne	20
Linda Beldon	21
Cynthia B. Skinner	21
Julia Longan	23
Jacquelyn C. Tocchi	24
Carol H. Elliott	26
Betty J. Farris	26
Annie Ritter	26
Katie A. Davis	27



Anniversaries	Years
Jayne S. Smith	26
Jodie Porter	24
Valerie H. Coleman	21
Josephine Bowen	21
Cheryl Benham	18
Velma M. Wood	13
Betty Fleischman	13
Beverly A. McCauley	8
Trish K. Claunch	8

Patrica C. Sawyer	7
Samantha J. Brown	7
Michelle L. Rainer	6
Crystal J. Dashiell	6
Melissa A. Demaree	5
Colette L. Ingram	4
Cortney D. Cloud	4
Dottie M. Marzian	4
Tiffany M. Wright	3
Judith A. Carpenter	2
Kelly J. Chisholm	2
Tina R. McGuffey	2
Susan L. Lambert	2
Elizabeth S Persello	2
Suzie A. Huffman	2
Stevonia S. Board	1
Sharon L. Polk	1
Crystal L. Thomas	1
Suzanne Braden	1
Abidah S. Bryant	1
Shonnese L. Reed	1
Rebecca L. Ackerman	1
Renee J. Porro	1
Ilesa L. Price	1
Chadonia Smith	1
G M. Holmes	1

# On-Target Star Consultants!

STAR QUARTER ENDS March 15th

Consultant Name	Current	—Wholesale Production Needed—				
	Wholesale Production	Sapphire	Ruby	Diamond	Emerald	Pearl
REBECCA JENKINS	\$3,800.50	*****	*****	*****	STAR	\$999.50
JUDY BROWN	\$1,807.00	STAR	\$593.00	\$1,193.00	\$1,793.00	\$2,993.00
LISA NICHOLSON	\$1,802.75	STAR	\$597.25	\$1,197.25	\$1,797.25	\$2,997.25
PAULA MONGE	\$1,470.50	\$329.50	\$929.50	\$1,529.50	\$2,129.50	\$3,329.50
JULIE WEAVER	\$1,311.25	\$488.75	\$1,088.75	\$1,688.75	\$2,288.75	\$3,488.75
DOTTIE MARZIAN	\$1,201.25	\$598.75	\$1,198.75	\$1,798.75	\$2,398.75	\$3,598.75
JENISE SQUIRES	\$1,097.50	\$702.50	\$1,302.50	\$1,902.50	\$2,502.50	\$3,702.50
MARY BOWLES	\$1,075.25	\$724.75	\$1,324.75	\$1,924.75	\$2,524.75	\$3,724.75
ANN PHILLIPS	\$950.25	\$849.75	\$1,449.75	\$2,049.75	\$2,649.75	\$3,849.75
LINDA NICHOLS	\$860.50	\$939.50	\$1,539.50	\$2,139.50	\$2,739.50	\$3,939.50
MICHELLE KELTY	\$802.75	\$997.25	\$1,597.25	\$2,197.25	\$2,797.25	\$3,997.25
HEATHER HOLT	\$713.75	\$1,086.25	\$1,686.25	\$2,286.25	\$2,886.25	\$4,086.25
CYNTHIA MOXLEY	\$692.25	\$1,107.75	\$1,707.75	\$2,307.75	\$2,907.75	\$4,107.75
MARIA QUESADA	\$663.00	\$1,137.00	\$1,737.00	\$2,337.00	\$2,937.00	\$4,137.00
SHAWNA KINSLOW	\$651.75	\$1,148.25	\$1,748.25	\$2,348.25	\$2,948.25	\$4,148.25
JUDY MILES	\$609.25	\$1,190.75	\$1,790.75	\$2,390.75	\$2,990.75	\$4,190.75
BARBARA MARTIN	\$606.50	\$1,193.50	\$1,793.50	\$2,393.50	\$2,993.50	\$4,193.50
BROOKE HERMAN	\$605.25	\$1,194.75	\$1,794.75	\$2,394.75	\$2,994.75	\$4,194.75
ABI ELEBY	\$603.75	\$1,196.25	\$1,796.25	\$2,396.25	\$2,996.25	\$4,196.25
BELINDA NICHOLS	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
FRIEDA CASTILLO	\$569.75	\$1,230.25	\$1,830.25	\$2,430.25	\$3,030.25	\$4,230.25
DEBORAH FISHER	\$540.75	\$1,259.25	\$1,859.25	\$2,459.25	\$3,059.25	\$4,259.25
ANDREA ROBERTS	\$512.50	\$1,287.50	\$1,887.50	\$2,487.50	\$3,087.50	\$4,287.50
THERESE TATUM	\$502.50	\$1,297.50	\$1,897.50	\$2,497.50	\$3,097.50	\$4,297.50
LESA SCOTT	\$472.25	\$1,327.75	\$1,927.75	\$2,527.75	\$3,127.75	\$4,327.75
JESSICA WOODS	\$471.50	\$1,328.50	\$1,928.50	\$2,528.50	\$3,128.50	\$4,328.50
CYNTHIA SKINNER	\$468.75	\$1,331.25	\$1,931.25	\$2,531.25	\$3,131.25	\$4,331.25
COLETTE INGRAM	\$447.00	\$1,353.00	\$1,953.00	\$2,553.00	\$3,153.00	\$4,353.00
DEBORAH PEACH	\$434.25	\$1,365.75	\$1,965.75	\$2,565.75	\$3,165.75	\$4,365.75
MAE TOURILLOTT	\$425.00	\$1,375.00	\$1,975.00	\$2,575.00	\$3,175.00	\$4,375.00
BETTYE MCCLURE	\$409.25	\$1,390.75	\$1,990.75	\$2,590.75	\$3,190.75	\$4,390.75
ANJA HEBERLE	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50
CLAUDIA ORR	\$405.75	\$1,394.25	\$1,994.25	\$2,594.25	\$3,194.25	\$4,394.25
CAMERON RICKS	\$405.50	\$1,394.50	\$1,994.50	\$2,594.50	\$3,194.50	\$4,394.50
RITA DURBIN	\$405.00	\$1,395.00	\$1,995.00	\$2,595.00	\$3,195.00	\$4,395.00
SHAUN WORKMAN	\$404.50	\$1,395.50	\$1,995.50	\$2,595.50	\$3,195.50	\$4,395.50
SAMANTHA BROWN	\$401.75	\$1,398.25	\$1,998.25	\$2,598.25	\$3,198.25	\$4,398.25
JANICE COCHRAN	\$401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00



## Miracle in a Month Challenge

Help your customers get younger-looking skin this month, and you can shine at Career Conference 2010. When you complete the *Miracle in a Month* Challenge, you not only help boost your retail sales, you get recognized in front of all your Mary Kay friends who will be cheering your success.



### What is *Miracle in a Month*?

*Miracle in a Month* is the 30-day plan to give your customers younger-looking skin through two powerhouse age-fighters: the TimeWise® Trial Miracle Set™ with its 11 age-defying benefits and TimeWise® Replenishing Serum+C to give collagen a boost\*\*. It's a great way to introduce a fantastic age-fighting skin care regimen with so many benefits for just under \$100.

### Challenge Details

Independent Beauty Consultants and Independent Sales Directors who sell at least 13 TimeWise® Trial Miracle Sets™ and 13 TimeWise® Replenishing Serum+C from Feb. 1 through Feb. 28, 2010, will receive a name badge ribbon and standing recognition at Career Conference 2010.

# Court of Sharing

# Queen's Court of Sales

\$36,000 retail from 7/1/09 to 6/30/10 will put you on stage in National Queen's Court of Sales & give you your choice of these beautiful Rings!



**#1 Rebecca Jenkins**  
**\$14,460.50**



25 New \$600 qualified Recruits for the year 7/1/09—6/30/10 is Court of Sharing and Bee Ring Winner!



**#1 Brooke Herman 2 \$240.27**

2	Kelly J. Chisholm	2	\$217.83
3	Ashley R. Young	1	\$166.07
4	Kimberly S. Gazak	1	\$161.71
5	April M. Higgins	1	\$145.45
6	Rita B. Durbin	1	\$144.01
7	Marlene Roseberry	1	\$120.09
8	Courtney H. Jones	1	\$83.19
9	Tina S. Johnson	2	\$52.24
10	Shawna Kinslow	1	\$43.51
11	Helen E. Logan	2	\$24.15

2	Dottie M. Marzian	\$13,129.00
3	Paula M. Monge	\$12,027.50
4	Ann R. Phillips	\$10,456.00
5	Brooke W. Herman	\$10,391.00
6	Shawna K. Kinslow	\$9,588.50
7	Brooke A. Dreyer	\$9,411.00
8	April M. Higgins	\$9,178.00
9	Dianna M. Rogers	\$8,925.00
10	Wendy C. Keenan	\$8,849.00
11	Jenise Squires	\$8,730.00
12	Melissa D. Miskuf	\$8,152.00
13	Gina A Durbin Lanham	\$8,010.00
14	Kimberly S. Gazak	\$7,984.00
15	Rita B. Durbin	\$7,574.50
16	Kelly J. Chisholm	\$7,509.50
17	Melanie M. Pollock	\$7,456.50
18	Barbara Martin	\$7,357.50
19	Heather L. Holt	\$7,221.00
20	Marlene M. Roseberry	\$6,724.00

Go to [julieweaver.net](http://julieweaver.net) under Training then look under Con-tests & Tracking for tracking sheets to help you reach Court of Sharing and Court of Sales!



## Thank You for investing in your business in February!

Name	Amount	Name	Amount	Name	Amount
Rebecca K. Jenkins	\$2,049.00	Ashley R. Young	\$320.75	Mary C. Newton	\$203.50
Judy B. Brown	\$1,807.00	Nancy M. Gossom	\$302.25	Jennifer K. Pherigo	\$201.75
Paula M. Monge	\$1,470.50	Carrie M. Downing	\$282.25	Michelle M. Tocci	\$201.75
Ann R. Phillips	\$950.25	Carrie M. Mattingly	\$274.25	Rebecca A. Cornett	\$201.00
Michelle L. Kelty	\$802.75	Cindy Martinez	\$265.50	Irene B. Fidel	\$201.00
Dottie M. Marzian	\$800.50	Valerie H. Coleman	\$250.75	Rhonda M. Mischel	\$201.00
Heather L. Holt	\$713.75	Christa M. Tolle	\$250.25	Pamela J. Hardin	\$200.00
Maria E. Quesada	\$663.00	Colette L. Ingram	\$241.50	Belinda M. Chavez	\$200.00
Shawna K. Kinslow	\$651.75	Michelle L. Galik	\$239.50	Angela M. Howard	\$175.50
Jenise Squires	\$651.00	Sheila R. Trotter	\$236.50	Keri L. Ellis	\$171.00
Judy C. Miles	\$609.25	Dana L. Logan	\$236.25	Anne Howard	\$170.00
Brooke W. Herman	\$605.25	Velma M. Wood	\$233.00	Sheila Dillingham	\$164.00
Mary L. Bowles	\$604.25	April Montoya	\$227.00	Jessica Woods	\$151.75
Abi Eleby	\$603.75	Dianna M. Rogers	\$223.75	Angela J. Mitchell	\$149.50
Deborah L. Fisher	\$540.75	Mary D. Seewer	\$222.25	Krista P. Baldwin	\$147.25
Therese Tatum	\$502.50	Deborah S. Peach	\$222.25	Jamie L. Gauspohl	\$139.00
Cynthia B. Skinner	\$468.75	Carol H. Elliott	\$221.25	Kim Ryan	\$132.25
Linda M. Nichols	\$436.50	Belinda Nichols	\$220.25	Brooke A. Dreyer	\$112.00
Mae E. Tourtillott	\$425.00	Shirley R. McNeely	\$213.25	Alicia C. Davis	\$100.00
Bettye M. McClure	\$409.25	Trish K. Claunch	\$211.75	Katie A. Davis	\$94.00
Anja E. Heberle	\$407.50	Robin L. O Bryan	\$209.25	Elizabeth Hinton	\$89.25
Claudia Orr	\$405.75	Rosemary Luckett	\$209.00	Jennifer Gehlhausen	\$82.00
Rita B. Durbin	\$405.00	Frieda J. Castillo	\$208.75	Kristina L. Navarro	\$81.25
Samantha J. Brown	\$401.75	Nancy H. Glass	\$208.00	Jamie Armstrong	\$51.00
Lesa H. Scott	\$400.75	Marsha L. Carlson	\$207.25	Rita E. Stephenson	\$39.00
Ashley A. Nichols	\$343.75	Sandra D. Purcel	\$206.00	Marina R. Maxwell	\$37.00
Melanie N. Reece	\$336.50	April M. Higgins	\$205.50	Melissa D. Miskuf	\$33.00
Betty Fleischman	\$322.25	Sara K. Greenwell	\$204.75	Christina L. Berger	\$32.00
		Lina Y. Fong	\$204.50	Linda F. Norris	\$21.00

# Monthly Tracking Sheet

NAME \_\_\_\_\_

MONTH \_\_\_\_\_

New Faces I put Product on this month	
Total Retail Sales for the month	
Interviews I held this month	
Guests I brought to an event this month	
New Recruits added to my team this month	
Total Wholesale Section 1 orders I placed this month	

**Post the Score and Score will Grow! Complete 3 of the 5 Challenges on any of the Teams below and WIN!**

There will a Monthly Prize Drawing for Everyone that returns this completed sheet to their Director by **5th of the following month** and win even nicer prizes at Seminar for being Queen of any of the categories (example: Queen of Faces)

## Gold Team

**Complete 3 of the 5 Challenges & Win!**

**Gold Team Prize of the Month**

- Place a \$800 whsl. order
- Sell \$1,400 Retail
- 20 Faces/Selling Appointments
- 6 Interviews or Guests to Meeting

## Silver Team

**Complete 3 of the 5 Challenges & Win!**

**2 Career Enhancement CD's**

- Place a \$600 whsl. order
- Sell \$1,000 Retail
- 10 Faces/Selling Appointments
- 4 Interviews or Guests to Meeting

## Bronze Team

**Complete 3 of the 5 Challenges & Win!**

**A Career Enhancement CD**

- Place a \$400 whsl. order
- Sell \$800 Retail
- 5 Faces/Selling Appointments
- 2 Interviews or Guests to Meeting

**Gotta Turn It In To WIN!**








## People I Shared With or Guests I Brought This Month

<u>NAME OF PROSPECT</u>	<u>PHONE NUMBER &amp; Best Time To Call</u>	<u>Age, Occupation, Married, Children</u>	<u>CD, Recruit Notebook or Guest &amp; Interest Level of 1-4</u>
1			
2			
3			
4			
5			
6			

This is the most important sheet you need to track and turn in to your Director each month. It takes the place of turning in a Weekly Accomplishment Sheet. Turn in monthly for newsletter recognition, prizes and growth in your business!

This form will always be available for you to print on [www.julieweaver.net](http://www.julieweaver.net)

# February

Mon	Tue	Wed	Thu	Fri	Sat
8	<b>9</b> <b>Tues. Night Success Meeting 6:30-8:30pm</b> Can you run your house, your, kids, build a strong MK business fast without losing your sanity? Learn how to plan your work, work your plan and be at peace!  Training: Barbara Conklin	<b>10</b> Director Intender Call 8:30pm EST  If you want to commit to debut by March, ask Julie for the info.	<b>11</b> <b>CAREER ON CALL! 8:30pm EST</b> Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	12	13
<b>15</b> Preferred Customer Deadline 	<b>16</b> <b>Tues. Night Success Meeting 6:30-8:30pm</b> How do you court your customers to try new products and grow a Court of Sales Customer base? Learn how from a consistent Court of Sales member!  Training: Charlene Lawson	<b>17</b> Director Intender Call 8:30pm EST	<b>18</b> <b>CAREER ON CALL! 8:30pm EST</b> Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	<b>19</b> RSVP by 5pm to 327-3700 for Muffins and Makeovers	<b>20</b> <b>Muffins &amp; Makeovers 10-Noon Eye Clinic</b> 
22	<b>23</b> <b>Tues. Night Success Meeting 6:30-8:30pm</b> How to earn your Pearls FAST! Learn some fast, effective recruiting tips when you need results fast!  Training: Annette Simpson	<b>24</b> Director Intender Call 8:30pm EST	<b>25</b> <b>CAREER ON CALL! 8:30pm EST</b> Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	26	<b>27-28</b> <b>Last Day to place an order for Feb.</b>  Last Day to Register for Career Conference  Last Day for Double Credit
1	<b>2</b> <b>Tues. Night Success Meeting 6:30-8:30pm</b> Sharing for Success. Julie will teach you how to share the Career and overcome objections with a special career opportunity to all guests via a movie that night. Bring lots of guests and build your team.  Training: Julie Weaver	<b>3</b> Director Intender Call 8:30pm EST	<b>4</b> <b>CAREER ON CALL! 8:30pm EST</b> Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	<b>5</b> RSVP by 5pm to 327-3700 for Muffins and Makeovers	<b>6</b> <b>Muffins &amp; Makeovers 10-Noon Brush Clinic</b> 

Time is like money deposited in your Account each day . . . You can either "Spend It" OR "Invest It".  
The choice is yours!

Do TODAY what you "Need" to do, So that later you can Afford to do what you "Want" to do!

## 1 package of Brownie Mix and Crystal Light for the hostess!!/ 90% Hold Rate!!

I am so excited to share Auri's training on "How to Coach Your Hostess". She has a 90% hold rate on all her parties. Wow, that is awesome!!!! Below are details (w/pictures) on how she does it. Let's get our books loaded up for February and coach those parties!!!! Happy Booking and Coaching!!!!

1. **After booking the party/class tell her all about your Hostess Program!!!** Ask her what she would love to earn with her hostess credit (skin care, glamour, microderm, etc.). You want her to get excited about the FREE stuff she will be earning. Then say It's my job to make sure you reap all the rewards that we offer to our hostesses and so I'm going to make this super easy for you and mail out really cute invitations to your guests list. There is no expense to you; all you have to do is provide me with the [mailing addresses](#) and phone numbers of your guests. They are super cute and who doesn't like to get something fun in the mail!? Would it be better for me to call you back or would you like to e-mail me the list? Great, I will have a special gift for you (lip gloss, eye shadow, etc.) if you e-mail me back within 48 hours with your guest list.
2. **Day 1 after booking the party mail a HANDWRITTEN postcard that says:** Thank you so much for hosting a party for me on \_\_\_\_\_. You are helping me reach my 100 faces goal. You make a difference in my business. I so appreciate you!
3. **Day 3 after booking the party mail a copy of her customized glamour look (create on your marykayintouch site) to her with a note (you can write the note right on the customized look paper!) saying:** This is your new look. I am so excited to share it with you. Thank you again for helping me reach my 100 faces goal. You make a difference in my business. I so appreciate you! (this is only for hostesses who booked from a party or already had a skin care facial)
4. **Day 5 after booking the party mail a package of Brownie or Cookie mix with Pink Lemonade with a note saying:** Here are some goodies to make the party easy for you. I know we are going to have so much fun. Again I can't thank you enough because without you I couldn't do my business.

**You can get a box or bag of brownie or cookie mix and Crystal Light Pink Lemonade : I bought them at Giant this week the brownies are \$1 and the Crystal Light is \$2.99 (8 packets: each packet makes a pitcher). Wouldn't you be so excited to get this package in the mail. Trust me your hostess is going to be thrilled and there is no way she is going to cancel on you!**



Use this idea  
to Help us  
PARTY  
our Way to #1!

5. **After the party mail a Thank You note after the party:** Thank you so much for your help. You and your friends put me \_\_\_ faces closer to my 100 face goal. (include a sincere compliment about her) I so appreciate you and value you as my customer

Julie Weaver, Elite Executive Sales Director  
 211 Locust Creek Boulevard  
 Louisville, KY 40245  
 (502) 489-9900 or julieweaver@insightbb.com



To a #1 Consultant!



Don't forget to enroll your Customers for the New Spring PCP Look by Feb. 15th!

# girls love pearls

## Independent Beauty Consultants and Independent Sales Directors

- Add one qualified\* new personal team member and receive the *Girls Love Pearls* bracelet, a name badge ribbon and standing recognition at Career Conference 2010.
- Add two qualified\* new personal team members and receive the *Girls Love Pearls* bracelet, a name badge ribbon, an invitation to the *Girls Love Pearls* Luncheon and standing recognition at Career Conference 2010.
- Add three qualified\* new personal team members and receive the *Girls Love Pearls* bracelet, a name badge ribbon, an invitation to the *Girls Love Pearls* Luncheon and onstage recognition at Career Conference 2010.

## Qualified\* New Independent Beauty Consultants

- Will receive the *Girls Love Pearls* bracelet, a name badge ribbon and standing recognition at Career Conference 2010.
- Who add one new qualified\* personal team member will be invited to attend the *Girls Love Pearls* Luncheon at Career Conference 2010.
- Who add two new qualified\* team members will march across the stage at Career Conference 2010.

## Earned Pearls (New Recruit or 1 Recruit)

Helen Logan  
 Tracey Doran  
 Natalie Gee  
 Brooke Herman

Ruth Hawkins  
 Evelyn Roberts  
 Keri Ellis  
 Abi Eleby

Donna Mock  
 Karla Dobson  
 Judy Brown  
 Charlene Lawson

Janice Spencer  
 Michele Kelty  
 Nancy Tate  
 Dianne Pearl

## Earned Pearls, Lunch & On-Stage Recognition (3+ Recruits)



Get ready to wear something new at Career Conference 2010. How about a fabulous chunky pearl bracelet to go with your winning attitude and stunning style? Sharing the Mary Kay Opportunity can be rewarding for you and your business. And NEW Team Members are rewarded too. Check it out!

\*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

**Earned Pearls & Lunch**  
 Julie Weaver (2 Recruits)