



For up to date and breaking news, check out our web-site at
www.julieweaver.net

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"

February Focus

1. **Get registered for Career Conference closest to you. Julie will be attending Covington, KY 3/30-3/31!**
2. **Qualify for the Secret Girlfriends Pre-Pack Party by placing your \$650 order or adding 1 new \$600 qualified recruit! (see details inside)**
3. **Earn your NEW Starter Kit Caddy by getting a new \$600 recruit in Feb.! (see details inside)**
4. **Help us raise money for the Refuge for Women & Get Gorgeous & Give Back! (details inside)**
5. **Want to be a Sales Director & earn your Free Car? Sign up for Julie's "Director Intender" Pacesetter class by Feb. 10th (to be held on Weds. Via conf. call 7:30-8:30) by emailing Julie at julieweaver@insightbb.com**
6. **Finish your Star by March 15th by holding a Power Start of 30 faces in 30 days! We want to celebrate you in Gatlinburg! (see who's on-target)**

Dear Million \$ Achievers,

Many times I have reflected on what it means to be a Leader...It's kind of like being a mom. Yes, you spend time Planning, Working, Watching, Cheering, and sometimes you are disappointed when one you have loved, invested in, and believed in makes wrong choices, gives up, or places blame on you when they don't get their way. But, it is the most Rewarding, Enriching, Empowering position that you will ever accept . . . Because the payoffs when someone you have believed, invested, and cheered on makes it. . . Is Priceless! There has never been a better time to say "Yes" to your success! Won't you prayerfully consider being a Leader in our National Area, and allow God to weave you into the tapestry of His Dreams through Mary Kay!

Dreaming Big for you Today!

Julie

There is a special Director Intender Pacesetter class starting Feb. 15th if you would like to join!

THE DREAM WEAVER AREA

Weaving Dreams into Reality! JULIE WEAVER Debuting Seminar 2012

First-Line Directors

											12
Laurie	Janice	Charlene	Donna	Carrie	Jean	Tracy	Brooke	Mandy	Annette DIQ	Dottie DIQ	

Second-Line Directors

1	2	3	4	5	6	7	8
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10 Active Personal Team Members to get into DIQ, 24 to Debut!

**We are Only 9 DIQ Decisions away from National!
Are You Ready to Make the Decision?**

National Requirements

We need 12 First-Line Directors (debut from Julie's Unit), and 3 of them to be Senior Directors.

We need 8 Second - Line Directors (debut from one of the Weaver Area Director's Units).

For a Total of 20 Directors, 3 Senior Directors & 7 of them in Cadillac or Equinox!

Hall of Fame!



**Colette Ingram
4 New Recruits!**

Honorable Mention

Julie Bassett	\$348
Nancy Glass	\$386
Colette Ingram	\$519
Melinda V.	\$534
Jenise Squire	\$564
Lanika Newby	\$653
Dottie Marzian	\$957



Annette Simpson & her Beauty Cadets just finished their 2nd month DIQ! Awesome Job Ladies!



Dottie Marzian & her Day Dream Believers are in month 1 of DIQ! Can't wait to see you all Debut!

Our Next Directors!

On-Target Star Consultants!

STAR QUARTER ENDS March 15th

Consultant Name	Current	—Wholesale Production Needed—				
	Wholesale Production	Sapphire	Ruby	Diamond	Emerald	Pearl
ANNETTE SIMPSON	\$2,234.75	STAR	\$165.25	\$765.25	\$1,365.25	\$2,565.25
DOTTIE MARZIAN	\$1,417.50	\$382.50	\$982.50	\$1,582.50	\$2,182.50	\$3,382.50
COLETTE INGRAM	\$1,385.50	\$414.50	\$1,014.50	\$1,614.50	\$2,214.50	\$3,414.50
MARY BOWLES	\$1,233.75	\$566.25	\$1,166.25	\$1,766.25	\$2,366.25	\$3,566.25
SHAWNA KINSLOW	\$886.25	\$913.75	\$1,513.75	\$2,113.75	\$2,713.75	\$3,913.75
JULIE WEAVER	\$838.50	\$961.50	\$1,561.50	\$2,161.50	\$2,761.50	\$3,961.50
MELINDA VANARSDALE	\$716.75	\$1,083.25	\$1,683.25	\$2,283.25	\$2,883.25	\$4,083.25
ASHLEY LEWIS	\$694.75	\$1,105.25	\$1,705.25	\$2,305.25	\$2,905.25	\$4,105.25
JENISE SQUIRES	\$666.50	\$1,133.50	\$1,733.50	\$2,333.50	\$2,933.50	\$4,133.50
MARLENE ROSEBERRY	\$660.75	\$1,139.25	\$1,739.25	\$2,339.25	\$2,939.25	\$4,139.25
CYNTHIA MOXLEY	\$655.50	\$1,144.50	\$1,744.50	\$2,344.50	\$2,944.50	\$4,144.50
CHRISTAL CRADY	\$604.00	\$1,196.00	\$1,796.00	\$2,396.00	\$2,996.00	\$4,196.00
MANDY MCDOWELL	\$603.75	\$1,196.25	\$1,796.25	\$2,396.25	\$2,996.25	\$4,196.25
MADELINE BARGER	\$602.00	\$1,198.00	\$1,798.00	\$2,398.00	\$2,998.00	\$4,198.00
TINA JOHNSON	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
TARA COX	\$584.00	\$1,216.00	\$1,816.00	\$2,416.00	\$3,016.00	\$4,216.00
LORIE CRAFT	\$572.75	\$1,227.25	\$1,827.25	\$2,427.25	\$3,027.25	\$4,227.25
JACKIE FREELS	\$520.25	\$1,279.75	\$1,879.75	\$2,479.75	\$3,079.75	\$4,279.75
CHERI SCOTT	\$512.00	\$1,288.00	\$1,888.00	\$2,488.00	\$3,088.00	\$4,288.00
TONYA BELL	\$489.50	\$1,310.50	\$1,910.50	\$2,510.50	\$3,110.50	\$4,310.50
FRIEDA CASTILLO	\$467.50	\$1,332.50	\$1,932.50	\$2,532.50	\$3,132.50	\$4,332.50
RUTH HAWKINS	\$451.75	\$1,348.25	\$1,948.25	\$2,548.25	\$3,148.25	\$4,348.25
VALERIE COLEMAN	\$450.75	\$1,349.25	\$1,949.25	\$2,549.25	\$3,149.25	\$4,349.25
REBECCA JENKINS	\$426.00	\$1,374.00	\$1,974.00	\$2,574.00	\$3,174.00	\$4,374.00
NANCY GLASS	\$425.75	\$1,374.25	\$1,974.25	\$2,574.25	\$3,174.25	\$4,374.25
LINDA NICHOLS	\$421.00	\$1,379.00	\$1,979.00	\$2,579.00	\$3,179.00	\$4,379.00
MAE TOURTILLOTT	\$418.50	\$1,381.50	\$1,981.50	\$2,581.50	\$3,181.50	\$4,381.50
JUDY BROWN	\$415.75	\$1,384.25	\$1,984.25	\$2,584.25	\$3,184.25	\$4,384.25
LUCY LUCAS	\$414.75	\$1,385.25	\$1,985.25	\$2,585.25	\$3,185.25	\$4,385.25
RITA STEPHENSON	\$409.25	\$1,390.75	\$1,990.75	\$2,590.75	\$3,190.75	\$4,390.75
IRENE FIDEL	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50
SHARON WOMACK	\$407.25	\$1,392.75	\$1,992.75	\$2,592.75	\$3,192.75	\$4,392.75
LANIKA NEWBY	\$406.50	\$1,393.50	\$1,993.50	\$2,593.50	\$3,193.50	\$4,393.50
KACIE PENNINGTON HOOD	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50
KELLY BROWN	\$402.50	\$1,397.50	\$1,997.50	\$2,597.50	\$3,197.50	\$4,397.50
CHARLOTTE BARKER	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00
KRIS STROTHER	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00



Look What You Could Win!!

In addition to these great prizes, you will win Star Bucks each quarter you're a Star toward a Gatlinburg weekend with Julie & the other Dream Weaver Directors. Star 1 time = \$10, 2x's = \$25, 3x's = \$50 and 4x's = \$100 toward trip!



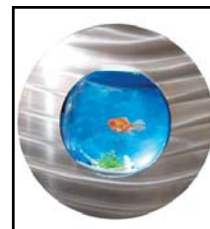
1800



2400



3000



3600



6000



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
\$15,375.00

#1 Colette Ingram 2 \$429.13

2 Dottie M. Marzian	4	\$349.86
3 Lanika E. Newby	2	\$229.63
4 Melinda R VanArsdale	2	\$194.62
5 Adrienne M. Dumke	1	\$115.79
6 Nancy H. Glass	1	\$107.38
7 Donna L. Reeves	1	\$72.02
8 Melanie N. Reece	2	\$68.58
9 Annette M. Simpson	1	\$62.52
10 Martha H. LaHue	1	\$52.02
11 Carol L. Mills	1	\$37.52

2 Dottie M. Marzian	\$13,200.00
3 Colette L. Ingram	\$11,344.50
4 Annette M. Simpson	\$11,337.50
5 Debbie L. Glassner	\$9,381.00
6 Christal R. Crady	\$8,175.50
7 Melinda R VanArsdale	\$8,082.00
8 Lorie A. Craft	\$7,766.50
9 Kimberly A. Desha	\$7,532.00
10 Paula M. Monge	\$7,462.00

11 Jenise Squires	\$7,351.00
12 Rita B. Durbin	\$6,848.50
13 Cynthia B. Skinner	\$6,695.00
14 Paula P. Steely	\$6,503.00
15 Elizabeth A Thompson	\$5,970.50
16 Shawna K. Kinslow	\$5,881.50
17 Janine K Shackelford	\$5,769.00
18 Marlene M. Roseberry	\$5,685.00
19 Valerie H. Coleman	\$5,326.50
20 Heather L. Holt	\$5,263.50

Thank You for investing

Name	Amount
Mary L. Bowles	\$1,233.75
Colette L. Ingram	\$1,068.50
Annette M. Simpson	\$1,003.00
Dottie M. Marzian	\$801.25
Melinda R VanArsdale	\$716.75
Ashley M. Lewis	\$694.75
Jenise Squires	\$666.50
Marlene M. Roseberry	\$660.75
Cynthia H. Moxley	\$655.50
Christal R. Crady	\$604.00
Mandy F. McDowell	\$603.75
Tina S. Johnson	\$600.00
Tara L. Cox	\$584.00
Cheri R. Scott	\$512.00
Tonya L. Bell	\$489.50
Paul H. Ritter	\$448.00
Rebecca K. Jenkins	\$426.00
Nancy H. Glass	\$425.75
Mae E. Tourtillott	\$418.50
Judy B. Brown	\$415.75
Lucy D. Lucas	\$414.75
Irene B. Fidel	\$407.50
Sharon M. Womack	\$407.25
Lanika E. Newby	\$406.50
Kelly M. Brown	\$402.50
Kris A. Strother	\$400.00
Shanda R. Pearson	\$386.25
Cynthia B. Skinner	\$385.00
Laura A. Wingfield	\$384.25
Chanda K. Daily	\$364.25
Frieda J. Castillo	\$360.00
Elizabeth A Thompson	\$350.50
Gail Burke	\$347.75
Helen E. Logan	\$331.00
Tina L. Thompson	\$317.50
Clyda L. Henderson	\$314.50
Georgetta M. Nelson	\$306.50
Heather L. Holt	\$302.00
Cheryl Benham	\$299.75

in your business in January!

Beth K. Summers	\$297.00	Bridgette Threats	\$208.75
Lisa M. Reff	\$296.75	Dawn M. Shelton	\$208.50
Julie A. Bassett	\$294.00	Ashley R. Shepherd	\$207.50
Regina A. Mickelson	\$291.00	Rosemary Luckett	\$207.00
Kristina L. Navarro	\$289.00	Shaunna M. Glass	\$205.75
Adrienne M. Dumke	\$284.25	Samantha J. Brown	\$205.50
Lesa H. Scott	\$282.50	Lana M. Hunt	\$205.50
Sheila Dillingham	\$281.00	Kelly J. Chastain	\$204.50
Michelle Morgan	\$279.75	Dana M. Knapper	\$203.75
Valerie G. Neville	\$274.00	Patrica C. Sawyer	\$203.50
Ashley Casebier	\$271.50	Donna J. Britton	\$203.50
Valerie M. Phillips	\$268.75	Rhonda M. Mischel	\$203.25
Belinda M. Chavez	\$267.00	Melissa D. Thompson	\$203.00
Marina R. Maxwell	\$266.00	Katie E. Gibson	\$203.00
Deborah S. Peach	\$264.25	Lynnae Bussett	\$203.00
Charlene M. Smith	\$256.50	Sara W. Beavin	\$203.00
Linda F. Norris	\$256.00	Glenda F. Kruer	\$203.00
Therese Tatum	\$254.00	Michelle L. Turner	\$202.50
Sherry C. Boyd	\$251.00	Holly B. Patrick	\$202.25
Nancy M. Gossom	\$250.50	Carol L. Mills	\$202.25
Diane Flowers-Brown	\$249.00	Cheryl B. Campbell	\$202.25
Debbie L. Glassner	\$245.50	Linda E. Hicks	\$202.00
Debbie L. Cline	\$241.00	Sally L. Weales	\$201.00
Valerie H. Coleman	\$239.50	Patricia A. Love	\$201.00
Martha Broach	\$238.75	Susan L. Giovanetti	\$200.25
Mecquicael L. Clarke	\$237.25	Rebecca A. Cornett	\$200.00
Janie Bessette	\$229.50	Janine K Shackelford	\$200.00
Tinlisha M. Stanley	\$225.50	Bonnie J. Spaulding	\$200.00
Karen D. Manges	\$224.00	Mary L. Williams	\$198.00
Carrie Berger	\$221.00	Marlene C. Kravitz	\$176.00
Kimberly C. Bauer	\$214.50		

You'll want to track your efforts all month long, and turn this sheet in EVERY month regardless of your results, in order to Win & Move Up!

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

*Based on 12

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

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

*All 4 Quarter Stars Win Special Recognition at Seminar & Trips!

Continued on Page 2

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

February & March 2012

Mon	Tue	Wed	Thu	Fri	Sat
13 Frankfort Meeting 5:30pm In Depth Glamour Night (Bring lots of Guests!)	14 Tues. Night Success Meeting 6:30-8:30pm Sell Your Way to the Stage! Training: Janice Spencer 	15 Director Intender Class 7:30-8:30pm EST	16 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700 Julie & Top 5 @ Million \$ Weekend!	17	18
20	21 Tues. Night Success Meeting Million \$ Weekend! Training: Annette Simpson 	22 Director Intender Class 7:30-8:30pm EST	23 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	24 RSVP by 5pm to 327-3700 for Muffins and Makeovers	25 Muffins & Makeovers 10-Noon Brush Clinic 
27	28 Tues. Night Success Meeting 6:30-8:30pm Get Unstuck/ Consistency (from Million \$ Weekend) Training: Lanika Newby 	29 Last day cons. Can order online until 10pm for Feb. Director Intender Class 7:30-8:30pm EST	1 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	2	3
5	6 Tues. Night Success Meeting 6:30-8:30pm Time Management (Million \$ Weekend!) Training: Melinda VanArsdale 	7 Director Intender Class 7:30-8:30pm EST	8 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	9 RSVP by 5pm to 327-3700 for Muffins and Makeovers	10 Muffins & Makeovers 10-Noon Brush Clinic 

Learn to be a Star at Career Conference!

Did you know that almost every Company-sponsored selling and team-building challenge available to you throughout each Seminar year leads to one goal? They each incorporate activities to help you achieve Star Consultant status. Mary Kay Ash herself believed that once you become a Star Consultant, you have what it takes to earn a Career Car, become a Sales Director and achieve a spot in the Queens' Courts at Seminar. That's why she created the original Star Consultant program in 1975.

The Formula to BE A STAR:

Your weekly activity adds up! It takes just one class a week to be a consistent star!

- **Quarterly Activity:** 36 customers at \$100 each per quarter = \$3600 Retail or \$1800 wholesale, which makes you a Sapphire Star!
- **Monthly Activity:** 12 customers at \$100 each = \$1200 Retail (\$600 wholesale). When using the 60/40 split (60% reinvest/40% profit), you'll earn \$480 profit /month!
- **Weekly Activity:** 4 classes/month(3 at each class) equals just 1 class/week!
- **Another Option:** Hold 2 classes/month with 6 faces per class! (or use the extra profits to line your pockets and increase your star level)





Shhhhh... It's a Secret!

A Secret Girlfriend's Pre-Pack Party!

When: Friday, March 2nd

Time: 6:30 - 9:30pm

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

Qualifications: ALL Consultants who place a \$650 whsl. order or more in February.

OR

ALL **New** Red Jackets this month

OR

ALL Red Jackets who add at least 1 new \$600 Recruit to their team this month.

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

Contests Dates: February 1st - February 29th

RSVP: by 5pm on Thurs. Mar. 1st to 327-3700

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 products launch!

****Must be present to receive Party Pre-Pack unless you live out of State - - then you must attend via Web-Cam and Party Pre-Pack will be mailed to you. (details of web-cam will be e-mailed to all out of town winners)**

Here's How to Win:

Order \$650 OR 1

New \$600 recruit

Receive Party Pre-Pack (Look Books, Samples, Ideas)

Order \$1,250+ OR (\$650 + 1

New \$600 recruit)

Receive Party Pre-Pack + 1 New Nail Lacquer to take home with you that night!

Order \$1,850+ OR (\$650 + 2 new \$600 recruits)

Receive Party Pack + 1 New Nail Lacquer + 1 New Dual Lip Glaze to take home with you that night!

Order \$2,450+ OR (\$650 + 3 new \$600 recruits)

Receive Party Pack + 1 New Lip Glaze + 1 New Eye Color to take home with you that night!

Order \$3,050+ OR (\$650 + 4 new \$600 recruits)

Receive Party Pack + 1 New Eye Color + 1 New Lip Glaze + 1 New Nail Lacquer to take home with you that night!

Order \$3,650+ OR (\$650 + 5 new \$600 recruits)

Receive Party Pack + 2 New Lip Glazes + 1 New Eye Color + 1 Nail Lacquer to take home with you that night!!

BONUS

Get 3+ New qualified recruits and Get 1 of EVERY New Glamour Product in the Art of Nature Collection!

Receive Party Pack + 2 New Eye colors + 2 New Lip Glazes + 2 New Nail Lacquers + Zip Clutch to take home with you that night!

Get Gorgeous Give Back!

Our goal is to raise at least \$30,000 in "Face Sponsorships" from Feb 1st - Mar 30th (by having at least 100 consultants go throughout their community to find people, businesses, etc to sponsor them .50 to \$5 per face they put the MK product on during contest period.) to help the Refuge for Women open another Refuge House for women wanting to get out of the sexual exploitation business.

This is a God-sized assignment that will Bless YOU, your business, and countless other women for eternity. Go to www.refugeforwomen.org for more information about the great ministry Refuge for Women provides and see below for all forms, instructions you need to take the 30 face/ \$300 challenge.



Kim & Christine from the Refuge for Women giving their testimonies on how Refuge for Women has changed their lives!

Refuge for Women
RESTORING VALUE

This is an example of a hostess program you can use to support your Refuge for Women goal!

Host a Party with a Purpose and "Get Gorgeous ~ Give Back!"

Mary Kay

Did You Know?

- Our Mission is to "Enrich Women's Lives"
- Has donated more than \$25 Million to shelters & programs addressing domestic violence against women & children.
- Mary Kay Inc. was awarded the Do Good Stamp by Ladies Home Journal in for helping to make the world a better place

Life for Women in Mary Kay - At a Glance

- Confident
- #1 Brand
- Recognition
- Priorities
- Fun
- Free & On-going Training
- Unlimited Income
- Free Car Program
- Independence
- Life long friendships

For more info: www.marykay.com



Refuge for Women

Did You Know?

- The sex industry is a 97 billion worldwide business annually.
- The average age of entry into prostitution is 14 years old
- At least 75% of prostitutes were sexually & physically abused as children

Life at the Refuge for Women House - At a Glance

- Free Education Opportunities
- Safe Laughter
- Community
- Life Skills
- Hope
- New beginnings
- Rest

For more info: www.refugeforwomen.org

= Changed Lives Forever! Here's How You Can Help!

- Host a "Get Gorgeous ~ Give Back" Party with 3-6 of your Friends to raise awareness and to help me meet my goal of 30 Faces. You will receive Free Product (see below) + Handmade RFW Bracelet!
- Be a Face Sponsor of .50, \$1, or \$5 per face for every Face I put the product on this month (example: 30 faces x \$1 = \$30 donation to Refuge for Women). You will receive a Handmade RFW Bracelet!
- Pray for us to reach our \$30,000 goal for a New Refuge for Women Shelter, Greater Awareness, and Lives to be changed for eternity!

Earn \$100 Free if you Party with me!

- Host a Party of 3-6 Friends + at least \$200 in Party Sales = \$25 FREE!
 - Hold Party on Original Date & Time Scheduled = \$25 FREE!
 - Take up \$100 in Outside Catalog Orders = \$25 FREE!
 - Have 2 Parties Book from your Party! = \$25 FREE!
- = \$100 FREE MARY KAY PRODUCT SHOPPING SPREE!



You're only a decision away from a whole new lifestyle!



What does a Dream Weaver Director look like? She Books, Sells, Holds Parties, Recruits, and Leads by Example! She is a Coach, Mentor, and a Woman of Integrity! She could be You! Join Us!!

6 Secrets to Success

By: SNSD Jeanne Rowland

I became a Director in Qualification within 6 months of joining Mary Kay. I was not a top sales Consultant during that time. I was not a big star in my Unit. But I did move quickly up the ladder to Directorship. Here are my 6 Secrets to Success as a new Beauty Consultant:

1. I HAD A BOUNCE-BACK QUALITY, RESILIENCE. I have always believed that some good comes from everything. I looked for the good in each facial, interview, Class. My ATTITUDE was good and I kept a good sense of humor.
2. I TURNED THE NEGATIVE INTO POSITIVE IMMEDIATELY. For example, when something canceled at the last moment, I made sure I did something positive right at that moment to take its place. ***PLEASE NOTE the difference between #1 and #2...the first is the positive attitude I had, and the second what I did about it: the positive action I took.
3. I PLAYED THE GAMES. I won everything! I allowed the child in me to come out. Very few of us are \$\$\$ motivated. Why think you should be? The little things we do turn into the big successes in our business.
4. I WORKED WITH MY DIRECTOR. I called her to crow. I called her to cry. I called her for advice and to brainstorm an idea. I never doubted that she cared for me and my success. We talked every few days. She was my mentor.
5. I HAD A SENSE OF URGENCY. I did immediately what I knew was right to do. Procrastination is not your friend. The task is not done until you finish it! I did what my Director told me to do.....the minute I hung up the phone!
6. I NEVER QUIT! I worked until the last moment ... of the last hour ... of the last day ... for every goal I set. It didn't matter whether I reached the goal....I KNEW I DID MY BEST.

Follow these guidelines. Be committed. Give your best effort. Work your business EVERY day.



class of 2012 BOLD & Beautiful



Debut as an Independent Sales Director from Jan. 1 to July 1, 2012 and celebrate with Seminar 2012 rewards!

You and your Independent Senior Sales Director who attend Seminar 2012 will receive an invitation to the Class of 2012 Reception

and a fabulous **COACH** handbag!!

Plus, as a new Independent Sales Director, you also will receive \$500 and the gorgeous Class Ring!



Movin' On Up Challenge

career conference | 12

Independent Beauty Consultants who from Nov. 30, 2011, through Feb. 29, 2012, achieve and maintain a new step on the career path of Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification will receive a name badge ribbon and onstage recognition at Career Conference 2012.

DIQ Team

Independent Sales Directors-in-Qualification who from Nov. 30, 2011 through Feb. 29, 2012, achieve this status will receive a name badge ribbon and onstage recognition at Career Conference 2012 along with their team members.

Want to be a Sales Director?
Then sign up for the
Director Intenders Class



Director Intenders Class Info

When: Wednesdays 7:30-8:30pm EST
How: via Conference Call with Julie
Date: Starts Weds. Feb. 15th goes until Weds. March 28th.

For: Anyone who is committed to being a Sales Director!

What: You will be taught Self Leadership, Technique, and How to Think, work, and act like a Leader!

RSVP: Let Julie know if you would like to participate for further details. Call Julie at (502) 551-6827 or E-mail her at julieweaver@insightbb.com

**You must be willing to be comfortable being uncomfortable for awhile. Because in order to get something you've never had, you must be willing to do things you've never done!*

Those who attended Leadership Conference AND Debut as a New Director by June 30, 2012 will WIN their Director's Suit from Mary Kay FREE!!!!

DREAM WEAVER AREA NATIONAL NEWS

January Monthly Results

Unit Production



1

Charlene Lawson
\$6,013

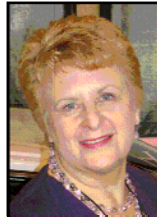
Unit Recruiting



1

Janice Spencer
1 seminar qualified

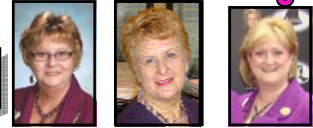
Personal Sales



1

Jean Stelter
\$2,977

Personal Sharing



Charlene, Jean, Laurie
1 New Personal Recruit

On the Grow Winners!

Charlene Lawson	2 months
Laurie Farris	1 month
Janice Spencer	1 month
Tracy Norris	1 month

Year-to-Date Results

Unit Production



Unit Recruiting



Personal Sales



Personal Sharing



Tracy Norris	\$84,865
Carrie Newman	\$77,876
Charlene Lawson	\$76,506

Carrie Newman	6 Qualified	10
Tracy Norris	5	16
Janice Spencer	4	6

Jean Stelter	\$23,920
Donna Mock	\$16,637
Carrie Newman	\$15,417

Mandy Gossom	7 Qualified	10
Janice Spencer	3	
Charlene Lawson	2	

Year-to-Date Area Results

Directors in Qualification!



Annette Simpson
3rd month



Dottie Marzian
1st month

Top 3 Y-T-D Sharing



Lisa Bailey	4 Qualified	\$440
Dottie Marzian	4 Qualified	\$349
Karen Browder	3 Qualified	\$267

Top 3 Y-T-D Selling



Dana Logan	\$17,845
Dottie Marzian	\$13,200
Colette Ingram	\$11,619

Team Builders

TEAM LEADERS (5-7 Active)



Ruth Hawkins	Jen Miller	Colette Ingram
Cindy Skinner	Brenda Montgomery	Lanika Newby
Linda Nichols	Melinda VanArsdale	

STAR TEAM BUILDERS (3-4 Active)



Melanie Reece	Chrissy Herron	Karen Browder
Marina Maxwell	Courtney Jones	Donna Reeves
Amy Walters	Brooke Dreyer	Nancy Glass
Danetta Collins	Tina Wagner	Cheri Scott

All-Star Consultants

The following are On-Target for All 4 Quarters

Lorie Craft	★	Rita Durbin
Colette Ingram	★	Dana Logan
Dottie Marzian	★	Paula Monge
Annette Simpson	★	Melinda VanArsdale
Diana Alderette		Lisa Bailey
Lori DeWeese		Tonya Martin
Jen Miller		Brenda Montgomery

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



To a Fabulous Consultant!

Don't forget to register for the Career Conference closest to you! Julie will be attending Covington, KY 3/30-3/31.

February Team Building Challenge!

Be among the first to receive a new filigree-patterned Mary Kay® Organizer Caddy!

Here's how:

- Add one qualified* new personal team member from Feb. 1 – 29, who places a minimum \$600 Section 1 wholesale order by Mar. 31, and receive the fantastic new Mary Kay® Organizer Caddy!
- Recruiters will receive their caddy with their next order placed by June 30, 2012.
 - Recruiter must place her Section 1 order by **June 30, 2012**, to receive her free caddy.
 - Recruiter must wait at least 48 hours after the recruit's qualified order to place her order in order to get the FREE Organizer Caddy.
 - The Starter Kit Bag is **NOT** included, limit of **ONE** caddy per recruiter.

This fantastic Caddy will soon be part of the new Mary Kay® Starter Kit Bag. It's roomy with adjustable compartments inside and mesh pockets on the outside for flexibility and storing supplies. Perfect for carrying products and supplies to any skin care class or party!

Helpful Team-Building Tips!

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products and is accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company. For purposes of the February Team Building Challenge, a new personal team member's qualifying \$600 wholesale Section 1 order must be received by March 31, 2012.

