



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

# THE ACHIEVER

**January Issue, December 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"**

## January Focus

1. **Get registered for January Jump Start on Sat. Jan 21st Deadline to register Jan. 14th!**  
(details on julieweaver.net)
2. **Build your team by offering former Consultants the "Welcome Back" offer of up to \$100 off their 1st order of \$600 or more!**
3. **Be sure to take your Inventory, Total your Retail Sales & Odometer Reading for 2011 taxes!**
4. **Set your New Year's Goal, Map out a Plan, Get up a New Goal Poster to make your 2012 dreams a Reality!**  
(ideas inside)
5. **Mark your Calendar Now for Career Conference in your area! Julie will attend Covington, KY March 30-31st!**
6. **Win your beautiful bangle bracelet for building your team & helping us meet our "On the Grow" unit challenge!**

Dear Million \$ Achievers,

I hope you had a blessed Christmas, and are planning on a Prosperous New Year! I am so excited about our National Area coming together, and what it will mean for our future together! What is your vision for this new year? (A Red Jacket?, An Extra \$1,000 a month income?, A Free Car?, Or to be a Charter Director of our National Area?) Whatever your goal . . . Now is the time

to plan your future, because if you fail to plan - you plan to fail. Remember the habits you form today determine your future. Do you realize that if you choose to warm chat 5 people each week, and make your next habit to follow up with 2 people each day - that would = 260 prospects! If just 1/3 of them became Miracle Set customers, you'd have 100 New Miracle Set customers, and if they just purchased 2 sets a year = \$12,000 Profit from that One new habit. And that's just from the basics - what about Microderm? Glamour? Or The New Team Members you would add by working your business Full-Circle (Book, Coach, Sell, Book, Recruit) Success in Mary Kay really is as simple as Share the Product, Share the Opportunity! Don't make it complicated - simply Plan, Act, and Reap!

Dreaming Big for you Today!  
Julie

### Jan. Goals

- \* \$50,000 Wholesale
- \* 5 New Sr. Consultants
- \* 4 New DIQ's
- \* 5 New Red Jackets
- \* 5 New Team Leader - On Target Car



## Congratulations New Director in Qualification! Annette Simpson

Congratulations to Annette Simpson and her Amazing Beauty Cadets on completing their 1st month of Qualifications to be our next Unit in the Dream Weaver National Area! So proud of you Annette! Annette leads by consistently Booking, Selling, and Sharing! You are truly Amazing and will make an incredible Director!

## Congratulations New Future Director! Dottie Marzian

Congratulations to New Future Director Dottie Marzian! Dynamic Dottie is living proof that if you are willing to consistently plan your work, and work your plan - you will succeed! Dottie will be entering Qualification for Directorship Feb. 1st as she and her Day Dream Believer Team will be our 11th Charter Unit in the Dream Weaver National Area! Way to Go Dottie!



## Hall of Fame!

#1



Annette Simpson  
\$3,429 + 1 rec.



Julie Bassett  
\$2,353



Dottie Marzian  
\$2,151 + 1 rec



Venita Williams  
\$1,281



Melinda VanArsdale  
\$1,049



Colette Ingram  
\$1,017



Cindy Skinner  
\$1,006

### Honorable Mention

Donna R.	\$133 + 1 Rec
Janine S.	\$354
Lanika N.	\$400
Marcia N.	\$418
Rita D.	\$708



# On-Target Star Consultants!

**STAR QUARTER ENDS March 15th**

Consultant Name	—Wholesale Production Needed—					
	Current Wholesale Production	Sapphire	Ruby	Diamond	Emerald	Pearl
ANNETTE SIMPSON	\$1,231.75	\$568.25	\$1,168.25	\$1,768.25	\$2,368.25	\$3,568.25
SHAWNA KINSLOW	\$845.00	\$955.00	\$1,555.00	\$2,155.00	\$2,755.00	\$3,955.00
DOTTIE MARZIAN	\$616.25	\$1,183.75	\$1,783.75	\$2,383.75	\$2,983.75	\$4,183.75
MADLINE BARGER	\$602.00	\$1,198.00	\$1,798.00	\$2,398.00	\$2,998.00	\$4,198.00
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
TARA COX	\$440.50	\$1,359.50	\$1,959.50	\$2,559.50	\$3,159.50	\$4,359.50
LINDA NICHOLS	\$421.00	\$1,379.00	\$1,979.00	\$2,579.00	\$3,179.00	\$4,379.00
RITA STEPHENSON	\$409.25	\$1,390.75	\$1,990.75	\$2,590.75	\$3,190.75	\$4,390.75
KACIE PENNINGTON HOOD	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50
CHARLOTTE BARKER	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00



1800



2400



3000



3600



6000



## 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 -Potential

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 \_\_\_\_\_ DIREC-  
 TOR \_\_\_\_\_

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.



# 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
<b>1</b>				
<b>2</b>				
<b>3</b>				
<b>4</b>				
	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

# January & February 2012

Mon	Tue	Wed	Thu	Fri	Sat
<b>16</b> Frankfort Meeting 5:30pm	<b>17</b> Tues. Night Success Meeting 6:30-8:30pm <b>Meeting the People, Getting the Guests!</b>  Training: Nancy Glass	<b>18</b>	<b>19</b> 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	<b>20</b>	<b>21</b> January Jump Start 10-2pm (Holiday Inn Hurstbourne \$15)
<b>23</b> No Frankfort Meeting	<b>24</b> Tues. Night Success Meeting 6:30-8:30pm <b>Track to Run On!</b>  Training: Julie Weaver	<b>25</b>	<b>26</b> 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	<b>27</b>	<b>28</b>
<b>30</b> Frankfort Meeting 5:30pm	<b>31</b> Tues. Night Success Meeting 6:30-8:30pm Training: Janice Spencer <b>Last day cons. Can order online until 10pm for Jan.</b>	<b>1</b>	<b>2</b> 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	<b>3</b>	<b>4</b>
<b>6</b> Frankfort Meeting 5:30pm	<b>7</b> Tues. Night Success Meeting 6:30-8:30pm <b>Keeping your Books Filled!</b>  Training: Dottie Marzian	<b>8</b>	<b>9</b> 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	<b>10</b> RSVP by 5pm to 327-3700 for Muffins and Makeovers	<b>11</b> Muffins & Makeovers 10-Noon Brush Clinic 

## Your Key to the Bee:

When you complete 10 interviews in 1 month and turn in your "What Women Want" sheets from each woman you shared with, you win a Sterling Silver Charm Bracelet with the bitty bee charm. Then for each New Qualified Team Member you add you'll receive a Team Building Charm!

**Make this Your Goal for Feb.!**






## Could you get excited about becoming a Sales Director in 21 weeks???

Would you like to be a Sales Director and maximize your income in a HURRY? Well OK, here is the game plan, straight from TOP NSD Arlene Lenarz! It's simple!

### PLAN A - DIRECTORSHIP COMPLETED!!

Hold 3 Classes per week = 63 total  
Hold 2 Interviews per class = 126 interviews  
1 in 4 recruit = 31 new team members!!

### PLAN B - FREE CAR & ALMOST FINISHED WITH DIQ!

Hold 2 Classes per week = 42 total  
Hold 2 interviews per class = 84 interviews  
1 in 4 recruit = 21 new team members!!

### PLAN C - ON-TARGET CAR DRIVER & ALMOST 1ST MONTH OF DIQ

Hold 1 Class per week = 21 total  
Hold 2 interviews per class = 42 interviews  
1 in 4 recruit = 10.5 new team members

**Isn't this exciting????** If you want to run with this, **MAKE A LIST** of your prospects so you can get them booked! I believe that EVERYONE in our unit has the ability to do this! You DESERVE this position! It is simply the BEST! Don't procrastinate! Let's get you going toward the direction of your dreams! **Remember: Activity + Belief = Success!!**

If possible, schedule time to sit down (or phone interview) with your DIRECTOR! If you can't sit down with me, I recommend that you use a phone interview sheet as your guide. If she doesn't sign up immediately, just let her know that your Director is going to call her within 48 hours to get her opinion of our Marketing Plan. How many ladies can you think of in the next 10 minutes? Make your list now!!!



Way to Grow  
Luncheon bonus bracelet

Each month you add an active team member and we meet our unit goal, you will receive a glamorous bangle bracelet for every new active personal team member! The bracelets come in three coordinating designs that can be worn alone or together for maximum impact.



# waytoGROW

Dec. 1, 2011 – Feb. 29, 2012

The challenge continues! We can be rewarded during You Can Do It! Career Conference 2012 for unit growth. Rewards are based on increasing the unit's size by 10 percent each month during the contest period.

When our unit completes our Way to Grow goal at least two of the three months from December 1 to February 29, we will receive an invitation to the Way to Grow Luncheon and a name badge ribbon if you add at least one new active personal team member within that timeframe. Plus, all luncheon attendees will receive a one-of-a-kind bonus bracelet that reflects the spring product promotion.

We'll also receive onstage recognition!

# GET READY!



**What's your GOAL for the new year?**

**Which level will you choose to achieve in January?**

**Your habits determine your outcome. Your daily activity can change your life one step at a time.**

**Will you choose to step on up to another level and put forth a little extra effort to make 2012 SHINE?**

<p><b>CAREER CAR DRIVER</b> <b>On-Target</b> <b>This Month!</b></p>	<p><b>ACTIVITY:</b></p> <ul style="list-style-type: none"> <li>• Hold 15 Classes (3-4 per week)</li> <li>• Complete 5 IPA's each day</li> <li>• Sell \$1,000 each week</li> <li>• Complete 1-2 interviews each day</li> </ul>	<p><b>RESULTS:</b></p> <ul style="list-style-type: none"> <li>• \$4,000 in retail sales/ \$2,000 w/s order</li> <li>• Meet 45-60 New Women</li> <li>• Hold 50 Interviews</li> <li>• Gold Medal for min. of 5 recruits and name in Applause</li> <li>• \$50 Rebate on Red Jacket</li> </ul>	<p><b>BENEFITS:</b></p> <ul style="list-style-type: none"> <li>• \$1,600 Profit/Cash</li> <li>• 45-60 New Customers</li> <li>• \$50 Bonus on Team Members over 5</li> <li>• Earn a large 13% Commission</li> <li>• On-Target to Earn Your Own Personal FREE CAR!</li> </ul>
---	---	--	---

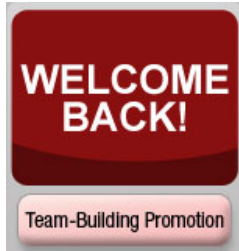
<p><b>\$1,000 Wholesale Order</b></p>	<p><b>ACTIVITY:</b></p> <ul style="list-style-type: none"> <li>• Hold 10+ Classes Monthly (2 per week)</li> <li>• Ask 2 people each day to demo our product</li> </ul>	<p><b>RESULTS:</b></p> <ul style="list-style-type: none"> <li>• Meet 30-40 New Customers</li> <li>• Almost a Star Consultant</li> <li>• \$500 Weeks</li> </ul>	<p><b>BENEFITS:</b></p> <ul style="list-style-type: none"> <li>• 30-40 New Customers</li> <li>• \$400 Cash Profit with the 60/40 split</li> </ul>
---------------------------------------	--	--	---

<p><b>\$1,000 Retail</b></p>	<p><b>ACTIVITY:</b></p> <ul style="list-style-type: none"> <li>• Hold 5 Classes</li> <li>• Ask 1 person each day to demo product</li> </ul>	<p><b>RESULTS:</b></p> <ul style="list-style-type: none"> <li>• Meet 10-20 New Women</li> <li>• \$250 weeks</li> </ul>	<p><b>BENEFITS:</b></p> <ul style="list-style-type: none"> <li>• 10-20 New Customers</li> <li>• \$200 Cash Profit with the 60/40 split</li> </ul>
------------------------------	---	--	---

<p><b>GOLD MEDAL WINNER</b></p>	<p><b>ACTIVITY:</b></p> <ul style="list-style-type: none"> <li>• Hold 10 Classes Monthly (2 a week)</li> <li>• Ask 2 people each day to listen to the marketing plan</li> </ul>	<p><b>RESULTS:</b></p> <ul style="list-style-type: none"> <li>• Meet 30-40 New Women</li> <li>• 25 will listen, 5-6 should join</li> <li>• 5 Active <i>Team Members</i> = <i>Team Leader!</i></li> </ul>	<p><b>BENEFITS:</b></p> <ul style="list-style-type: none"> <li>• 30-40 New Customers</li> <li>• Gold Medal and name in Applause</li> <li>• 13% check and \$50 bonus when you have 5+ team members</li> </ul>
---------------------------------	---	--	--

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

## To a Jazzy Consultant!



**Build your team by offering former Consultants the "Welcome Back" offer of up to \$100 off their 1st order of \$600 or more!**

---

## Top 10 Things to Do to Get Organized for



*By Future Executive Senior Sales Director Connie Guthrie*

1. Count your inventory. Do it as if you were placing an order online. Then it will total it out for you, and you can print it out for your records.
2. Clean out your starter kit. Take everything out, clean it up, and put it all back in, and you will want to hold a class.
3. Clean out your "on the go" inventory. Make sure you have at least one of everything and several of those things you sell the most.
4. Separate your limited and discontinued items out from your inventory. Use them as hostess gifts, door prizes, in a discount basket, or as a gift with purchase. These items take up valuable space in your stock.
5. Place an order to fill in any gaps in your inventory. Be sure and check your class supplies and restock them so you will be ready for the New Year.
6. Purge your customer file. Hire someone to do it, or personally call each customer to make sure they are happy with their products, fill any needs they have, and check for phone numbers and address changes.
7. Go over your calendar for January- highlight when you want to hold classes. Decide on a hostess contest for each month of the year so you will have a reason to book.
8. Add up all your receipts for your tax info so you can start fresh for 2012. To keep up with personal use...type a list of those items you use most and their retail price beside them. Tape it to the door of your inventory closet with a pen, and then put a hash mark as you take it off your shelf.
9. Add up your sales for the year. If you have been doing your weekly accomplishment sheets, you have this number already. Plan to start 2012 on day one and keep up with it all year.
10. Do all of the above after 9pm at night and before 9am in the morning. . . except for calling your customers!