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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. Earn your Pearls for a New Recruit this month! (see details inside)**
- 2. Get your Party Face On & Win \$100 Cash (see contest inside)**
- 3. Move up to a New Level and be recognized at Career Conference (see details inside)**
- 4. Be a Star by March 15th so you can earn Seminar Awards seating!**
- 5. Earn Targeted Action Line Reducer \$40 value FREE with a \$400 whsl order**
- 6. Offer a Second-Chance to Former Consultants and they'll get \$50 Credit & Pearls & \$200 Free Product with a \$600 order or more! (see details inside)**

Dear Million \$ Achievers & Future National Area,
There has never been a better time to put your MK Career in gear! With the "Girls love Pearls," \$100 cash drawing and the Welcome Back Offer for former consultants what more could a girl want? Good Question! It's a brand New Year ... What do you want your life to look like? What goal in Mary Kay can help you to make that dream a reality? Are you ready to make your New Year Resolutions a Reality? Call me because as God's word says in Ecclesiastes "Two are better than one...A cord of three strands is not easily broken"

Together Everyone Achieves More!



#1 Here We Come

Julie

Second-Chance to Former Consultants

Former Independent Beauty Consultants who sign an Independent Beauty Consultant Agreement in the month of January and purchase a \$20 Second Chance or \$100 Starter Kit are eligible for special offers!

- When she places an initial Section 1 wholesale order of \$400 or more by February 28, she receives a \$50 credit on her order.
- When she places an initial Section 1 wholesale order of \$600 or more by February 28, in addition to a \$50 credit on her order she will also receive the trendy "Girls Love Pearls" bracelet.

These offers, along with a line-up of fabulous products that women love, are designed to encourage former Independent Beauty Consultants to once again experience all that the Mary Kay Opportunity can offer: freedom, flexibility, and extra income!

On January 8, eligible former Independent Beauty Consultants who last placed orders between November 2008 and December 2007 will receive an email from the Company letting them know about the newest Mary Kay® products and the special offers available to them if they act now.

Use this promotion to achieve your goals and you could earn your own [Girls Love Pearls bracelet](#), [Bee Focused jewelry](#), Sales Director qualification, or more!

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



Marlene Roseberry
\$1,201
Bronze Winner



Dottie Marzian
\$1,400
Bronze Winner



Venita Williams
\$1,488
Silver Winner

Thanks for Turning in your Tracking Sheets!

Bronze Winners
Rita Durbin

Honorable Mention

Lindsey Daniels
Nancy Glass
Brooke Dreyer - 647
Colette Ingram - 557
Ashley Young - 700
Rita Durbin - 800
Claudia Orr - 548
Paula Monge - 820
Jenise Squires - 446

Debbie Peach - 549 - Drawing winner

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

Power Start:

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

Make it your Goal in January

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 January



Power Start Plus

Power Start Plus:

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

Make it your Goal in January

Career Conference 2010

Movin' On Up Challenge

Independent Beauty Consultants who from Nov. 30, 2009 – Feb. 28, 2010, 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.

Julie will be attending Career Conference in Covington, KY March 19-20th

February Birthdays & Business Anniversaries

Birthdays	Day	Anniversaries	Years
Anne Howard	1	Sheila Dillingham	29
Margo L. Flaherty	4	Marina R. Maxwell	15
Judy M. Morley	5	Glenda F. Nale	13
Susan L. Lambert	7	Valerie A. Sledge	9
Janel Olson	7	Jackie R. Freels	9
Symantha M. Thomas	7	Michelle L. Galik	9
Rebecca L. Gardner	9		
Carrie M. Downing	11		
Anja E. Heberle	13		
Rose M. Montgomery	13		
Ann R. Phillips	13		
Rebecca A. Cornett	15		
Anne B. Bohr	16		
Georgina R. Ivers	16		
Rhonda M. Johnson	16		
Heidi M. Rippy	18		
Tanzala R. Watts	19		
Angel L. Hubbard	20		
Rita E. Stephenson	20		
Christina L. Berger	22		
Renee J. Porro	26		
Della F. Shaw	27		
			Marianne Anderson 9
			Margo L. Flaherty 8
			Angela L. Mitchell 8
			Anja E. Heberle 8
			Kelley R. Kiesler 7
			Meagan D. Brown 7
			Pamela J. Luthin 7
			Eva L. Robbins 7
			Lynnae Bussell 7
			Kimberly K. Flanagan 7
			Ruth A. Staples 6
			Michelle L. Ivey 6
			Melissa L. Thomas 4
			Heather C. Slack 4
			Lucy D. Lucas 3
			Christa M. Tolle 3
			Sally L. Weales 3
			Diana Guffey 3
			Michelle J. Balint 3
			Shelly A. Reed 1
			Dionte R. Clark 1
			Louise M. Patton 1
			Beth Geis 1
			Shirley M. Howard 1
			Angel L. Hubbard 1



Celebrating You!

On-Target Star Consultants!

STAR QUARTER ENDS March 15th

Consultant Name	—Wholesale Production Needed—					
	Current Wholesale Production	Sapphire	Ruby	Diamond	Emerald	Pearl
PAULA MONGE	\$1,470.50	\$329.50	\$929.50	\$1,529.50	\$2,129.50	\$3,329.50
REBECCA JENKINS	\$827.00	\$973.00	\$1,573.00	\$2,173.00	\$2,773.00	\$3,973.00
JUDY MILES	\$609.25	\$1,190.75	\$1,790.75	\$2,390.75	\$2,990.75	\$4,190.75
JULIE WEAVER	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
ANDREA ROBERTS	\$512.50	\$1,287.50	\$1,887.50	\$2,487.50	\$3,087.50	\$4,287.50
MARY BOWLES	\$471.00	\$1,329.00	\$1,929.00	\$2,529.00	\$3,129.00	\$4,329.00
JENISE SQUIRES	\$446.50	\$1,353.50	\$1,953.50	\$2,553.50	\$3,153.50	\$4,353.50
MAE TOURILLOTT	\$425.00	\$1,375.00	\$1,975.00	\$2,575.00	\$3,175.00	\$4,375.00
ANJA HEBERLE	\$407.50	\$1,392.50	\$1,992.50	\$2,592.50	\$3,192.50	\$4,392.50
CAMERON RICKS	\$405.50	\$1,394.50	\$1,994.50	\$2,594.50	\$3,194.50	\$4,394.50
SHAUN WORKMAN	\$404.50	\$1,395.50	\$1,995.50	\$2,595.50	\$3,195.50	\$4,395.50
JANICE COCHRAN	\$401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00
DOTTIE MARZIAN	\$400.75	\$1,399.25	\$1,999.25	\$2,599.25	\$3,199.25	\$4,399.25



Be a Star by March 15th so you can earn Seminar Awards Seating!



girls love pearls

Independent Beauty Consultants and Independent Sales Directors

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!

- 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 on-stage recognition at Career Conference 2010.

Qualified* New Independent Beauty Consultants

*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.

- 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

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!



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



#1 Dottie Marzian
\$11,448.00

#1 Brooke Herman 2 \$228.95

2 Kelly J. Chisholm	2	\$217.83
3 Ashley R. Young	1	\$157.85
4 Kimberly S. Gazak	1	\$152.76
5 April M. Higgins	1	\$144.13
6 Rita B. Durbin	1	\$144.01
7 Marlene Roseberry	1	\$120.09
8 Courtney H. Jones	1	\$70.36

2 Rebecca K. Jenkins	\$10,192.50
3 Brooke A. Dreyer	\$9,187.00
4 Brooke W. Herman	\$9,130.50
5 Paula M. Monge	\$8,926.50
6 Wendy C. Keenan	\$8,849.00
7 April M. Higgins	\$8,767.00
8 Dianna M. Rogers	\$8,477.50
9 Ann R. Phillips	\$8,395.50
10 Shawna K. Kinslow	\$8,255.00
11 Melissa D. Miskuf	\$8,086.00
12 Gina A Durbin Lanham	\$8,010.00
13 Kimberly S. Gazak	\$7,984.00
14 Kelly J. Chisholm	\$7,509.50
15 Melanie M. Pollock	\$7,456.50
16 Jenise Squires	\$7,358.00
17 Marlene M. Roseberry	\$6,724.00
18 Rita B. Durbin	\$6,714.50
19 Heather L. Holt	\$5,733.50
20 Courtney H. Jones	\$5,539.25

Go to julieweaver.net under Training then look under Contests & Tracking for tracking sheets to help you reach Court of Sharing and



Thank You for investing in your business in December!

Name	Amount				
Keri L. Ellis	\$1,861.00	Courtney H. Jones	\$338.75	Helen P. Bailey	\$208.50
Ann R. Phillips	\$1,271.25	SharaLeigh Fries	\$322.50	Sandra L. Abberton	\$208.50
Kelly J. Chisholm	\$1,206.25	Belinda Nichols	\$312.25	Judy Stumph	\$207.50
Lynnae Bussell	\$1,058.75	Suzanne Braden	\$303.50	Heather C. Slack	\$206.50
Dottie M. Marzian	\$1,003.25	Christy Hendricks	\$299.75	Ashley R. Young	\$206.50
Kimberly C. Bauer	\$745.00	Lucy D. Lucas	\$293.00	Cindy Martinez	\$205.00
Rita B. Durbin	\$705.50	Jamie L. Gauspohl	\$288.00	Jessica Woods	\$204.50
Shawna K. Kinslow	\$699.75	Sheila Dillingham	\$287.75	Jill S. Clifford	\$202.75
Michelle M. Tocci	\$693.00	Kelly A. Bissinger	\$273.00	Sarah L. Evans	\$202.25
Brooke W. Herman	\$641.00	Deittra L. Ginn	\$263.00	Jacquelyn C. Tocchi	\$201.00
Julia A. Grisham	\$616.25	Claudia Orr	\$262.25	Angela J. Mitchell	\$201.00
Elaine B. Roche	\$606.00	Carol J. Musick	\$253.00	Dana L. Clark	\$200.50
Rebecca K. Jenkins	\$604.50	Lana M. Hunt	\$244.00	Heather L. Holt	\$150.25
Marlene M. Roseberry	\$603.50	Marlene C. Kravitz	\$238.75	Shannon M. Devine	\$141.50
Andrea G. Roberts	\$512.50	Summer K. Hernandez	\$226.50	Tonya L. Griffin	\$139.00
Mary L. Bowles	\$471.00	Kristina L. Navarro	\$226.50	Paula M. Monge	\$135.50
Jenise Squires	\$446.50	Jodie Porter	\$222.25	Tina L. Thompson	\$116.00
Rita E. Stephenson	\$409.50	Michelle J. Balint	\$222.13	April M. Higgins	\$111.50
Colette L. Ingram	\$405.50	Rose M. Montgomery	\$221.50	Jennifer Gehlhausen	\$91.50
Cameron T. Ricks	\$405.50	Tanzala R. Watts	\$216.50	L. Theresa Noack	\$82.00
Shaun Workman	\$404.50	Laurel A. Ely	\$216.25	Linda F. Norris	\$70.50
Janice S. Cochran	\$401.00	Alexandra C Bellizio	\$215.50	RaCaiya N. Darden	\$47.00
Brooke A. Dreyer	\$385.75	Elizabeth S Persello	\$212.50	Michelle L. Ivey	\$45.00
Keri A. Eichberger	\$384.25	Deborah S. Peach	\$212.00	Wendy C. Keenan	\$41.50
Crystal J. Dashiell	\$356.50	Anne B. Bohr	\$212.00	Katie A. Davis	\$41.00
Laura A. Wingfield	\$354.75	Valerie G. Neville	\$211.50	Caryn L Gratz Burgin	\$37.00
Melissa D. Doyle	\$352.75	June L. McGirt	\$210.50	Cheryl Benham	\$20.00
Marina R. Maxwell	\$341.25	Melissa A. Demaree	\$210.50	Julia Longan	\$13.00
		Angela M. Howard	\$208.50	Latisha L. Ewing	\$13.00

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 & Best Time To Call</u>	<u>Age, Occupation, Married, Children</u>	<u>CD, Recruit Notebook or Guest & 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

January

Mon	Tue	Wed	Thu	Fri	Sat
11	12 Tues. Night Success Meeting 6:30-8:30pm Bring names and numbers of anyone you would like to Book for a Party! You will not only learn 1st hand "HOW" to Book but leave with your Books Full! 	13 Director Intender Call 8:30pm EST If you want to commit to debut by March, ask Julie for the info.	14 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	15 RSVP by 5pm to 327-3700 for Muffins and Makeovers	16 Muffins & Makeovers 10-Noon Eye Clinic 
18	19 Tues. Night Success Meeting 6:30-8:30pm How to win a car while working a full-time job! Don't think you have the time? Learn how from someone who did! 	20 Director Intender Call 8:30pm EST	21 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	22	23
25	26 Tues. Night Success Meeting 6:30-8:30pm Whether you're new or seasoned in Mary Kay you'll learn how to confidently share the career and build a rock solid team! 	27 Director Intender Call 8:30pm EST	28 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	29	30
1	2 Tues. Night Success Meeting 6:30-8:30pm	3 Director Intender Call 8:30pm EST	4 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	5	6

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!

Get your Party Face On!

Contest Dates: January 1—31, 2009

How would you like to start your New Year out \$100 Richer?! Well you can when you "Get your Party Face On" and get your Books filled up! For "Each" *Qualified Party you hold in the month of January your name will go into a Drawing for \$100 Cash!! Buy a new Outfit, Get a Massage, Treat your Husband to a Night Out On The Town . . . however you choose to spend your \$100 is up to You! Party with a Purpose! The more you Party the



*Qualified Party is at least 3 Adult Guests Present and at least \$100 in Sales! Must turn in completed Voucher to enter



\$100 Drawing Party Voucher

Consultant
Name _____

Date Party Held: _____
ess: _____

Host-

Sample Booking Script!

Hi _____, this is (your name) with Mary Kay, ("Did you have a Wonderful Christmas?" OR "Are you Ready for a New Year?") Great! I don't know if you got everything you wanted for Christmas or not, but Mary Kay is offering \$100 in FREE product just for Hosting a "Girl's Get Together" in January, do you have just a quick minute for me to tell you how? Mary Kay is having a Special Contest in the month of January. All you have to do is pick a date in January to have 3-5 of your Girlfriends together.

Host the Party on the Date we select without changing the date for any reason.

Have \$300 in Party Sales including any outside orders you would take from those who can't attend.

And YOU will receive \$100 in FREE Mary Kay product of Your Choice to Pamper yourself with!

Doesn't that sound easy? It is! To make it even Sweeter, Mary Kay has come out with brand new eye "Looks" specifically to enhance the color of your eyes (brown, blue, hazel or green). So, not only will you be pampered with the latest in skin care, but I'll create a new "Look" specifically for

Just think... 10 Parties @ \$200 in sales each = \$2,000 in sales and 10 chances for \$100 Drawing!

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



To a Star Studded Consultant!



Don't forget to earn your Targeted Action Line Reducer a \$40 value FREE with a \$400 Whsl order!!

Party with a Purpose

Use this idea to print off front to back and hand out to help your parties be a success!



*This offer is only valid with the consultant listed on this voucher.

*\$100 in Free Retail Product, not including sales tax.

*Party must be held on original date scheduled for offer to be valid.

*\$300 Party Retail Sales must met including any outside orders collected.

*3-5 Adult Guests that do not have their own Mary Kay Beauty Consultant.

Let's Party with a Purpose! and go SHOPPING on me!