



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

THE ACHIEVER

May Issue, April 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"

May Focus

1. Give Julie & Mary Kay Ash a Birthday Gift this month by working your MK business like a business & beat the recession! (see details inside)
2. Qualify for the Secret Pre-Pack Party this month by placing a \$650 whsl. order (see qualifications inside)
3. Earn your Red Hot Jacket in the Light Fashion Action Contest (see details & who's on-target inside)
4. Finish your Star by June 15th so you can go to Gatlinburg with us! (see details & who's got Star Bucks inside)
5. Set your sites on sharing the opportunity with 10 people this month to earn your "Charmed Life" bracelet! (See how & who's won inside)
6. Call Julie's Hot-Line 615-346-2848 to hear daily inspirational message & Hot news!

Dear Million \$ Achievers,

Wow! 64 New Recruits in April were added to our Unit! Though the \$50 Starter Kit was a good deal - - it was just as good an opportunity when it cost \$100! As a matter of fact, most of us would agree the opportunity we have in Mary Kay is priceless! So let's continue to spread the good news! Our goal is to finish our best year yet with \$1,150,000 and be the #1 Unit at Seminar for the 2nd year in a row! Let's all work together to make this our Miracle May!

Cheering You On!
Julie

4th & Final Month to Directorship!



Brooke Herman and her Amazing Beauty Bomb Squad are full speed ahead toward the finish line of becoming our 1st unit in Bedford, KY! Can't wait to see you all explode to a record breaking finish!

2nd Month On-Target Car Driver!



Brooke Dreyer continues to set the pace for Free Cruising! They are 1/2 way to the Malibu and will soon begin qualification to build their own unit as our 1st second line Director in our National Area. We're cheering you on!

New Star Team Builders



Jen Miller just began her MK business in Feb., but already has her eyes set on the Stars, the Cars, and Director! You Go Girl!
















Courtney Jones leads a busy life between school, work, and her MK, but she always makes time to share along the way! Keep up the Great Work!



Donna Reeves is determined to build the life of her dreams by consistently booking, selling & recruiting. Proving, it's never too late to take control of your future! We're so proud of you!

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

							
#1 Annette Simpson \$2001 + 3 rec.	Janine Shackelford \$1731 + 1 rec.	Dottie Marzian \$1610 + 1 rec.	Colette Ingram \$1440 + 2 rec.	Sierra Bass \$1334 + 2 rec.	Lorie Craft \$1237 + 1 rec.		
							
Venita Williams \$1193	Mandy Gossom \$1186 + 4 rec.	Jen Miller \$1014 + 5 rec.	Brooke Dreyer \$549 + 2 rec.	Cindy Skinner \$511 + 9 rec.	Kelly Chisholm \$260 + 2 rec.	Tanzala Watts 4 rec.	Donna Reeves 3 rec.
							
Linda Nichols 2 rec.	Stephanie Smith 2 rec.	Melinda VanArsdale 2 rec.					

Honorable Mention

Rita Durbin, Kwi Okoli, Carrie Berger, Judi Fuhs-Dunn, Jenise Squires, Mary Aldridge, & Rayna Partin

On-Target Star Consultants!

STAR QUARTER ENDS June 15th

Consultant Name	Current	—Wholesale Production Needed—				
	Wholesale Production	Sapphire	Ruby	Diamond	Emerald	Pearl
JANINE SHACKELFORD	\$4,384.00	****	****	****	STAR	\$416.00
JAMIE KILLEN	\$3,748.25	****	****	****	STAR	\$1,051.75
BARBARA HOWARD	\$3,018.75	****	****	STAR	\$581.25	\$1,781.25
EKWUTOSI OKOLI	\$3,014.00	****	****	STAR	\$586.00	\$1,786.00
ANNETTE SIMPSON	\$2,716.50	****	STAR	\$283.50	\$883.50	\$2,083.50
LAURA ENEVOLDSEN	\$2,400.25	****	STAR	\$599.75	\$1,199.75	\$2,399.75
HANNAH TODD	\$2,208.50	STAR	\$191.50	\$791.50	\$1,391.50	\$2,591.50
TONYA BELL	\$1,997.25	STAR	\$402.75	\$1,002.75	\$1,602.75	\$2,802.75
AMANDA BREWER	\$1,887.25	STAR	\$512.75	\$1,112.75	\$1,712.75	\$2,912.75
KATIE FITZLOFF	\$1,808.00	STAR	\$592.00	\$1,192.00	\$1,792.00	\$2,992.00
JENISE SQUIRES	\$1,741.50	\$58.50	\$658.50	\$1,258.50	\$1,858.50	\$3,058.50
DANA LOGAN	\$1,523.25	\$276.75	\$876.75	\$1,476.75	\$2,076.75	\$3,276.75
LAURA MORENO	\$1,468.00	\$332.00	\$932.00	\$1,532.00	\$2,132.00	\$3,332.00
DOTTIE MARZIAN	\$1,464.00	\$336.00	\$936.00	\$1,536.00	\$2,136.00	\$3,336.00
MELINDA VANARSDALE	\$1,372.00	\$428.00	\$1,028.00	\$1,628.00	\$2,228.00	\$3,428.00
MARIA QUESADA	\$1,319.50	\$480.50	\$1,080.50	\$1,680.50	\$2,280.50	\$3,480.50
LORIE CRAFT	\$1,302.50	\$497.50	\$1,097.50	\$1,697.50	\$2,297.50	\$3,497.50
HEATHER HOLT	\$1,255.75	\$544.25	\$1,144.25	\$1,744.25	\$2,344.25	\$3,544.25
COLETTE INGRAM	\$1,212.75	\$587.25	\$1,187.25	\$1,787.25	\$2,387.25	\$3,587.25
SHARON WILSON	\$1,201.25	\$598.75	\$1,198.75	\$1,798.75	\$2,398.75	\$3,598.75
JULIE WEAVER	\$1,093.00	\$707.00	\$1,307.00	\$1,907.00	\$2,507.00	\$3,707.00
L ROSE	\$1,002.50	\$797.50	\$1,397.50	\$1,997.50	\$2,597.50	\$3,797.50
AMY CHEEK	\$976.75	\$823.25	\$1,423.25	\$2,023.25	\$2,623.25	\$3,823.25
FRIEDA CASTILLO	\$950.25	\$849.75	\$1,449.75	\$2,049.75	\$2,649.75	\$3,849.75
BROOKE DREYER	\$874.50	\$925.50	\$1,525.50	\$2,125.50	\$2,725.50	\$3,925.50
PATRICIA LATHAM	\$857.75	\$942.25	\$1,542.25	\$2,142.25	\$2,742.25	\$3,942.25
BROOKE HERMAN	\$816.75	\$983.25	\$1,583.25	\$2,183.25	\$2,783.25	\$3,983.25
TINLISHA STANLEY	\$802.25	\$997.75	\$1,597.75	\$2,197.75	\$2,797.75	\$3,997.75
PAULA MONGE	\$800.00	\$1,000.00	\$1,600.00	\$2,200.00	\$2,800.00	\$4,000.00
CARRIE BERGER	\$774.00	\$1,026.00	\$1,626.00	\$2,226.00	\$2,826.00	\$4,026.00
TINA JOHNSON	\$654.25	\$1,145.75	\$1,745.75	\$2,345.75	\$2,945.75	\$4,145.75
JEN MILLER	\$626.50	\$1,173.50	\$1,773.50	\$2,373.50	\$2,973.50	\$4,173.50
SHAWNA KINSLOW	\$622.00	\$1,178.00	\$1,778.00	\$2,378.00	\$2,978.00	\$4,178.00
REBECCA JENKINS	\$603.50	\$1,196.50	\$1,796.50	\$2,396.50	\$2,996.50	\$4,196.50
DONNA REEVES	\$602.00	\$1,198.00	\$1,798.00	\$2,398.00	\$2,998.00	\$4,198.00
IRENE FIDEL	\$602.00	\$1,198.00	\$1,798.00	\$2,398.00	\$2,998.00	\$4,198.00
COURTNEY LUCAS	\$601.75	\$1,198.25	\$1,798.25	\$2,398.25	\$2,998.25	\$4,198.25
DANA PRATT	\$601.75	\$1,198.25	\$1,798.25	\$2,398.25	\$2,998.25	\$4,198.25
MARLENE ROSEBERRY	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
DANYELLE COULTER	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
JUDY BROWN	\$555.00	\$1,245.00	\$1,845.00	\$2,445.00	\$3,045.00	\$4,245.00
KATELIN LAW	\$532.50	\$1,267.50	\$1,867.50	\$2,467.50	\$3,067.50	\$4,267.50
MICHELLE TURNER	\$515.75	\$1,284.25	\$1,884.25	\$2,484.25	\$3,084.25	\$4,284.25
BELINDA NICHOLS	\$506.00	\$1,294.00	\$1,894.00	\$2,494.00	\$3,094.00	\$4,294.00
ANGELA THOMAS	\$502.25	\$1,297.75	\$1,897.75	\$2,497.75	\$3,097.75	\$4,297.75
MANDY GOSSOM	\$499.00	\$1,301.00	\$1,901.00	\$2,501.00	\$3,101.00	\$4,301.00
MAE TOURTILLOTT	\$484.00	\$1,316.00	\$1,916.00	\$2,516.00	\$3,116.00	\$4,316.00
MELANIE REECE	\$469.75	\$1,330.25	\$1,930.25	\$2,530.25	\$3,130.25	\$4,330.25
BEVERLY MCCAULEY	\$466.75	\$1,333.25	\$1,933.25	\$2,533.25	\$3,133.25	\$4,333.25
RAYNA PARTIN	\$466.25	\$1,333.75	\$1,933.75	\$2,533.75	\$3,133.75	\$4,333.75
JODIE PORTER	\$456.25	\$1,343.75	\$1,943.75	\$2,543.75	\$3,143.75	\$4,343.75
THERESE TATUM	\$436.00	\$1,364.00	\$1,964.00	\$2,564.00	\$3,164.00	\$4,364.00
TIFFANY WRIGHT	\$431.50	\$1,368.50	\$1,968.50	\$2,568.50	\$3,168.50	\$4,368.50
ELAINE ROCHE	\$427.50	\$1,372.50	\$1,972.50	\$2,572.50	\$3,172.50	\$4,372.50
SYMANTHA THOMAS	\$426.25	\$1,373.75	\$1,973.75	\$2,573.75	\$3,173.75	\$4,373.75
BETTYE MCCLURE	\$418.50	\$1,381.50	\$1,981.50	\$2,581.50	\$3,181.50	\$4,381.50
HEATHER JOHNSON	\$418.25	\$1,381.75	\$1,981.75	\$2,581.75	\$3,181.75	\$4,381.75
COURTNEY JONES	\$415.50	\$1,384.50	\$1,984.50	\$2,584.50	\$3,184.50	\$4,384.50
CHERI SCOTT	\$412.00	\$1,388.00	\$1,988.00	\$2,588.00	\$3,188.00	\$4,388.00
RAEGAN LALLI	\$407.25	\$1,392.75	\$1,992.75	\$2,592.75	\$3,192.75	\$4,392.75
STEPHANIE SMITH	\$406.25	\$1,393.75	\$1,993.75	\$2,593.75	\$3,193.75	\$4,393.75
JENNIFER HIGDON	\$404.75	\$1,395.25	\$1,995.25	\$2,595.25	\$3,195.25	\$4,395.25



Court of Sharing

Queen's Court of Sales

\$36,000 retail from 7/1/10 to 6/30/11 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 7/1/09—6/30/10 is Court of Sharing and Bee Ring Winner!



#1 Dottie Marzian

\$24,965.50

#1 Brooke A. Dreyer 7 \$1,395.50

2	Brooke W. Herman	3	\$750.42
3	Mandy B. Gossom	5	\$710.75
4	Colette L. Ingram	3	\$699.48
5	Julie A. Bassett	5	\$652.81
6	Nancy H. Glass	3	\$366.87
7	Dottie M. Marzian	2	\$303.95
8	Annette M. Simpson	2	\$279.09
9	Cynthia B. Skinner	2	\$227.63
10	Michelle M. Tocci	1	\$186.45
11	Stephanie T. Smith	2	\$168.61
12	Melinda VanArsdale	1	\$164.12
13	Natalie Gee	1	\$163.41
14	Tina S. Johnson	1	\$120.27
15	Courtney H. Jones	2	\$120.06
16	Jen K. Miller	2	\$96.35
17	Donna L. Reeves	2	\$71.01
18	Rayna K. Partin	1	\$60.37
19	Megan E. Cheek	1	\$55.83
20	Amy R. Cheek	1	\$51.00
21	Paula M. Monge	1	\$45.50
22	Melanie N. Reece	1	\$41.08

2	Lorie A. Craft	\$19,226.00
3	Jenise Squires	\$18,912.50
4	Annette M. Simpson	\$18,135.00
5	Mandy B. Gossom	\$17,072.00
6	Shawna K. Kinslow	\$14,604.00
7	Rebecca K. Jenkins	\$14,577.00
8	Donna L. Reeves	\$14,507.00
9	Paula M. Monge	\$13,434.50
10	Brooke A. Dreyer	\$13,041.50
11	Amy R. Cheek	\$12,416.00
12	Colette L. Ingram	\$11,606.50
13	Julie A. Bassett	\$11,515.00
14	Brooke W. Herman	\$11,348.50
15	Cynthia B. Skinner	\$11,309.50
16	Janine K Shackelford	\$11,284.50
17	Rita B. Durbin	\$11,205.50
18	Heather L. Holt	\$10,611.50
19	Dana L. Logan	\$10,428.50
20	Stephanie T. Smith	\$10,120.00

Thank You for investing in your business in April!

Name	Amount	Name	Amount	Name	Amount
Janine K Shackelford	\$4,098.75	Katelin M. Law	\$532.50	Rhonda M. Mischel	\$244.00
Barbara A. Howard	\$3,018.75	Belinda Nichols	\$471.00	Cecily E. McCulloch	\$243.00
Laura J. Enevoldsen	\$2,400.25	Beverly A. McCauley	\$466.75	Paul H. Ritter	\$232.50
Annette M. Simpson	\$2,315.75	Michelle L. Turner	\$438.25	Linda M. Nichols	\$225.50
Katie A. Fitzloff	\$1,808.00	Tiffany M. Wright	\$431.50	Mae E. Tourillott	\$220.00
Lorie A. Craft	\$1,302.50	Mandy B. Gossom	\$430.00	Michele Basham	\$219.50
Sharon K. Wilson	\$1,201.25	Elaine B. Roche	\$427.50	Ashley A. Shaw	\$217.00
Tonya L. Bell	\$1,098.00	Bettye M. McClure	\$418.50	Mary L. Williams	\$216.75
Melinda R VanArsdale	\$1,031.50	Cheri R. Scott	\$412.00	Ann R. Phillips	\$214.50
L B. Rose	\$1,002.50	Hannah W. Todd	\$408.00	Leana C. Howard	\$214.50
Dana L. Logan	\$880.75	Mary L. Bowles	\$403.00	Kristina L. Navarro	\$214.25
Patricia A. Latham	\$857.75	Teresa L. Gossom	\$403.00	Deborah S. Peach	\$214.00
Brooke A. Dreyer	\$825.75	Nancy M. Gossom	\$401.50	Kelly M. Brown	\$211.50
Dottie M. Marzian	\$819.50	Nola M. Brown	\$400.50	Cheryl Benham	\$210.50
Brooke W. Herman	\$816.75	Cynthia B. Skinner	\$382.00	Helen E. Logan	\$209.25
Tinlisha M. Stanley	\$802.25	Jen K. Miller	\$348.25	Felicia D. Beatty	\$207.50
Paula M. Monge	\$800.00	Rayna K. Partin	\$332.00	Rose Taylor	\$207.50
Frieda J. Castillo	\$708.25	Kimberly C. Bauer	\$331.50	Kris A. Strother	\$205.50
Maria E. Quesada	\$625.00	Cindy Lowe	\$320.00	Anita C. Newton	\$205.00
Jenise Squires	\$622.00	Della F. Shaw	\$315.00	Summer K. Hernandez	\$204.00
Shawna K. Kinslow	\$622.00	Jeanette K. Thompson	\$308.50	Phyllis Hudson	\$204.00
Colette L. Ingram	\$620.75	Jessica A. Owens	\$307.50	Kelly J. Chisholm	\$204.00
Rebecca K. Jenkins	\$603.50	Jose Sanchez	\$304.00	Pamela J. Luthin	\$202.50
Donna L. Reeves	\$602.00	Carrie M. Mattingly	\$303.00	Kim Ryan	\$202.25
Irene B. Fidel	\$602.00	Gail Burke	\$300.75	Rebecca A. Cornett	\$202.25
Dana M. Pratt	\$601.75	Courtney H. Jones	\$299.75	Rosemary Luckett	\$201.00
Courtney P. Lucas	\$601.75	Cynthia H. Moxley	\$290.00	Rhonda M. Johnson	\$200.50
Marlene M. Roseberry	\$601.00	Lisa D. Edds	\$281.50	Joann T. Johnson	\$200.00
Carrie Berger	\$600.75	Shaun Workman	\$275.00	Mary Y. Aldridge	\$170.00
Danyelle L. Coulter	\$600.50	Jennifer A. Williams	\$272.75	Patricia A. Love	\$129.00
Heather L. Holt	\$558.25	Oneila Carter	\$271.25	Elizabeth Hinton	\$119.25
Judy B. Brown	\$555.00	Jodie Porter	\$269.75	Kassie N. Via	\$116.75
Amy R. Cheek	\$533.50	Joanna Lynch	\$252.75	Nicole R. Miller	\$101.00
				Trish K. Claunch	\$93.25

My Monthly Tracking Sheet to Success

3 Parties Each Week or 30 New Faces Every Month 

Name _____

Month _____

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

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	



\$300 in New Sales Each Week!

National Queen's Court of Sales is \$36,000 Retail for the Year 7/1/10—6/30/11 about \$1,500 wholesale per month!

ACTIVITY PLANNER

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



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








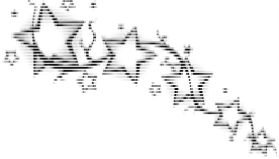
NAME	PHONE #	Tried Product	Gave CD	Guest to Meeting	Interviewed	Answer & Follow Up
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						



= DRIVE FREE!



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

May & June 2011


Mon	Tue	Wed	Thu	Fri	Sat
16 Frankfort Meeting 5:30pm	17 Tues. Night Success Meeting 6:30-8:30pm Spruce Up Your Parties! Training: Janice Spencer 	18	19 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	20 RSVP by 5pm to 327-3700 for Muffins and Makeovers	21 Muffins & Makeovers 10-Noon Brush Clinic 
23 Frankfort Meeting 5:30pm	24 Tues. Night Success Meeting 6:30-8:30pm Book And Coach for Success! Training: Colette Ingram 	25	26 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	27	28
30 Frankfort Meeting 5:30pm	31 Tues. Night Success Meeting 6:30-8:30pm Plan to Finish Star! Training: Dottie Marzian  <div style="border: 1px solid red; padding: 2px; display: inline-block; color: red;"> Last day cons. Can order online until 10pm for </div>	1	2 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	3  Secret Pre-Pack Party 6:30-9:00pm Rsvp by 5pm on 6/1/11 to 327-3700	4
6 Frankfort Meeting 5:30pm	7 Tues. Night Success Meeting 6:30-8:30pm Star Studded Finish! Training: Brenda Montgomery 	8	9 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	10	11

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!

Winners for April:
Cindy Skinner
Colette Ingram
Sierra Bass



Annual All-Star Girlfriend's Getaway to Gatlinburg!



Enjoy two night and three days, August 27—August 29th, 2011, in this breathtaking Smoky Mountain Cabin with the Dream Weaver Directors and your Favorite All-Star Girlfriends! Enjoy Shopping, Games, Movies, Hiking or simply Reading and taking in the views! How? Simply be a Star Consultant All Four Quarters or Every Quarter you're in for new Consultants who come in after the first quarter ends. You'll receive a "Star Buck" *voucher to use toward your lodging, transportation or spending money each time you're a Star! We can't wait to celebrate your Stardom this year!

First Quarter Star Buck Voucher: \$10
Second Quarter Star Buck Voucher: \$15
Third Quarter Star Buck Voucher: \$25
Fourth Quarter Star Buck Voucher: \$50

That's \$100 to Spend on your Star Getaway!

Earn Your All-Star Girlfriend's Getaway to Gatlinburg, TN

Star Bucks Earned:

Julie Bassett \$50	Lynnae Bussell \$25	Jessica Caudle \$10	Paula Monge \$50	Linda Nichols \$10
Amy Cheek \$10	Greta Clayton \$10	Valerie Coleman \$10	Lauren Ogden \$10	Jessica Owens \$10
Lorie Craft \$50	Brooke Dreyer \$50	Rita Durbin \$25	Rayna Partin \$10	Ann Phillips \$10
Debbie Fisher \$10	Natalie Gee \$10	Mandy Gossom \$50	Donna Reeves \$50	Marlene Roseberry \$10
Brooke Herman \$25	Brittney Hillerich \$10	Heather Holt \$10	Annette Simpson \$50	Cindy Skinner \$25
Colette Ingram \$25	Becky Jenkins \$50	Tina Johnson \$10	Stephanie Smith \$10	Jenise Squires \$50
Shawna Kinslow \$50	Dana Logan \$10	Dottie Marzian \$50	Melinda VanArsdale \$10	Jen Miller \$10
Nancy Glass \$10	Allison George \$10	Angie Thomas \$10	Anna Kovacs \$10	Laura Moreno \$10
Janice Cochran \$10	Martha LaHue \$10	Tonya Bell \$10	Kassie Via \$10	Tina Patterson \$10
Marissa Morris \$10				

March 1 through June 30, 2011



Incredible Seminar 2011 rewards can be yours.

See all you can get when you add just 3* new qualified personal team members during the *Lights, Action, Fashion Challenge*, March 1 through June 30, 2011.

Add 3 New Recruits you win Red Jacket, Add 4 New Recruits you win Jacket and Lunch, Add 5 New Recruits you win Jacket, Lunch and Jewelry Set!!

Look Who's On-Target to Wear RED

With 1:

Tina Johnson
Mandy Gossom
Julie Bassett
Courtney Jones
Stephanie Smith
Brooke Herman

With 1:

Cindy Skinner
Dottie Marzian
Donna Reeves
Colette Ingram
Marcia Newby

With 2:

Jen Miller

Jacket Winner

Jacket & Lunch

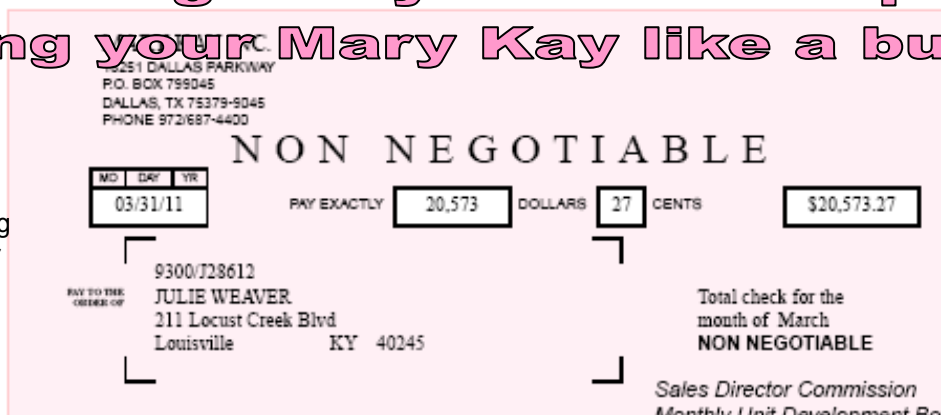
Brooke Dreyer



What Recession?

How long can you afford to put off working your Mary Kay like a business?

My Check from the company, (not including my personal sales) for March!



Realize, Cosmetics is a 9 Billion \$ a year business! No matter what kind of budget a woman is on, she will always wear makeup!

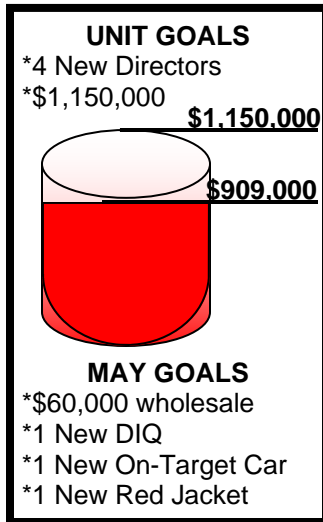
How?

Sales Director Commission	8,916.70
Monthly Unit Development Bonus	500.00
Unit Star Consultant Bonus	500.00
Unit Volume Bonus	6,800.00
Recruiter Commission	1,079.81
Senior Sales Director Commission	2,776.76

First, I feel extremely blessed to be able to own my own Business, work When, How, and with Whom I want to. Having said that, I would like to share with you WHY I believe that I get paid the way I do and how YOU can too!

1. Set yourself up to succeed by running your Mary Kay like a business! It is crazy to think you can take up orders, Not invest in having product on hand, and be successful. Most businesses require a Huge (\$100,000+) investment with no guarantees. In Mary Kay you can have a full store for less than \$5,000, have products on your shelf to sell, pay your business off (using the 60/40 profit rule), pay your family (most new businesses don't see a profit for the 1st five years), and be guaranteed if it doesn't work, the company will buy it back at 90% on your investment! Bite the bullet & get product to run your business with!
2. Learn & Practice Good Money Management habits from the beginning! Every Friday sit down and take 60% of whatever you sold, and reinvest it in your business to restock product, samples, etc., and then take 20% and use to pay your MK credit card or loan (business pay off), and use the remaining 20% to pay off personal family debt (car loan, student loans, credit cards, etc.), and realize your Mary Kay is NOT a debt, but an investment. If it were a debt, the government would not allow you to deduct 100% of any interest on your investment.
3. Work your business regardless of your Mood, Circumstances, or Situation. Emotions (excitement, belief, passion) follow Motion. You don't "Feel" your way into Action, you Act your way into feeling. Ask this question of yourself "Would I hire me based on my MK work ethic?". There will never be a good time to work—you just have to learn to work differently if the circumstances require it! Example: Do 2 Parties at one time once a week, instead at 2 different times.
4. Learn "HOW" to build a Successful Business by attending your weekly Success Meetings! School is never out for the Pro. I am amazed at how many people Want to be successful, make money, build a strong business, and yet never show up to Free weekly trainings (because they don't have time), won't practice the scripts (because the words don't suit them), or don't think they need to come because they know what to do (I know what to do too, but I never pass up a chance to be among people who can stretch and grow me!)
5. Don't take advice from someone you wouldn't trade places with, and realize Fear is Normal! If I listened to everyone who thought I couldn't make it in this business, or took their advice (why would you ask a plumber about makeup anyway, or ask someone who failed at Mary Kay what they think?), I would have never made it. I realized Fear is just a part of the journey, but giving into it is a choice! Face your fears, Go after your dreams, Work your Mary Kay business for all it has to offer you, and you will be Blessed Beyond your wildest Dreams! Interested? Call me!

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



To a Magnificent Consultant!



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

When: Friday, June 3rd

Time: 6:30 - 9:00pm

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

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

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, Ideas, Fun & Free Product!

Contests Dates: May 1st—May 31st

RSVP: by 5pm on Weds. June. 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)**