



For up to date and breaking news, check out our web-site at [www.julieweaver.net](http://www.julieweaver.net)

# THE ACHIEVER

## November Issue, October 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"**

### November Focus

1. Share this opportunity with the \$75 Starter Kit offer.
2. Earn your "Charmed Life" bracelet when you Share! (see details inside)
3. Make this a Nov. to Remember by booking and holding a Power Start! (see flyer & details inside)
4. Order \$650 this month & qualify for the Secret Pre-Pack Party! (See details Inside)
5. Plan your Holiday Sales and finish your Star by Dec. 15th! (See ideas Inside)
6. Call the Dream Weaver Area Hot-Line Daily 615-346-2848 daily for Hot news, ideas and inspiration!

Dear Million \$ Women,

Hats off to you for an Outrageous October and being #2 Y-T-D in the Sapphire Seminar! Now I know you are a #1 performing unit, and it's time to PROVE Why...by stepping up, reaching out, and moving up! We need you to build our National Dream Team! Here's what a National Area looks like. Decide today what role you want to play and then let me know so that we can work together to make history. Words cannot express how grateful I am for your love, support, leadership, and determination! Have a Blessed Thanksgiving!

## Dream Weaver Area Blueprint

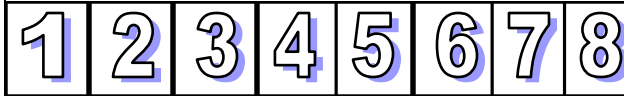
**WE NEED 12 First-Line Directors (Directors that come from Julie's Unit)**



Laurie Farris Ruth Hawkins Janice Spencer Jean Stelter Carrie Newman Tracy Norris Donna Mock Charlene Lawson

Who is Ready to Lead?

**WE NEED 8 Second-Line Directors (Directors that come from the 1st Line Directors Units)**



Who is Ready to Step Up?

### What Does it Take?

- \* 10 Active Personal Recruits to submit for Directorship Qualification.
- \* Be a Star Consultant personally the quarter before you submit.
- \* You and your Team Grow to 24 Active team members.
- \* You and your Team members produce a minimum of \$4,000 each month.
- \* And 10 of the 24 Active Team members order \$600 during qualification.

### Why?

Money, Friendship, Travel, Free Cars, Prizes, & Influence!

Being a Part of History!

### Honorable Mention

Donna Reeves  
Shelly Turner  
Rita Durbin  
Kelly Gorman  
Colette Ingram  
Venita Williams

# 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

**Way to Work!**



Dottie Marzian  
\$1,774



Mandy Gossom  
\$1,302



Lorie Craft  
\$1,121



Amy Cheek  
\$1,055



Annette Simpson  
\$1,030

# Welcome New Sisters in Pink!

## New Consultant

Jessica L. Caudle  
Carlet R. Hagan  
Tammi M. Hall  
Jessica L. Johnson

## From

FRANKFORT, KY  
VINE GROVE, KY  
LOUISVILLE, KY  
FRANKFORT, KY

## Sponsored by

J. Bassett  
R. Jenkins  
M. Hall  
J. Bassett



# 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 November!**



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 November!**



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 November!**



# December Birthdays & Business Anniversaries

## Birthdays

	Day
Beth Geis	2
Mary C. Newton	3
Mae E. Tourtillot	3
Tara L. Cox	4
Dorothy J. Lanier	4
Mary L. Williams	4
Suzanne Braden	6
Laurel A. Ely	6
Paula M. Monge	6
Crystal L. Thomas	6
Crystal J. Dashiell	7
Laura A. Wingfield	9
Michelle J. Balint	13
Imelda L. Cecil	14
Shannon M. Devine	14
Debbie L. Dawson	15
Krista P. Baldwin	19
Janice S. Cochran	19
Susan I. Mickelson	19
Christy Hendricks	20
Jennifer K. Pherigo	20
Lynnae Bussell	22
Paula Mauldin	22

Cynthia H. Moxley	22
Sara W. Beavin	23
Melanie N. Reece	24
Asia R. Ford	25
Bridget R. Moore	25
Melissa D. Thompson	25
Linda E. Hicks	29
Michelle L. Galik	30
Erin E. Sison	30
L. Stutzenberger	30
Judy B. Brown	31
Meagan D. Brown	31
Deborah L. Fisher	31

## Anniversaries

Years	
Rhonda M. Mischel	25
Susan I. Mickelson	21
Rhonda L. Gritton	14
Tina S. Johnson	10
Cynthia M. Newcomb	8
SharaLeigh Fries	6
Beverly E. Browne	5
April Montoya	1
Zuri Johnson	1
L. Stutzenberger	1



**Celebrating You!**

# On-Target Star Consultants!

**STAR QUARTER ENDS December 15th**

Consultant Name	Current Wholesale Production	—Wholesale Production Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
DOTTIE MARZIAN	\$2,848.50	*****	STAR	\$151.50	\$751.50	\$1,951.50
TINA JOHNSON	\$1,827.50	STAR	\$572.50	\$1,172.50	\$1,772.50	\$2,972.50
MANDY GOSSOM	\$1,806.50	STAR	\$593.50	\$1,193.50	\$1,793.50	\$2,993.50
JESSICA CAUDLE	\$1,800.00	STAR	\$600.00	\$1,200.00	\$1,800.00	\$3,000.00
BRITTNEY HILLERICH	\$1,583.25	\$216.75	\$816.75	\$1,416.75	\$2,016.75	\$3,216.75
JENISE SQUIRES	\$1,380.50	\$419.50	\$1,019.50	\$1,619.50	\$2,219.50	\$3,419.50
PAULA MONGE	\$1,306.50	\$493.50	\$1,093.50	\$1,693.50	\$2,293.50	\$3,493.50
ANN PHILLIPS	\$1,226.25	\$573.75	\$1,173.75	\$1,773.75	\$2,373.75	\$3,573.75
REBECCA JENKINS	\$1,117.25	\$682.75	\$1,282.75	\$1,882.75	\$2,482.75	\$3,682.75
HEATHER HOLT	\$1,058.75	\$741.25	\$1,341.25	\$1,941.25	\$2,541.25	\$3,741.25
JULIE WEAVER	\$1,044.75	\$755.25	\$1,355.25	\$1,955.25	\$2,555.25	\$3,755.25
KELLY GORMAN	\$1,025.50	\$774.50	\$1,374.50	\$1,974.50	\$2,574.50	\$3,774.50
LORIE CRAFT	\$963.00	\$837.00	\$1,437.00	\$2,037.00	\$2,637.00	\$3,837.00
DONNA REEVES	\$835.75	\$964.25	\$1,564.25	\$2,164.25	\$2,764.25	\$3,964.25
RAYNA PARTIN	\$786.25	\$1,013.75	\$1,613.75	\$2,213.75	\$2,813.75	\$4,013.75
AMY CHEEK	\$777.00	\$1,023.00	\$1,623.00	\$2,223.00	\$2,823.00	\$4,023.00
DEBORAH FISHER	\$748.75	\$1,051.25	\$1,651.25	\$2,251.25	\$2,851.25	\$4,051.25
JANICE COCHRAN	\$744.50	\$1,055.50	\$1,655.50	\$2,255.50	\$2,855.50	\$4,055.50
JODIE PORTER	\$714.75	\$1,085.25	\$1,685.25	\$2,285.25	\$2,885.25	\$4,085.25
LINDA NICHOLS	\$713.75	\$1,086.25	\$1,686.25	\$2,286.25	\$2,886.25	\$4,086.25
IRENE FIDEL	\$671.25	\$1,128.75	\$1,728.75	\$2,328.75	\$2,928.75	\$4,128.75
ANNETTE SIMPSON	\$661.50	\$1,138.50	\$1,738.50	\$2,338.50	\$2,938.50	\$4,138.50
MAE TOURTILLOTT	\$638.50	\$1,161.50	\$1,761.50	\$2,361.50	\$2,961.50	\$4,161.50
ELAINE ROCHE	\$625.00	\$1,175.00	\$1,775.00	\$2,375.00	\$2,975.00	\$4,175.00
MICHELLE TURNER	\$589.00	\$1,211.00	\$1,811.00	\$2,411.00	\$3,011.00	\$4,211.00
KATHY LEE	\$580.00	\$1,220.00	\$1,820.00	\$2,420.00	\$3,020.00	\$4,220.00
COLETTE INGRAM	\$548.75	\$1,251.25	\$1,851.25	\$2,451.25	\$3,051.25	\$4,251.25
BELINDA NICHOLS	\$543.75	\$1,256.25	\$1,856.25	\$2,456.25	\$3,056.25	\$4,256.25
JUDY MILES	\$529.50	\$1,270.50	\$1,870.50	\$2,470.50	\$3,070.50	\$4,270.50
SHAWNA KINSLOW	\$522.50	\$1,277.50	\$1,877.50	\$2,477.50	\$3,077.50	\$4,277.50
DONATTA KIDWELL	\$464.00	\$1,336.00	\$1,936.00	\$2,536.00	\$3,136.00	\$4,336.00
MANDI HALL	\$441.00	\$1,359.00	\$1,959.00	\$2,559.00	\$3,159.00	\$4,359.00
JEANETTE THOMPSON	\$440.75	\$1,359.25	\$1,959.25	\$2,559.25	\$3,159.25	\$4,359.25
CYNTHIA MOXLEY	\$434.50	\$1,365.50	\$1,965.50	\$2,565.50	\$3,165.50	\$4,365.50
SHAUN WORKMAN	\$429.75	\$1,370.25	\$1,970.25	\$2,570.25	\$3,170.25	\$4,370.25
BEVERLY MCCAULEY	\$427.50	\$1,372.50	\$1,972.50	\$2,572.50	\$3,172.50	\$4,372.50
GEORGETTA NELSON	\$418.00	\$1,382.00	\$1,982.00	\$2,582.00	\$3,182.00	\$4,382.00
MARLENE ROSEBERRY	\$417.00	\$1,383.00	\$1,983.00	\$2,583.00	\$3,183.00	\$4,383.00
CLAUDIA ORR	\$405.00	\$1,395.00	\$1,995.00	\$2,595.00	\$3,195.00	\$4,395.00
BARBARA MARTIN	\$403.25	\$1,396.75	\$1,996.75	\$2,596.75	\$3,196.75	\$4,396.75
KAREN MANGES	\$400.75	\$1,399.25	\$1,999.25	\$2,599.25	\$3,199.25	\$4,399.25
NANCY GLASS	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50
JULIE BASSETT	\$400.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,200.00	\$4,400.00



## MORE STAR PERKS!

Details on [www.julieweaver.net](http://www.julieweaver.net) under Year long contests



# Prizes



Gatlinburg Girlfriends  
STAR Getaway!



Quarterly Secret Pre-Pack  
Party!

# 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!



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

\$13,384.00

## #1 Colette Ingram 2 \$301.54

2	Dottie M. Marzian	1	\$245.82
3	Brooke A. Dreyer	1	\$182.66
4	Natalie Gee	1	\$159.33
5	Barbara Martin	1	\$157.55
6	Julie A. Bassett	2	\$140.37
7	Nancy H. Glass	1	\$120.68
8	Mandy B. Gossom	3	\$78.67
9	Cynthia B. Skinner	1	\$48.04
10	Janis L. Baskett	1	\$24.59

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

2	Lorie A. Craft	\$9,898.50
3	Brittney D Hillerich	\$8,632.00
4	Mandy B. Gossom	\$8,429.00
5	Rebecca K. Jenkins	\$8,183.00
6	Amy R. Cheek	\$8,170.50
7	Jenise Squires	\$8,019.00
8	Donna L. Reeves	\$7,619.50
9	Rayna K. Partin	\$7,370.50
10	Shawna K. Kinslow	\$6,843.00
11	Lauren A. Ogden	\$6,807.50
12	Jessica A. Owens	\$6,696.50
13	Linda M. Nichols	\$6,688.00
14	Paula M. Monge	\$6,681.50
15	Rita B. Durbin	\$6,638.50
16	Annette M. Simpson	\$6,201.50
17	Greta M. Clayton	\$6,092.50
18	Calista J. Craddock	\$6,052.50
19	Cynthia B. Skinner	\$5,876.50
20	Ann R. Phillips	\$5,776.50

# Thank You for investing in your business in October!

Name	Amount	Name	Amount	Name	Amount
Jessica L. Caudle	\$1,800.00	Kandice K. Whitehead	\$326.50	Rebecca E. Flowers	\$218.00
Tina S. Johnson	\$1,617.50	Samantha J. Brown	\$315.75	Amy C. May	\$214.25
Brittney D Hillerich	\$1,583.25	Nancy M. Gossom	\$301.50	Velma M. Wood	\$214.00
Dottie M. Marzian	\$1,414.50	Ashley R. Shepherd	\$301.50	Jennifer A. Williams	\$212.50
Jenise Squires	\$1,148.50	Raegan L. Lalli	\$298.50	Deborah S. Peach	\$209.50
Paula M. Monge	\$906.00	Jana Strickland	\$295.00	Linda E. Hicks	\$209.50
Heather L. Holt	\$774.50	Ashley A. Shaw	\$289.75	Robin L. O Bryan	\$207.25
Deborah L. Fisher	\$748.75	Belinda Nichols	\$282.00	Jessica Woods	\$206.50
Janice S. Cochran	\$744.50	Kimberly G Lottridge	\$280.50	Melissa A. Demaree	\$206.25
Jodie Porter	\$714.75	Kimberly C. Bauer	\$280.50	Belinda M. Chavez	\$205.50
Rebecca K. Jenkins	\$709.25	Frieda J. Castillo	\$278.75	Kelly J. Gorman	\$205.00
Mandy B. Gossom	\$664.00	Deitra L. Ginn	\$277.00	SharaLeigh Fries	\$204.75
Mae E. Tourtillott	\$638.50	Nicole R. Miller	\$276.50	Kim Ryan	\$204.50
Lorie A. Craft	\$638.25	Jackie R. Freels	\$275.00	Cheryl B. Campbell	\$204.00
Elaine B. Roche	\$625.00	Stephanie D. Ball	\$273.00	Teresa D. Wilkinson	\$203.75
Donna L. Reeves	\$615.25	Irene B. Fidel	\$270.25	Annette M. Simpson	\$203.50
Shawna K. Kinslow	\$522.50	Bevvie S. Neel	\$268.25	Rita B. Durbin	\$203.50
Ann R. Phillips	\$521.00	Susan I. Mickelson	\$266.00	Abidah S. Bryant	\$203.00
Mandi M. Hall	\$441.00	Cynthia M. Newcomb	\$259.50	Kelly A. Able	\$202.50
Beverly A. McCauley	\$427.50	Melanie N. Reece	\$251.00	Sally L. Weales	\$202.25
Linda M. Nichols	\$427.25	Betty Fleischman	\$249.75	Paula Mauldin	\$202.25
Georgetta M. Nelson	\$418.00	Anna M. Hopkins	\$247.75	Linda Beldon	\$202.25
Barbara Martin	\$403.25	Carrie M. Mattingly	\$242.75	L. Stutzenberger	\$202.00
Karen D. Manges	\$400.75	Crystal J. Dashiell	\$241.50	Crystal D. Gabbard	\$201.75
Amy R. Cheek	\$400.50	Melissa K. Holt	\$239.75	Shirley M. Howard	\$201.50
Nancy H. Glass	\$400.50	Rosemary Luckett	\$237.75	Elizabeth Hinton	\$201.00
Julie A. Bassett	\$400.00	Marlene M. Roseberry	\$236.50	Patrica C. Sawyer	\$200.50
Michelle L. Turner	\$386.25	Maxna Germain	\$236.50	Pamela J. Luthin	\$200.50
Diana Guffey	\$382.00	Mara E. Judd	\$232.50	Jill S. Clifford	\$200.50
Colette L. Ingram	\$347.50	Wilma L. Hippe	\$232.25	Lynnae Bussell	\$180.25
Laura A. Wingfield	\$342.75	Cynthia M. Kull	\$230.50	Rachel A. Willis	\$174.00
Brooke A. Dreyer	\$334.25	Chyrel D. Adkins	\$230.25	Rayna K. Partin	\$166.50
		Cheryl Benham	\$223.50	Carole J. Tracy	\$151.25
		Sheila Dillingham	\$222.00	Shannon M. Devine	\$141.00

# YOUR KEY TO THE BEE!



24 New Qualified Recruits from July 1, 2010 to June 30, 2011 and you will earn this Diamond Bee Ring or Pin!












- Make a List of 30 Women that you would love to have on your Team! (Customers, Friends, Family, Co-Workers, etc.) out of 30, 15 will listen and 3-4 should sign!
- Use this Script to Set up a Sharing Session with them.

*"Hi \_\_\_\_\_, this is (your name) with Mary Kay Cosmetics! Do you have a minute? I'm really excited because I've been challenged to share the Mary Kay facts with a couple of sharp women in the next (2 weeks) and I immediately thought of you! I don't know if this is anything that you would ever think about for yourself, but you are definitely the calibre of women that I would love to work with, and I will give you a \$10 Gift Certificate good for any of our fabulous products! All I need from you is about 30 minutes of your time to get your thoughts on the information. We can do this over coffee or over the phone. Will you help me meet my challenge and let me borrow your ears for 30 minutes? Let's set up a time to get together. What is better for you (day) or (day)? I appreciate your help and your time!"*

- Take your Recruit Notebook, November Starter Kit Flyer (both are on julieweaver.net), Agreement, Applause Magazine, and "What Women Want Marketing Survey", and just follow the instructions step by step on the Marketing Survey. Return all Completed Marketing Surveys to your Director within the week so that she can follow up with you.

## EVERY TIME YOU COMPLETE 10 IN ONE MONTH YOU WILL WIN:

**Sterling Silver "A Charmed Life" Bracelet with a Miniature Bumble Bee Charm** then for each month you turn in 10 more surveys receive an activity charm, add a recruit get a Team charm!

ACTIVITY	CHARMS!	Team	Building	Charms	
	We Don't Sell We Party to the Bank!		We're so much more than Lipstick! We enrich women's lives!		The Sweet Smell of Success!
	Personal Growth by Improving our Image!		Shoot for the Moon & Land among the Stars!		Dallas, TX headquarters & Rose is our emblem!
	We don't just give Lip Service, We develop relationships!		MK provides the Polish we need to be Successful!		#1 in Cosmetic Sales & #1 Unit in KY!
	Cinderella Prizes & Recognition!		Faith 1st, Family 2nd, Career 3rd!	Receive 1 each New Team	Charm for \$600 Qual. Member!

Consultant Name \_\_\_\_\_

Date \_\_\_\_\_

# What Women Want Marketing Survey

Name \_\_\_\_\_

Best phone # to reach you: \_\_\_\_\_

Best time of day to reach you: \_\_\_\_\_

## I WANT TO GET TO KNOW YOU BETTER

1. Tell me a little bit about yourself. (Where do you see yourself 5 years from now?)

Married \_\_\_\_\_ Kids (# & Ages) \_\_\_\_\_ Occupation \_\_\_\_\_ Best? \_\_\_\_\_ Least? \_\_\_\_\_

2. What Personality Style Characteristics would you say best describe you (indicate 1st and 2nd choices)

D	I	S	C
Results Oriented	People Oriented	Family Oriented	Detail Oriented
Direct & to the Point	Enthusiastic, Love to Talk	Loyal, Slow to Change	Perfectionist, Analytical
Willing to take Risks & Enjoys being the Boss	Enjoys Recognition, Motivation & Fun	Security Minded & Enjoys Close relationships	Likes to be Organized & is a Logical Thinker

3. If you were ever to become a Consultant, what would you like to get out of this business?

4. What would be your biggest hesitation from giving this opportunity a try?

5. If I only had 5 minutes, what do you feel you would need to know to make a decision?

## SHARE THE FACTS IN YOUR RECRUIT NOTEBOOK

6. Share with you Top 6 Reasons Women Get Involved with Mary Kay: (which 2 would interest you most?)

7. Hypothetically, if you were to become a Consultant, How many appointments. would you want to hold a week? (show projected income from Classes & Reorders)

8. Would (\$11,000) extra a year make a difference? How would it make a difference?

## HOW DO YOU GET STARTED

9. Every Consultant starts off with a Starter Kit (Show & Explain Value of Contents)

10. After everything I've shared with you today, is there any questions you have about "How" the money is made or anything else that I didn't cover that you thought of?

11. Is there any reason Why you wouldn't want to fill out your Agreement and Order your Starter Kit today?

(If anything but "Sign me up" then say)

12. After everything you heard today, what appeals to you most about the MK opportunity?

13. What is your biggest hesitation from giving it a try?

14. What is your interest level on a scale of 1-5 1=Never, 5=Sign me up!      1    2    3    4    5

15. What would it take to bring you to a 5?

(If she is interested & You want her - - set up follow up)  
(If not - thank her for her time & ask for a referral)

# My Monthly Tracking Sheet to Success

**3** Parties Each Week or 30 New Faces Every Month **3**

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
<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

# Make this a November to Remember!

Get this \$65.50 Valued  
Custom Compact Filled  
for as little as \$1 or \$30 the  
Choice is Yours!



Includes:  
3 Eye Colors of Choice  
1 Mineral Blush of Choice  
1 Lipstick or Gloss of Choice  
Custom Applicators

The Sooner you Host your Party, the Cheaper it is!

## HERE'S HOW

**HOST:** A GIRLFRIEND PAMPERING PARTY  
WITH 5 OF YOUR FRIENDS WHO ARE  
18+ AND NOT A CURRENT MARY  
KAY CUSTOMER!

**HAVE:** \$200 OR MORE IN TOTAL PARTY AND/  
OR OUTSIDE SALES!

**GET:** YOUR CUSTOMIZED COMPACT and ONLY  
Pay the same amount as the Date  
that your Party Held On. Example:  
Hold Party on Nov. 5th = Compact \$5



Have you seen how much  
FUN a Girlfriend's Pampering  
Party is? Your friends will be  
so glad you invited them!

# In November ONLY!

**Your Starter Kit –**  
Let's Get Your Future Started!

**\$75**

Plus tax and shipping



**Contents:** Retail-sized Products:

- TimeWise 3-in-1 Cleaner (Normal to Dry)
- TimeWise 3-in-1 Cleaner (Combo/Oily)
- TimeWise Age-Fighting Moisturizer (Normal to Dry)
- TimeWise Age-Fighting Moisturizer (Combo/Oily)
- TimeWise Day Solution Sunscreen SPF 25
- TimeWise Night Solution
- Oil-Free Eye Makeup Remover
- Mary Kay Mineral Powder Foundation—7 Shades  
Your Choice of Ivory/Beige Combo,  
Beige/Bronze or Variety Combo
- Mary Kay Mineral Foundation Brush—4
- Mary Kay Ultimate Mascara in Black

*PLUS Incredible Business Tools  
AND  
Consultant Education Materials*

**\$323 in  
RETAIL PRODUCT  
for  
ONLY \$75**



**Retail Product in All Mary Kay Starter Kit... \$323**

**Normal Cost of Starter Kit ...\$100**

**Cost of November Starter Kit ... \$75**

***Mary Kay Opportunity ....Priceless***

# November & December 2010

Mon	Tue	Wed	Thu	Fri	Sat
<b>15</b>  <b>Frankfort Meeting</b> <b>5:30pm</b>	<b>16</b> <b>Tues. Night Success Meeting</b> <b>6:30-8:30pm</b>  <b>Recruiting Responsibilities!</b>  Training: Annette Simpson	<b>17</b>	<b>18</b>  If you want Julie to talk about the Career with a recruit prospect over the phone, make an appointment with Julie before 5pm	<b>19</b>	<b>20</b>
<b>22</b>  <b>Frankfort Meeting</b> <b>5:30pm</b>	<b>23</b> <b>Tues. Night Success Meeting</b> <b>6:30-8:30pm</b>  <b>Warm Chatting!</b>  Training: Kelly Chisholm	<b>24</b>	<b>25</b>    Happy Thanksgiving!	<b>26</b>	<b>27</b>
<b>29</b>  <b>Frankfort Meeting</b> <b>5:30pm</b>	<b>30</b> <b>Tues. Night Success Meeting</b>  <b>Booking!</b>  Training: Brooke Herman  <b>Last Day Cons. can</b> <b>Assign an order to Julie for November</b>	<b>1</b>	<b>2</b>  Thursday nights Julie is available to help with Recruit prospects. Make reservation! (502) 489-9900	<b>3</b>  RSVP by 5pm to 356-3833 for Muffins and Makeovers	<b>4</b>  <b>Muffins &amp; Makeovers</b> <b>10-Noon Brush Clinic</b>  
<b>6</b>  <b>Frankfort Meeting</b> <b>5:30pm</b>	<b>7</b> <b>Tues. Night Success Meeting</b> <b>6:30-8:30pm</b>  <b>Coaching!</b>  Training: Nancy Glass	<b>8</b>	<b>9</b>  Thursday nights Julie is available to help with Recruit prospects. Make reservation! (502) 489-9900	<b>10</b>	<b>11</b>

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

## Be A Star... The Star Consultant Deadline is Dec. 15th!

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



# To a Knock-Out Consultant!

Have a Blessed Thanksgiving!



## Shhhhh... It's a Secret!

## A Secret Girlfriend's Pre-Pack Party!

**When:** Friday, December 3rd

**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 November.

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:** November 1st - November 30th

**RSVP:** by 5pm on Thurs. Dec. 2nd 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)