



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

THE ACHIEVER

October Issue, September 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"

October Focus

1. **Build your Team with new \$50 Opportunity Kit!**
(see details inside)
2. **Learn how to have a debt free Christmas with our Holiday workshops every Tues. night.**
(see calendar)
3. **Learn to Party with a Purpose! Watch Julie do a party using the new flipchart by going to julieweaver.net and click on "Party with Julie"**
4. **Invite guests to *Be a model for model of the month contest *Trade their "Trash for MK Treats"**
(see detailed agenda on julieweaver.net)
5. **October is Breast Cancer Awareness month. Hold a party with a purpose by donating to MK Ash charitable foundation**
(see idea on outside page)
6. **Get the Recognition you deserve by turning in your Monthly Tracking sheet**
(see Tracking sheet inside)

Dear Million \$ Achievers & Future National Area,
 Hats off to you on finishing another Spectacular month! I'm so excited as I see our National Area weaving together with women who are committed to working this business as Mary Kay Ash intended, with excellence, honor and purpose! With the incredible \$50 Opportunity Kit, there has never been a better time to kick your business into high gear and build the life of your dreams in Mary Kay! Turn over a new leaf and take your MK business into a whole new Season for Success!
 Love and Belief,
 Julie

New Director Debut!



Tracy Norris & The Treasures



Tracy and her amazing Treasures have just debuted as our 9th First-Line Unit with over \$27,000 in production and On-Target as a Premiere Club Unit and a Toyota Camry! Awesome Job!

- | | | | | |
|----------------|------------------|------------------|--------------------|----------------------|
| Nerissa Taylor | Leslie Burke | Stephanie Tingle | Danielle Feuerbach | Michelle Williams |
| Karen Garnett | Misty Kaelin | Sandy Pierce | Glenda Douglas | Clementine Allen |
| Terri Waller | Katrina Green | Grace Rubia | Hilda Arellano | Cassandra Richardson |
| Felicia Welch | Bay Baltes | Michelle McGaha | Clarinda Carothers | Ludmilla Lomazzi |
| Julia Lish | Marjorie Edwards | Shelley Hodelka | Diana Alderette | Amanda Rice |
| Alicia Smith | | | | |

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



Diana Alderette
\$3,405



Tracy Norris
\$1,282 +
2 recruits



Dottie Marzian
\$1,267 +
1 recruit



Sandy Pierce
\$1,010 +
1 recruit



Ashley Young
\$1,311 +
1 recruit



Jenise Squires
\$1,116

Thanks for Turning in your Tracking Sheets for the Month!

- | | |
|---------------------|-----------------------|
| Gold Winners | Silver Winners |
| Diana Alderette | Tracy Norris |
| Sandy Pierce | Dottie Marzian |
| Brenda Barnes | Ashley Young |

- | | |
|-----------------------|--------------------------|
| Bronze Winners | Honorable Mention |
| Jenise Squires | Debbie Peach |
| Paula Monge | Glenda Douglas |
| Brooke Herman | Kelly Chisholm |
| Mary Bowles | Lynnae Bussell |
| Rita Durbin | Claudia Orr |
| Venita Williams | |

Welcome New Sisters in Pink!



New Consultant

Yvette N. Bentley
 April M. Higgins
 Julia A. Lish
 Amanda J. Rice
 Kimberlynn Sandelin
 Stephanie N. Tingle
 Terri L. Waller

From

Louisville, KY
 Madison, IN
 Louisville, KY
 Louisville, KY
 Louisville, KY
 Georgetown, IN
 La Grange, KY

Sponsored by

Mary Bowles
 Ashley Young
 Sandy Pierce
 Michele McGaha
 Dottie Marzian
 Tracy Norris
 Tracy Norris

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 October



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!



Power Start Plus

Power Start Plus:

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

DIANA ALDERETTE

**Senior Consultant: Michele McGaha,
 Sandy Pierce, Courtney Jones,
 Ashley Young**

November Birthdays & Business Anniversaries

Birthdays	Day			Anniversaries	Years
Heather L. Holt	1	Karen M. Garnett	20	Judy C. Miles	26
Marjorie A. Edwards	2	Hilda N. Arellano	21	Anne B. Bohr	18
Shirley R. McNeely	2	Courtney H. Jones	21	Carol H. Elliott	16
Nancy H. Glass	3	Darleta Darnell	22	Jackie L. Clements	8
Robin L. O Bryan	3	Shernedra M. Taylor	22	Gail Burke	8
Rachelle F. Birdsell	5	Keri A. Eichberger	23	Kimberly G Lottridge	7
Brooke W. Herman	5	Marlene C. Kravitz	23	Sarah L. Evans	7
Tracy Norris	5	Jamie L. Gauspohl	24	Anne Howard	6
Bridgette Threets	5	Melody L. Grimes	24	Janice S. Cochran	6
Karen A. Cosens	6	Dionte R. Clark	26	Shirley R. McNeely	6
Tiffany M. Wright	7	Shirley L. Harrison	26	Kandice K. Whitehead	6
Alicia C. Davis	9	Lindsay L. Taylor	27	Jana Strickland	6
Lana M. Hunt	9	Kimberly G Lottridge	29	Rachel A. Willis	6
Misty M. Kaelin	11			Andrea G. Roberts	5
Rita B. Durbin	12			Jennifer K. Pherigo	4
Kathleen C. Tarnow	14			Tammy J. Pottinger	2
Marchita E. McClure	15			Lisa D. Edds	2
Cynthia M. Kull	16			Keona A. Warren	1
Lynn M. Kuzar	16			Tania Mendoza	1
Angela L. Mitchell	16			Claudia Orr	1
Anne M. Hagan	17				
Judith A. Carpenter	18				
Midge M. Smith	18				



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 Diana Alderette
\$9,722.00

#1 Tracy Norris

4 \$1,333.81

2	Kimberly S. Gazak	1	\$144.07
3	Rita B. Durbin	1	\$144.01
4	Sandy L. Pierce	1	\$96.14
5	Michele R. McGaha	1	\$48.01
6	Shawna K. Kinslow	1	\$32.17
7	Courtney H. Jones	1	\$26.22
8	Alicia Smith	1	\$24.30

2	Ludmila M. Lomazzi	\$8,409.50
3	Gina A Durbin Lanham	\$8,010.00
4	Kimberly S. Gazak	\$7,984.00
5	Dianna M. Rogers	\$7,983.00
6	Paula M. Monge	\$6,998.00
7	Michele R. McGaha	\$6,760.00
8	Sandy L. Pierce	\$6,221.50
9	Julia A. Lish	\$5,387.50
10	Tracy Norris	\$5,112.50

Way to Go!

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



11	Dottie M. Marzian	\$5,031.50
12	Brooke W. Herman	\$4,491.00
13	Jenise Squires	\$4,441.50
14	Shawna K. Kinslow	\$4,045.50
15	Marlene M. Roseberry	\$4,037.00
16	Deborah L. Fisher	\$3,960.50
17	Rita B. Durbin	\$3,814.50
18	Kelly J. Chisholm	\$3,706.50
19	Ann R. Phillips	\$3,632.50
20	Alicia Smith	\$3,572.00

Thank You for investing in your business in September!

Name	Amount				
Julia A. Lish	\$2,403.50	Mary L. Bowles	\$415.50	Yolanda M. Ledford	\$216.50
Diana S. Alderette	\$2,009.25	Melanie N. Reece	\$409.00	Terri L. Waller	\$213.75
Deborah L. Fisher	\$1,791.75	Rhonda M. Mischel	\$405.00	Pamela J. Hardin	\$210.00
Paula M. Monge	\$1,465.50	Ann R. Phillips	\$403.00	Melissa A. Demaree	\$209.75
Marlene M. Roseberry	\$1,220.25	Rita E. Stephenson	\$385.75	Angela L. Mitchell	\$206.75
Dottie M. Marzian	\$1,219.50	Sheila Dillingham	\$382.50	Alicia C. Davis	\$206.25
Elaine B. Roche	\$1,214.25	Cindy Martinez	\$379.25	Rebecca A. Cornett	\$205.75
Alicia Smith	\$1,209.00	Carrie M. Mattingly	\$374.50	Sharon K. Siddon	\$203.75
Amanda J. Rice	\$1,200.25	Jessica Woods	\$365.75	Debra A. Clover	\$203.75
Rita B. Durbin	\$1,090.50	Colette L. Ingram	\$360.00	Pamela J. Luthin	\$203.00
Jenise Squires	\$1,048.50	Jennifer A. Williams	\$352.00	Nancy M. Gossom	\$203.00
Sandy L. Pierce	\$1,031.00	Danielle R. Merrick	\$343.25	Michelle A. Williams	\$202.75
Shawna K. Kinslow	\$851.00	Claudia Orr	\$315.25	Bridgette Threats	\$202.50
Janice S. Cochran	\$841.50	Eva M. Couvillon	\$308.75	Christy Hendricks	\$201.50
Kelly J. Chisholm	\$800.50	Glenda E. Douglas	\$307.75	Nerissa R. Taylor	\$201.25
Brooke W. Herman	\$734.00	Marina R. Maxwell	\$305.50	Ashley A. Nichols	\$201.00
Jodie Porter	\$725.50	Jackie R. Freels	\$304.25	Hilda N. Arellano	\$200.50
Ashley R. Young	\$655.50	Rachelle F. Birdsell	\$299.25	Marilyn Murray	\$200.00
Judy Stumph	\$608.75	Kristina L. Navarro	\$274.00	Anita C. Newton	\$200.00
Katrina Green	\$607.50	Carol H. Elliott	\$270.00	Belinda Nichols	\$129.00
Judy C. Miles	\$606.00	Kandice K. Whitehead	\$244.00	Rachel A. Willis	\$125.50
Tracy Norris	\$602.50	Rose M. Montgomery	\$242.50	Tina L. Thompson	\$92.00
Stephanie N. Tingle	\$601.00	Shaun Workman	\$238.50	Katie A. Davis	\$90.50
Heather L. Holt	\$528.75	Deborah S. Peach	\$237.25	Jennifer K. Pherigo	\$85.00
Courtney H. Jones	\$456.00	Latisha L. Ewing	\$231.25	Mary N. Arrington	\$84.00
Jamie L. Gauspohl	\$450.00	Carrie M. Downing	\$227.50	Anne Howard	\$64.00
Jennifer Higdon	\$427.25	Ludmila M. Lomazzi	\$224.50	L. Theresa Noack	\$39.00
Cameron T. Ricks	\$418.00	Bevvie S. Neel	\$220.75	Laurel A. Ely	\$31.00
		Bay Baltas	\$220.00	Sharon L. Polk	\$29.50

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

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 1-10</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

On-Target Star Consultants!

STAR QUARTER ENDS December 15th

Consultant Name	—Wholesale Production Needed—					
	Current Wholesale Production	Sapphire	Ruby	Diamond	Emerald	Pearl
PAULA MONGE	\$1,465.50	\$334.50	\$934.50	\$1,534.50	\$2,134.50	\$3,334.50
ELAINE ROCHE	\$1,214.25	\$585.75	\$1,185.75	\$1,785.75	\$2,385.75	\$3,585.75
AMANDA RICE	\$1,200.25	\$599.75	\$1,199.75	\$1,799.75	\$2,399.75	\$3,599.75
SANDY PIERCE	\$963.00	\$837.00	\$1,437.00	\$2,037.00	\$2,637.00	\$3,837.00
JANICE COCHRAN	\$841.50	\$958.50	\$1,558.50	\$2,158.50	\$2,758.50	\$3,958.50
DIANA ALDERETTE	\$801.25	\$998.75	\$1,598.75	\$2,198.75	\$2,798.75	\$3,998.75
BROOKE HERMAN	\$734.00	\$1,066.00	\$1,666.00	\$2,266.00	\$2,866.00	\$4,066.00
JODIE PORTER	\$725.50	\$1,074.50	\$1,674.50	\$2,274.50	\$2,874.50	\$4,074.50
JUDY STUMPH	\$608.75	\$1,191.25	\$1,791.25	\$2,391.25	\$2,991.25	\$4,191.25
KATRINA GREEN	\$607.50	\$1,192.50	\$1,792.50	\$2,392.50	\$2,992.50	\$4,192.50
JUDY MILES	\$606.00	\$1,194.00	\$1,794.00	\$2,394.00	\$2,994.00	\$4,194.00
STEPHANIE TINGLE	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
JENNIFER HIGDON	\$427.25	\$1,372.75	\$1,972.75	\$2,572.75	\$3,172.75	\$4,372.75
DOTTIE MARZIAN	\$418.50	\$1,381.50	\$1,981.50	\$2,581.50	\$3,181.50	\$4,381.50
CAMERON RICKS	\$418.00	\$1,382.00	\$1,982.00	\$2,582.00	\$3,182.00	\$4,382.00
MARY BOWLES	\$415.50	\$1,384.50	\$1,984.50	\$2,584.50	\$3,184.50	\$4,384.50
MELANIE REECE	\$409.00	\$1,391.00	\$1,991.00	\$2,591.00	\$3,191.00	\$4,391.00
COURTNEY JONES	\$407.75	\$1,392.25	\$1,992.25	\$2,592.25	\$3,192.25	\$4,392.25
RHONDA MISCHER	\$405.00	\$1,395.00	\$1,995.00	\$2,595.00	\$3,195.00	\$4,395.00
RITA DURBIN	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00



1800



2400



3000



3600



4800



6000



7800



9600

Do the Math to Reach the Star Path:

5 parties a month averaging \$200 in retail sales = \$1000 sold
Reinvest \$600 doing your 60/40 split, Oct, Nov, Dec = \$1800 = Sapphire Star!

Pick your STAR, 5 levels to choose!

How?

- Sell \$40 a day = Sapphire Star (\$1800)
- Sell \$55 a day = Ruby Star (\$2400)
- Sell \$67 a day = Diamond (\$3000)
- Sell \$80 a day = Emerald (\$3600)
- Sell \$105 a day = Pearl (\$4800)

More STAR Perks!



Gatlinburg Girlfriends STAR Getaway

Details on julieweaver.net under Year-Long Contests & Tracking



Steppin' Up Secret STAR Party

Start your Mary Kay business today for just \$50!

ACT NOW! For a limited time, get extra special savings and incredible bonus offers with the *October Opportunity* promotion!

Just \$50 (plus shipping, handling and tax) gets you on your way to earning extra income selling products women love!
The Get Off & Running Opportunity!

Start your Mary Kay business in October and receive:

- **The Opportunity Kit** — filled with easy-to-use product samplers and business tools to help you show and sell right away!
- **FREE** Mary Kay® Personal Web Site for six months — the most immediate way to help your customers start shopping 24/7!
- Limited-time offers such as:
 - A **FREE** business announcement e-mail.
 - **FREE** catalogs sent to customers.
 - **FREE** business cards.

The Opportunity Kit Contents

Products/Samplers

- Travel-size TimeWise® Microdermabrasion Set, pk./5
- Color Cards, 7 pks./5; Disposable Sponge-Tip Applicators, 2 pks./15
- Shade Selector Tool
- Mary Kay® Sheer Mineral Pressed Powder Samplers, 3 pks./6
- Mary Kay® Ultimate Mascara™ in Black; Disposable Mascara Brush, 2 pks./15
- Satin Hands® Pampering Set Samplers, 12 sets

Business Tools and Literature

- *Ready, Set, Sell! Inventory Options for New Consultants* Brochure
- MKConnections® FREE Business Card Offer Flier
- Education Materials – *Starting Points* CD; *Consultants Guide*
- Flip Chart
- *Beauty Book*, pk./10
- Sales Tickets, pk./25
- Customer Profiles, pk./50
- *The Look*, pk./10
- On the Go Tote



Quick Facts about Mary Kay!

- Mary Kay's mission is to Enrich Women's Lives.
- Mary Kay built her Company upon the Golden Rule and the priorities of God first, family second and career third. It was Mary Kay's ardent desire that women would realize and use their God-given talents. She often said, "If today one woman realizes how great she is, then it's a great day!"
- In a study conducted in 2003 by Baylor University, Mary Kay Ash was named the greatest female entrepreneur in American history.
- The Mary Kay Foundation has awarded \$18 million to shelters and programs addressing domestic violence and nearly \$12 million to find a cure for cancers affecting women in the United States.

Contact your Mary Kay Beauty Consultant:








**There's never been a better time to start a Mary Kay business.
Ask me, your Independent Beauty Consultant, how to get started for just \$50 today!**

Just for asking me a question about this offer or how my business works, you get your name in a drawing to win \$100 Cash!

OCTOBER

October is National Breast Cancer Awareness Month.

October 2009

Mon	Tue	Wed	Thu	Fri	Sat
12	13 Tues. Night Success Meeting 6:30-8:30pm  <p>Charlene Lawson will be teaching you the “ins” and “outs” of how to hold a \$3,000 Holiday Open House. Bring your notepad and pen and come ready to learn how you too can have a Successful Holiday Season! *\$100 Cash will be drawn from \$100 for your Thoughts Sheets!</p>	14 Director Intender Call 8:30pm EST If you want to commit to debut by March, ask Julie for the info.	15 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	16	17
19	20 Tues. Night Success Meeting 6:30-8:30pm  <p>Tracy Norris will teach you how to contact businesses about their gift giving needs for employees. Bring a list of businesses that you frequent and be prepared to have a solid plan for networking for a Sensational Holiday Selling Season!!</p>	21 Director Intender Call 8:30pm EST If you want to commit to debut by March, ask Julie for the info.	22 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	23 RSVP by 5pm 327-3700 for Muffins & Makeovers	24 Muffins & Makeovers Focus: Eye 
26	27 Tues. Night Success Meeting 6:30-8:30pm  <p>Julie will give guests an opportunity to turn their Brand X “Trash” cosmetic items in for MK “Treats” during the Marketing. So, be sure to remind guests to bring all their Brand X items to play! Annette will be sharing how to hold a Holiday Coffee or Holiday Stop n Shop for quick Holiday Cash!!</p>	28 Director Intender Call 8:30pm EST If you want to commit to debut by March, ask Julie for the info.	29 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	30 Last day Consultants can place On-line Orders!	31 Last day Consultants can assign an order to Julie for Oct.
2	3 Tues. Night Success Meeting 6:30-8:30pm  <p>Ruth Hawkins will be sharing how to sell, package & promote the 12 Days of Christmas Baskets!!</p>	4 Director Intender Call 8:30pm EST If you want to commit to debut by March, ask Julie for the info.	5 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	6  <p>RSVP by 5pm 327-3700 for Muffins & Makeovers</p>	7 Muffins & Makeovers Focus: Brush Clinic! 10:00-Noon 

Plan Your Work & Work Your Plan!

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

Partying On Purpose!



Don't forget to go on-line to
marykayintouch.com and log
in your Parties!



Scripts you can use to help you get booked up and Party for Prevention in October!

Hey _____, this is _____, your Professional Image Consultant with MK and I was calling for a quick checkup phone call, do you have just a minute? There are a couple of exciting things I wanted to let you know about:

October is Breast Cancer Awareness month and I was asked to participate in the "Party with a Purpose" Fund Raiser! It's where I donate \$2 per face for every face that I put product on this month! I thought this would be a great way to pamper my customers and give you a chance to help with a great cause at the same time! All you have to do is to host a Girlfriends Pamper Session, where I treat you and your girlfriends to a pampering makeover with our incredible products, and I'll pay you \$10 in FREE product for each face, 18 years or older that you have there AND I'll donate \$2 for each face to the Mary Kay Foundation to help stop breast cancer. Would you like to be pampered, earn some free product and help out a great cause at the same time? (If YES, set up a time)

(If NO) No problem, I understand how busy everyone is. There is still a way you can be involved in our Breast Cancer Awareness Goal, if you would like. Simply look through the catalog that I just sent you or check your cosmetic bag and see if you are running low on anything. If you are, let me know and I'll be glad to drop it off at your door along with a beautiful gift size Satin Hands Treatment Set with a purchase of \$40 or more AND if you would like, you can add a \$1 to your order and I will match it to donate to the MK Foundation to help stop breast cancer! Do you know of anything you are running low on or would you like to check back with me?

(adjust script as necessary for your situation)