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[www.julieweaver.net](http://www.julieweaver.net)

# THE ACHIEVER

**October Issue, September Results**

## October Focus

1. Earn your "Go Red" necklace by sharing with 15 people and getting 1 new recruit in October.
2. Book yourself Solid because October 31st is the LAST day to enter models for the "Find your Way to Beautiful Contest".
3. Oct. 1 - Dec. 15th Mary Kay will ship orders to your customers for only \$5. Check it out on MK Intouch.
4. Invite models for the Model of the Month Contest at your weekly Success Meetings in Frankfort on Mondays & Louisville on Tuesdays! (See Schedule Inside)
5. Plan your Holiday Open House NOW for November so you can have a Debt Free Christmas! (See Ideas Inside)
6. Call the Dream Weaver Area Hot-Line Daily 615-346-2848 for inspiration & education & recognition! The call is Free - - the return is Priceless!

**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"**

Dear Million \$ Women,

Hats off for being #2 in the Nation in August and an even more Spectacular September! It is so exciting to watch you take charge of your Future, by working your Mary Kay business!

I love this time of year where EVERYTHING is changing. Maybe its time for you to turn over a new leaf in your MK business as well. Consider these changes for a Harvest of Blessings in your Business:

1. Commit to going to a weekly Success Meeting EVERY week. Bring a guest with you so you can earn while you learn.
2. Commit to sharing the product with 30 NEW faces EVERY month!
3. Commit to being a Star Consultant EVERY Quarter! This quarter ends Dec. 15th
4. Commit to Booking 2 new appointments EVERY day!
5. Commit to making out a 6 most important things to do list EVERY day so you can be effective rather than just busy.
6. Commit to do something to grow yourself and your business EVERY day rather than 1 or 2 days a week.

When you commit and follow through with ACTION EVERYTHING will CHANGE for the Better!  
 Can't wait to celebrate your success this month!

Love and Belief,

*Julie*

### October Unit Goals:

\*\$45,000 whsl      \*15 New Recruits  
 \*5 New Red Jackets      \*5 New On-Target Cars!

### September Unit Goals:

Goal: \$45,000	Did: \$46,197
Goal: 15 New Recruits	Did: 6 Recruits
Goal: 5 New Reds	Did: 1 No New On-Target Cars!



## 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



**Dottie Marzian**  
\$2,335



**Mandy Gossom**  
\$1,439



**Donna Reeves**  
\$1,401



**Annette Simpson**  
\$1,355



**Jenise Squires**  
\$1,125

### Honorable Mention

Julie Bassett  
 Becky Jenkins  
 Brooke Dreyer  
 Shelly Turner  
 Venita Williams  
 Brenda Barnes  
 Kelly Gorman  
 Lorie Craft

**Way to Work!**

# Welcome New Sisters in Pink!

**New Consultant**  
 Stephanie D. Ball  
 Christina M. Bissett  
 Lorie A. Craft  
 Mandi M. Hall  
 Brittney Hillerich  
 Persephone Murphy

**From**  
 BEDFORD, KY  
 LOUISVILLE, KY  
 MADISON, IN  
 LOUISVILLE, KY  
 LOUISVILLE, KY  
 LAS CRUCES, NM

**Sponsored by**  
 B. Herman  
 N. Gee  
 B. Dreyer  
 J. Weaver  
 N. Gee  
 P. Monge



## 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:

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!**



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 October!**



### Power Start Plus:

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

**Power Start Plus Winner: Dottie Marzian**



# November Birthdays & Business Anniversaries

Birthdays	Day	Anya L. Robinson	16	Ruth C. Thompson	10
Heather L. Holt	1	Judith A. Carpenter	18	Jackie L. Clements	9
Jo Sison	1	Midge M. Smith	18	Gail Burke	9
Paula C. Cardwell	2	Gina M. Kelty	20	Kimberly G Lottridge	8
Shirley R. McNeely	2	Courtney H. Jones	21	Sarah L. Evans	8
Nancy H. Glass	3	Keri A. Eichberger	23	Anne Howard	7
Robin L. O Bryan	3	Marlene C. Kravitz	23	Janice S. Cochran	7
Rachelle F. Birdsell	5	Jamie L. Gauspohl	24	Shirley R. McNeely	7
Brooke W. Herman	5	Erica N. Galyon	25	Kandice K. Whitehead	7
Bridgette Threats	5	Georgetta M. Nelson	25	Jana Strickland	7
Karen A. Cosens	6	Kelly Nguyen	25	Rachel A. Willis	7
Valerie H. Coleman	7	Dionte Clark	26	Andrea G. Roberts	6
Lina Y. Fong	7	Doris Tyler	26	Jennifer K. Pherigo	5
Tiffany M. Wright	7	Shirley L. Warfield	26	Katherine M. Fields	5
Lori K. Sullivan	8	Lindsay L. Taylor	27	Rose Taylor	4
Alicia C. Davis	9	Kimberly G Lottridge	29	Lisa D. Edds	3
Lana M. Hunt	9	Melissa D. Miskuf	30	Toi L. Rhyne	3
Salisa R. Stivers	10			Keona A. Warren	2
Rita B. Durbin	12			Tania Mendoza	2
Connie Camden	14			Claudia Orr	2
Lorie A. Craft	14			Natalie Gee	2
Kathleen C. Tarnow	14			Nancy Jeffreys	1
Marchita E. McClure	15			Melissa C. Miller	1
Cynthia M. Kull	16			Melissa D. Miskuf	1
Lynn M. Kuzar	16			Keri L. Ellis	1
Angela L. Mitchell	16			Patricia Aguilar	1
		<b>Anniversaries</b>	<b>Years</b>		
		Judy C. Miles	27		
		Anne B. Bohr	19		
		Carol H. Elliott	17		
		Paulette Hollis	17		
		Mary L. Tucker	12		



# On-Target Star Consultants!

**STAR QUARTER ENDS December 15th**

Consultant Name	—Wholesale Production Needed—					Pearl
	Current Wholesale Production	Sapphire	Ruby	Diamond	Emerald	
DOTTIE MARZIAN	\$1,434.00	\$366.00	\$966.00	\$1,566.00	\$2,166.00	\$3,366.00
NATALIE GEE	\$1,206.50	\$593.50	\$1,193.50	\$1,793.50	\$2,393.50	\$3,593.50
MANDY GOSSOM	\$773.25	\$1,026.75	\$1,626.75	\$2,226.75	\$2,826.75	\$4,026.75
ANN PHILLIPS	\$705.25	\$1,094.75	\$1,694.75	\$2,294.75	\$2,894.75	\$4,094.75
RAYNA PARTIN	\$598.75	\$1,201.25	\$1,801.25	\$2,401.25	\$3,001.25	\$4,201.25
KATHY LEE	\$580.00	\$1,220.00	\$1,820.00	\$2,420.00	\$3,020.00	\$4,220.00
KELLY GORMAN	\$555.75	\$1,244.25	\$1,844.25	\$2,444.25	\$3,044.25	\$4,244.25
JUDY MILES	\$529.50	\$1,270.50	\$1,870.50	\$2,470.50	\$3,070.50	\$4,270.50
ANNETTE SIMPSON	\$458.00	\$1,342.00	\$1,942.00	\$2,542.00	\$3,142.00	\$4,342.00
JEANETTE THOMPSON	\$440.75	\$1,359.25	\$1,959.25	\$2,559.25	\$3,159.25	\$4,359.25
JULIE WEAVER	\$439.25	\$1,360.75	\$1,960.75	\$2,560.75	\$3,160.75	\$4,360.75
REBECCA JENKINS	\$408.00	\$1,392.00	\$1,992.00	\$2,592.00	\$3,192.00	\$4,392.00
IRENE FIDEL	\$401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00
PAULA MONGE	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50



## Look What You Can



## Win This Quarter!



**1800**



**2400**



**3000**



**3600**



**4800**



**6000**



**7800**



**9600**

### MORE STAR PERKS!



Gatlinburg Girlfriends  
STAR Getaway!



Quarterly Secret Pre-Pack  
Party!



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

# Court of Queen's Court of Sales

## Sharing

\$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!



**#1 Dottie Marzian**  
**\$10,460.00**



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



**#1 Colette Ingram 2 \$286.56**

2 Dottie M. Marzian	1	\$240.40	2 Lorie A. Craft	\$8,604.00
3 Brooke A. Dreyer	1	\$157.13	3 Amy R. Cheek	\$7,343.50
4 Barbara Martin	1	\$122.79	4 Mandy B. Gossom	\$7,101.00
5 Nancy H. Glass	1	\$120.00	5 Rayna K. Partin	\$7,037.50
6 Natalie Gee	1	\$96.00	6 Rebecca K. Jenkins	\$6,706.50
7 Mandy B. Gossom	3	\$74.29	7 Jessica A. Owens	\$6,662.50
8 Julie A. Bassett	1	\$60.17	8 Lauren A. Ogden	\$6,536.50
9 Cynthia B. Skinner	1	\$48.04	9 Donna L. Reeves	\$6,363.00
10 Janis L. Baskett	1	\$24.59	10 Rita B. Durbin	\$6,231.50
			11 Greta M. Clayton	\$5,949.50
			12 Calista J. Craddock	\$5,911.50
			13 Cynthia B. Skinner	\$5,876.50
			14 Linda M. Nichols	\$5,815.50
			15 Annette M. Simpson	\$5,799.50
			16 Shawna K. Kinslow	\$5,780.00
			17 Jenise Squires	\$5,686.00
			18 Brittney D Hillerich	\$5,334.50
			19 Janis L. Baskett	\$4,886.00
			20 Paula M. Monge	\$4,816.50

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!

## Thank You for investing in your business in September!

Name	Amount	Name	Amount	Name	Amount
Lorie A. Craft	\$3,928.25	Kristina L. Navarro	\$388.25	Angela M. Howard	\$204.50
Brittney D Hillerich	\$2,400.00	Eva L. Robbins	\$374.25	Abigail Ernstes	\$203.00
Dottie M. Marzian	\$2,081.00	Michelle L. Kelty	\$357.50	Rita E. Stephenson	\$202.50
Rebecca K. Jenkins	\$1,532.50	Brooke A. Dreyer	\$351.50	Persephone R. Murphy	\$202.25
Donna L. Reeves	\$1,385.25	Marsha L. Carlson	\$349.75	Crystal A. Frillman	\$202.00
Natalie Gee	\$1,312.00	Josephine Bowen	\$333.50	Patricia Stanton	\$201.50
Jenise Squires	\$1,172.50	Mandi M. Hall	\$328.25	Debbie E. Lanham	\$201.50
Dana L. Logan	\$1,165.00	S. Lentini-Aicken	\$327.50	Colette L. Ingram	\$201.25
Shawna K. Kinslow	\$1,116.00	Michelle L. Turner	\$323.50	Rebecca A. Cornett	\$201.25
Deborah L. Fisher	\$939.50	Sharon K. Siddon	\$318.75	Bridget R. Moore	\$201.00
Donatta L. Kidwell	\$835.00	Tara L. Cox	\$294.50	Julia Longan	\$201.00
Rita B. Durbin	\$800.75	Sheila Dillingham	\$289.00	Angela L. Mitchell	\$200.75
Rayna K. Partin	\$784.00	Judy B. Brown	\$269.50	Marlene C. Kravitz	\$200.75
Mandy B. Gossom	\$773.25	Anja E. Heberle	\$265.50	Pam Smither Merrick	\$200.75
Valerie H. Coleman	\$727.75	Geraldine Arnold	\$263.00	Jessica D. Vaughn	\$200.50
Linda M. Nichols	\$705.50	Calista J. Craddock	\$260.00	Crickett Fackler	\$200.50
Ann R. Phillips	\$705.25	Kay Braid	\$241.00	Anne Howard	\$200.50
Kelly J. Gorman	\$694.25	Sandra D. Purcel	\$234.50	Sarah L. Evans	\$200.50
Cynthia B. Skinner	\$628.50	Paula C. Cardwell	\$231.00	Pamela J. Luthin	\$200.00
Tina S. Johnson	\$612.50	Linda F. Norris	\$229.75	Joann T. Johnson	\$200.00
Annette M. Simpson	\$602.50	Greta M. Clayton	\$229.50	Lisa Finnell	\$200.00
Lynnae Bussell	\$601.50	Sara W. Beavin	\$228.00	Janis L. Baskett	\$193.00
Lauren A. Ogden	\$592.00	Lucy D. Lucas	\$227.75	Jana Strickland	\$187.00
Kathy M. Lee	\$580.00	Debra A. Clover	\$225.00	Marlene M. Roseberry	\$180.50
Heather L. Holt	\$542.75	Debbie L. Cline	\$219.50	Brooke W. Herman	\$160.00
Judy C. Miles	\$529.50	Evelyn D. Fisher	\$219.00	Michelle M. Tocci	\$141.00
Ruth A. Staples	\$527.25	Julie A. Bassett	\$215.00	Jamie L. Gauspohl	\$139.25
Jeanette K. Thompson	\$440.75	Marina R. Maxwell	\$214.50	Lorraine J. Sandoval	\$99.00
Amy R. Cheek	\$403.50	Anne B. Bohr	\$213.00	Tina L. Thompson	\$95.75
Cheri R. Scott	\$401.00	Keri A. Eichberger	\$212.50	Courtney H. Jones	\$78.00
Irene B. Fidel	\$401.00	Mary C. Newton	\$208.00	Karen A. Cosens	\$78.00
Paula M. Monge	\$400.50	Janel Olson	\$207.50	Katie A. Davis	\$75.50
Belinda Nichols	\$399.25	Teresa L. Gossom	\$205.50	Frieda J. Castillo	\$74.00
		Mary L. Williams	\$204.50		

# 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
<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

# October & November 2010

Mon	Tue	Wed	Thu	Fri	Sat
<b>18</b>  <b>Frankfort Meeting</b> <b>5:30pm</b>	<b>19</b> <b>Tues. Night Success Meeting</b> <b>6:30-8:30pm</b>  <b>Script for Success!</b>  Training: Becky Jenkins	<b>20</b>	<b>21</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>22</b>  RSVP by 5pm to 529-1067 for Muffins and Makeovers	<b>23</b>  <b>Muffins &amp; Makeovers</b> <b>10-Noon</b>  
<b>25</b>  <b>Frankfort Meeting</b> <b>5:30pm</b>	<b>26</b> <b>Tues. Night Success Meeting</b> <b>6:30-8:30pm</b>  <b>Overcoming Objections!</b>  Training: Brenda Barnes	<b>27</b>	<b>28</b>  Thursday nights Julie is available to help with Recruit prospects. Make reservation! (502) 489-9900	<b>29</b>	<b>30-31</b>  <b>Last Day Cons. can Assign an order to Julie for October</b>
<b>1</b>  <b>Frankfort Meeting</b> <b>5:30pm</b>	<b>2</b> <b>Tues. Night Success Meeting</b>  <b>Follow Thru!</b>  Training: Natalie Gee	<b>3</b>	<b>4</b>  Thursday nights Julie is available to help with Recruit prospects. Make reservation! (502) 489-9900	<b>5</b>  RSVP by 5pm to 930-6911 for Muffins and Makeovers	<b>6</b>  <b>Muffins &amp; Makeovers</b> <b>10-Noon</b> <b>Brush Clinic</b>  
<b>8</b>  <b>Frankfort Meeting</b> <b>5:30pm</b>	<b>9</b> <b>Tues. Night Success Meeting</b> <b>6:30-8:30pm</b>  <b>Recruiting!</b>  Training: Annette Simpson	<b>10</b>	<b>11</b>  Thursday nights Julie is available to help with Recruit prospects. Make reservation! (502) 489-9900	<b>12</b>	<b>13</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 Sept. 15th!**

# HUNT FOR A RED OCTOBER CONSULTANT



PROSPECT'S NAME	PHONE #'S	INTERVIEW DATE & TIME	RESULTS	MY NEXT STEP WITH HER
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
11				
12				
13				
14				
15				

WHEN YOU HAVE COMPLETED 15 F/C INTERVIEWS & GOTTEN AT LEAST 1 NEW RECRUIT IN OCTOBER, TURN THIS SHEET INTO JULIE FOR YOUR GO RED NECKLACE



**Kim McClure's**

# Holiday STOP-N-SHOP!



**Earn CASH for Christmas and have a DEBT-FREE Holiday Season!**

Call everyone you know (even if you haven't facialed them) and say:

"I am going to be in your area this week/next week and I would love to pop in for just a quick 15 minutes and show you the wonderful gift ideas I have for Christmas. I have something for everyone on your list – except little kids. I gift wrap and deliver for you too! As a thank you for letting me pop in, you can get one Christmas Gift at ½ price OR you can shop tax free! (*You, as consultant, pick whichever is more appealing to you and offer one or the other*). Set the date and time – then say "Hey if you share this appt. with some friends – you can do all your shopping at ½ off – you'll get 10% off your order for each friend you have there – up to 50% off your whole order!"

## What to do:



Wrap a Mary Kay inventory box or copy paper box in holiday paper. Be sure to wrap all the sides including the bottom. You will use this box to carry your items in. Once you arrive, put down a solid color tablecloth, and empty everything out of the box. Flip the box over onto the tablecloth and set up the products on top of the box and around the sides. Add a couple of Christmas ornaments around the items and you have a beautiful display!

I suggest adding a few of the men's items to your order to have something for everyone on their list! Also, show the Hostess Necklace and a compact (filled) and a compact PRO (filled). People always buy gifts and buy for themselves too!

## Agenda:

- Start with Satin Hands/Satin Lips
- Do a "Handcial" on them if they don't use skin care already. Have them put skin care on the back of one hand, then take a darker shade of foundation (ivory if they have bronze skin) and put a dab on the back of each hand and rub it in and see the difference! Show them the page on the Miracle Set and stats!
- Then open up to pg. 9 of the Look Book and take them thru the Holiday Items. Let them shop!
- Have them fill out a profile card – front and back side of the card – give an incentive for getting 5 referrals – like \$5 off your order.
- Book them for a quickie Holiday makeover so they look great in all the pictures their relatives will be taking over the holidays!

**So quick, easy, fun! I did this one on one and sold \$613!!! Be sure you have enough products on hand to get you thru the 12<sup>th</sup> of December! Orders that go in at the beginning of a month can take up to 10 days to come in! If you order on the last day of the month, you will have to assign the order to your director WITH PAYMENT!**



## To an Outstanding Consultant!



Holding a Successful

Holiday

Open House

**Have a total of THREE Open Houses to maximize the opportunity that we have for the season... you'll be glad you did!**

### Plan your first Open House

- \* This should be around the first of November.
- \* Plan it on a Saturday and call it "Souper Saturday."
- \* Make a pot of soup or chili that can sit on the stove all day. Provide drinks and a loaf of French bread. Let your guests serve themselves!
- \* You might want to think of the Drawing card to get them there: like 15% off, plus a gift when you bring a friend or someone's order, plus the PCP gift with a \$40 purchase (total must be \$40 AFTER the discount) Or Call all your customers and say: "I am having a holiday sneak preview on \_\_\_\_ (date) from \_\_\_\_ (time) (1 hour is enough and I need your help! If you will just come and give me your opinion of our new Holiday products you can choose any one -holiday set/product of your choice for 1/2 price. It will only take a few minutes. Thank you for your help
- \* Order at least one of each Holiday Set's to display, they are beautifully packaged this year.
- \* Follow up your invitations with a reminder call and set up one-on-one facials every 30 minutes.
- \* It is essential that you carry Holiday Wish Lists with you everywhere for clients to fill out at every appointment.

### Plan your Second Open House

- \* Send an invitation to your SECOND Open House to those who did not come to the first one, and those you have not contacted since the PCP mailing went out.
- \* This Open House should be held mid-November, I like the week after Thanksgiving. Do the same theme, or change it to a "Mom's Saturday Out."

### Plan your Third Open House

- \* Have your THIRD Open House around the 10th of December.
- \* EVERYONE is invited...last minute buying is wonderful!
- \* Promote "Stocking Stuffer Specials" (excess Section 2 and extra PCP gifts).
- \* On the 19th of December, send out a Christmas card to all who bought anything from you during the holiday season and wish them a "Merry Christmas."
- \* Thank them for their loyalty with a coupon good for \$10.00 on anything. The coupon must be redeemed before February 28th. (In January, ask, "When the new Spring colors come out, do you want to be the first to see them?" This will set up your spring sales!)

