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THE ACHIEVER

September Issue, August 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"

September Focus

- 1. Finish Your Star by Sept. 15th!**
(Look for ideas & who's on target inside)
- 2. Book & hold your Power Start & win a chance to go to New York!**
(see details inside)
- 3. Put your Prospects on the New Sharing Line!**
Have your prospects listen to Julie's story & facts by calling (641-715-3800 access code 32258)
- 4. Order the New Holiday Products before they sell out to plan for a Debt-free Christmas.**
(ideas inside)
- 5. Check out New Products & discontinued products so you can move & make room for new!**
(details on julieweaver.net)
- 6. Move up so you can go to Atlanta Leadership Conference!**
(details inside)

Dear Million \$ Achievers,

The New MK Year is off to a HOT Start! What's Hot? New Holiday Products, biz builder bucks for ALL orders of \$400 whsl or more, a Red Hot Dooney & Bourke Bag and up to \$500 in bonuses for Future Directors, DIQ's, and New Directors at Atlanta Leadership Conference! There has never been a better time to get serious about Building your Mary Kay Business. I Thessalonians 4:11-12 "Make it your ambition to lead a quiet life (No Drama) to mind your own business (Stay Focused on your Goals), and to work with your hands (Not just Talk about what you will do - - but Do It!) just as we told you. (You've been trained to) So that your daily life may win the respect of outsiders (Applause, prizes, influence) and so that you will not be dependent on anyone (Get out of debt, be able to give & live stress free) What a challenge the apostle Paul gave, and what an opportunity we have to reach it in Mary Kay! So make up your mind to get Serious about Mary Kay and start living the life of your dreams instead of just dreaming of the life you want to live.

Living Out Loud!
Julie

Sept. Goals
* \$40,000 Whsl Unit Production
* 15 New Recruits
* 2 New DIQ's
* 2 New On-Target Car Drivers
* 5 New Red Jackets
* 25 Star Consultants

Where do you want to be by Sept. 30th?



Look Who's On-Target to Drive Free & in DIQ

Motivated Mandy Gossom is racing to the finish to make her dreams come true. This busy wife and mother of a 3 month old is leading her team, "The Gossom Glamour Girls" by example. They just finished their 1st month of Car & Director qualifications! Keep up the great work Mandy, we can't wait to have you in the Dream Weaver Area Director Team!

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

Honorable Mention

Cindy S.	\$940
Donna R.	\$543
Lorie C.	\$978
Melinda V.	\$240
Annette S.	\$605
Janine S.	\$791
Lanika N.	\$265
Angela D.	\$117
Venita W.	\$927
Rita D.	\$807
Barbara H.	\$584
Adrienne D.	\$164
Jenise S.	\$210
Shelly T.	\$180
Dottie M.	\$730

#1



Mandy Gossom
4 rec.
Silver Medal

&



Shawna Kinslow
3 rec.
Bronze Medal

Great Job!

Welcome New Sisters in Pink!

New Consultant

Stacy M. Allen
 Kelly J. Chastain
 Arlene Cotton
 Ruth C. Edwards
 Crystal Flores
 Tonya L. Martin
 Danielle R. Merrick
 Hayley G. Richardson
 Karen Spero
 Elizabeth Thompson
 Wanda C. Yocum

From

SHELBYVILLE, KY
 ROCKWALL, TX
 WADDY, KY
 LEXINGTON, KY
 MESQUITE, TX
 BEDFORD, KY
 SHEPHERDSVILLE, KY
 SHELBYVILLE, KY
 TERRELL, TX
 LOUISVILLE, KY
 SHELBYVILLE, KY

Sponsored by

M. Gossom
 S. Kinslow
 D. Reeves
 D. Logan
 S. Kinslow
 M. Gossom
 M. Gossom
 M. Richardson
 S. Kinslow
 N. Glass
 M. Gossom



Awesome!

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 this your Goal for Sept.!



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!

Michele Richardson



Power Start Plus

Power Start Plus:

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

Make this your Goal for Sept.!



Step Three

October Birthdays & Business Anniversaries

Birthdays	Day		Years		Years
Julie A. Bassett	1	Michelle L. Rainer	21	Anita S. Pulliam	16
Chanda K. Daily	2	Stacy M. Allen	22	Erica N. Galyon	14
Bethanie D. Clark	3	Pam F. Burns	23	Mary D. Seewer	13
Bevvie S. Neel	3	Clyda L. Henderson	25	Marlene A. Harvey	9
Marsha L. Clark	4	Tina L. Thompson	25	Laura A. Wingfield	9
Jennifer Crum	5	Beverly A. McCauley	26	Alexandra C Bellizio	9
Jennifer L. McShea	6	Janine K Shackelford	26	Marsha L. Carlson	8
L B. Rose	6	Alexandra C Bellizio	27	Tracy Thacker	6
Ashley R. Shepherd	6	Patricia A. Love	28	Tara L. Cox	6
Lisa G. Hulette	11	Cheryl B. Campbell	29	Jena L. Darney	5
Andrea G. Roberts	11	Kathryn L. Garrett	29	Shannon M. Devine	4
Tanya M. Simmons	11	Phyllis Hudson	29	Bridgette Threats	4
Tinlisha M. Stanley	11	Jena L. Darney	30	Lisa Finnell	4
Christy Cutter	12	Ruth M. Hawkins	30	Kathleen C. Tarnow	3
Carrie Berger	14	Jennifer R. Keenan	30	Ashley Casebier	2
Melinda Murner	14	Gabriel Pettigrew	30	Michelle Morgan	2
Paul H. Ritter	14	Karen D. Manges	31	Wendy C. Keenan	2
Melissa K. Holt	16			Heather Henning	2
Teresa D. Wilkinson	16	Anniversaries		Wilma L. Hippe	2
Trish K. Claunch	17	Lisa M. Reff	24	Rebecca K. Jenkins	2
Candace D. Hardy	17	A. K. Jolly	23	Jessica L. Caudle	1
Melissa S. Kane	17	Regina A. Mickelson	20	Jessica L. Johnson	1
Nola M. Brown	18	Carol A. Harper	20	Michele Prince	1
Katie R. Nelson	18	Julia Longan	16	Carlet R. Hagan	1
Stephanie T. Smith	18	Karen A. Cosens	16	Tammi M. Hall	1
		Kristina L. Navarro	16		

On-Target Star Consultants!

STAR QUARTER ENDS SEPTEMBER 15th

Consultant Name	Current	—Wholesale Production Needed—				
	Wholesale Production	Sapphire	Ruby	Diamond	Emerald	Pearl
ANGELA DAVIS	\$3,562.50	****	****	STAR	\$37.50	\$1,237.50
DEBBIE GLASSNER	\$3,156.50	****	****	STAR	\$443.50	\$1,643.50
ADRIENNE DUMKE	\$3,004.00	****	****	STAR	\$596.00	\$1,796.00
DANA LOGAN	\$2,894.00	****	STAR	\$106.00	\$706.00	\$1,906.00
DOTTIE MARZIAN	\$2,341.25	STAR	\$58.75	\$658.75	\$1,258.75	\$2,458.75
BARBARA HOWARD	\$1,975.25	STAR	\$424.75	\$1,024.75	\$1,624.75	\$2,824.75
TONYA MARTIN	\$1,809.50	STAR	\$590.50	\$1,190.50	\$1,790.50	\$2,990.50
ARLENE COTTON	\$1,800.50	STAR	\$599.50	\$1,199.50	\$1,799.50	\$2,999.50
LORIE CRAFT	\$1,565.75	\$234.25	\$834.25	\$1,434.25	\$2,034.25	\$3,234.25
JULIE WEAVER	\$1,476.25	\$323.75	\$923.75	\$1,523.75	\$2,123.75	\$3,323.75
MELINDA VANARSDALE	\$1,371.50	\$428.50	\$1,028.50	\$1,628.50	\$2,228.50	\$3,428.50
COLETTE INGRAM	\$1,365.00	\$435.00	\$1,035.00	\$1,635.00	\$2,235.00	\$3,435.00
JENISE SQUIRES	\$1,270.50	\$529.50	\$1,129.50	\$1,729.50	\$2,329.50	\$3,529.50
JANINE SHACKELFORD	\$1,266.25	\$533.75	\$1,133.75	\$1,733.75	\$2,333.75	\$3,533.75
MICHELINE MARTINEZ-WALKER	\$1,265.25	\$534.75	\$1,134.75	\$1,734.75	\$2,334.75	\$3,534.75
ANNETTE SIMPSON	\$1,252.25	\$547.75	\$1,147.75	\$1,747.75	\$2,347.75	\$3,547.75
JEN MILLER	\$1,163.50	\$636.50	\$1,236.50	\$1,836.50	\$2,436.50	\$3,636.50
RITA DURBIN	\$1,153.25	\$646.75	\$1,246.75	\$1,846.75	\$2,446.75	\$3,646.75
CYNTHIA SKINNER	\$1,096.25	\$703.75	\$1,303.75	\$1,903.75	\$2,503.75	\$3,703.75
CHERI SCOTT	\$1,077.25	\$722.75	\$1,322.75	\$1,922.75	\$2,522.75	\$3,722.75
SHAWNA KINSLOW	\$1,030.00	\$770.00	\$1,370.00	\$1,970.00	\$2,570.00	\$3,770.00
SHARON ROBINSON	\$1,011.00	\$789.00	\$1,389.00	\$1,989.00	\$2,589.00	\$3,789.00
ELAINE ROCHE	\$1,009.00	\$791.00	\$1,391.00	\$1,991.00	\$2,591.00	\$3,791.00
FRIEDA CASTILLO	\$1,000.00	\$800.00	\$1,400.00	\$2,000.00	\$2,600.00	\$3,800.00
DONNA REEVES	\$908.00	\$892.00	\$1,492.00	\$2,092.00	\$2,692.00	\$3,892.00
KATHY LEE	\$812.00	\$988.00	\$1,588.00	\$2,188.00	\$2,788.00	\$3,988.00
MANDY GOSSOM	\$809.25	\$990.75	\$1,590.75	\$2,190.75	\$2,790.75	\$3,990.75
HEATHER HOLT	\$767.50	\$1,032.50	\$1,632.50	\$2,232.50	\$2,832.50	\$4,032.50
MELANIE REECE	\$754.25	\$1,045.75	\$1,645.75	\$2,245.75	\$2,845.75	\$4,045.75
PAULA MONGE	\$703.00	\$1,097.00	\$1,697.00	\$2,297.00	\$2,897.00	\$4,097.00
CHERYL BENHAM	\$692.25	\$1,107.75	\$1,707.75	\$2,307.75	\$2,907.75	\$4,107.75
SHAUN WORKMAN	\$685.00	\$1,115.00	\$1,715.00	\$2,315.00	\$2,915.00	\$4,115.00
JUDY MILES	\$609.50	\$1,190.50	\$1,790.50	\$2,390.50	\$2,990.50	\$4,190.50
IRENE FIDEL	\$605.75	\$1,194.25	\$1,794.25	\$2,394.25	\$2,994.25	\$4,194.25
KAY BRAID	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
STACY ALLEN	\$600.75	\$1,199.25	\$1,799.25	\$2,399.25	\$2,999.25	\$4,199.25
RHONDA MISCHL	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
CARRIE BERGER	\$586.25	\$1,213.75	\$1,813.75	\$2,413.75	\$3,013.75	\$4,213.75
GLENDA KRUER	\$559.50	\$1,240.50	\$1,840.50	\$2,440.50	\$3,040.50	\$4,240.50
MICHELLE KELTY	\$556.25	\$1,243.75	\$1,843.75	\$2,443.75	\$3,043.75	\$4,243.75
BELINDA NICHOLS	\$541.50	\$1,258.50	\$1,858.50	\$2,458.50	\$3,058.50	\$4,258.50
CYNTHIA MOXLEY	\$529.50	\$1,270.50	\$1,870.50	\$2,470.50	\$3,070.50	\$4,270.50
TARA COX	\$527.00	\$1,273.00	\$1,873.00	\$2,473.00	\$3,073.00	\$4,273.00
MORGAN SPIVEY	\$525.75	\$1,274.25	\$1,874.25	\$2,474.25	\$3,074.25	\$4,274.25
DANIELLE MERRICK	\$522.00	\$1,278.00	\$1,878.00	\$2,478.00	\$3,078.00	\$4,278.00
JANICE COCHRAN	\$520.00	\$1,280.00	\$1,880.00	\$2,480.00	\$3,080.00	\$4,280.00
JENNIFER HIGDON	\$511.75	\$1,288.25	\$1,888.25	\$2,488.25	\$3,088.25	\$4,288.25
BETTYE MCCLURE	\$505.50	\$1,294.50	\$1,894.50	\$2,494.50	\$3,094.50	\$4,294.50
MICHELLE SPENCER	\$485.50	\$1,314.50	\$1,914.50	\$2,514.50	\$3,114.50	\$4,314.50
MARCIA NEWBY	\$463.25	\$1,336.75	\$1,936.75	\$2,536.75	\$3,136.75	\$4,336.75
VALERIE COLEMAN	\$459.50	\$1,340.50	\$1,940.50	\$2,540.50	\$3,140.50	\$4,340.50
DEBORAH PEACH	\$457.00	\$1,343.00	\$1,943.00	\$2,543.00	\$3,143.00	\$4,343.00
JUDY BROWN	\$456.00	\$1,344.00	\$1,944.00	\$2,544.00	\$3,144.00	\$4,344.00
MARY BOWLES	\$455.25	\$1,344.75	\$1,944.75	\$2,544.75	\$3,144.75	\$4,344.75
MARINA MAXWELL	\$452.25	\$1,347.75	\$1,947.75	\$2,547.75	\$3,147.75	\$4,347.75
LYNNAE BUSSELL	\$452.00	\$1,348.00	\$1,948.00	\$2,548.00	\$3,148.00	\$4,348.00
TERESA GOSSOM	\$443.25	\$1,356.75	\$1,956.75	\$2,556.75	\$3,156.75	\$4,356.75
MICHELE RICHARDSON	\$440.50	\$1,359.50	\$1,959.50	\$2,559.50	\$3,159.50	\$4,359.50
HELEN LOGAN	\$440.00	\$1,360.00	\$1,960.00	\$2,560.00	\$3,160.00	\$4,360.00
LANIKA NEWBY	\$436.50	\$1,363.50	\$1,963.50	\$2,563.50	\$3,163.50	\$4,363.50
JOANN JOHNSON	\$433.50	\$1,366.50	\$1,966.50	\$2,566.50	\$3,166.50	\$4,366.50
CHARLENE SMITH	\$433.00	\$1,367.00	\$1,967.00	\$2,567.00	\$3,167.00	\$4,367.00
NANCY GOSSOM	\$428.75	\$1,371.25	\$1,971.25	\$2,571.25	\$3,171.25	\$4,371.25



Court of Sharing

Queen's Court of Sales

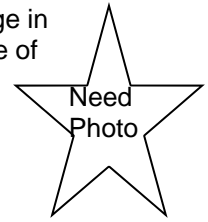
\$36,000 retail from 7/1/11 to 6/30/12 will put you on stage in National Queen's Court of Sales & give you your choice of these beautiful Rings!



24 New \$600 qualified Recruits for the year 7/1/11—6/30/12 is Court of Sharing and Bee Ring Winner!



#1 Debbie Glassner
\$7,364.50



#1 Mandy Gossom 2 \$313.32

- 2 Colette L. Ingram 1 \$284.08
- 3 Donna L. Reeves 1 \$72.02
- 4 Martha H. LaHue 1 \$50.61

- 2 Dana L. Logan \$6,078.00
- 3 Tonya L. Martin \$4,158.50
- 4 Arlene Cotton \$4,140.50
- 5 M. Martinez-Walker \$2,895.50
- 6 Barbara A. Howard \$2,420.50
- 7 Dottie M. Marzian \$2,346.00
- 8 Colette L. Ingram \$2,305.00
- 9 Jen K. Miller \$2,266.00
- 10 Cynthia B. Skinner \$2,232.50

Thank You for investing

Name Amount

Tonya L. Martin	\$1,809.50
Arlene Cotton	\$1,800.50
Cynthia B. Skinner	\$1,096.25
Shawna K. Kinslow	\$1,030.00
Kathy M. Lee	\$812.00
Dana L. Logan	\$735.25
Dottie M. Marzian	\$729.00
Mandy B. Gossom	\$695.25
Donna L. Reeves	\$680.75
Lorie A. Craft	\$680.50
Rita B. Durbin	\$659.25
Janine K Shackelford	\$659.25
Colette L. Ingram	\$651.75
Jen K. Miller	\$650.25
Stacy M. Allen	\$600.75
Cynthia H. Moxley	\$529.50
Barbara A. Howard	\$524.75
Danielle R. Merrick	\$522.00
Jennifer Higdon	\$511.75
Bettye M. McClure	\$505.50
Paula M. Monge	\$409.75
Gail Burke	\$408.75
Jenise Squires	\$407.75
Beverly A. McCauley	\$406.25
Melinda R VanArsdale	\$405.00
Linda M. Nichols	\$402.75
Nola M. Brown	\$402.50
Michelle Spencer	\$388.75
Heather L. Holt	\$379.50
Glenda F. Kruer	\$354.00
Sharon M. Womack	\$346.25
C Renee Penick	\$331.00
Sheila Dillingham	\$321.50
Cheryl Benham	\$321.25
Rebecca K. Jenkins	\$319.50
Marlene C. Kravitz	\$315.75
Pamela J. Luthin	\$301.50
Judy C. Miles	\$289.50
Kim S. Cornish	\$270.25
Jackie R. Freels	\$268.50
Judy B. Brown	\$255.50
Melanie N. Reece	\$249.50
Keri A. Eichberger	\$245.00

- 11 Shawna K. Kinslow \$2,110.00
- 12 Donna L. Reeves \$1,836.00
- 13 Jenise Squires \$1,799.00
- 14 Melinda R VanArsdale \$1,790.50
- 15 Kathy M. Lee \$1,698.00
- 16 Janine K Shackelford \$1,659.50
- 17 Mandy B. Gossom \$1,638.50
- 18 Stacy M. Allen \$1,460.00
- 19 Lorie A. Craft \$1,391.00
- 20 Rita B. Durbin \$1,360.50

in your business in August!

Tonya L. Bell	\$245.00	Irene B. Fidel	\$202.50
Mary L. Bowles	\$239.50	Ashley A. Shaw	\$202.25
Beth Geis	\$235.50	Imelda L. Cecil	\$202.00
Michelle L. Rainer	\$233.75	Ekwutosi Okoli	\$202.00
Deborah S. Peach	\$232.00	Sharon K. Wilson	\$202.00
Daylene A. Martinez	\$231.00	Danielle Adams	\$201.00
Amy R. Cheek	\$229.75	Bethanie D. Clark	\$201.00
Charlene M. Smith	\$227.00	Jessica L. Caudle	\$201.00
Nancy M. Gossom	\$225.75	Joann T. Johnson	\$200.50
Evelyn D. Fisher	\$222.00	Janis L. Baskett	\$193.25
Bevvie S. Neel	\$220.00	Paul H. Ritter	\$179.25
Saundra D. Blair	\$219.75	Helen E. Logan	\$153.00
Belinda Nichols	\$218.50	Debbie L. Glassner	\$153.00
Mary D. Seewer	\$218.00	Ruth M. Hawkins	\$146.50
Belinda M. Chavez	\$213.50	Teresa L. Gossom	\$141.25
Michelle L. Kelty	\$212.25	Anne B. Bohr	\$111.50
Cindy P. Fyffe	\$211.50	Lesa H. Scott	\$111.00
Alysia M. Tubbs	\$211.00	Michele F Richardson	\$108.25
June L. McGirt	\$210.00	Emily B. Knight	\$93.00
Valerie H. Coleman	\$210.00	Anna M. Hopkins	\$84.00
Marsha L. Clark	\$209.50	Shaunna M. Glass	\$83.25
Judith S. Simmons	\$209.00	Jan A. Link	\$83.00
Stacey R. Wallace	\$207.50	Donatta L. Kidwell	\$82.50
Regina A. Mickelson	\$207.00	Laura A. Wingfield	\$79.25
Frieda J. Castillo	\$205.00	Rachel A. Willis	\$75.00
Ruth C. Edwards	\$204.00	Martha Broach	\$71.00
Anita C. Newton	\$203.75	Angela M. Davis	\$68.25
Wilma L. Hippe	\$203.25	Carrie M. Downing	\$63.50
		Kelly A. Able	\$54.50

My Monthly Tracking Sheet to Success

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

Name _____

—

<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 7/1/11—6/30/12 about \$1,500 wholesale per month!

ACTIVITY PLANNER

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



<u>To Be a Star</u>	
<u>Star</u>	<u>Weekly</u>
<u>Sell</u>	
\$1,800	\$250
\$2,400	\$334
\$3,000	\$417
\$3,600	\$500
\$4,800	\$667

*Based on 12

WEEK	NEW RETAIL SALES	MISC. SALES	TOTAL SALES	WHSL. ORDERS
1				
2				
3				
4				
	Monthly Total	Monthly Total	TOTAL	Monthly Total

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



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

September & October 2011

Mon	Tue	Wed	Thu	Fri	Sat
12 Frankfort Meeting 5:30pm	13 Tues. Night Success Meeting 6:30-8:30pm A Holiday Plan Training: Marlene Roseberry 	14	15 ★ Star Cons. Deadline (Postmarks count) <u>Julie on Top Director Trip</u>	16	17
19 Frankfort Meeting 5:30pm	20 Tues. Night Success Meeting 6:30-8:30pm Business Gift Service for the Holidays! Training: Mandy Gossom 	21	22	23	24
26 Frankfort Meeting 5:30pm	27 Tues. Night Success Meeting 6:30-8:30pm Holiday Coffees & Collection Previews! Training: Dottie Marzian 	28	29 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	30 RSVP by 5pm to 327-3700 for Muffins and Makeovers Last day cons. Can order online until 10pm for Sept. 	1 Muffins & Makeovers 10-Noon Brush
3 Frankfort Meeting 5:30pm	4 Tues. Night Success Meeting 6:30-8:30pm Holiday Makeover Ideas & Marketing! Training: Debbie Fisher 	5	6 8:30pm Career Call 1-605-475-6006 Access: 309214# Make a reservation for your prospect by 5pm 327-3700	7	8

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!

Make this Your Goal for Sept.!





Contact Business Gift Buyers and Boost Your Holiday Sales!!

Calling All businesses! Calling All businesses! Calling All businesses! Calling All businesses!

Senior Director Nancy Moser of Brookfield, Wis. uses the following dialogue when calling local businesses about holiday gift buying:

"May I please speak with the person in charge of purchasing holiday gifts for employees or clients? "Mr. or Mrs. _____ this is Nancy Moser. I'm an independent Beauty consultant with Mary Kay Cosmetics, and I'm calling the businesses in this area to offer my executive shopping service for your special clients and employees. May I have five minutes from your busy schedule to explain my services?"

"Depending on your needs, I have specialized gifts priced from \$2 to \$40 or more, and I will holiday gift wrap them for you Free! I also have a special gift for you with any purchase of \$50 or more. You can order now and pay half of the total cost and pay the balance due upon delivery the week of _____."

Nancy recommends taking the order over the phone whenever possible. However, most people want to see what they'll be getting, so instead of going into great detail by phone, she suggests that you ask for a 15-minute appointment this week to show her or him the wide variety of gift choices they have

Overcoming Objections

Executive Senior Director Sharon Stempson of Fairborn, Ohio, sends a letter to businesses she thinks may be interested in her gift-buying services. She then follows up with a phone call and is always prepared to overcome two of the most common objections:

"We only give bonus." Great! I know your employees truly appreciate that. You know, _____ I believe that when you give a small personal gift along with a bonus, that person thinks of you every time she uses it. You can get so much more goodwill out of your bonus! Is there any reason why we couldn't get together this week or next and spend 10 minutes looking at our gift ideas? It won't cost you a cent to look, and I guarantee you'll be glad you did!"

"Gifts are too personal." I know exactly how you feel. I've felt like that myself, but I found that people love a personal item. By the way, do your employees work with your clients? We also provide free classes on professional makeup and dress that can help them represent your business the way you want them to. Would you be interested in that service as well? Why don't we schedule a 10-minute appointment for this week or next and let me explain my gift-buying ideas and the other services I can offer. Those 10 minutes may solve more than one problem for you!

Consider These Businesses And More...

- | | | | |
|----------------------|---------------------|---------------------|-------------|
| Banks | Dentists | Churches | Printers |
| Clinics | Veterinarians | Loan | Companies |
| Car Dealers | | Gas Stations | Contractors |
| Realtors | | Restaurants | Hotels |
| Doctors | | Social/Civic Groups | |
| Self-Employed People | Insurance Companies | | |

More Suggestions

*Dress and act professionally for each appointment. Be on time. When you arrive, give a product sampler or other small gift to the secretary and have fragrance samplers on hand for the potential buyer.

*Emphasize your range of prices. Ask your contact if he or she has several price levels in mind or if everyone receives the same gift. Usually a company gift-buyer will either choose the items or say, "I need 20 women's gifts and 10 men's gifts at \$20 each." The actual selection may be left to you.

*Listen for other gift needs your contact may have such as personal gifts for family and friends.

*Be sure to attach your address label to each gift product. If possible, get the names of the recipients for follow-up sales.

*Keep in mind that your goal is repeat business throughout the year and following holiday seasons.

Even if they don't buy this year, the good impression you make will be remembered in the future.



Holiday Time Table

September 1st—10th:

- ⇒ Plan your Holiday Strategy.
- ⇒ Call all your customers and offer them a \$75 for \$35 for all Hostesses who have 3+ guests, \$100 in class sales and one class booking! This is great for moms and daughters, Velocity, TimeWise classes, Trunk / Gift Shows or Office Pampering Parties!

September 11th—15th:

- ⇒ Complete your Star!
- ⇒ Order your holiday items early.
- ⇒ Set up preview appointments with your best customers to get their opinions of what they like. This will help you with Holiday inventory ordering.

September 16th—30th:

- ⇒ Begin your preview appointments with customers.
- ⇒ Begin sending letters and making follow up calls to local businesses. Start with business owners within your customer base.
- ⇒ Hold appointments that you scheduled the 1st part of the month.
- ⇒ Do your own personal shopping using our wonderful Mary Kay products and gift items!

October 1st—15th:

- ⇒ Set your goals Retail Sales, interviews held and new team members.
- ⇒ Have guests to every meeting!
- ⇒ Start "showing, telling and smelling" with everyone you come in contact with.
- ⇒ Have your Go-Tote filled with samples, fragrances and Look Cards.
- ⇒ Hand out 3 a day for best results. You are planting seeds for your future!
- ⇒ Have 10—15 Hostess Packets and Recruiting Packets with "Consider the Possibilities" CD's prepared.
- ⇒ Start following up with PCP customers.
- ⇒ Target: Booking Skincare Classes, Fall Makeovers, Nail Care Classes, Pampering Parties (Satin Hands and Body Care). Offer a variety of choices based on her personal needs. Get in front of them with the products so you can get a wish list filled out for her, interview her and meet more wonderful ladies.
- ⇒ Offer a free lipstick / liner to your customers for allowing you 15-30 minutes to share your Career Opportunity so they can earn extra income during the Holiday Season. Tie this in with the above appointment if possible.
- ⇒ Now is the time to start booking office visits to do Shopping Coffees / Holiday Preview Parties during break / lunch time at customer's place of employment or in a neighborhood setting
- ⇒ Continue to follow up with businesses, always adding more to your list.
- ⇒ Look ahead at your fall calendar and schedule your Open House(s). This is for Consultants with ample customers locally to them.

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



Take the Future Independent Sales Director Challenge.
 Oct. 1 - Dec. 31, 2011

Stepping up in leadership has its rewards. Claim yours at Leadership Conference 2012!

Become a Future Independent Sales Director during the challenge period, and you'll be invited to the Class of 2012 Reception where you will receive a \$200 gift card and a special prize.

Become an Independent Sales Director in Qualification during the challenge period, and you'll be invited to the Class of 2012 Reception where you will receive a \$300 gift card and a special prize.

New Independent Sales Directors you'll be invited to the Class of 2012 Reception where you will receive a \$500 gift card, the Orchid Class of 2012 Ring, and a Red Hot Dooney & Bourke Handbag!

To a Spectacular Consultant!

Be a Face Model for My Fall Glamour Portfolio & You'll Receive:

- Pampering with America's Best-Selling Brand of Skin Care & Cosmetics!
- Professional Instruction on Skin Care & Makeup Application!
- \$10 in FREE Product from anything in our Skin Care Line!
- Up to \$100* FREE if you share me with 3-6 of your Girlfriends & turn it into a Portfolio Party!
- A Chance to win a Trip for Two to New York for a Celebrity-style makeover & fashion shoot for Fitness Magazine! (details on front)

Call Now For Your Appointment:

Dream Weaver Area Achievers

#1 Director Personal Sales Y-T-D



Jean Stelter \$6,569

#1 Director Personal Sharing Y-T-D



Charlene Lawson 2

#1 Unit in Retail Sales Y-T-D



Laurie Farris \$18,780

#1 Unit in Sharing



Charlene Lawson 4

Prestige Power

Look who Picked up a New Car!

Laurie Farris
 Janice Spencer
 Charlene Lawson

Malibu Movin & Crusin Free!
 Tracy Norris

