



Hear My Heart . . .

Awesome #1 Unit,
 Words could not adequately express the pride, the love, and the gratitude, I feel to have been given the opportunity to live out my dream of having my entire family on stage with me - - Representing YOU as the #1 Unit, at Seminar 2010! Your love for the product, support of me, and determination to work your Mary Kay business with dedication and integrity - - Inspire Me! We worked all year with "On a Fun Run to #1" as our theme! We were never out in front all year, but we kept running "Our Race" (Booking, Selling & Recruit-

ing) and at the end we were VICTORIOUS! (Please check out www.julieweaver.net for more highlight photos from Seminar 2010)

Now that we have begun a New Mary Kay year our theme is "Join our Director Team to Finish the Dream." Although Seminar was great, it was different NOT having a National Sales Director to represent us, to belong to, to be our voice with the company, and to seek leadership & guidance from. It is TIME to call upon YOU (anyone who has ever wanted the privilege of being a Sales Director) to make the decision to step up and do what it takes to be a Leader! WE NEED TO BE A NATIONAL AREA! I am committed to running this Race with you and to be your Voice in Mary Kay.

FOR THE FIRST TIME EVER!

MARY KAY IS GIVING ALL NEW DIRECTORS WHO DEBUT BY JAN. 1ST \$1,000!

Our Goal is 11 by '11 (11 New Directors by 1/11/11)
 WHY NOT YOU?

Call me (502) 551-6827, I'd love to help you become the leader you deserve to be and help you afford to live the life of your dreams!

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



Felicia Beatty
\$1,025



#1
Calista Craddock
\$1,141

Great Beginnings!



Power Start

Power Start:

Put Mary Kay on 30 faces in 30 days.
 (Power Start tracking sheet available under training on julieweaver.net)

Calista Craddock

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!

Step One



Step Two

Jan Baskett & Julie Bassett

CELEBRATING THE FUN RUN TO #1 SEMINAR 2010 BEST OF THE BEST



**Miss Go-Give
Annette Simpson**

Annette is always the first to help set up, clean up, and be there for back up! Her amazing Go-Give attitude is a shining example for others to follow! You are so deserving Annette!



Top 3 Weaver Area Directors 2010!

#1 Director: Ruth Hawkins (Right)
#2 Director: Laurie Farris (center)
#3 Director: Janice Spencer (Left)
These women are incredible leaders and changing countless lives along their path of success!



**#1 Director in
Personal Sharing!
Carrie Newman**

Way to lead by Example
Carrie! Keep it up!!



**#1 Director in
Personal Sales
Jean Stelter**

3rd Time in National Queen's Court!



**#1 Director in
Unit Growth
Laurie Farris**

The Farris Firecrackers are Popping!



Weaver's Wings Winner
in honor & memory of Dot Weaver

Julia Lish (Right) and her Director
Tracy Norris (Left)

Queen of Sales 2010



#1 Annette Simpson



#2 Dottie Marzian



#3 Becky Jenkins



#4 Paula Monge



#5 Brooke Herman



#6 Brooke Dreyer



#7 Shawna Kinslow



#8 Rita Durbin



#9 Ann Phillips



#10 Linda Nichols

Women At Work Yearly Winners!



Dottie Marzian
Queen of:

**Retail Sales
Guests
Meeting Attendance**



Jenise Squires
Queen of:

**Interviews
New Faces**

Each month in the newsletter and on the julieweaver.net web site there is a monthly contest sheet called "My Monthly Tracking Sheet to Success", when you turn in your completed sheet each month you will be in the running for the above prize categories. These truly are the "Basic Building Blocks" of a successful business. Many of you are doing each of these each month, but unless you turn in your monthly contest sheet we have no way of tracking your effort! As NSD Rena Tarbet says "Post the Score and the Score will grow!" If you want to win, you've got to turn it in!

All-Star Getaway to Gatlinburg Winners



Kelly Chisholm, Mandy Gossom, Shawna Kinslow, Marlene Roseberry, Kelly Brown, Linda Nichols, Cindy Skinner, Brooke Herman, Becky Jenkins, Rita Durbin, Dottie Marzian, Paula Monge, Annette Simpson, Brooke Dreyer, Julie Bassett, Colette Ingram, Barbara Martin, Abigail Ernestes, Jenise Squires, Gina Kelty, Amy Ping, Josephine Bowen, Calista Craddock, Erin Sison, and Donna Reeves **We're Going to have a Blast!! Set your sites to come next year!**


All 4 Quarter Stars



Starting at Left: Rita Durbin, Kelly Chisholm, Annette Simpson, Brooke Herman, Paula Monge, Dottie Marzian, Shawna Kinslow and Barbara Martin



My Monthly Tracking Sheet to Success

3 Parties Each Week or 30 New Faces Every Month 

Name _____

Month _____

Turn in by 5th of the following 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	Sales
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!
- 3+3+3 = Stars, Cars & the Suit!



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

*All 4 Quarter Stars Win Special Recognition at Seminar & Trips!

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

Putting On The Glitz!

August 1st through September 15th



Black & White CZ
Ribbon Ring

FOUR FABULOUS RINGS GIVEN AWAY!
HIGHEST HOSTESS (GETS HER CHOICE)
HOSTESS RING DRAWING (1 CHANCE EACH \$100)
HIGHEST CONSULTANT IN SALES (GETS HER CHOICE)
CONSULTANT RING DRAWING (1 CHANCE EACH \$100)



Fleur de Lis Majesty
Pave Ring

How You Can Win . . .

- REGISTER TO WIN:** Pay \$10 to Julie Weaver to Participate in the Contest by August 10th
- PREPARE TO WIN:** Get on the Phone and Book as Many Parties & Appointments as possible during the Contest Period!
- PLAN TO WIN:** Track your Results on the Contest Sheet and Turn them in for your Chance to Win!
- THE TIME TO WIN:** All Prizes will be awarded on Monday, September, 27th at our "Putting On the Glitz" Awards night at Holiday Inn Hurstbourne Lane
- WHO WILL WIN:** The Hostess with the Highest *Party Sales during Contest!
*3 adult guests at Party, can Host more than 1 Party and can take up outside orders
The Consultant with the Highest Retail Sales during Contest!
One Hostess will be Drawn to Win from each \$100 she sold!
One Consultant will be Drawn to Win from each \$100 she sold!

**Consultants & Hostesses that live within a 100 mile radius of the Holiday Inn Hurstbourne Lane must be Present on Monday, September 27th in order to Win!
For More details and Guest Invites go to www.julieweaver.net*

PUTTING ON THE GLITZ CONTEST REGISTRATION

DUE BY AUGUST 17TH

NAME: _____ **PHONE:** _____

DIRECTOR: _____

ENCLOSED IS MY \$10 CHECK (MADE OUT TO JULIE WEAVER) TO PARTICIPATE IN THE PUTTING ON THE GLITZ CONTEST! I UNDERSTAND THAT I WILL NEED TO BE PRESENT ON SEPT. 27TH IN ORDER TO WIN!

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!

*Star Buck Vouchers may only be applied towards the Gatlinburg Star Getaway Trip and may not be transferred, cashed or used unless present.



Quarterly Girlfriend's Secret Pre-Pack Party!

Every Quarter the company comes out with some AMAZING new products and Directors always get to order them early. When you place a \$650 wholesale order and/or Add 1 New \$600 Qualified Team Member to your Team during the Special Qualifying month, you'll be invited to a special Pizza Party at Julie's home where you will get to play in the new products, share some marketing secrets AND receive one of the New products to take home with you that night! But remember shhhh. . . It's Top Secret until the Product launches!

Secret Pre-Pack Party Dates

- | | |
|------------------------------|--------------------------|
| Friday, September 3rd 6:30pm | Friday, March 4th 6:30pm |
| Friday, December 3rd 6:30pm | Friday, June 3rd 6:30pm |

Dates to Look Forward To...

Leadership Conference	Jan. 16—19th	Houston, TX (DIQ's and Above)
Career Conference	March 25-26th or April 1 & 2nd	Locations to be Announced!
Seminar (Sapphire 2011)	Aug. 3rd-6th	Dallas, TX \$175 registration
Other Opportunities	October February	Pensacola Trip for DIQ Pacesetters Million \$ Weekend in Dallas for Top 5 Consultants!

Be In It To WIN It!

National Queen's Court of Sales

CONTEST PERIOD: JULY 1, 2010—JUNE 30, 2011

All Consultants who achieve at least \$36,000 in retail sales during the contest period will receive their choice of one of the below prizes on stage at Award's night at Seminar!

Example: For each \$1 wholesale that you order it counts as \$2 retail plus any "Bizz Builders" bonuses and preferred customer bonuses also add to your total retail towards the court!

Use the following 15% Monthly Growth Chart to help you plan your Stroll Across the Seminar Stage!

<u>Month</u>	<u>Sell</u>	<u>Order</u>	<u>Month</u>	<u>Sell</u>	<u>Order</u>
July	\$1,200	\$675	May	\$4,200	\$2,175
Aug	\$1,500	\$825	June	<u>\$4,500</u>	<u>\$2,325</u>
Sept.	\$1,800	\$975			
Oct.	\$2,100	\$1,125	Total	\$39,900	\$18,000 wholesale
Nov.	\$2,400	\$1,275			<u>X 2</u> to get retail
Dec.	\$2,700	\$1,425			
Jan.	\$3,000	\$1,575			
Feb.	\$3,300	\$1,725			
Mar.	\$3,600	\$1,875			
Apr.	\$3,900	\$2,025			

Retail toward Court \$36,000

Do the Work & Take your Pick!



Hammered Saddle Ring
14kt yellow gold with 38 prong set Brilliant Diamonds. Approximately .20 carats total weight!



Blue Topaz or Brilliant Circles Ring
14kt white gold with 7.25 Fantasy cut triangular blue topaz or 72 prong set round Brilliant Diamonds!



Men's Diamond Ring
14kt white gold. Six prong set round Brilliant Diamonds. Approximately .25 carats total weight.



Runners Up of the Court
14kt white gold setting with 15 carat square antique cushion faceted onyx and 129 prong set round Diamonds!



QUEEN'S OF THE COURT RING
14kt white gold Center prong set emerald cut amethyst approximately 25 carats with 155 prong set round Diamonds 1 carat

National Queen's Court Of Sharing

CONTEST PERIOD: JULY 1, 2010—JUNE 30, 2011

Choose either the diamond ring, pin or charm bracelet when you show the heart of Mary Kay and share the opportunity that can enrich lives.



Bee Extraordinary Ring!

21 prong-set brilliant diamonds set in white and yellow gold weighing .70 carats!



Be Amazing Pin!

Be inspired with this .75 carats brilliant diamond bee pin with emerald eyes!

Bee Fabulous Charm Bracelet!
14kt yellow gold rolo link bracelet with diamond eye bee charm!



2nd year earn diamond bee charm

Add 24 new Recruits during the contest period (recruits must order at least \$600 wholesale during contest period to count)

*Ranking in Court of Sharing is based on the amount of commissions earned on the success of the new recruits during the contest period Not on the number of new recruits. (Example: 24 new recruits ordering \$3,600 each during the contest period is higher than 30 recruits ordering \$600 during the contest period)






Earn extra jewelry incentives when you are on-target for the court with 10 qualified recruits by 12/31/10 or 16 by 2/29/11

Dare to Share

Remember: The best place to meet new recruits is at a skin care class and that 1 out of 5 that you share the opportunity with will recruit!

NEW TEAM MEMBER	Date Signed	Orders	NEW TEAM MEMBER	Date Signed	Orders
1.			13.		
2.			14.		
3.			15.		
4.			16.		
5.			17.		
6.			18.		
7.			19.		
8.			20.		
9.			21.		
10.			22.		
11.			23.		
12.			24.		

August & September 2010

Mon	Tue	Wed	Thu	Fri	Sat
16 Frankfort Meeting 5:30pm	17 Tues. Night Success Meeting 6:30-8:30pm COLOR CERTIFICATION Bring a Model to wear a Cool Look, a Warm Look & a Neutral Look! All Guests will be able to purchase the Brush Set at 1/2 Price that night  Training: No New Consultant Training	18	19 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	20 RSVP by 5pm to 327-3700 for Muffins and Makeovers	21 Muffins & Makeovers 10-Noon Brush Clinic 
23 Frankfort Meeting 5:30pm Madison Makeovers 6:30pm at Mavericks	24 Tues. Night Success Meeting 6:30-8:30pm Learn how to increase your Leadership skills so that you can successfully lead them to Stars, Cars and the Suit!  Training: Janice Spencer	25	26 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	27 28 All-Star Gatlinburg Getaway Aug 27-29 Be a Star by Sept. 15th so you can go with us next year!	
30 Frankfort Meeting 5:30pm Last Day Cons. can order for August	31 Tues. Night Success Meeting 6:30-8:30pm If you want to KNOW how to work your close for the maximum benefit - - this is the class for you!  Training: Julie Weaver Last Day to assign an order to Julie for August \$650 gets you to Party!	1	2 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	3  Secret Pre-Pack Party at Julie's 6:30-9:30pm	4
6 Happy Labor Day NO Meeting	7 Tues. Night Success Meeting 6:30-8:30pm	8	9 CAREER ON CALL! 8:30pm EST Have your prospects call in to talk with Julie about the Career! 605-475-6006 Access code 309214#	10 11 Julie will be out of country on Top Director Trip Please call her offspring Directors for questions etc. <hr/> Sept. 10th - 22nd	

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!



On-Target Stars

June 16th through September 15th



Consultant Name	Current Wholesale Production	Team Building Credit	Total Contest Credit	—Wholesale Production Needed— for Star				
				Sapphire	Ruby	Diamond	Emerald	Pearl

Greta Clayton	\$3,837.75	0	3838	0	0	0	0	962
Janis Baskett	\$2,662.00	600	3262	0	0	0	338	1538
Mandy Gossom	\$2,049.25	600	2649	0	0	351	951	2151
Amy Cheek	\$2,541.00	0	2541	0	0	459	1059	2259
Julie Weaver	\$2,404.75	0	2405	0	0	595	1195	2395
Dottie Marzian	\$1,701.25	N/A	1701	99	699	1299	1899	3099
Julie Bassett	\$1,625.50	N/A	1626	174	774	1374	1974	3174
Ann Phillips	\$1,548.00	N/A	1548	252	852	1452	2052	3252
Donna Reeves	\$1,503.25	N/A	1503	297	897	1497	2097	3297
Annette Simpson	\$1,455.50	N/A	1456	344	944	1544	2144	3344
Linda Nichols	\$1,453.00	N/A	1453	347	947	1547	2147	3347
Paula Monge	\$1,259.50	N/A	1260	540	1140	1740	2340	3540
Mary Aldridge	\$1,201.00	N/A	1201	599	1199	1799	2399	3599
Angela Gambrel	\$902.50	N/A	903	897	1497	2097	2697	3897
Cindy Skinner	\$873.25	N/A	873	927	1527	2127	2727	3927
Calista Craddock	\$829.00	N/A	829	971	1571	2171	2771	3971
Jamie Gauspohl	\$738.00	N/A	738	1062	1662	2262	2862	4062
Brooke Dreyer	\$711.25	N/A	711	1089	1689	2289	2889	4089
Michelle Turner	\$703.50	N/A	704	1096	1696	2296	2896	4096
Maria Quesada	\$694.25	N/A	694	1106	1706	2306	2906	4106
Cheri Scott	\$693.25	N/A	693	1107	1707	2307	2907	4107
Kelly Brown	\$679.75	N/A	680	1120	1720	2320	2920	4120
Shawna Kinslow	\$668.50	N/A	669	1131	1731	2331	2931	4131
Valerie Coleman	\$659.50	N/A	660	1140	1740	2340	2940	4140
Georgetta Nelson	\$656.00	N/A	656	1144	1744	2344	2944	4144
Felicia Beatty	\$654.50	N/A	655	1145	1745	2345	2945	4145
Dana Logan	\$653.00	N/A	653	1147	1747	2347	2947	4147
Andrea Roberts	\$641.25	N/A	641	1159	1759	2359	2959	4159
Lora Floyd	\$614.75	N/A	615	1185	1785	2385	2985	4185
Jessica Vaughn	\$613.00	N/A	613	1187	1787	2387	2987	4187
Mary Bowles	\$609.00	N/A	609	1191	1791	2391	2991	4191
Barbara Martin	\$606.00	N/A	606	1194	1794	2394	2994	4194
Kelly Gorman	\$602.00	N/A	602	1198	1798	2398	2998	4198



Win



Prizes!



Qualify for the All-Star Gatlinburg Girlfriend Getaway!



Get on Track for DIQ
In order to go into Director Qualification you MUST be a Star the Quarter Prior to submitting! So Be a Star THIS Quarter so that you can go to Leadership!

Julie Weaver, Elite Executive Sales Director
211 Locust Creek Blvd.
Louisville, KY 40245
(502) 489-9900
Web-Site: www.julieweaver.net

To a Proud Member of the #1 Unit!

August Focus

1. Enroll Customers in Holiday PCP by Aug. 15th
2. Order Place your \$650 whsl order this month to qualify for the Secret Pre-Pack Party (Details on www.julieweaver.net)
3. Finish your Star by Sept. 15th so you can be an All 4 Qtr. Star and earn your All-Star Getaway! (See Details inside)
4. Book your 10 Party week and win a Gorgeous Ring! Putting on the Glitz Contest (see details inside)
5. Set your Goal to be in Houston Leadership Conference as a Future Director, DIQ or New Director! (See details inside)
6. Track your efforts each month on the new 3+3+3 sheet. Turn it in by the 5th of the following month for recognition and prizes!

Call the Dream Weaver Area Hot-Line for daily information and inspiration 615-346-2848

Project SuperStar Seminar 2010!

