



Miracle Making Overcomers!



SEPTEMBER RESULTS & RECOGNITION ♦ OCTOBER, 2015

Sales Director
Mary Richardson

SEMINAR 2016 UNIT GOALS:

- ◆ \$500,000 Circle of Excellence
- ◆ 5 New Offspring Directors
- ◆ 5 New Car Drivers
- ◆ 10 Red Jackets
- ◆ 30 Star Consultants
- ◆ 100 Unit Members

NOVEMBER 2015 GOALS:

- ◆ \$20,000 Unit Wholesale
- ◆ 15 New Unit Recruits
- ◆ 2 New Red Jackets
- ◆ 8 Completing 30 Faces Challenge

#1 WHOLESALE ORDERS



**Ki'ni
Dardin**

#1 RETAIL



**Pat
Meyer**

#1 SHARING



three way tie: Megan Tay, Carolyn Felder, and Maureen Fiudo

a NOTE FROM YOUR DIRECTOR . . .

RACE FOR RED

To Mary's Miracle Making Overcomers!!

Wow – are you excited about the Race for RED promotion from Mary Kay? Here is the scoop – even if you don't want to be a Director – why not share this business with 3 -5 others, receive necklaces and CASH from Mary Kay??

So if you haven't talked to anyone about the career yet – just say "I am building an award winning team made up of women of excellence. Women who know they have more inside of them, that's waiting to be unleashed. If this sounds like you, I'd love to tell you more. And this month, just for hearing more, your name will be entered to win a \$100 MK shopping spree!" When she says yes to hearing more, we have options.... I can talk with her, you can talk with her, she can watch a video, etc. You don't have to have all the answers, you just have to ask.

My goal is for us to hit 100 unit members by Christmas — we are at 75 right now. Working together we can make it happen!! I so love working with all of you. Hearing your voices and good news, receiving your emails, checking your weekly accomplishments....I truly am a blessed woman and I love my life!!

October has always been such good month for holding facials and parties --- everyone is back in school, back in a routine, so get on the phone and offer everyone an update makeover, a fall makeover, a back to school makeover, (you get the idea)! And then use our Beauty of Friendship referral sheet and you will be off and running! This is a great time of year to sell your products — people are starting to shop for Christmas presents — they might as well shop with YOU! And what a great time to build your team — and help others make money for their Christmas!!

So are you READY FOR RED?? If so, call me and we can map out a plan for you to be in RED by the end of October!!

Let's make this our best year ever – together we can!!

Love & Belief,
Mary

Spotlight on Team Builders!

Standings are updated as of September 30th — this will not reflect October orders or new team members.

Future Directors

Recruiter :Maureen Fiudo
 Barbara Bennion
 Katie M. Brady
 Ki'ni L. Dardin
 Bernadine Dixon
 Rebecca L. Evans
 Katie Leis
 Donna Lewis
 Katelyn Schultz
 Megan Tay
 Angela S. Yeats
 * Kerin E. Casey
 * Kathleen Kaiserski

Team Leaders

Recruiter :C.J. Reed
 Emily R. Andringa
 Robin E. Gelschus
 Jane F. Hauptert
 Linda R. Lamusga
 Patricia S. Meyer
 Lou Weiss
 * Annette R. Canarr
 * Ludmila Maretski
 # Bev A. Debolt

Star Team Builders

Recruiter :Linda R. Lamusga
 Debra R. Heggernes
 Linda M. Latterell
 Kathryn A. Morgan
 Margaret Riess
 * Rosemary C. Hunt

Senior Consultants

Recruiter :Annette R. Canarr
 Judy Henry
 Lori O'Connor
 * Coni L. Lentz
 * Linda Mace

Recruiter :Laura D. Fiudo
 Maureen Fiudo

Recruiter :Cynthia C. Martinets
 Christal J. Thompson

Recruiter :Patricia S. Meyer
 Laura D. Fiudo
 # Carla Bobczynski



are YOU
 ready TO
 MOVE UP??

* Inactive Member (N1,N2,N3,I1,I2,I3) #Terminated Member
 To become ACTIVE you must place a \$225 wholesale order.

FOLLOW THE STEPS TO SUCCESS!



Senior Consultant

(1-2 active team members)

4% Commission

Star Team Builder

RED JACKET

(3+ actives)

Sr. Consultant benefits plus Red Jacket Rebate

Eligible for \$50 Bonuses

Team Leader

(5+ actives)

All the previous benefits plus 9-13% Commission

Team Leader pin

On-Target for Car!

(5+ actives and \$5,000 wholesale growing to 14 actives and \$20,000 in 4 months or less)

Eligible to earn use of Career Car or \$375 cash monthly for 2 years PLUS all Benefits of previous levels

Director in Qualification

Effective Jan. 1, 2010

(10+ actives growing to 24 in 4 months and be a star consultant!)

Production during DIO counts towards car! Eligible to become Director and earn Unit Commission and Unit bonuses—Eligible to wear the exclusive Director Suit.



Here We Grow Again!

WELCOME NEW BUSINESS OWNERS!

(These new unit members signed Consultant agreements September 1-30.)

New Consultant	From	Sponsored by
Larry Barlow	SOUTH OGDEN, UT	C. Felder
Ki'ni L. Dardin	KANSAS CITY, MO	M. Fiudo
Lisa Haemmerle	SAINT PAUL, MN	M. Tay

Welcome to Mary's Miracle Making Overcomers! Together we are building our futures, winning cars, becoming stars, and we are building our teams with reliable, enthusiastic, positive, faith-filled, hardworking, women of integrity just like YOU!! I challenge you to earn your Pearls of Sharing Earrings, Bracelet, and Necklace set this month!



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level	
Maureen Fiudo	\$556.86
Mary A. Richardson	\$258.90
9% Recruiter Commission Level	
C.J. Reed	\$103.75
4% Recruiter Commission Level	
Patricia S. Meyer	\$35.10
Laura D. Fiudo	\$29.29
Linda R. Lamusga	\$28.18
Cynthia C. Martinets	\$10.24

Team Building TIP OF THE MONTH!

Questions to ask— Did you know . . .

- ◆ More than 200 Independent National Sales Directors in the United States have earned more than \$1 million in commissions?
- ◆ More than 120,000 independent sales force members have qualified or re-qualified for the use of a Career Car or elected the Cash Compensation option?
- ◆ Case studies on Mary Kay's business model have been shared at the collegiate level at several prestigious universities?
- ◆ Mary Kay Inc. was noted as one of the top companies in the world in online sales according to *Interactive Week* magazine, and *Women's Wear Daily* magazine listed Mary Kay as one of the Top 10 Most Visited Beauty Web Sites?

**"The future belongs to those who believe in the beauty of their dreams."
-Eleanor Roosevelt**



Here comes holiday!

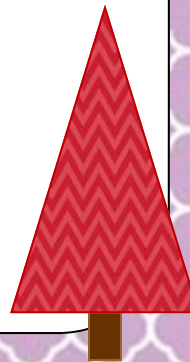
Limited Edition Products:

- ◆ Cream & Sugar Gift Set
- ◆ Body Lotion & Lip Balm Gift Set
- ◆ Little Delights Fragrance Mists
- ◆ Skinvigorate Cleansing Brush
- ◆ Thinking of You® Body Lotion
- ◆ True Original® Hair & Body Wash



Holiday Gift Bundles:

- ◆ **Ready Set** - foundation primer, makeup finishing spray by *Skindinavia™*.
- ◆ **Bare Palette** - Mineral Eye Colors in Sweet Cream, Spun Silk, Driftwood, Rosegold, Moonstone and Espresso, Compact Mini.
- ◆ **Brush on Beautiful** - Brush Collection, Brush Cleaner.
- ◆ **Christmas Miracle** - Miracle Set (Combination/Oily), Firming Eye Cream
- ◆ **Christmas Miracle** - Miracle Set (Normal/Dry), Firming Eye Cream



Holiday 2015

New Products available October 3rd for all sales

ORDER ASAP!
Limited Edition items WILL BE OUT OF STOCK SOON!

Visit 
www.MaryKayIntouch.com
for more information.

Everything you need to spread holiday cheer is right here!

Cheer! Holiday Hub

Your holiday headquarters provides all the inspiration you need for a cheerful holiday selling season!



Party On!

These super smart tools can help you get the party started!



Bundles of Comfort and Joy

We've put together what's hot for the holidays!



Stocking Stuffers

Find festive favorites for under \$20!



We Invested in Product Last Month!

Ki'ni L. Dardin	\$2,450.75	Linda R. Lamusga	\$277.50
Rebecca L. Evans	\$887.00	Jane Bryan	\$262.50
Laura D. Fiudo	\$877.50	Christal J. Thompson	\$256.00
Maureen Fiudo	\$732.25	Linda M. Latterell	\$245.00
Cynthia C. Martinets	\$693.00	Margaret Riess	\$234.00
Patricia S. Meyer	\$648.75	Angela S. Yeats	\$230.50
Darlene F. Strukel	\$644.50	Rebecca Brininstool	\$228.00
C.J. Reed	\$606.25	Carolyn L. Felder	\$226.50
Judy Henry	\$585.50	Emily R. Andringa	\$226.50
Charmaine Carney	\$451.75	Kathryn A. Morgan	\$225.50
Cindy Tran	\$446.00	Sonya L. Schulte	\$177.00
Lori O'Connor	\$355.50	Megan Tay	\$67.50
Barbara Bennion	\$340.75	Jasmine L. Subia	\$33.00
Vicki E. Thompson	\$339.50	Mary A. Richardson	\$608.50
Bernadine Dixon	\$307.00		



CHEERS!

Can you hear the jingle of holiday sales? This year you've got an added special-edition holiday issue of The Look, to help you reach your customers brimming with new gift sets, fragrance and last-minute holiday treasures. Here's to a shiny and bright HOLIDAY SELLING SEASON!

Shooting for the Courts!

TOP 10 IN RETAIL SALES

(Based on verified wholesale orders placed to the company as of prior month-end)

	Consultant	YTD Retail	Bonus & PCP	Total
1	Maureen Fiudo	\$7,441.00	\$0.00	\$7,441.00
2	Ki'ni L. Dardin	\$5,619.50	\$0.00	\$5,619.50
3	Cynthia C. Martinets	\$4,405.50	\$0.00	\$4,405.50
4	Rebecca L. Evans	\$4,128.00	\$0.00	\$4,128.00
5	Laura D. Fiudo	\$3,042.00	\$0.00	\$3,042.00
6	C.J. Reed	\$2,894.50	\$0.00	\$2,894.50
7	Patricia S. Meyer	\$2,849.50	\$0.00	\$2,849.50
8	Barbara Bennion	\$2,201.50	\$0.00	\$2,201.50
9	Cindy Tran	\$1,450.00	\$0.00	\$1,450.00
10	Katie M. Brady	\$1,352.00	\$0.00	\$1,352.00

TOPS IN TEAM BUILDING

	Recruiter	New Team Mbrs	YTD Comm
1	Maureen Fiudo	3	\$618.74



Queen's Court of Sales!

\$40,000 retail

July 1, 2015— June 30, 2016



Queen's Court of Sharing!
24 New Team Members

July 1, 2015— June 30, 2016



CONSISTENCY CLUB

Contest Period: October, November, & December 2015



Order \$250 Wholesale 2 out of the 3 months



Bee Charm Bracelet
or your First Charm
if you have bracelet

Or choose a Training
CD selected by your
Director!

Order \$450 Wholesale 2 out of the 3 months



Bee Charm Bracelet and your first
Charm!

Or choose a MK Mirror/Tray!

Order \$650 Wholesale 2 out of the 3 months



Bee Charm Bracelet and your
first 2 Charms! Or 3 Charms
if you have your bracelet!!

Or choose a MK Mirror/Tray!

Win More for Sharing!!

For each New Qualified Team Member earn
this cute Rhinestone Bee!!



*Note — if you are still working on the Baci Bead Bracelet, just let me know
that's what you want.



Aim for the Stars!

Congratulations 1st Quarter \$Stars!

Contest Ended September 15th, 2015



PEARL

MAUREEN FIUDO

SAPPHIRE

REBECCA EVANS

BARBARA BENNION

LAURA FIUDO

PAT MEYER

MARY RICHARDSON

RUBY

CYNTHIA MARTINETS

C.J. REED



Shoot for
STAR
this
Quarter!!

YOU Can
Do It!!



On-Target \$Star Consultants!

September 16 - December 15, 2015

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire \$1,800	Ruby \$2,400	Diamond \$3,000	Emerald \$3,600	Pearl \$4,800
KI'NI DARDIN	\$2,450.75	*****	STAR	\$549.25	\$1,149.25	\$2,349.25
CYNTHIA MARTINETS	\$693.00	\$1,107.00	\$1,707.00	\$2,307.00	\$2,907.00	\$4,107.00
JUDY HENRY	\$585.50	\$1,214.50	\$1,814.50	\$2,414.50	\$3,014.50	\$4,214.50
MAUREEN FIUDO	\$468.25	\$1,331.75	\$1,931.75	\$2,531.75	\$3,131.75	\$4,331.75
CHARMAINE CARNEY	\$451.75	\$1,348.25	\$1,948.25	\$2,548.25	\$3,148.25	\$4,348.25
CINDY TRAN	\$419.00	\$1,381.00	\$1,981.00	\$2,581.00	\$3,181.00	\$4,381.00



Race for Red!

You choose how far and how quickly you want to travel the Mary Kay road to success. Enjoy all the perks along the way!

WHY RACE FOR RED? You get:

- ◆ Opportunity for increased earnings.
- ◆ Chance to lead and enrich others.
- ◆ Designer red jacket.
- ◆ Fun prizes, perks and girlfriend time!

Working with Accountability!

Sensational Sales

Fran Bates	\$1,484
Pat Meyer	\$528
Jamie Wheelless	\$504
Cindy Tran	\$468
Maureen Fiudo	\$430
Barbara Bennion	\$413
Dianne Baldwin	\$342
Laura Fiudo	\$295
Vicki Thompson	\$172
Lenora Browning	\$113
Jasmine Subia	\$40

Remarkable Reorders

Fran Bates	\$671
Cindy Tran	\$418
Jamie Wheelless	\$394
Vicki Thompson	\$172
Lenora Browning	\$113
Maureen Fiudo	\$75

Wonderful Web Sales

Dianne Baldwin	\$175
Laura Fiudo	\$36

Amazing On The Go Sales

Pat Meyer	\$459
Laura Fiudo	\$259
Barbara Bennion	\$207

Sets Sold

Pat Meyer	3
Barbara Bennion	1
Maureen Fiudo	1

New Bookings

Barbara Bennion	2
Cindy Tran	2
Maureen Fiudo	1
Laura Fiudo	1

Interviews

Jasmine Subia	2
Megan Tay	1

Parties with a Purpose

Maureen Fiudo	\$326
Fran Bates	\$200
Dianne Baldwin	\$167
Pat Meyer	\$69
Maureen Fiudo	\$29

Fabulous Facials

Fran Bates	\$322
Fran Bates	\$291
Jamie Wheelless	\$110
Cindy Tran	\$50
Jasmine Subia	\$40

Wonderful Weeks


Fran Bates	\$521
Cindy Tran	\$418
Maureen Fiudo	\$346
Dianne Baldwin	\$342
Fran Bates	\$322
Fran Bates	\$321
Fran Bates	\$320
Jamie Wheelless	\$305

WAS Turned In

Dianne Baldwin
Fran Bates
Barbara Bennion
Lenora Browning
Laura Fiudo
Maureen Fiudo
Pat Meyer
Jasmine Subia
Vicki Thompson
Cindy Tran
Jamie Wheelless

November 2015



Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3 Makeover Night – 6:30—8:30 at the Hampton Inn	4	5	6	7
8	9	10 TNT 6:30—8:30 at the Hampton Inn	11 Veterans Day Observed Postal Holiday 	12	13	14 10:00 Muffins & Makeovers at Mary's, 1:00 Makeovers at Mary's
15	16 Ordering of the new Winter 2015 promotional items begins.	17 Makeover Night 6:30—8:45 At the Hampton Inn	18	19	20	21
22	23	24 TNT 6:30—8:30 at the Hampton Inn	25 Midnight CST cutoff for Consultants to place phone orders.	26 All Company & Branch Offices Closed. Postal Holiday.	27 All Company & Branch Offices Closed.	28
29	30 Last working day of the month. Consultants submit online orders until 9 pm CST. Online Agreements accepted until midnight.					



Birthdays	Day	Anniversaries	Years
Emily R. Andringa	4	C.J. Reed	28
Dawn S. Booth	4	Carolyn L. Felder	18
Helen C. Garrett	26	Darlene F. Strukel	15
Bev A. Debolt	27	Sandy Mangrum	5



Miracle Making Overcomers

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To the Excellent...

HIGHLIGHTS THIS MONTH:

September Results, October, 2015

- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 2015)
- ◆ Class of 2016 Offspring Challenge (through July 1, 2016)
- ◆ Fall Into Red (Aug. 1 - Nov. 30, 2015)



Consistency Club

Consistency Club Winners:

\$650 Club

Maureen Fiudo

Cynthia Martinets

CJ Reed Rebecca Evans

Laura Fiudo Pat Meyer

\$450 Club

Barbara Bennion

\$250 Club

Vicki Thompson Cindy Tran

Carolyn Felder Sonya Schulte

Linda Lamusga

Double Credit in October!



During the month of October, you can receive Seminar 2016 double credit toward the Queen's Court of Personal Sales and the Circle of Achievement and Excellence! Double your holiday cheer by giving double credit on ALL Mary Kay Section 1 products! Yes, you read it right - DOUBLE!

More Info at MaryKayIntouch.com.