



Extraordinary Eagles



Sales Director Elizabeth Padgett

January 2016, December Results

Congratulations Monthly Achievers!

Queen of Sales	#2 Sales	#3 Sales	Queen of Sharing
			
Kimberly Robinson	Meagan Want	Tammy Daley	Kimberly Robinson

Welcome New Consultants!

New Consultant
 Michelle L. Becker
 Natalie Q. Huffman
 Victoria L. Robinson
 Camry B. Williams

From
 CYPRESS, TX
 SPRING, TX
 SPRING, TX
 SPRING, TX

Sponsored by
 E. Padgett
 M. Want
 K. Robinson
 E. Padgett

Roll Out in Red. Chevy® Cruze® Career Conference 2016 Challenge Dec. 1, 2015, to Feb. 29, 2016

Do you want to drive away from your Career Conference 2016 location in a racy red Chevy® Cruze®? Set your goals now to qualify as an Independent Beauty Consultant Grand Achiever by the end of January or February 2016! The grand prize winner will be an Independent Beauty Consultant Grand Achiever qualifier/requalifier with the highest qualification/requalification personal/team wholesale Section 1 production total at each Career Conference location. She will receive onstage recognition and a gift bundle, and she will be one of the first people in the country to receive the all-new 2017 lipstick red Chevy® Cruze®.* The second- and third-ranked Independent Beauty Consultant achievers also will receive onstage recognition. If you don't want to miss the chance to drive away in a beautiful brand-new red-hot Chevy® Cruze®, read the requirements listed below or click the link below to see if you're on-target!





Happy New Year

NSD Nan Stroud always taught: The answer to every problem is to hold classes!"

2016 CLASS STRATEGY IDEA *By Sherry Hanes*

Take advantage of the new year because your prospects have holiday houseguests and other friends who will appreciate her offer of pampering and a new look for 2016!

- Here is a great idea that will start your 2016 sales off with a bang: offer all your skin-care customers a beauty makeover & a filled color compact, which will cost the same as the day in January 2016 upon which she holds her event. **Example:** if she has her class on Jan. 2, her filled color compact would be \$2. If she has her class on Jan. 30, her filled color compact would be \$30, which is still around 1/2 price. To make the offer worth your while, you could require that the hostess have at least four friends to join her for a makeover & to share their opinion of the hostess' new look. In addition, you might also specify that there must be at least \$_____ in sales from outside orders and/or from those attending.
- Because it is so generous, the promotion need not be combined with other hostess credit during the month of January.
- This promo is going to create a major sense of urgency for your prospects to schedule & **hold** their class early in the month.
- Book your calendar Jan 1-15 and then offer those attending the classes the opportunity to schedule their follow-up & Beauty Makeover before the 30th!
- Make the beauty makeovers very special with in-depth training and personalized information that is customized to their needs! "Romance" the hostess' look and tease the guests with all the products that are included. That way, everyone attending every class will want to schedule their personalized makeover whether they are able to get a January date or not!
- Get in front of as many faces and talk to as many customers as you can, thereby building your sales momentum for the year!

Planning for 2016

- Plan to work by marking in your date book the SPECIFIC dates & times you will work your business.
- Schedule and over schedule for those time slots. (Plan to schedule three to have one class hold. If you play the numbers you won't be disappointed!)
- Decide what you want—"Why am I doing this?" What is your personal why? What is your professional why? In what way do you want to add value to others through your business?
- Set your goals by determining what you want personally and what you would need to accomplish in your business to make that happen.
- Identify what systems/support would you need to put in place to create the time to work your business to cause that to happen? Write it down!
- Make a NEW visual, color copy it and post it in 5 places where you are daily!
- Register for Career Conference in late January!
- Plan your Valentine & Super Bowl promos & sales ideas NOW!

PLAN YOUR WORK! YOU CAN'T HIT A TARGET UNLESS YOU IDENTIFY WHAT THE TARGET IS!!!

THE BEST WAY TO GET FROM POINT A TO POINT B IS A STRAIGHT LINE!

POINT A – TODAY. It's where you are right now!

**POINT B (June 30, 2016) – DETERMINE & WRITE DOWN
WHAT YOU WILL ACCOMPLISH BY POINT B**

BREAK IT DOWN MONTH BY MONTH!

- What must be done/accomplished in January?
- What must be done/accomplished in February?
- What must be done/accomplished in March?
- What must be done/accomplished in April?
- What must be done/accomplished in May?
- What must be done/accomplished in June?

POINT B – the end point: JUNE 30, 2016 –

- What does Point B look like?
- Feel like?
- WRITE IT DOWN NOW!
- SEE IT HAPPENING IN YOUR MIND'S EYE AS YOU
WORK THROUGH BREAKING IT DOWN JAN-JUNE!

YOU CAN DO IT!



SHOOT FOR THE STARS

3rd Quarter 2016: Dec. 16, 2015 - March 15, 2016		Wholesale Production Needed For Star:				
Name	Current Wholesale	Sapphire ♥ \$1,800	Ruby ♥ \$2,400	Diamond ♥ \$3,000	Emerald ♥ \$3,600	Pearl ♥ \$4,800

Be sure to check on www.marykayintouch.com for the most current results!

KIMBERLY ROBINSON	\$2,292.75	STAR	\$107.25	\$707.25	\$1,307.25	\$2,507.25
ELIZABETH PADGETT	\$1,502.00	\$298.00	\$898.00	\$1,498.00	\$2,098.00	\$3,298.00
MEAGAN WANT	\$1,376.00	\$424.00	\$1,024.00	\$1,624.00	\$2,224.00	\$3,424.00
CAMRY WILLIAMS	\$603.50	\$1,196.50	\$1,796.50	\$2,396.50	\$2,996.50	\$4,196.50
MICHELLE BECKER	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50

"We are what we repeatedly do. EXCELLENCE, therefore, is not an ACT, but a HABIT." -Aristotle

2nd Quarter Stars

<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Pearl Star</p>  <p>Elizabeth Padgett</p>	<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Emerald Star</p>  <p>Kimberly Robinson</p>	<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Emerald Star</p>  <p>Kayla Baker</p>
<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Emerald Star</p>  <p>Alyx-Ayn Fruge</p>	<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Sapphire Star</p>  <p>Patti Peters</p>	<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Sapphire Star</p>  <p>Tammy Daley</p>

AIM FOR THE COURTS!

Queen's Court of Sales

#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Kimberly A. Robinson	\$20,887.00	\$2,885.00	\$23,772.00
2	Alyx-Ayn R. Fruge	\$8,212.00	\$4,000.00	\$12,212.00
3	Leigh A. Yeager	\$8,391.00	\$1,398.00	\$9,789.00
4	Kayla R. Baker	\$9,287.00	\$0.00	\$9,287.00
5	Tammy G. Daley	\$7,271.50	\$748.00	\$8,019.50
6	Patti Peters	\$4,329.00	\$3,197.00	\$7,526.00
7	Meagan N. Want	\$3,261.00	\$0.00	\$3,261.00
8	Stacey Ringwald-Cram	\$1,481.00	\$1,481.00	\$2,962.00
9	Barbara S. Padgett	\$1,479.00	\$1,479.00	\$2,958.00
10	Alana L. Ashley	\$1,645.75	\$845.75	\$2,491.50
11	Camry B. Williams	\$1,881.00	\$0.00	\$1,881.00
12	Dayna K. Honeycutt	\$1,369.00	\$458.00	\$1,827.00
13	Elizabeth K. Beckhelm	\$1,775.00	\$0.00	\$1,775.00
14	Michelle L. Becker	\$1,738.00	\$0.00	\$1,738.00
15	Cindy Byer	\$1,615.00	\$0.00	\$1,615.00
16	Jennifer Hudson	\$1,610.00	\$0.00	\$1,610.00
17	Marla E. Puckett	\$1,605.00	\$0.00	\$1,605.00
18	Tiffany M. McClintock	\$1,480.00	\$40.00	\$1,520.00
19	Cheryl L. Ford	\$1,330.00	\$70.00	\$1,400.00
20	Lauren Walker	\$925.00	\$471.00	\$1,396.00
21	Kathy Jensen	\$1,353.50	\$0.00	\$1,353.50
22	Leslie Stevens	\$1,147.00	\$148.00	\$1,295.00
23	Jennifer Calvert	\$1,121.00	\$0.00	\$1,121.00
24	Nicole J. Forman	\$550.50	\$550.50	\$1,101.00
25	Elizabeth H. Padgett	\$18,519.50	\$4,312.50	\$22,832.00

Queen's Court of Sharing

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kimberly A. Robinson	3	\$962.58
2	Elizabeth H. Padgett	9	\$743.91



TEAMWORK MAKES THE DREAM WORK

Wholesale Orders

These women invested in their business last month!

Name	Amount
Kimberly A. Robinson	\$2,292.75
Meagan N. Want	\$1,376.00
Tammy G. Daley	\$685.00
Kayla R. Baker	\$629.00
Camry B. Williams	\$603.50
Michelle L. Becker	\$600.50
Alyx-Ayn R. Fruge	\$465.50
Victoria L. Robinson	\$245.00
Kimberly D Lambright	\$238.50
Leslie Stevens	\$237.50
Kaylan R. Bieberle	\$233.00
Cheryl L. Ford	\$229.00
Dayna K. Honeycutt	\$164.00
Patti Peters	\$153.00
Alana L. Ashley	\$130.00
Courtney R. Robinson	\$113.50
Jennifer Calvert	\$38.00
Elizabeth H. Padgett	\$1,575.00

Team Building

Name	Recruits
Kimberly A. Robinson	1
Meagan N. Want	1
Elizabeth H. Padgett	2

MARY KAY CAREER CONFERENCE 2016

If you aspire to lead a team of amazing women or to become an ISD, Independent Sales Director, then make sure you register for Career Conference 2016! Get wrapped up in the infectious energy of

positive, driven women who are also seeking success in their Mary Kay businesses. One of the great things about Career Conference is that the locations are closer to home, usually within driving distance. Between the close proximity and convenient weekend timing, you don't have to worry about missing important weekday activities. Join us for a weekend of fun, dynamic events featuring riveting content that can help you climb the Ladder of Success. After all the inspiration you'll receive, your Seminar goals will seem within arm's reach!



Product Giveaway Credit

Instead of a product giveaway, if you register for Career Conference 2016, without canceling, you will receive a \$40 wholesale/\$80 retail credit toward your first Section 1 product order placed from March 24 — April 15, 2016; Jan. 26 — Feb. 29 Week 1 registration (Week 1: Mar 11-12)



LEADERS ON THE MOVE

Follow the Career Path to Success!

Senior Consultant

- 1+ Active Team Members
- 4% Commissions



Star Team Builder

- 3+ Active Team Members
- 4% commission
- \$50 bonuses
- **Wear The Red Jacket**



Team Leader

- 5+ Active Team Members
- 9-13% Commissions



On Target for Car

- \$5000 wholesale
- Car or \$375/mo. CASH
- 5+ Active Team Members



Director In Qualification (DIQ)

- 10+ Active Team Members
- Star Status
- 9-13% Commissions
- Future Dir. Blac/White Scarf



New Sales Director

- Class of 2016 Jewelry Collection
- See intouch for more perks!



2015 FOCUS: Red to Purple! (Red Jacket promoting to Director in 2016)



Team Leaders

Recruiter :Kimberly A. Robinson
 Kayla R. Baker
 Alyx-Ayn R. Fruge
 Courtney R. Robinson
 Victoria L. Robinson
 Meagan N. Want
 Leigh A. Yeager

Senior Consultants

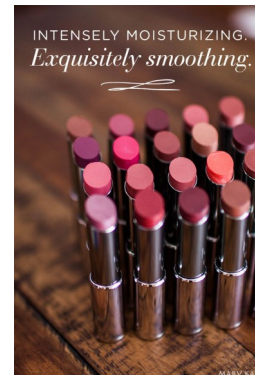
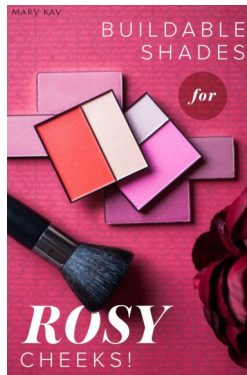
Recruiter :Fawn R. Dennis
 Lorrie A. Cantrell
 * Rachel Tharp
 # Kayla Thevenot
 Recruiter :Cheryl L. Ford
 Elizabeth K Beckhelm
 Kimberly D Lambright

Star Team Builders

Recruiter :Tammy G. Daley
 Jennifer Calvert
 Dayna K. Honeycutt
 Leslie Stevens
 * Emily Daley
 * Devyn DeLance
 * Darrelene H. Ryan
 # Dolores A. Boyce
 # Kimberly L. Harrison
 # Samantha A. Matherne
 # Pamela K. Mercurio



**Indicates Inactive, #-Indicates T Status, Place a \$225 wholesale order to become active.*



Love Checks from Mary Kay

9% Recruiter Commission Level

Kimberly A. Robinson

\$254.61

4% Recruiter Commission Level

Tammy G. Daley

\$17.58

Cheryl L. Ford

\$9.54

PLAN FOR SUCCESS!

January 2016 Company Dates

1	<ul style="list-style-type: none"> New Year's Day. All Company offices closed. Postal holiday. Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.
2	Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
3	Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
13	Leadership 2016 begins in Los Angeles.
15	Last day to enroll online for the Spring 2016 Preferred Customer Program™ mailing of <i>The Look</i> , including exclusive samples (while supplies last).
18	Martin Luther King Jr. Day. Postal holiday.
26	Registration opens at 8:30 a.m. Central time for the first week of Career Conference (March 11-12).
28	Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).
29	<ul style="list-style-type: none"> Registration opens at 8:30 a.m. Central time for the second week of Career Conference (March 18-19 and March 20-21). Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production.
31	<ul style="list-style-type: none"> Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time). Online Independent Beauty Consultant Agreements accepted until midnight Central time.



Visit Mary Kay's Facebook Page for More Ideas!

January Awaits!

This calendar is filled with suggested activities to help you get going this month. These are just ideas – feel free to add to it or reinvent it to **MAKE IT YOUR OWN!**

- 2 Warm chatter five women while running errands.
- 4 Reorder depleted inventory following the holidays.
- 6 Design your dream board.
- 8 Review your Mary Kay goal/plan with your Independent Sales Director.
- 11 Attend your weekly unit meeting.
- 13 Check out online today: PWS/Beauty News™/Social Publisher on Facebook!
- 15 Learn more about the Preferred Customer Program™.
- 19 Get 10 parties on your books for next month.
- 21 Become a Star Consultant and earn fabulous prizes just for working your business!
- 24 Give back! Do something to help others within your unit (or give spirit) or community.
- 26 Career Conference 2016 registration opens this week!
- 29 Read Mary Kay Ash's autobiography, *Miracles Happen*.



Words of Wisdom from Mary Kay

The definition of a successful person is simply an ordinary person with extraordinary determination. You cannot keep a determined person from success. If you place stumbling blocks in his way, he will take them for stepping stones and will use them to climb to new heights. The one who succeeds has a goal, a dream, and makes her plans and follows them.

Celebrate in Feb!

Birthdays	Day	Anniversaries	Years
Nicole J. Forman	4	Kaylan R. Bieberle	3
Heather N. Luce	9	Kathy M. Danner	3
Deborah Ford	27	Tammy G. Daley	3
		Deborah Ford	1



Elizabeth Padgett

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832-229-0932

elizabethpadgett@marykay.com



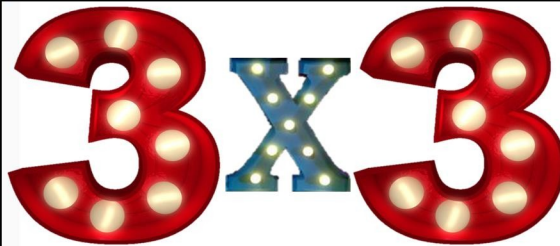
Please Deliver to the Talented:

A new year is like a blank book. The pen is in your hands. It is your chance to write a beautiful story for yourself.

HAPPY NEW YEAR



Race into Career Conference in red-hot style! During the Spring Into Red Challenge, you can earn rewards each month for building your team. And when you build your team, you can increase your income, earn more rewards and step on up the career path!

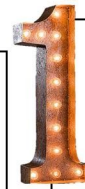


MONTHS

NEW CONSULTANTS

Add 3 active new personal team members a month, and receive fabulous prizes. Do it all 3 months & earn them all!
You must attend Career Conference to receive your prizes.

Dec. 1, 2015– Feb. 29, 2016



CC VIP Luncheon

Complete the challenge one of three months, and you will be invited to the luncheon at

Career Conference 2016 where you will receive a pair of dazzling earrings



\$100 Gift Card

Complete the challenge 3 of 3 months, and you will receive a gift card for \$100 in addition to the luncheon earrings



Black &

Complete the challenge two of three months, and you will receive a fabulous black and white tote in addition to the luncheon and earrings.



PHASE TWO:
Spring into Red

RACE
FOR RED