



Extraordinary Eagles



Sales Director Elizabeth Padgett

February 2016, January 2016 Results

Congratulations Monthly Achievers!

Queen of Sales	#2 Sales	#3 Sales	Queen of Sharing
Karah Souza	Kimberly Robinson	Courtney Robinson	Kimberly Robinson

Welcome New Consultants!

New Consultant
Karah Souza

From
SPRING, TX

Sponsored by
K. Robinson

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!



Why Wash your face with Mary Kay?

NSD Diana Sumpter—Great way to open all your appointments!

Did you know that as women we control 80% of all purchases made in America? That creates a lot of power when we take our consumer dollars and invest in products, people and companies who align with our priorities and value systems.

I don't know what other cosmetic companies do with their money, but I do know what happens when you choose to wash your face with Mary Kay, Inc. products.

Did you know that when you wash your face with Mary Kay, you are directly investing in a woman owned small business and impacting her dreams and legacies! In fact, if you choose Mary Kay products tonight you are investing in (share how Mary Kay will impact your life, family, mission, etc).

Did you know that when you wash your face with Mary Kay you are supporting our local economy? The \$\$ you choose to spend with your MK consultant goes right back into our community! How many of you agree that teachers need a raise? How about the roads we travel every day? Part of the money that builds those roads come right from our local business tax base.

Did you know that when you wash your face with Mary Kay, you are supporting a company started by a woman named Mary Kay Ash? Mary Kay is a company created by a woman for women! Women who represent Mary Kay are paid what they're worth and not what the job is worth. They are encouraged to keep the priorities of God first, family second, and career third, and do business by the Golden Rule.

Did you know that Mary Kay is a private family owned 100% debt free company celebrating 52 years with well over 3 billion in sales a year and we are #1 in brand loyalty?

Did you know that when you wash your face with Mary Kay, 5100 employees here in the United States and a worldwide sales force of over 3.4 million in 35 countries thank you. You are helping them get up every day and design their dream life.

Did you know that when you wash your face with Mary Kay, you can be proud of our environmentally friendly company, "PINK DOING GREEN", and that the majority of our products are manufactured right here in the U.S. Our manufacturing plant in Dallas and our 5 distribution centers in the U.S. create 0% landfill. Our compact exchange program has resulted in 400,000 trees being planted and MK has built 13 Nature Explore classrooms around the U.S.

Did you know when you wash your face with Mary Kay, you are helping us stop animal testing in China! We were the first cosmetic company in the US to declare a moratorium on animal testing. We were able to do this through in-vitro testing in order to make sure we sell a safe product. We pay for both tests here in the US and now we are doing the same in China, so we can show the Chinese government that safe products can be produced without testing on animals.

Did you know that when you wash your face with Mary Kay, there are women and families safe tonight in shelters all across the US, because of the 3 million dollars a year we donate to Domestic Violence Shelters around the country? We also donated over 1.2 million to Cancer research to eradicate cancers that affect women. In addition, our most recent partnership, called "Love is Respect" is a 24/7 "text for help" hotline where a young woman can text 22522 and find someone on the other end of that hotline to explain what a healthy relationship should look like!

Finally, let's look at Global. Did you know that when you wash your face with Mary Kay, there are families impacted all across the globe? There are so many stories, but my favorite is one from China. At an event where new National Sales Directors came together, the # 1 NSD in China was asked why she thinks Mary Kay, Inc. is growing so fast in China. Her response was "because of the money we make with Mary Kay, we can have more than one child". That thought is mind blowing isn't it?

After knowing all of this, I'm sure you feel great about washing your face with Mary Kay!!!



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	\$3,682.75	*****	*****	*****	STAR	\$1,117.25
ELIZABETH PADGETT	\$2,969.75	*****	STAR	\$30.25	\$630.25	\$1,830.25
KARAH SOUZA	\$1,824.50	STAR	\$575.50	\$1,175.50	\$1,775.50	\$2,975.50
MEAGAN WANT	\$1,745.50	\$54.50	\$654.50	\$1,254.50	\$1,854.50	\$3,054.50
COURTNEY ROBINSON	\$739.00	\$1,061.00	\$1,661.00	\$2,261.00	\$2,861.00	\$4,061.00
NATALIE HUFFMAN	\$607.00	\$1,193.00	\$1,793.00	\$2,393.00	\$2,993.00	\$4,193.00
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
VICTORIA ROBINSON	\$480.00	\$1,320.00	\$1,920.00	\$2,520.00	\$3,120.00	\$4,320.00
KAYLA BAKER	\$427.50	\$1,372.50	\$1,972.50	\$2,572.50	\$3,172.50	\$4,372.50

THE RACE IS ON:
KEEP YOUR EYES ON THE PRIZE.

Star Consultant Program Q3
 Dec. 16, 2015 - March 15, 2016

 1,800 sapphire	 2,400 ruby	 3,000 diamond	 3,600 emerald	 4,800 pearl

Limited-Edition *Mary Kay Into The Garden* Collection Mary Kay partners with fashion designer Patricia Bonaldi, so your customers can embrace this floral sensation with fresh beauty picks from the 2016 *Into the Garden* Collection.

- **Compact:** Enjoy expertly coordinated lip and eye colors in one purse-friendly compact. Lip colors: Nude, Pink and Coral. Eye colors: Natural Taupe, Pink, Plum Brown and Violet. Includes a dual-ended applicator. \$35
- **Nail Lacquer:** In Coral Blossom, Pink Magnolia and Sweet Lilac. \$9.50 each
- **Nail Appliqués:** Easy-to-apply decals deliver an unexpected feminine touch. \$8
- **Beauty Blotters Oil-Absorbing Tissues:** Features *Into the Garden* design. \$6
- **Pedicure Collection:** Citrus tea-scented pampering for the feet. Includes Foot Fizzies, Foot Scrub, Toe Separators, 3-Way Emery Board and Gift Bag. \$28
- **Soap Set:** Citrus tea-scented pastel soap trio packages in a gift box designed by Patricia Bonaldi, includes three individually wrapped bars. \$15



AIM FOR THE COURTS!

Queen's Court of Sales

#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Kimberly A. Robinson	\$23,727.00	\$2,885.00	\$26,612.00
2	Alyx-Ayn R. Fruge	\$8,665.00	\$4,000.00	\$12,665.00
3	Leigh A. Yeager	\$8,568.00	\$1,398.00	\$9,966.00
4	Kayla R. Baker	\$9,872.00	\$0.00	\$9,872.00
5	Tammy G. Daley	\$7,725.50	\$748.00	\$8,473.50
6	Patti Peters	\$4,688.00	\$3,197.00	\$7,885.00
7	Karah Souza	\$4,176.00	\$0.00	\$4,176.00
8	Meagan N. Want	\$4,000.00	\$0.00	\$4,000.00
9	Stacey Ringwald-Cram	\$1,481.00	\$1,481.00	\$2,962.00
10	Barbara S. Padgett	\$1,479.00	\$1,479.00	\$2,958.00
11	Alana L. Ashley	\$1,645.75	\$845.75	\$2,491.50
12	Tiffany M McClintock	\$2,016.00	\$40.00	\$2,056.00
13	Courtney R. Robinson	\$1,952.00	\$0.00	\$1,952.00
14	Camry B. Williams	\$1,881.00	\$0.00	\$1,881.00
15	Dayna K. Honeycutt	\$1,369.00	\$458.00	\$1,827.00
16	Elizabeth K Beckhelm	\$1,775.00	\$0.00	\$1,775.00
17	Michelle L. Becker	\$1,738.00	\$0.00	\$1,738.00
18	Cheryl L. Ford	\$1,577.00	\$70.00	\$1,647.00
19	Cindy Byer	\$1,615.00	\$0.00	\$1,615.00
20	Jennifer Hudson	\$1,610.00	\$0.00	\$1,610.00
21	Marla E. Puckett	\$1,605.00	\$0.00	\$1,605.00
22	Wendi Lambright	\$1,518.00	\$0.00	\$1,518.00
23	Natalie Q. Huffman	\$1,493.00	\$0.00	\$1,493.00
24	Elizabeth H. Padgett	\$21,525.00	\$4,312.50	\$25,837.50

Queen's Court of Sharing

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kimberly A. Robinson	4	\$1,278.72
2	Meagan N. Want	1	\$24.28
3	Elizabeth H. Padgett	9	\$767.24



TEAMWORK MAKES THE DREAM WORK

Wholesale Orders

These women invested in their business last month!

Name	Amount
Karah Souza	\$1,824.50
Kimberly A. Robinson	\$1,390.00
Courtney R. Robinson	\$625.50
Natalie Q. Huffman	\$607.00
Meagan N. Want	\$369.50
Fawn R. Dennis	\$325.50
Kayla R. Baker	\$292.50
Wendi Lambricht	\$279.00
Ashley M. Robinson	\$253.00
Tiffany M McClintock	\$252.00
Victoria L. Robinson	\$235.00
Connie J. Jost	\$232.50
Tammy G. Daley	\$227.00
Alyx-Ayn R. Fruge	\$226.50
Patti Peters	\$179.50
Cheryl L. Ford	\$123.50
Leslie Stevens	\$94.00
Leigh Ann Yeager	\$88.50

Team Building

Name	Recruits
Kimberly A. Robinson	1



Career Conference 2016:

Week 1 March 11-12;
Week 2 March 18-19 and 20-21

The best girlfriend event of the year!

Local. Social. Motivational. Career Conference is all that and MORE!

No excuses, because you don't have to travel far for this show on the road designed for everyone!

Get it all - the recognition you deserve, on-target education and a special product giveaway. Plus, you'll love the relaxed, intimate and cordial atmosphere. Come for a heartfelt round of applause and a chorus of "You can do it, girl!"

Career Conference is just \$95 and you will get amazing training, motivation and girl friend time.

Plan to go!

Conference Details Visit in touch to select a city from the lists from the map to view more details about Career Conference 2016 in that city. Please note: Career Conference cities/locations with less than 1,000 people registered by February 20 may be at risk of being cancelled.

Wk1: March 11-12

Cincinnati, OH
Galveston, TX*
Hartford, CT
Kansas City, MO
Madison, WI
Minneapolis, MN
Oakland, CA*
Ontario, CA**
Pasadena, CA
Phoenix, AZ
Provo, UT
St. Charles, IL*
Tacoma, WA

Wk 2: March 18-19

Atlantic City, NJ I*
Charlotte, NC*
Denver, CO
Eugene, OR
Irving, TX*
Jacksonville, FL
Knoxville, TN
Macon, GA
Mobile, AL
Novi, MI
Omaha, NE
Orlando, FL*
Pittsburgh, PA
Riverside, CA
St. Charles, MO
Virginia Beach, VA

Wk2: March 20-21

Atlantic City, NJ II



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 Leader

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

Senior Consultants

Recruiter :Cheryl L. Ford
 Elizabeth K Beckhelm
 Kimberly D Lambright

Recruiter :Meagan N. Want
 Natalie Q. Huffman

Senior Consultants

Recruiter :Tammy G. Daley
 Jennifer Calvert
 Leslie Stevens
 * Emily Daley
 * Devyn DeLance
 * Dayna K. Honeycutt
 * Darrelene H. Ryan
 # 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

13% Recruiter Commission Level

Kimberly A. Robinson	\$476.06
Elizabeth H. Padgett	\$345.61

4% Recruiter Commission Level

Meagan N. Want	\$24.28
Tammy G. Daley	\$3.76

PLAN FOR SUCCESS!

FEBRUARY 2016 COMPANY DATES:

- Feb 1 Postmark cutoff for Consultants to mail Commitment Forms to begin DIQ qualification this month. DIQ commitment form available online beginning 12:01 a.m. CST
- Feb 3 Last day to submit online DIQ Commitment forms. Form available online until midnight CST.
- Feb 10 Early ordering of the new Spring 2016 promotional items begins for Q2 Star Consultants and those who enrolled in Spring The Look.
- Feb 13 Customer mailing of The Look begins.
- Feb 14 Valentine's Day.
- Feb 15 Presidents' Day. Postal holiday. Spring 2016 Preferred Customer Program customer mailing of The Look begins.
- Feb 16 Spring 2016 promotion begins. Ordering of the new Spring 2016 promotional items available for all Consultants.
- Feb 24 Deadline to cancel and/or submit transfer requests for Career Conference 2016.
- Feb 26 Last day of the month for Consultants to place telephone orders (until 10 p.m. Central time).
- Feb 29 Deadline to register, cancel, transfer and/or submit special needs requests for Career Conference 2016. Last business day of the month. Orders and Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production. Last day of the month for Consultants' online orders (until 9 p.m. CST). Online Consultant Agreements accepted until midnight CST



Words of
Wisdom
from
Mary Kay

You must remember that you have to punch you own time clock. I used to set aside certain times to do every single thing I had to do through the day, such as a certain time to finish my housework. By 8:30 in the morning if it wasn't finished, well, it just didn't get finished. I gave myself three minutes to iron a shirt, and then I decided one day that I would rather work much smarter and hire somebody else to iron those shirts than to do it myself. Decide how many hours per day you want to work, and stay rigidly on your schedule.

Celebrate in March!

Birthdays	Day	Anniversaries	Years
Leigh A. Yeager	7	Connie J. Jost	5
Samantha A. Matherne	19	Tiffany M McClintock	3
Diane J. Wheeler	20	Karen Ramsey	2
Meagan N. Want	21	Tessa R. DuVall	1
Michelle Roque	28	Tiffany N. Larry	1
		Linda L. Cannaliato	1
		Kimberly L. Harrison	1
		Heather N. Luce	1
		Devyn DeLance	1
		Kym Kiddy	1
		Courtney L. Baker	1
		Patty Silver	1
		Robbie L. Jenkins	1
		Courtney R. Robinson	1
		Samantha A. Matherne	1
		Kayla Thevenot	1



Elizabeth Padgett

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Please Deliver to the Talented:

Career
Conference is
Coming!
JOIN US for Fun
& Training!!

10 Steps to your Red Jacket! *From LearnMK*

1. **Attend all Mary Kay functions.** Weekly unit meetings are a MUST. By attending you show support for your Director and sister Consultants. Plus a guest is bound to be more impressed when she sees a room FULL of people.
2. **Have a daily, weekly, monthly, and yearly goal.** Where do you want your business to be in one month (on-target for Star Consultant, three new team members or five appointments each week)?
3. **Say daily affirmations.** "I am... a booking machine, healthy & enthusiastic! My datebook is always full. Everyone I meet is a prospect for my products & services."
4. **Have goal posters in your car, office, mirrors, etc.** This will remind you of your goals and what you want to achieve. Don't forget to put one on the refrigerator!
5. **Evaluate your appearance.** Which areas would you like to improve? Start walking or doing some form of exercise. Get a new hairstyle; try a new hair color. Start paying more attention to your wardrobe. Dress professionally and let your makeup reflect your career.
6. **Organize your family.** Make them realize you are serious about your Mary Kay career by disciplining yourself. Be willing to give up a TV show to service customers and book classes. Let them know what your goals are for the family like vacations and how the money you earn from this career will pay for it.
7. **Complete weekly plan sheets and weekly accomplishment sheets.** Determine how much you earn from classes, facials, and reorders so you know when you are improving.
8. **Get Educated.** Complete the online consultant education at www.marykayintouch.com. You can listen to the Power Class of the Month, complete the Silver wings Scholar Program and get free downloads of classic MK audio education.
9. **Organize your office.** Shoeboxes are fine for skin care profiles. Use an answering machine, and make your message short and business-like.
10. **Go to work!** Talk to people you meet daily. The more you practice, the simpler it gets! Hand out five business cards per day minimum and *The Look* with samples of glamour or fragrance. Always have a positive attitude!



PHASE TWO: Spring into Red Dec. 1, 2015– Feb. 29, 2016

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!



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



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