



# Extraordinary Eagles



Sales Director Elizabeth Padgett

March 2016, February Results

## Congratulations Monthly Achievers!

Queen of Wholesale	#2 Wholesale	#3 Wholesale	Queen of Sharing
			
Kimberly Robinson	Tarja Cole	Tammy Daley	Kimberly Robinson

## Welcome New Consultants!

**New Consultant**  
 Tarja A. Cole  
 Haley Collins  
 Nina R. Hawkins  
 Lisa M. Shaw

**From**  
 SHEPHERD, TX  
 MARSHALL, TX  
 NEW CANEY, TX  
 SPLENDORA, TX

**Sponsored by**  
 E. Padgett  
 K. Baker  
 T. Cole  
 K. Robinson



### BECOME A GRAND ACHIEVER!

At Mary Kay, red means "go" and the Chevy Cruze is going Lipstick Red for Independent Beauty Consultant Grand Achievers!

Pretty awesome, right? Independent Beauty Consultants who meet Beauty Consultant Grand Achiever qualification or requalification requirements July 2015 through June 2016, have the additional option of selecting the use of a "red" Chevy Cruze!

White is still available







## Attitude toward a New Recruit

By Executive NSD Karen Piro

The sky  
is the  
Limit!

Sometimes we worry so much over whether or not a new recruit will succeed that we avoid it by not even asking or by not following up if we do ask! A simple change of attitude can resolve this for you.

### Try bringing new recruits in with the following attitude.:

*I will believe in you, your integrity, drive and intelligence. I will support and encourage you. I will become your biggest cheerleader. I will not smother you and cripple you or do anything you are capable of doing yourself so as not to weaken you. I will not hold you back if you move ahead faster than I, and I will not "baby" you and destroy your confidence. I will treat you like the adult that you are. After all, if you decide not to come to career meetings or workshops, or if you allow yourself to get discouraged and let your dream die - I will feel awful for you. However, I am not responsible for your success or failure.*

*If you never miss a Mary Kay function, and you keep your dream in front of you, then you will become the star I envisioned when I recruited you- and I will jump for joy! I will know you did it all . . . but I will be so proud that I had the good sense to select and recruit you!*

Here is a GREAT way to open the door to an interview in just one minute! Use the great idea when calling for reorders, approaching people at a class, etc.

### Six Reasons Why People Join Mary Kay:

1. Flexible Hours
2. Be Your Own Boss
3. Earn Extra money
4. Make a Great deal more Money
5. Social Aspect
6. Personal Development

Which two reasons appeal to you the most?





# 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](http://www.marykayintouch.com) for the most current results!

ELIZABETH PADGETT	\$4,625.25	*****	*****	*****	*****	STAR
KIMBERLY ROBINSON	\$4,333.25	*****	*****	*****	*****	STAR
KARAH SOUZA	\$2,061.00	STAR	\$339.00	\$939.00	\$1,539.00	\$2,739.00
MEAGAN WANT	\$1,804.50	*****	STAR	\$595.50	\$1,795.50	\$2,995.50
TAMMY DALEY	\$795.75	\$1,004.25	\$1,604.25	\$2,204.25	\$2,804.25	\$4,004.25
KAYLA BAKER	\$789.50	\$1,010.50	\$1,610.50	\$2,210.50	\$2,810.50	\$4,010.50
NATALIE HUFFMAN	\$777.00	\$1,023.00	\$1,623.00	\$2,223.00	\$2,823.00	\$4,023.00
COURTNEY ROBINSON	\$739.00	\$1,061.00	\$1,661.00	\$2,261.00	\$2,861.00	\$4,061.00
CAMRY WILLIAMS	\$603.50	\$1,196.50	\$1,796.50	\$2,396.50	\$2,996.50	\$4,196.50
TARJA COLE	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
MICHELLE BECKER	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
KAREN RAMSEY	\$543.50	\$1,256.50	\$1,856.50	\$2,456.50	\$3,056.50	\$4,256.50
VICTORIA ROBINSON	\$523.50	\$1,276.50	\$1,876.50	\$2,476.50	\$3,076.50	\$4,276.50

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

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

 <b>1,800</b> sapphire	 <b>2,400</b> ruby	 <b>3,000</b> diamond	 <b>3,600</b> emerald	 <b>4,800</b> pearl
 \$25 Voucher MK Connections®	 \$40 Voucher MK Connections®	 \$50 Voucher MK Connections®	 \$75 Voucher MK Connections®	

## Why Write Down Your Goals?

Lou Holtz, Notre Dame football coaching legend, has no tolerance for excuses or inaction. Holtz had a miserable poor childhood. He was a social misfit with a terrible lisp. He feared public speaking so violently that he would skip class on days of oral presentations.

One day he learned the power of setting goals. He set 107 goals, including dining with the President of the United States, rafting the Snake River, meeting the Pope, skydiving, coaching Notre Dame, winning Coach of the Year, and winning a national championship.

Today, as of last count, he has accomplished 102 of his 107 goals. The single most important factor in goal achievement is to write the goal down!



# AIM FOR THE COURTS!

## Queen's Court of Sales

#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Kimberly Robinson	\$25,048.00	\$2,885.00	\$27,933.00
2	Alyx-Ayn Fruge	\$8,898.00	\$4,000.00	\$12,898.00
3	Kayla Baker	\$10,596.00	\$0.00	\$10,596.00
4	Leigh Yeager	\$8,568.00	\$1,398.00	\$9,966.00
5	Tammy Daley	\$8,883.00	\$748.00	\$9,631.00
6	Patti Peters	\$4,688.00	\$3,197.00	\$7,885.00
7	Karah Souza	\$4,649.00	\$0.00	\$4,649.00
8	Meagan Want	\$4,118.00	\$0.00	\$4,118.00
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	Dayna Honeycutt	\$1,851.00	\$458.00	\$2,309.00
13	Tiffany McClintock	\$2,144.00	\$40.00	\$2,184.00
14	Elizabeth Beckhelm	\$2,158.00	\$0.00	\$2,158.00
15	Courtney Robinson	\$1,952.00	\$0.00	\$1,952.00
16	Camry Williams	\$1,881.00	\$0.00	\$1,881.00
17	Natalie Huffman	\$1,833.00	\$0.00	\$1,833.00
18	Cheryl L. Ford	\$1,697.00	\$70.00	\$1,767.00
19	Michelle Becker	\$1,738.00	\$0.00	\$1,738.00
20	Cindy Byer	\$1,615.00	\$0.00	\$1,615.00
21	Jennifer Hudson	\$1,610.00	\$0.00	\$1,610.00
22	Marla Puckett	\$1,605.00	\$0.00	\$1,605.00
23	Karen Ramsey	\$1,605.00	\$0.00	\$1,605.00
24	Wendi Lambright	\$1,518.00	\$0.00	\$1,518.00
25	Elizabeth Padgett	\$24,916.00	\$4,312.50	\$29,228.50

## Queen's Court of Sharing

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kimberly A. Robinson	4	\$1,343.06
2	Meagan N. Want	1	\$31.08
3	Elizabeth H. Padgett	10	\$845.30





# TEAMWORK MAKES THE DREAM WORK

## Wholesale Orders

These women invested in their business last month!

Name	Amount
Kimberly A. Robinson	\$650.50
Tarja A. Cole	\$600.50
Tammy G. Daley	\$568.75
Karen Ramsey	\$543.50
Elizabeth K Beckhelm	\$383.00
Kayla R. Baker	\$362.00
Tanya L. Derossett	\$258.00
Karah Souza	\$236.50
Emily Daley	\$230.50
Gale Adams	\$227.00
Dayna K. Honeycutt	\$225.00
Natalie Q. Huffman	\$170.00
Alyx-Ayn R. Fruge	\$116.50
Linda L. Cannaliato	\$95.00
Tiffany M McClintock	\$64.00
Cheryl L. Ford	\$60.00
Meagan N. Want	\$59.00
Victoria L. Robinson	\$43.50

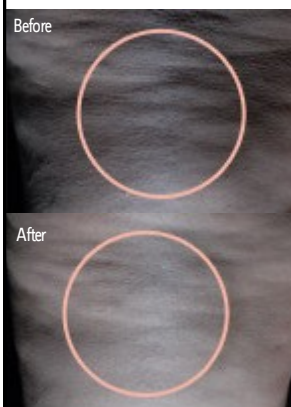
## Team Building

Name	Recruits
Kimberly A. Robinson	1
Kayla R. Baker	1
Tarja A. Cole	1
Elizabeth H. Padgett	1

SPECIAL ED! TimeWise Body™ Smooth-Action™ Cellulite Gel Cream and Mary Kay® Smooth-Action™ Body Massager Set: \$45

- A cellulite solution so effective, 9 out of 10 women liked what they saw in the mirror.\*
- After 2 weeks, 9 out of 10 women said their skin felt smoother.\*
- After 3 weeks, this product was clinically shown to improve the appearance of cellulite and skin firmness.\*\*
- After 9 weeks, 87% of women said it dramatically reduced the look of cellulite.\*

\*see intoouch for study details



As with any before/after photos from a Mary Kay clinical study, these photos† have not been retouched, and the lighting is the same in each. The darkness and heavy shadows you see in the before photo are caused by the rippling effect of prominent cellulite. After using the product for 12 weeks, you can see that the appearance of cellulite is minimized, and skin looks tighter, smoother and firmer.



Sold separately:  
NEW! TimeWise Body™ Smooth-Action™ Cellulite Gel Cream \$40

Body Massager \$10

# 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 (DIO)

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

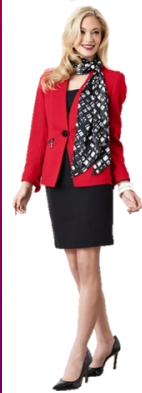


### New Sales Director

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



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



### Team Leaders

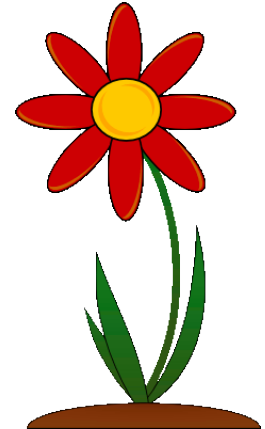
- Recruiter :Kimberly Robinson  
 Kayla R. Baker  
 Alyx-Ayn R. Fruge  
 Courtney R. Robinson  
 Victoria L. Robinson  
 Karah Souza  
 Meagan N. Want  
 \* Lisa M. Shaw  
 \* Leigh A. Yeager

### Senior Consultants

- Recruiter :Cheryl L. Ford  
 Elizabeth K Beckhelm  
 Kimberly D Lambright  
 Recruiter :Meagan Want  
 Natalie Q. Huffman

### Star Team Builders

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



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



## Love Checks from Mary Kay

13% Recruiter Commission Level  
 Elizabeth H. Padgett \$404.66

9% Recruiter Commission Level  
 Kimberly A. Robinson \$73.58

4% Recruiter Commission Level  
 Tammy G. Daley \$18.22  
 Cheryl L. Ford \$15.32  
 Meagan N. Want \$6.80



# PLAN FOR SUCCESS!

## MARCH 2016 COMPANY DATES:

- March 1 Postmark cutoff for Consultants to mail DIQ Commitment Forms to begin Sales Director qualification this month. DIQ commitment form available online beginning 12:01 a.m. CST
- March 3 Last day to submit online DIQ Commitment forms. Form available online until midnight CST.
- March 8 International Women's Day
- March 11 Week 1 of Career Conference 2016 begins.
- March 15 Postmark deadline for Q3 Star Consultant contest. Deadline to make Q2 Star Consultant prize selections.
- March 16 Quarter 4 Star Consultant quarterly contest begins. Summer 2016 Preferred Customer Program<sup>SM</sup> online enrollment for *The Look*, including exclusive samples (while supplies last).
- March 18 Week 2 of Career Conference 2016 begins.
- March 20 Online prize selection available for Quarter 3 Star Consultant quarterly contest.
- March 25 Good Friday. Company holiday. All Company offices closed.
- March 30 Last day of the month for Consultants to place telephone orders (until 10 p.m. Central time).
- March 31 Last business day of the month. Last day of the month for Consultants' online orders (until 9 p.m. CST). Orders and Consultant Agreements submitted by mail must be received today to count toward this month's production. Online Consultant Agreements accepted until midnight CST



Words of  
Wisdom  
from  
Mary Kay

My definition  
of happiness  
is having  
something  
that you love  
to do,  
someone to  
love, and  
something to  
look  
forward to.

## Celebrate in April!

Birthdays	Day	Anniversaries	Years
Victoria L. Robinson	16	Leslie Stevens	3
		Marizela Garza	3
		Nicole J. Forman	3
		Diane J. Wheeler	3
		Lauren Light	3
		Dayna K. Honeycutt	2
		Kimberly A. Robinson	2
		Michelle Mullinax	1
		Diana Padgett	1
		Jennifer Calvert	1



# Elizabeth Padgett

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 elizabethpadgett@marykay.com



Life is **10%** what  
**HAPPENS** to you and  
**90%** how you  
**RESPOND** to it.  
 –Lou Holtz

Please Deliver to the Talented:

## Spring Sales Incentive

In March 2016, help your business bloom!

When you place a single wholesale Section 1 order of \$450 or more\* you will receive this pretty pink cosmetic bag shipped directly from the Company with your qualifying order. Supplies are limited, but the first 50,000 consultants who qualify are guaranteed to receive this great offer!

\*excluding shipping, handling and tax. See intouch for more details



## IRACE FOR RED Summer of Reds

March 1 – May 31, 2016

It's the final lap! Cross the finish line at Seminar 2016 with red-hot rewards.

Finish the Seminar 2016 year strong and reward yourself with these red-hot bracelets! During the Summer of Reds challenge, a Red Jacket IBC can earn a stunning bracelet each month of the contest period when she achieves her required level of cumulative team production for her career path status.

### How It Works

Who ▶		Star Team Builders* (3 to 4 active† team members)	Team Leaders* (5 to 7 active† team members)	Future Independent Sales Directors* (8 or more active† team members)
Do This ▶		\$1,200 cumulative team production**	\$1,800 cumulative team production**	\$2,400 cumulative team production**
PERIOD March 1 – May 31	Any One Month Receive ▶	Crystal Bracelet	Crystal Bracelet	Crystal Bracelet
	Any Two Months Receive ▶	Ruby Bracelet	Ruby Bracelet	Ruby Bracelet
	All Three Months Receive ▶	Onyx Bracelet	Onyx Bracelet	Onyx Bracelet

Consistency Pays! Earn this fabulous tote when you achieve all three months of the contest. It's waiting for you at Seminar 2016 at the prize party. Check Mary Kay InTouch® for contest prizes and details.

