



# Extraordinary Eagles



Sales Director Elizabeth Padgett

April 2016, March Results

## Congratulations Monthly Achievers!

Queen of Sales	#2 Sales	#3 Sales	Queen of Sharing
			
Kayla Baker	Kimberly Robinson	Haley Collins	Kayla Baker

## Welcome New Consultants!

### New Consultant

Krystal D. Coker  
Bobbie J. Duke  
Ariole S. Jones  
Kristina Rodriguez  
Elisabeth Van Eaton

### From

WACO, TX  
HUMBLE, TX  
SPRING, TX  
YORKTOWN, TX  
CONROE, TX

### Sponsored by

K. Baker  
E. Padgett  
T. Daley  
K. Baker  
E. Padgett

## April team-building opportunity!



When you build your team and move up the Mary Kay career path, you can earn amazing rewards and benefits, so we've created this promotion to help you entice potential new team members. There's even an MKECard® that you can utilize with the other team-building tools at your disposal. Visit [intouch](#) to download the flyer.

New team members who start their Mary Kay businesses in April have a lot to be enthusiastic about because they can receive FREE\* products!

Your new team member also can receive FREE shipping on her order if she places an initial \$600 or more wholesale Section 1 order by May 31, 2016.\*\* Consider sharing this part of the promotion when you help her place her initial order.

Between this offer and the other bonuses we have for new Independent Beauty Consultants, you'll have a lot of tools to keep the excitement going! We suggest sharing the Ready, Set, Sell! brochure and BizBuilders Monthly Bonus program with your new team member so she can start writing her success stories and turning her dreams into realities!

TimeWise® Firming Eye Cream; Lash Love® Mascara in I ♥ black; Mary Kay® Eye Primer



# Summer of Reds

**MARCH 1 - MAY 31, 2016**

Stand out in sophisticated style!

These fabulous bracelets are yours when you:

- 1 Sell the Product.
- 2 Build Your Team.
- 3 Move Up the Mary Kay Career Path!



One Month  
Crystal Bracelet

Two Months  
Ruby Bracelet

Three Months  
Onyx Bracelet

## 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	Crystal Bracelet
	Any Two Months Receive ▶	Ruby Bracelet	Ruby Bracelet	Ruby Bracelet	Ruby Bracelet
	All Three Months Receive ▶	Onyx Bracelet	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.

**Independent Sales Directors:** You can win too! Just have a minimum three unit members achieve the challenge within each month to get the same bracelet your unit member receives.

\*Career path status will be determined as of the last day of the month.

†An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 order is received and accepted by the Company and in the following two calendar months.

\*\*Cumulative team production is the combination of your personal wholesale Section 1 production and your personal team members' wholesale Section 1 production.

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses. This page should not be altered from its original form nor incorporated into other materials. For a printable version of this page, go to the *Mary Kay InTouch®* website and click on "Appraise® Online."


RACE FOR RED

# SHOOT FOR THE STARS

4th Quarter 2016: March 16 - June 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	\$1,230.50	\$569.50	\$1,169.50	\$1,769.50	\$2,369.50	\$3,569.50
KIMBERLY ROBINSON	\$641.50	\$1,158.50	\$1,758.50	\$2,358.50	\$2,958.50	\$4,158.50
BOBBIE DUKE	\$600.75	\$1,199.25	\$1,799.25	\$2,399.25	\$2,999.25	\$4,199.25
ELISABETH VAN EATON	\$600.25	\$1,199.75	\$1,799.75	\$2,399.75	\$2,999.75	\$4,199.75
ALANA ASHLEY	\$452.50	\$1,347.50	\$1,947.50	\$2,547.50	\$3,147.50	\$4,347.50



## 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 

### 3<sup>RD</sup> 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);">Pearl Star</p>  <p>Kimberly Robinson</p>	<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Ruby Star</p>  <p>Kayla Baker</p>
<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Ruby Star</p>  <p>Meagan Want</p>	<p style="writing-mode: vertical-rl; transform: rotate(180deg);">Sapphire Star</p>  <p>Karah Souza</p>	 <p>Be a star next quarter!</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	\$26,361.00	\$2,885.00	\$29,246.00
2	Alyx-Ayn R. Fruge	\$9,358.50	\$4,000.00	\$13,358.50
3	Kayla R. Baker	\$12,733.00	\$0.00	\$12,733.00
4	Leigh A. Yeager	\$9,198.00	\$1,398.00	\$10,596.00
5	Tammy G. Daley	\$9,808.00	\$748.00	\$10,556.00
6	Patti Peters	\$4,951.00	\$3,197.00	\$8,148.00
7	Karah Souza	\$4,649.00	\$0.00	\$4,649.00
8	Meagan N. Want	\$4,118.00	\$0.00	\$4,118.00
9	Alana L. Ashley	\$2,570.75	\$845.75	\$3,416.50
10	Stacey Ringwald-Cram	\$1,481.00	\$1,481.00	\$2,962.00
11	Barbara S. Padgett	\$1,479.00	\$1,479.00	\$2,958.00
12	Cheryl L. Ford	\$2,405.50	\$70.00	\$2,475.50
13	Courtney R. Robinson	\$2,412.00	\$0.00	\$2,412.00
14	Dayna K. Honeycutt	\$1,851.00	\$458.00	\$2,309.00
15	Tiffany M McClintock	\$2,192.00	\$40.00	\$2,232.00
16	Elizabeth K Beckhelm	\$2,158.00	\$0.00	\$2,158.00
17	Leslie Stevens	\$1,797.00	\$148.00	\$1,945.00
18	Camry B. Williams	\$1,881.00	\$0.00	\$1,881.00
19	Natalie Q. Huffman	\$1,833.00	\$0.00	\$1,833.00
20	Kathy Jensen	\$1,807.50	\$0.00	\$1,807.50
21	Michelle L. Becker	\$1,738.00	\$0.00	\$1,738.00
22	Cindy Byer	\$1,615.00	\$0.00	\$1,615.00
23	Jennifer Calvert	\$1,615.00	\$0.00	\$1,615.00
24	Jennifer Hudson	\$1,610.00	\$0.00	\$1,610.00
25	Karen Ramsey	\$1,605.00	\$0.00	\$1,605.00
26	Wendi Lambright	\$1,518.00	\$0.00	\$1,518.00
27	Bobbie J. Duke	\$1,479.50	\$0.00	\$1,479.50
28	Elizabeth H. Padgett	\$27,799.00	\$4,312.50	\$32,111.50

## Queen's Court of Sharing

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kimberly A. Robinson	5	\$1,696.16
2	Meagan N. Want	1	\$31.08
3	Kayla R. Baker	1	\$24.09
4	Elizabeth H. Padgett	12	\$1,065.12

# TEAMWORK MAKES THE DREAM WORK

## Wholesale Orders

These women invested in their business last month!

Name	Amount
Kayla R. Baker	\$1,043.50
Kimberly A. Robinson	\$641.50
Haley Collins	\$602.25
Bobbie J. Duke	\$600.75
Elisabeth Van Eaton	\$600.25
Alana L. Ashley	\$452.50
Tammy G. Daley	\$452.50
Cheryl L. Ford	\$354.25
Marizela Garza	\$346.00
Leigh A. Yeager	\$299.00
Patti Peters	\$263.00
Linda L. Cannaliato	\$254.00
Chanda R. Hernandez	\$242.50
Leslie Stevens	\$231.00
Jennifer Calvert	\$231.00
Alyx-Ayn R. Fruge	\$230.25
Courtney R. Robinson	\$230.00
Kristina E Rodriguez	\$229.00
Krystal D. Coker	\$227.50
Kathy Jensen	\$227.00
Fawn R. Dennis	\$63.00
Tiffany M McClintock	\$24.00

## Team Building

Name	Recruits
Kayla R. Baker	2
Tammy G. Daley	1
Elizabeth H. Padgett	2

## super spring selling ideas

*Adapted from Sales Director Sherry Hanes*

Spring has officially arrived at Mary Kay! There are some great products to work with in addition to our regular line products. Often we miss out on opportunities because we aren't prepared so I am going to encourage you to put these dates on your calendar and plan it all out now.

### Days women are honored during Spring 2016:

- Wed, April 27 –Administrative Professionals Day
- Tues, May 3–Teacher's Day
- Fri, May 6–Nurse's Day
- Sun May 8–Mother's Day



### Other Spring Holidays in 2016: Let's Also Remember:

- Sun, June 19–Father's Day
- Weddings & Graduations

There are tons of cute ideas on Pinterest and many other places that you can utilize in packaging and sharing your Mary Kay products with themes around these Spring dates and events. I know that many of you are so creative and would love to tap into to these opportunities if you planned ahead rather than sneaking up on you.

- Be ready by having product gift ideas to present well in advance of the holiday/event. Have products on hand, wrapped and ready to sell.
- Make a list of people you know and businesses in your community that give gifts for these occasions.
- Put together a basket of wrapped items and start taking it with you on the go.
- Start now asking people, "Have you given thought to your \_\_\_\_\_ gifts yet?" This will plant seeds far in advance.
- Start making contacts now and a list of people to follow -up with closer to the event/holiday/celebration.
- Set up dates for pampering around these holidays and celebrations.
- Be creative with themes so what you are offering makes sense.
- Start with your existing customer base and make a list of women who are in management or have husbands in management who will be making Administrative Professional Day purchases.
- Who in your customer base works in the medical field or at a school?
- Utilize social media to start promoting your gift service and pampering parties honoring women around these special occasions.
- Design a Spring Portfolio featuring women who will be celebrated in the Spring.

Here are a few questions to ask that will help your customers, men, gift givers and shoppers to think through gifts well in advance of the holiday/celebration:

- Who do you want to acknowledge?
- How do you want to acknowledge them?
- How much do you want to spend?
- What do you usually give?
- Is that a gift that is special to recipient?
- If you do something like lunch, would you want to have a little gift to show you took time from your busy schedule in advance to really show your appreciation?
- Would you be open to new ideas this year?



Some things to know:

- Employers usually spend \$25-\$50 on Administrative Professionals depending upon their length of service and performance.
- The National Retail Federation says that about \$18.6 Million is spent nationally on Mother's Day.



# 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

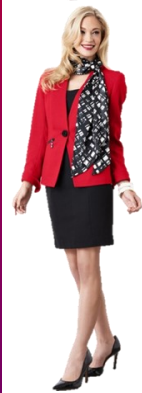


### New Sales Director

- 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  
 Leigh A. Yeager  
 \* Lisa M. Shaw

### Star Team Builders

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

### Star Team Builders

Recruiter :Kayla R. Baker  
 Krystal D. Coker  
 Haley Collins  
 Kristina E Rodriguez

### Senior Consultants

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

Recruiter :Meagan Want  
 Natalie Q. Huffman

*\*-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 \$573.36

9% Recruiter Commission Level  
 Kimberly A. Robinson \$162.25

4% Recruiter Commission Level  
 Kayla R. Baker \$42.35  
 Tammy G. Daley \$18.48

# PLAN FOR SUCCESS!

APRIL 2016 COMPANY DATES:	<b>1</b>	Postmark cutoff for DIQ Commitment Forms for DIQ qualification this month. Form available online beginning 12:01 a.m. CST (Central Time). Registration opens for Sept. 15-17 session of New Director Education.
	<b>3</b>	Online DIQ Form due. Form available until midnight CST.
	<b>11</b>	Deadline: register/cancel for 4/20-23 New Dir. Education by 5 p.m.
	<b>18</b>	Last day to enroll online for the Summer 2016 Preferred Customer Program mailing of <i>The Look</i>
	<b>20</b>	New Director Education begins. All Directors who have not previously attended are welcome.
	<b>25</b>	Seminar 2016 Priority Registration opens to all NSDs and qualified Emerald sales force members at 8:30 a.m. CST.
	<b>26</b>	Seminar 2016 Priority Registration opens to qualified <b>Diamond</b> sales force members at 8:30 a.m. CST.
	<b>27</b>	Seminar 2016 Priority Registration opens to qualified <b>Ruby</b> sales force members at 8:30 a.m. CST.
	<b>28</b>	Seminar 2016 Priority Registration opens to qualified <b>Sapphire</b> independent sales force members at 8:30 a.m. CST. Last day of the month for Consultants' phone orders (until 10 p.m. CST).
	<b>29</b>	Last business day of the month. Orders & Consultant Agreements mailed must be received today to count toward April production.
<b>30</b>	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

It is important to realize that you do not have to change a certain number of lives in order to make a difference in the world; you can do it by reaching out to just one person.

That person can be anyone - a child, a friend, a customer, a homeless person, anyone at all. You don't have to win the Nobel Peace Prize. Making a difference requires only your willingness to give to others - the more the better.

## Celebrate in May!

Birthdays	Day	Anniversaries	Years
Rachel Tharp	6	Wendi Lambright	5
Diana Padgett	9	Darrelene H. Ryan	2
Nichole H. Bland	11	Chanda R. Hernandez	2
Ariole S. Jones	12	Michelle Roque	2
Lauren Walker	13	Gale Adams	1
Alana L. Ashley	14	Jo Ann Mercer	1
Chanda R. Hernandez	15	Pamela K. Mercurio	1
Marla E. Puckett	19		
Pamela K. Mercurio	29		



# Elizabeth Padgett

1406 N Plum Creek Dr  
 Spring, TX 77386  
 832-229-0932  
 elizabethpadgett@marykay.com



Please Deliver to the Talented:

## MARY KAY SEMINAR 2016

Coming to you this summer ...

New recognition. New motivation.  
 New friendships. New ideas.  
 New surprises.  
 Get ready!



Seminar Dates		Location
Emerald	July 24-27	Kay Bailey Hutchison Convention Center Dallas 650 S. Griffin St. Dallas, Texas 75202 214 939 2700
Diamond	July 27-30	
Ruby	July 31 — Aug. 3	
Sapphire	Aug 3-6	
Priority Registration Dates		
All NSDs priority registration		April 25 — May 2
Emerald		April 25 — May 2
Diamond		April 26 — May 2
Ruby		April 27 — May 2
Sapphire		April 28 — May 2
Registration opens to all sales force members		May 2 — July 1
Registration Fees		
All independent sales force members who are priority qualified and those who registered for Career Conference 2016 without canceling		\$195
All other Independent Sales Force Members: <small>(Except for new IBCs whose Agreements are accepted by the Company beginning March 16, 2016; their registration fee will be \$195)</small>		\$225
On-site, space permitting: <small>(Except for new BCs whose Agreements are accepted by the Company in July and August 2016; their registration fee will be \$195)</small>		\$250
Transfers		\$50
Deadlines		
Registration, special needs requests and hotel reservations		July 1



### Product Giveaway Credit

Instead of a product giveaway, if you register for Seminar 2016, without canceling, you will receive a \$70 wholesale/ \$140 retail credit toward your first Section 1 product order placed from July 26 — Aug. 19, 2016.

