







Extraordinary Eagles



Sales Director Elizabeth Padgett

May 2016, April Results

Congratulations Monthly Achievers!

Queen of Sales	#2 Sales	#3 Sales	Queen of Sharing
			
Kayla Baker	Kimberly Robinson	Lillian Lucas	Kimberly Robinson

Welcome New Consultants!

New Consultant
 Margaret T. Higgins
 Guadalupe Lopez
 Lillian R. Lucas
 Kelley E. Robinson

From
 MOBILE, AL
 WACO, TX
 SPRING, TX
 SPRING, TX

Sponsored by
 K. Robinson
 K. Baker
 E. Padgett
 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



MARY KAY SEMINAR 2016



SHOULD I GO TO SEMINAR?

By **Mary Pat Raynor**

Every consultant in Mary Kay land is asking that question right now. I remember so vividly 17 years ago when my Director told me to plan on going to seminar. It was a tough decision because:

- I had just quit my job to pursue MK full time and didn't have much income
- I was a brand new single mom
- I was paying all of our expenses including the mortgage and child care
- I was emotionally devastated from the breakup of my marriage
- I had no savings AND I had just submitted for DIQ, which meant that I would make additional trip to Dallas the month following seminar (we went before DIQ in the former system.)

Now, honestly, what would you be thinking? I had only been with the company around 6 months this point. Wouldn't you question the soundness of that decision? Besides, I had been to so many conferences and seminars in my educational background and, quite frankly, I didn't care for them.

Did I intend for Mary Kay to be my life's work? Yes! Was I nervous? Oh yes!!!! Did I go? YES! Think about this for a minute because your future lies in your thought process surrounding the following idea: your future success will always be in the Yes's of this business, never in the no's.

You are probably waiting to hear how much stronger I felt once the decision was made. I didn't. In fact, I cried most of the way down to seminar, hiding my tears from my team members. I was in a very fragile state emotionally, yet I knew my two little girls were counting on me to find the strength, courage and way to go forward with our life. The thoughts kept creeping into my mind about the bills to be paid less than 4 days upon my return, including the mortgage, tuition and food! We had a yard sale to raise part of the money for my two trips. My faith wasn't even that strong at that time, but it was our dream. It was our future.

I share this because it is so easy to look at the Directors and assume that our road was easier than yours. To assume that we couldn't possibly know what

you are going through—how it feels to leave your children, to raise the money when you are so in debt, or to leave home in the middle of one of life's difficult passages. Are you with me? However, when you decide to make a way, to find a way, to join us at seminar you will:

- Gain a new vision for what YOU can do with your business
- No longer question whether or not this business is for you
- Learn how to save time and manage time better
- See your energy level & focus on your goals increase dramatically
- Receive training that can double, even quadruple, your income
- Observe your thinking shift from "maybe" to "will"
- Be inspired to new heights of thinking and behaving
- Learn about your products & gain a new-found confidence in sharing them
- Make very special friendships with women who will share the career path with you **AND** you will have more fun than you can possibly imagine!

If your current boss told you that a business seminar would take place this summer and you would be expected to go what would you do? You would simply make the arrangements. This is exactly what I want you to do with Seminar. Please don't question attending the event that will be the most life-changing few days in your career. **Just make the arrangements.** The only acceptable reasons for not attending are death and dilation. :-)

Your future is much too important to ignore this. Remember, successful people are "find a way, make a way" women. They have complications, they have stresses, yet they base their decisions on the future and what it holds, not the present obstacles.

Imagine the future when your story, full of obstacles, will inspire other women! And it will all boil down to the fact that you simply made the arrangements and went to Seminar. I'm sending encouragement and Faith your way! Go to the web and register now! **Those who show up go up!!**

Seminar Dates	
Emerald	July 24-27
Diamond	July 27-30
Ruby	July 31 - Aug. 3
Sapphire	Aug 3-6

Location
Kay Bailey Hutchison
Convention Center Dallas
650 S. Griffin St.
Dallas, Texas 75202
214 939 2700

<u>Priority Registration Dates</u>	
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: (Except for new BCs whose Agreements are accepted by the Company beginning March 16, 2016; their registration fee will be \$195)	\$225
On-site, space permitting: Except for new BCs whose Agreements are accepted by the Company in July and August 2016; their registration fee will be \$195.	\$250
Transfers	\$50
<u>Deadline:</u>	
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.

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 for the most current results!

ELIZABETH PADGETT	\$2,943.00	*****	STAR	\$57.00	\$657.00	\$1,857.00
KIMBERLY ROBINSON	\$1,268.50	\$531.50	\$1,131.50	\$1,731.50	\$2,331.50	\$3,531.50
KAYLA BAKER	\$1,088.25	\$711.75	\$1,311.75	\$1,911.75	\$2,511.75	\$3,711.75
TAMMY DALEY	\$643.50	\$1,156.50	\$1,756.50	\$2,356.50	\$2,956.50	\$4,156.50
LILLIAN LUCAS	\$602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
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

THE RACE IS ON:

*PURSUE THE
POSSIBILITIES.*

Star Consultant
Program Q4
March 16—June 15, 2016

 <p>\$1,800 SAPPHIRE</p>	 <p>\$2,400 RUBY</p>	 <p>\$3,000 DIAMOND</p>	 <p>\$3,600 EMERALD</p>	 <p>\$4,800 PEARL</p>
 <p>\$25 Voucher MK Connections®</p>	 <p>\$40 Voucher MK Connections®</p>	 <p>\$50 Voucher MK Connections®</p>	 <p>\$50 Voucher MK Connections®</p>	 <p>\$50 Voucher MK Connections®</p>

RACE 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.



AIM FOR THE COURTS!

Queen's Court of Sales



#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Kimberly A. Robinson	\$27,645.00	\$2,885.00	\$30,530.00
2	Kayla R. Baker	\$14,974.50	\$0.00	\$14,974.50
3	Alyx-Ayn R. Fruge	\$9,403.50	\$4,000.00	\$13,403.50
4	Tammy G. Daley	\$10,190.00	\$748.00	\$10,938.00
5	Leigh A. Yeager	\$9,198.00	\$1,398.00	\$10,596.00
6	Patti Peters	\$4,951.00	\$3,197.00	\$8,148.00
7	Karah Souza	\$5,103.00	\$0.00	\$5,103.00
8	Meagan N. Want	\$4,575.00	\$0.00	\$4,575.00
9	Alana L. Ashley	\$2,570.75	\$845.75	\$3,416.50
10	Dayna K. Honeycutt	\$2,319.00	\$458.00	\$2,777.00
11	Cheryl L. Ford	\$2,513.50	\$70.00	\$2,583.50
12	Courtney R. Robinson	\$2,412.00	\$0.00	\$2,412.00
13	Leslie Stevens	\$2,168.00	\$148.00	\$2,316.00
14	Tiffany M McClintock	\$2,192.00	\$40.00	\$2,232.00
15	Elizabeth K Beckhelm	\$2,158.00	\$0.00	\$2,158.00
16	Camry B. Williams	\$1,881.00	\$0.00	\$1,881.00
17	Natalie Q. Huffman	\$1,833.00	\$0.00	\$1,833.00
18	Kathy Jensen	\$1,807.50	\$0.00	\$1,807.50
19	Michelle L. Becker	\$1,738.00	\$0.00	\$1,738.00
20	Cindy Byer	\$1,615.00	\$0.00	\$1,615.00
21	Jennifer Calvert	\$1,615.00	\$0.00	\$1,615.00
22	Fawn R. Dennis	\$1,611.50	\$0.00	\$1,611.50
23	Jennifer Hudson	\$1,610.00	\$0.00	\$1,610.00
24	Karen Ramsey	\$1,605.00	\$0.00	\$1,605.00
25	Wendi Lambright	\$1,518.00	\$0.00	\$1,518.00
26	Victoria L. Robinson	\$1,505.00	\$0.00	\$1,505.00
27	Lillian R. Lucas	\$1,483.00	\$0.00	\$1,483.00
28	Elizabeth H. Padgett	\$31,474.00	\$4,420.00	\$35,894.00

Queen's Court of Sharing

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kimberly A. Robinson	5	\$1,899.76
2	Meagan N. Want	1	\$31.08
3	Kayla R. Baker	1	\$24.09
4	Elizabeth H. Padgett	13	\$1,143.44

TEAMWORK MAKES THE DREAM WORK

Wholesale Orders

These women invested in their business last month!

Name	Amount
Kayla R. Baker	\$1,088.25
Kimberly A. Robinson	\$627.00
Lillian R. Lucas	\$602.50
Lisa M. Shaw	\$339.00
Margaret T. Higgins	\$255.50
Fawn R. Dennis	\$238.00
Dayna K. Honeycutt	\$234.00
Victoria L. Robinson	\$229.00
Kelley E. Robinson	\$229.00
Meagan N. Want	\$228.50
Karah Souza	\$227.00
Patty Silver	\$226.00
Diana Padgett	\$226.00
Tammy G. Daley	\$191.00
Leslie Stevens	\$185.50
Krystal D. Coker	\$116.00
Cheryl L. Ford	\$54.00
Alyx-Ayn R. Fruge	\$22.50
Kristina E Rodriguez	\$10.00

Team Building

Name	Recruits
Kimberly A. Robinson	2
Kayla R. Baker	1
Elizabeth H. Padgett	1

Plan For Finding Joy

By Martha Beck



- 1. Have a Vision.** Begin basing choices on what makes you feel freer and happier, rather than how you think an ideal life should look. Start by finding images from magazines (or from books or the Internet) that depict your desired future and glue them to a large piece of butcher paper. If that makes you roll your eyes, I understand. But this strategy often works. The board itself doesn't impact reality; what changes your life is the process of selecting the images—which will tick in your subconscious and steer your choices in a direction that helps make the vision real.
- 2. Let Go Of What Doesn't Work.** Consider those things you'd like to release from your life—bad habits, toxic friends, old grudges—and as you hold them in your mind's eye, inhale while silently repeating, Let it happen. When you exhale, think, Let it go. Practice this consistently, and you can strip most of the trauma and drama right out of your world.
- 3. Don't Be Afraid To Fail.** People who worry about mistakes become paralyzed by that worry, but those who are relaxed about doing badly soon learn to do well. Success is built on failure. Job burnout? It's steering you toward your perfect career. An awful relationship? It's teaching you what love means. Finding a problem's solution is what gives life its gusto.
- 4. Pay Attention** to what really matters to you. If you tend to include others' priorities in your decision making, you must untangle yourself to know what's important. This can be difficult at first, but you'll soon discover that your life is waiting to help you choose what's right for you, even when other people tell you that their own code-red desires should take priority. It does this by making things taxing when they're not important, and delicious and relatively effortless when they are. Life feels good when it thrills you and bad when it doesn't.



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

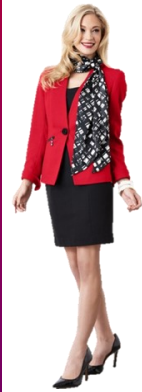


New Sales Director

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



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



Future Directors

Recruiter :Kimberly Robinson
 Kayla R. Baker
 Alyx-Ayn R. Fruge
 Margaret T. Higgins
 Courtney R. Robinson
 Kelley E. Robinson
 Victoria L. Robinson
 Lisa M. Shaw
 Karah Souza
 Meagan N. Want
 Leigh A. Yeager

Star Team Builders

Recruiter :Tammy Daley
 Jennifer Calvert
 Emily Daley
 Dayna K. Honeycutt
 Leslie Stevens
 * Ariole S. Jones
 # Devyn DeLance
 # Pamela K. Mercurio
 # Darrelene H. Ryan

Star Team Builders

Recruiter :Kayla Baker
 Krystal D. Coker
 Haley Collins
 Kristina E Rodriguez
 * Guadalupe Lopez

Senior Consultants

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

**-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	\$340.44
Elizabeth H. Padgett	\$349.54

4% Recruiter Commission Level

Tammy G. Daley	\$16.78
Kayla R. Baker	\$5.04

PLAN FOR SUCCESS!

MAY 2016 COMPANY DATES:	1	Online DIQ Form due. Form available until 12:01 CST.
	2	Postmark cutoff for Commitment Forms to begin DIQ this month. Seminar 2016 registration opens to everyone at 8:30 a.m. CST. Registration for the Nov 9-12 session of New Director Education begins.
	3	Postmark cutoff for DIQ Commitment Forms for DIQ qualification this month.
	10	Early ordering of the new Summer 2016 promotional items begins for Q3 star consultants, and Consultants who enrolled in The Look for Summer 2016 through the Preferred Customer Program.
	12	Mary Kay's birthday. Have a party in her honor!
	13	Summer 2016 Preferred Customer Program SM customer mailing of The Look begins. (Allow 7-10 business days for delivery.)
	16	Summer 2016 promotion begins. Ordering of the new Summer 2016 promotional items available for all Independent Beauty Consultants.
	27	Last day of the month for Consultants to place telephone orders.
	30	Memorial Day. All Company offices closed. Postal holiday.
	31	Last day of the month for Consultants' online orders. Last business day of the month. Mailed orders & Consultant Agreements must be received today to count toward May production. Online Consultant Agreements accepted until midnight CST.



Happy Birthday, Mary Kay!
Let's honor Mary Kay Ash, whose birthday is May 12. Throw a party for her and help others understand why so many say, "I love my Mary Kay!"



Words of Wisdom from Mary Kay

Work will win where wishing won't. Set that alarm clock and get up early three days a week; and in doing so, you can acquire something that most people miss. If you really need a nine-day week, you can have it by getting up early three mornings for three extra risings make an extra day! So by getting up early every morning, six days a week, you have two extra days for a nine-day week. It is amazing how much you can get done before the phone begins to ring and the family begins to get up.

Celebrate in June!

Birthdays	Day	Anniversaries	Years
Ashley M. Robinson	4	Lauren Walker	2
Kristina E Rodriguez	4		
Elisabeth Van Eaton	6		
Guadalupe Lopez	25		
Tammy G. Daley	28		



Elizabeth Padgett

1406 N Plum Creek Dr

Spring, TX 77386

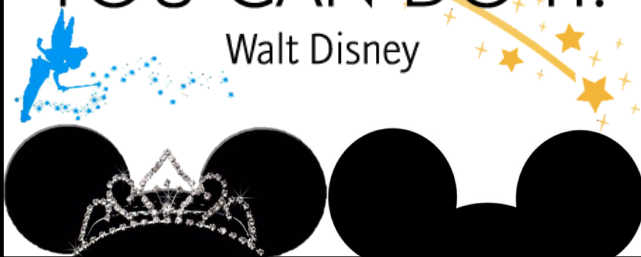
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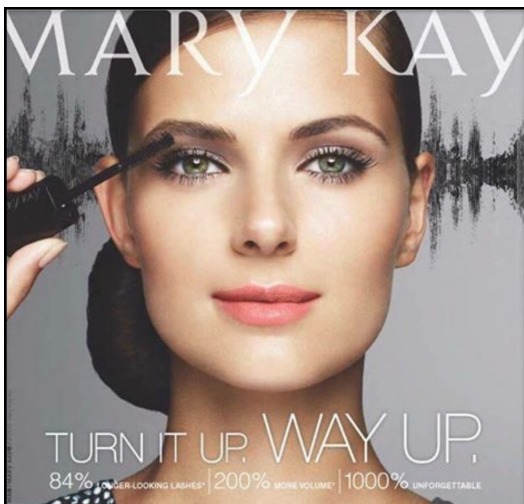


If you can dream it,
YOU CAN DO IT.

Walt Disney



Please Deliver to the Talented:



NEW! Lash Intensity™ Mascara, \$18 (suggested Retail)

Magnify. Maximize. Multiply the look of your lashes. That's intense!

Get wow-worthy volume plus irresistible length with new Lash Intensity™ Mascara:

- 200% more volume: It's like adding the thickness of two lashes for every one.
- Get 84% longer-looking lashes!*
- New Double Impact™ Brush helps plump while combing through to lengthen the look of lashes.
- Mineral-rich, high-impact pigment envelops each lash in a perfect shade of black.
- All-day wear that resists smudging.

Expand: Plump up the volume with the look of doubly expanded lashes. Lashes look magnified and the formula coats each lash without fading. So intense, you won't believe your eyes.

Extend: Go to serious lengths with lashes that look significantly extended, elongated and seem to go on and on. And because the formula is buildable, you can achieve impressive new heights for maximum, eye-catching impact.

Double Impact™ Brush for our most intense mascara yet!

Volume: The brush's short bristles are designed as the "volume zone" to create a formula reservoir. Plus, a single reservoir row is incorporated without bristles to allow additional formula pick up. With every coat, a healthy dose of mascara gets deposited from the reservoir to the root of lashes to help build volume.

Length: The longer bristles create a "combing zone" designed to give each lash intense attention. With each stroke of the brush, precisely placed bristles are engineered to stretch and extend the formula, hugging lashes all the way from the root up to and beyond the very tip.

A Little TLC — Triple Lash Conditioning: Lash Intensity™ Mascara is formulated with Pro Vitamin B5 (commonly used in hair products) to help protect, condition and strengthen lashes. It's also formulated with an emollient fatty-acid compound shown to bind 170 percent of its weight in water to help prevent lash breakage. Plus, the formula contains vitamin E, a well-known protective antioxidant.