



# Extraordinary Eagles



Sales Director Elizabeth Padgett

October 2016, September Results



July 1, 2016 – June 30, 2017

Earn three bracelets in one quarter and you're a Sapphire Star Consultant. Earn 12 bracelets, and you're on your way to consistent bookings, sales and building the business of your dreams!

CONGRATULATIONS to these team members who earned their "embracelet" in September:

Kimberly Robinson      Hailey Manchester  
Raine Robinson        Kayla Baker  
Tammy Daley            Shawn Jones



**October:** You and your personal team members can each earn the "Look for the Silver Lining" bracelet with a \$600 or more wholesale Section 1 order(s) in October. Mary Kay Ash once said, "Have you ever stopped to think about how, when something bad happens, we later see it really happened for the best? It's so often true. So look for the silver lining in that cloud. It's there!"



## CONGRATS MONTHLY ACHIEVERS!

Queen of Sharing

Queen of Sales



Put Your Name Here!

Kimberly Robinson

#2 Sales

#3 Sales



Raine Robinson

Tammy Daley

## WELCOME NEW CONSULTANTS!

**New Consultant**

Shawn R. Jones  
Hailey M. Manchester  
Raine L. Robinson

**From**

SPRING, TX  
CONROE, TX  
CONROE, TX

**Sponsored by**

E. Padgett  
E. Padgett  
E. Padgett





# INDULGE YOUR DIVA DREAMS

NEW YEAR, NEW YOU, NEW DIVA

Star Consultant Program  
Sept. 16 to Dec. 15, 2016  
**MARY KAY**



9600 PEARL  
**\$350 Spafinder Wellness 365™ Gift Card**

**Spafinder**  
Wellness 365™

spafinder.com massage, facials, yoga & more

9600 PEARL  
**Brookstone™ TheraSqueeze™ Pro Foot, Calf and Thigh Massager**

ALSO AVAILABLE: \$350 SuperCertificate®

7800 PEARL  
**Nautilus® Upright Bike**

2017 Independent Sales Director Suit

7800 PEARL  
**Bose® QuietComfort® 25 Acoustic Noise Cancelling™ Headphones**  
Choice of Black or White

6000 PEARL  
**Brookstone™ Tranquil Moments™ Pro Sleep System**

6000 PEARL  
**Nutri Ninja® Auto-iQ™ Compact System**

4800 PEARL  
**Kent® Bicycle**  
Choice of One

4800 PEARL  
**Flower of the Month Club**  
Six Month Club

**6 MONTHS**

3600 EMERALD  
**Cuisinart® Compact Juice Extractor**

ALSO AVAILABLE: Career Conference 2017 Registration

3600 EMERALD  
**Stamina® InStride® Pro Stepper and Pilates Magic Circle**

ALSO AVAILABLE: MKConnections® Voucher

3000 DIAMOND  
**HoMedics® Smart Scale**

**Reusable Shopping Bags**  
With Organizing Bins

ALSO AVAILABLE: MKConnections® Voucher

2400 RUBY  
**Home Organization System**

ALSO AVAILABLE: MKConnections® Voucher

2400 RUBY  
**HoMedics® Shiatsu Foot Massager With Heat**

**Gym Bag**  
With Yoga Mat

1800 SAPPHIRE  
**Three-Piece Zippered Bag and Wristlet Set**

1800 SAPPHIRE  
**Galvanized Inspirational Wall Art**

**Note Cards, Journal and Pen Boxed Set**

ALSO AVAILABLE: MKConnections® Voucher



# SHOOT FOR THE STARS!

## 1<sup>st</sup> Quarter Stars

Pearl Star



Elizabeth Padgett

Emerald Star



Kimberly Robinson

Emerald Star



Kayla Baker

Ruby Star



Tammy Daley

Sapphire Star



Madeline Umhoefer



Be a star next quarter!



New! Limited Edition! Be Delighted™ Body Mousse \$16

- ♥ Features a sweet, confectionary scent she'll love.
- ♥ Fun, whimsical packaging captures the wonder of the holiday season.
- ♥ Whipped to perfection, Be Delighted™ Body Mousse is an extra-special holiday indulgence.



2nd Quarter 2017: September 16, 2016—December 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	\$1,665.50	\$134.50	\$734.50	\$1,334.50	\$1,934.50	\$3,134.50
RAINE ROBINSON	\$605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
HAILEY MANCHESTER	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
SHAWN JONES	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
KAYLA BAKER	\$458.00	\$1,342.00	\$1,942.00	\$2,542.00	\$3,142.00	\$4,342.00
KIMBERLY ROBINSON	\$408.50	\$1,391.50	\$1,991.50	\$2,591.50	\$3,191.50	\$4,391.50

# SEE YOU AT THE TOP!

## QUEEN'S COURT OF SALES



#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Kimberly A. Robinson	\$6,538.00	\$0.00	\$6,538.00
2	Madeline K. Umhoefer	\$4,694.00	\$0.00	\$4,694.00
3	Kayla R. Baker	\$3,698.00	\$0.00	\$3,698.00
4	Tammy G. Daley	\$3,135.00	\$0.00	\$3,135.00
5	Lelania Hearn	\$1,937.00	\$0.00	\$1,937.00
6	Jo Ann Mercer	\$1,497.00	\$0.00	\$1,497.00
7	Raine L. Robinson	\$1,488.00	\$0.00	\$1,488.00
8	Rachel E. Lane	\$1,486.00	\$0.00	\$1,486.00
9	Hailey M. Manchester	\$1,481.00	\$0.00	\$1,481.00
10	Tamara M. Robinson	\$1,481.00	\$0.00	\$1,481.00
11	Shawntel R. Goff	\$1,481.00	\$0.00	\$1,481.00
12	Shawn R. Jones	\$1,479.00	\$0.00	\$1,479.00
13	Heather N. Luce	\$1,479.00	\$0.00	\$1,479.00
14	Margaret T. Higgins	\$1,368.00	\$0.00	\$1,368.00
15	Maria Rodriguez	\$1,358.00	\$0.00	\$1,358.00

## QUEEN'S COURT OF SHARING

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kayla R. Baker	1	\$82.30
2	Tammy G. Daley	1	\$74.65
3	Guadalupe Lopez	1	\$24.12
4	Elizabeth H. Padgett	8	\$627.09

## SEMINAR DOUBLE CREDIT PROMO

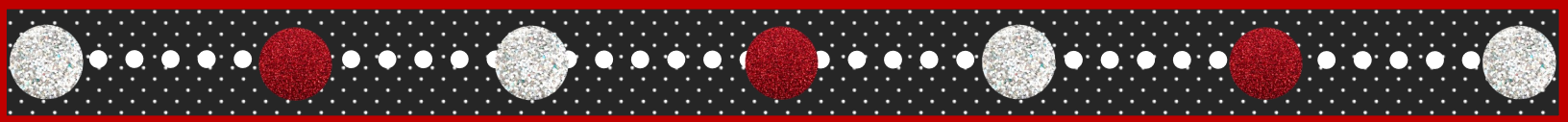


You can make the Year of Your Dreams a reality by earning double credit in October toward the Queen's Courts of Personal Sales and Sharing Here's a quick look at the promotion!

Queen's Court of Personal Sales: Consultants can earn \$1 in Seminar bonus credit\* for each \$1 in estimated personal retail production received and accepted in October -- for up to a total of \$4,000 Seminar bonus credit.

Queen's Court of Sharing: Consultants can earn double credit for up to six (6) qualified new personal team members whose Consultant Agreements are received and accepted in October.

Visit [www.marykayintouch](http://www.marykayintouch) for additional details!





# TEAMWORK MAKES THE DREAM WORK

## WHOLESALE ORDERS

These women invested in their business last month!

Name	Amount
Kimberly A. Robinson	\$722.50
Raine L. Robinson	\$605.00
Tammy G. Daley	\$603.50
Hailey M. Manchester	\$601.50
Kayla R. Baker	\$601.00
Shawn R. Jones	\$600.50
Margaret T. Higgins	\$271.00
Madeline K. Umhoefer	\$255.50
Tanya L. Derossett	\$232.50
Alana L. Ashley	\$228.00
Barbara K. Sells	\$227.50
Ashley D. Jones	\$226.00
Lelania Hearn	\$225.50
Meagan N. Want	\$225.00
Jennifer Calvert	\$34.50
Cheryl L. Ford	\$24.00
Leigh A. Yeager	\$15.00
Natalie Q. Huffman	\$12.50

## TEAM BUILDING

Name	Recruits
Elizabeth H. Padgett	3



### Easy Ways to Support the Mary Kay Ash Charitable Foundation:

Give when you shop or search the Internet!  
Raise money for the Foundation each time you search the Internet using Goodsearch.com!



For every search, a penny goes to the Mary Kay Foundation. If 1,000 people search twice a day for a year, the MK Foundation earns more than \$7,000 in just one year. And GoodSearch is powered by Yahoo's search engine, so GoodSearch's results are the same excellent results as you would get if you searched with Yahoo!



AmazonSmile is a simple and automatic way for you to support The MK Foundation every time you shop, at no cost to you. When you shop at <http://smile.amazon.com/ch/75-2653742>, you'll find the exact same low prices, vast selection and convenient shopping experience as Amazon.com, with the added bonus that Amazon will donate a portion of the purchase price to The Mary Kay Foundation. Bookmark this link <http://smile.amazon.com/ch/75-2653742> so all of your eligible Amazon shopping will benefit The MK Foundation.

# 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



## New Sales Director

- Class of 2017 Jewelry Collection
- See intouch for more perks!



## Team Leaders

Recruiter :Tammy Daley  
Jennifer Calvert  
Lelania Hearn  
Dayna K. Honeycutt  
Darrelene H. Ryan  
Leslie Stevens  
# Emily Daley  
# Ariole S. Jones

Recruiter :Kimberly Robinson  
Kayla R. Baker  
Margaret T. Higgins  
Lisa M. Shaw  
Meagan N. Want  
Leigh A. Yeager  
\* Brittani R. Bigley  
\* Courtney R. Robinson  
\* Kelley E. Robinson  
\* Victoria L. Robinson  
\* Karah Souza

## Senior Consultants

Recruiter :Kayla R. Baker  
Virginia O. Jones  
Madeline K. Umhoefer  
\* Krystal D. Coker  
\* Guadalupe Lopez  
# Haley Collins  
# Kristina E Rodriguez

Recruiter :Guadalupe Lopez  
Maria Rodriguez

Recruiter :Connie Moon  
Rita H. Ash  
Ashley D. Jones

Recruiter :Meagan Want  
Natalie Q. Huffman  
Casey S. Kliza  
\* Alexandria M. Smith

\*-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

\$688.70

4% Recruiter Commission Level

Kayla R. Baker  
Connie M. Moon  
Meagan N. Want

\$10.22  
\$9.04  
\$0.50

9% Recruiter Commission Level  
Kimberly A. Robinson  
Tammy G. Daley

\$100.08  
\$23.40



# LOOK WHAT'S HAPPENING

**OCTOBER COMPANY DATES:**

<b>1</b>	<ul style="list-style-type: none"> <li>• Postmark cutoff for Consultants to mail Commitment Forms to begin Director Qualification this month.</li> <li>• Online Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m., CST</li> </ul>
<b>3</b>	<ul style="list-style-type: none"> <li>• Last day to submit online DIQ Commitment Form.</li> <li>• Commitment form available until midnight CST.</li> </ul>
<b>5</b>	Holiday 2016 Preferred Customer Program customer mailing of <i>The Look</i> begins. All consultants can order the new Holiday 2016 promotional items today!
<b>10</b>	Columbus Day observed. Postal holiday.
<b>17</b>	Last day to enroll online for the Winter 2016 Preferred Customer Program mailing of <i>The Look</i> including exclusive samples (while supplies last).
<b>28</b>	Last day of the month for Consultants' phone orders.
<b>31</b>	<ul style="list-style-type: none"> <li>• Last day of the month for Consultants' online orders.</li> <li>• Last business day of the month. Orders and Consultant Agreements mailed must be received today to count toward this month's production.</li> <li>• Agreements accepted online until midnight CST</li> </ul>

## BOOST YOUR SALES WITH MARY KAY® SOCIAL PUBLISHER

With over 1 billion active users, Facebook® is the perfect place to promote your Mary Kay business. According to "22 Social Media Facts and Statistics You Should Know in 2014," 47 percent of Americans say that Facebook® is their top purchase influencer. And capitalizing on that persuasive power is easier than ever thanks to the new Mary Kay® Social Publisher! With this new, innovative tool, you will have engaging content automatically posted to your Mary Kay® Facebook® Business Page! All you need is a Mary Kay® Personal Web Site and a Facebook® page for your Mary Kay business.

Get a Mary Kay® Personal Web Site. Maximize your business online. [Sign Up ▶](#)

Create a Facebook® Business Page. Learn how to start a page for your business. [Download PDF ▶](#)

Read the Frequently Asked Questions. Get the answers you need. [Learn More ▶](#)

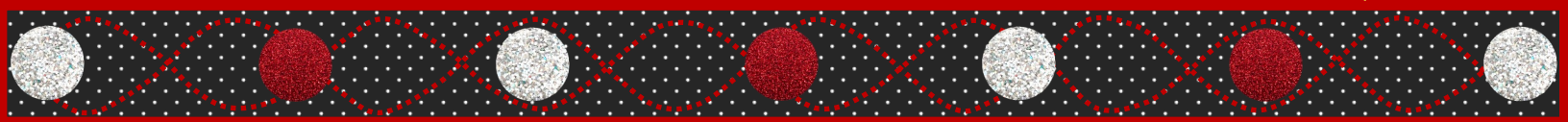
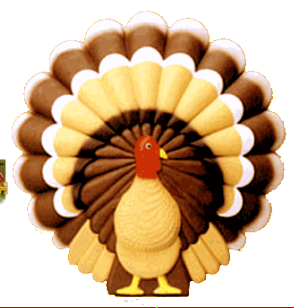


Words of Wisdom from Mary Kay

A truly happy person is someone who never quite reaches the rainbow's end. I have enjoyed so much during my lifetime - far more than I ever dreamed possible. Still, I find it difficult to wait for the sun to come up on each new day. This is because I continue to have exciting prospects. Every day of my life, I thank God for giving me such happiness.

# CELEBRATE IN NOV!

Birthdays	Day	Anniversaries	Years
Cindy Byer	1	Elizabeth K Beckhelm	5
Jennifer Calvert	2	Nichole H. Bland	1
Elizabeth H. Padgett	2	Kayla R. Baker	1
Patti Peters	5	Cindy Byer	1
Kelley E. Robinson	9	Jennifer Hudson	1
Fonda R. Lewis	10	Meagan N. Want	1
Kimberly A. Robinson	23		
Raine L. Robinson	24		





## ELIZABETH PADGETT

Sales Director  
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Spring, TX 77386  
832-229-0932  
elizabethpadgett@marykay.com

# BEGIN

TO BEGIN IS HALF THE WORK,  
LET HALF STILL REMAIN;  
AGAIN BEGIN THIS,  
AND THOU WILT HAVE FINISHED.

MARCUS AURELIUS

## EMBRACE YOUR DREAMS!

### Procrastination & Success

Excerpts from the book *The Power of Focus*  
by the bestselling authors of the *Chicken Soup for the Soul Series* – Jack Canfield, Mark Victor Hansen & Les Hewitt

(Focusing Strategy #9 – Taking Decisive Action) Are you in the habit of putting things off? If it's any comfort, you're not the only one. Just about everyone procrastinates. Sometimes that's good, but mostly it's an insidious, chronic malaise that will cripple your future.

Decisiveness is your greatest ally as you chart your path through life. Procrastination is a thief, waiting in disguise to rob you of your hopes and dreams. ...the Someday Syndrome is a fatal trap. Life is too short not to enjoy it to the fullest. Indecision and uncertainty will confine you to a world of "if only."

Generally speaking, lack of motivation is usually at the root of your procrastination. It's easier to put things off than it is to act decisively. Being conscious that you are going into a downward spiral of inactivity is important. When you are aware of this, have a little chat with yourself and focus on finding a way to work things out.

There are primarily two ways to motivate yourself. You can fear the consequences of not taking action; or you can get excited about the rewards and benefits of being proactive.

TOMORROW IS TOO LATE,  
YESTERDAY IS OVER  
— AND —  
**NOW**  
IS EXACTLY THE RIGHT MOMENT  
— SO —  
**START.**

You must keep these two pictures front and center, one negative and one positive. Ask yourself, "What do I really want – a future where I'm always struggling to make ends meet, or a lifestyle of prosperity, joy and fulfillment?" The more vivid these two pictures are, the more decisive you will become. Don't allow yourself to be lulled into a false sense of security. When you hear that destructive little voice whispering inside your head, "Leave it until tomorrow, next week, next month or next year." Immediately flash those two pictures on your mental TV screen. What's the picture look like if you don't get started? Do you want to look back on your life with a big list of If Onlys? Of course not! Clearly understand this and feel the pain of your (procrastination).

Now flip the switch and take a look at the other picture. This time see all of the rewards and benefits that happened just because you took action and didn't hold back. Feast on this picture. Imprint it into your mind. Sense the feeling of accomplishment. Feel good about challenging yourself to a higher level of performance.

Next  
 Tomorrow  
 Later  
 NOW