



Extraordinary Eagles



Sales Director Elizabeth Padgett

December 2016, November 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 Nov. embracelet:

Doralee Junkar
Madison Mitchell
Kimberly Robinson

Kayla Baker
Geneva Boehme
Elizabeth Padgett

December: The December bracelet features this Mary Kay Ash quote: "Make me feel important." With an elegant script font, the rosegold-toned bracelet features two stunning crystals and is embellished with Mary Kay Ash's signature on the inside. Continue making this the Year of Your Dreams by earning this sixth stackable bracelet, and set your goal to earn the rest!



CONGRATS MONTHLY ACHIEVERS!

Queen of Sharing

Queen of Sales



Put Your Name Here!

Doralee Junkar

#2 Sales

#3 Sales



Madison Mitchell

Kimberly Robinson

WELCOME NEW CONSULTANTS!

New Consultant

Geneva R. Boehme
Londa R. Cohen

From

PORTER, TX
SAINT JOSEPH, MO

Sponsored by

E. Padgett
E. Padgett





11 Great Reasons to Begin Your MK Career during the Holidays

1. You get to take the tax benefits at the end of the year! It's just like having a baby in December.
2. You'll be ready for the new year, when women are looking for new looks, new opportunities, and time-saving services. They also have gift money to spend.
3. Everyone is looking for the post-holiday fun thing to do. January is one of our best sales months. If you wait until then to start, you will miss the opportunity.
4. You'll be ready to start your new year with a bang! You'll have a career that allows you to shoot for the stars without hitting a glass ceiling.
5. You will be able to take advantage of a fantastic discount (50%) on all of your Christmas presents for your friends and family. You'll also be able to help friends and family spend money they received as gifts.
6. Are your friends and acquaintances going to holiday parties? Help them with a great holiday look! Over the holidays, you will see lots of people that you won't see otherwise. What a wonderful time to be able to tell them about your new Mary Kay career and arrange for post-holiday bookings!
7. Make immediate sales by letting your friends and family know that your store is open for 12 days of Christmas gifts, fragrances, last-minute stocking stuffers, and wrapping services.
8. Since MK has no territories, when you are making all of your holiday telephone calls to friends, keep good records, because you can tell them about your new MK career and write off the calls!
9. You will look fabulous this holiday season! You will receive great training and ideas on Christmas glamour techniques to look your best from Mary Kay and our unit.
10. Are you going to travel to see friends and family over the holidays? When you travel to visit long-distance friends and family, you can take your showcase and practice your skin care class skills. You can also write off part of the trip! Are your relatives visiting over the holidays? Practice on them and get part of your Perfect Start challenge done.
11. A camera (for before & after photos), voice conferencing services, or a computer...these are just a few of the tax -deductible business presents you might buy yourself in December!

SHOOT FOR THE STARS!

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 for the most current results!

ELIZABETH PADGETT	\$5,749.70	*****	*****	*****	STAR	STAR
KIMBERLY ROBINSON	\$2,513.75	*****	STAR	\$486.25	\$1,086.25	\$2,286.25
DORALEE JUNKAR	\$2,001.75	STAR	\$398.25	\$998.25	\$1,598.25	\$2,798.25
MADISON MITCHELL	\$1,980.00	STAR	\$420.00	\$1,020.00	\$1,620.00	\$2,820.00
KAYLA BAKER	\$1,801.50	STAR	\$598.50	\$1,198.50	\$1,798.50	\$2,998.50
VIRGINIA JONES	\$863.30	\$936.70	\$1,536.70	\$2,136.70	\$2,736.70	\$3,936.70
MARGARET HIGGINS	\$850.50	\$949.50	\$1,549.50	\$2,149.50	\$2,749.50	\$3,949.50
TAMMY DALEY	\$850.10	\$949.90	\$1,549.90	\$2,149.90	\$2,749.90	\$3,949.90
BARBARA SELLS	\$830.00	\$970.00	\$1,570.00	\$2,170.00	\$2,770.00	\$3,970.00
CONNIE MOON	\$776.50	\$1,023.50	\$1,623.50	\$2,223.50	\$2,823.50	\$4,023.50
SHAWN JONES	\$726.25	\$1,073.75	\$1,673.75	\$2,273.75	\$2,873.75	\$4,073.75
MEAGAN WANT	\$658.50	\$1,141.50	\$1,741.50	\$2,341.50	\$2,941.50	\$4,141.50
REBECCA MCBRIDE	\$606.00	\$1,194.00	\$1,794.00	\$2,394.00	\$2,994.00	\$4,194.00
RAINE ROBINSON	\$605.00	\$1,195.00	\$1,795.00	\$2,395.00	\$2,995.00	\$4,195.00
LONDA COHEN	\$602.00	\$1,198.00	\$1,798.00	\$2,398.00	\$2,998.00	\$4,198.00
HAILEY MANCHESTER	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
GENEVA BOEHME	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
MARLA PUCKETT	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
CASEY KLIZA	\$583.50	\$1,216.50	\$1,816.50	\$2,416.50	\$3,016.50	\$4,216.50
MARIA RODRIGUEZ	\$523.50	\$1,276.50	\$1,876.50	\$2,476.50	\$3,076.50	\$4,276.50

Embrace Your Dreams

Career Conference Challenge: Dec. 1, 2016 – Feb. 28, 2017

Are you ready to embrace your future? The new Embrace Your Dreams Career Conference Challenge is a great place to start. When you achieve the Embrace Your Dreams Challenge each month from Dec. 1, 2016, to Feb. 28, 2017, you will be invited to the Career Conference VIP Luncheon where you will receive this special Career Conference bracelet. The delightful bracelet is an enchanting celebration of Mary Kay Ash's tenet to "Eat Dessert First." Consider it the icing on the cake, and come celebrate your future with us.



Dec. 1 –
Dec 31,
2016



DECEMBER WELCOME BACK PROMOTION

It's time to make this a December to remember as you build the team of your dreams! Thanks to this promotion, you can help eligible former Consultants restart their Mary Kay businesses, and they can earn a FREE* TimeWise® Microdermabrasion Plus Set (\$55 suggested retail) this December!

SEE YOU AT THE TOP!

QUEEN'S COURT OF SALES

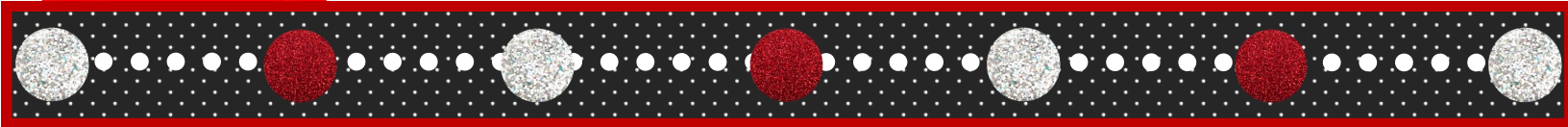
GOING UP!



#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Kimberly A. Robinson	\$10,826.50	\$4,288.50	\$15,115.00
2	Kayla R. Baker	\$6,440.00	\$2,742.00	\$9,182.00
3	Madison A. Mitchell	\$4,263.00	\$4,263.00	\$8,526.00
4	Doralee Junkar	\$4,353.50	\$4,000.00	\$8,353.50
5	Tammy G. Daley	\$4,616.00	\$1,481.00	\$6,097.00
6	Madeline K. Umhoefer	\$5,224.00	\$530.00	\$5,754.00
7	Virginia O. Jones	\$3,107.60	\$1,750.60	\$4,858.20
8	Connie M. Moon	\$2,686.00	\$1,553.00	\$4,239.00
9	Margaret T. Higgins	\$2,527.00	\$1,159.00	\$3,686.00
10	Barbara K. Sells	\$2,268.00	\$1,205.00	\$3,473.00
11	Maria Rodriguez	\$2,405.00	\$1,047.00	\$3,452.00
12	Casey S. Kliza	\$2,218.00	\$938.00	\$3,156.00
13	Rebecca R. McBride	\$1,490.00	\$1,490.00	\$2,980.00
14	Londa R. Cohen	\$1,482.00	\$1,482.00	\$2,964.00
15	Geneva R. Boehme	\$1,479.00	\$1,479.00	\$2,958.00
16	Marla E. Puckett	\$1,478.00	\$1,478.00	\$2,956.00
17	Meagan N. Want	\$1,438.00	\$866.00	\$2,304.00
18	Shawn R. Jones	\$1,730.50	\$251.50	\$1,982.00
19	Lelania Hearn	\$1,937.00	\$0.00	\$1,937.00
20	Tiffany M McClintock	\$1,148.00	\$497.00	\$1,645.00
21	Jo Ann Mercer	\$1,497.00	\$0.00	\$1,497.00
22	Raine L. Robinson	\$1,488.00	\$0.00	\$1,488.00
23	Rachel E. Lane	\$1,486.00	\$0.00	\$1,486.00
24	Hailey M. Manchester	\$1,481.00	\$0.00	\$1,481.00
25	Tamara M. Robinson	\$1,481.00	\$0.00	\$1,481.00
26	Shawntel R. Goff	\$1,481.00	\$0.00	\$1,481.00
27	Heather N. Luce	\$1,479.00	\$0.00	\$1,479.00
28	Leslie Stevens	\$972.00	\$488.00	\$1,460.00
29	Darrelene H. Ryan	\$957.00	\$472.00	\$1,429.00
30	Elizabeth H. Padgett	\$17,829.40	\$8,400.00	\$26,229.40

QUEEN'S COURT OF SHARING

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kimberly A. Robinson	2	\$178.19
2	Kayla R. Baker	1	\$92.90
3	Meagan N. Want	2	\$80.07
4	Tammy G. Daley	1	\$74.65
5	Elizabeth H. Padgett	16	\$855.16



TEAMWORK MAKES THE DREAM WORK

WHOLESALE ORDERS

These women invested in their business last month!

Name	Amount
Doralee Junkar	\$2,001.75
Madison A. Mitchell	\$1,377.50
Kimberly A. Robinson	\$706.75
Kayla R. Baker	\$669.00
Londa R. Cohen	\$602.00
Geneva R. Boehme	\$600.50
Meagan N. Want	\$369.00
Kimberly D Lambright	\$274.50
Madeline K. Umhoefer	\$265.00
Virginia O. Jones	\$260.55
Tiffany M McClintock	\$249.00
Casey S. Kliza	\$245.50
Linda L. Cannaliato	\$233.50
Krystal D. Coker	\$231.50
Chanda R. Hernandez	\$226.50
Maria Rodriguez	\$208.50
Margaret T. Higgins	\$203.50
Tammy G. Daley	\$137.00
Patti Peters	\$113.00
Brittani R. Bigley	\$63.50
Natalie Q. Huffman	\$36.00

TEAM BUILDING

Name	Recruits
Elizabeth H. Padgett	2



Booking During the Holidays

With so many activities during the holidays, some of your prospective hostesses and guests may not be able to see how easily a Mary Kay skin care class or open house can fit into their schedules. The following suggested dialogues can help you overcome your prospects' objections. Remember, an initial "no" response usually means, "I need more information. Tell me how holding a class will benefit me." You can use these dialogues to help you schedule additional holiday bookings with ease!

"I'm too busy with holiday parties and family gatherings."

"_____, I know what you mean. The holidays are a great time to get back in touch with loved ones. What I am finding is many of my clients want to try a new look for all those holiday events. We can do a private consultation or maybe make your own party of it and invite some friends over."

"My relatives will be visiting from out of town."

"That is fantastic! I love being with family for the holidays. Do you think some of your guests would enjoy a makeover or pampering session? Maybe you can schedule me to be your entertainment during an afternoon before you go out to dinner or before a party?"

"I've just about finished my holiday shopping."

"_____, you're so organized! I always leave stocking stuffers until the last minute. I'll bet some of your friends are the same way. If you give them an opportunity to avoid crowded department stores by shopping in your home, you can earn free Mary Kay products that you might keep as a lovely gift for yourself. Plus we can play with some holiday party looks."

"The kids will be home from school."

"I bet there will be times when you'll want to get away and do something special for yourself. I'll even have a special gift for the person who babysits for the kids when you hold your skin care class or Christmas coffee."

Remember, a "no" to a party/class can be a "yes" to attend your holiday open house or to host an online event. Happy booking and selling!



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

Star Team Builders

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

Star Team Builders

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

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

Senior Consultants

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

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

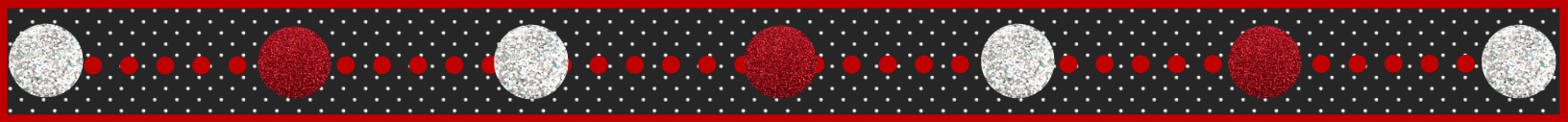
*-Indicates Inactive, #-Indicates T Status., Place a \$225 wholesale order to become active.



LOVE CHECKS FROM MARY KAY

9% Recruiter Commission Level
 Kimberly A. Robinson \$241.43
 Elizabeth H. Padgett \$404.41

4% Recruiter Commission Level
 Meagan N. Want \$91.33
 Kayla R. Baker \$30.28



LOOK WHAT'S HAPPENING

DECEMBER COMPANY DATES:

1	<ul style="list-style-type: none"> Postmark cutoff for Consultants to mail Commitment Forms to begin Director Qualification this month. Online Sales DIQ Commitment Form available beginning 12:01 a.m. CST
3	<ul style="list-style-type: none"> Last day to submit online DIQ Commitment Form. Commitment form available until midnight CST.
9	Registration for the April 19-22 session of New Independent Sales Director Education begins.
15	<ul style="list-style-type: none"> Postmark deadline for Quarter 2 Star Consultant quarterly contest. Deadline to make Quarter 1 Star Consultant prize selections.
16	<ul style="list-style-type: none"> Deadline for Leadership 2017 hotel reservations is 11:59 p.m. CST Quarter 3 Star Consultant quarterly contest begins. Spring 2017 Preferred Customer Program online enrollment for <i>The Look</i>, including exclusive samples (while supplies last) begins.
20	Online prize selection available for Q2 Star Consultant quarterly contest.
23	Company holiday. All Company offices closed
25	Christmas Day.
26	Company holiday. All Company offices closed. Postal holiday.
29	Last day of the month for Consultants to place telephone orders.
30	Last business day of the month. Orders and Consultant Agreements mailed must be received today to count toward this month's production.
31	<ul style="list-style-type: none"> Last day to register, cancel, make special needs/transfer requests for Leadership 2017 by 11:59 p.m. CST Last day of the month for Consultants to place online orders. Online Consultant Agreements accepted until midnight Central time.


JAN. 11-14:
Diamond and Ruby

JAN. 15-18:
Sapphire, Emerald and Canada

DIQS ARE INVITED!

MARY KAY LEADERSHIP 2017

New Orleans

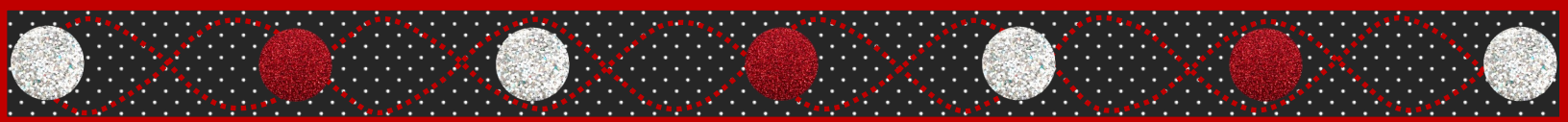



Words of Wisdom from Mary Kay

To succeed you need the qualities that are essential in any worthwhile endeavor: desire amounting to enthusiasm, persistence to wear away mountains, and the self-assurance to believe that you can succeed.

CELEBRATE IN JAN!

Birthdays	Day	Anniversaries	Years
Krystal D. Coker	1	Fawn R. Dennis	2
Natalie Q. Huffman	3	Karah Souza	1
Leslie D Vanschuyver	4		
Lelania Hearn	12		
Alexandria M. Smith	12		
Hailey M. Manchester	19		
Doralee Junkar	21		
Wendi Lambright	30		





ELIZABETH PADGETT

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embrace your DREAMS!

MAYBE SHE NEEDS ME

Consider these profound words especially during this holiday season. You could positively impact someone's life just by asking a question and showing that you care.

It had been a long day and I was finishing a task.
As I hurried past her, that little voice said, "Ask".
Ugh, not today I told myself, I'm tired and it shows,
Besides, I could look foolish and it's likely she'll say "No".
While drifting off to sleep that night I saw her face again.
I wondered what her life was like, her dreams, her needs, her pain.
What if she'd been praying for a friendly word or smile ...
The chance to meet somebody that would go that extra mile?
What if she'd been looking for a break, an open door?
Was this the opportunity that she'd been praying for?
I saw the cars she would not drive, the rings she would not wear,
Because I would not risk myself to stop, to ask, to share.
So what if what I offered her was not her cup of tea,
That was a choice for her to make, how selfish could I be?!

When all my dreams are realized I don't want to feel regret
For the lives I didn't touch and change, the "No's" I didn't get.
Oh, let me live the true "Go-Give" and let my mission be:
Not, "Do I need her?" ... but "Maybe she needs me."



Newsletter Support Provided by Director Double www.directordouble.com

I'm dreaming of a pink Christmas

