



# Extraordinary Eagles



Sales Director Elizabeth Padgett

January 2017, December 2016 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 Dec. embracelet:

- Yashira Rivera
- Kimberly Robinson
- Madeline Umhoefer
- Maria Rodriguez
- Kayla Baker
- Elizabeth Padgett

## January Bracelet

This month's gorgeous embracelet features this Mary Kay Ash quote, "If you can dream it, you can do it!"

For details visit intouch to hear a presentation by Independent Executive National Sales Director Stacy James, who reveals the January Embrace Your Dreams bracelet!



## CONGRATS MONTHLY ACHIEVERS!

### Queen of Sharing



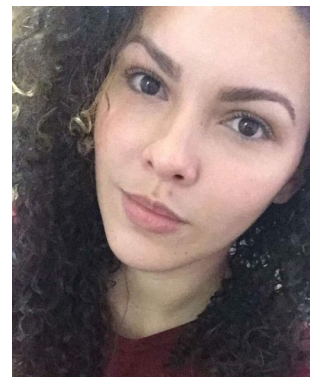
**Doralee Junkar**

**#2 Sales**



**Kimberly Robinson**

### Queen of Sales



**Yashira Rivera**

**#3 Sales**



**Madeline Rodriguez**

## WELCOME NEW CONSULTANTS!

**New Consultant**

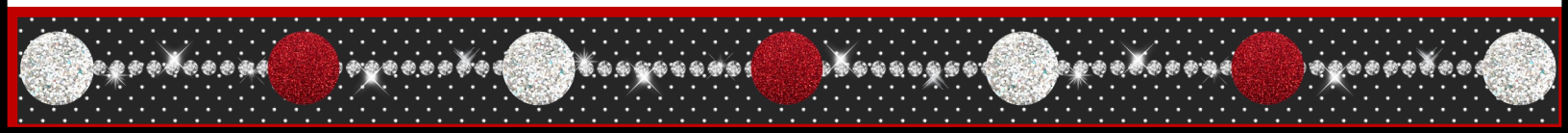
Yashira D. Rivera

**From**

SPRING, TX

**Sponsored by**

D. Junkar





# INNER DECISIONS

*by Dr. Dennis R Deaton*

Each one of us is uniquely independent in the inner realm of our thoughts. No one can bind your mind and make you think thoughts that you don't wish to think or choose attitudes that you don't wish to adopt. Each one of us is absolutely independent in that internal sphere. You, and you alone, have the option to use your mind as a power of positive creation. Thoughts are not just airy vapors, they are quanta of formative energy. They exert direct effect upon our bodies, our behavior, and even the external world around us.

Your internal environment has power over your external environment the moment you choose to exercise control. You can alter circumstances and events at will by creating a vision of what you want to have happen and giving yourself permission to enact it.

Moment by moment, thought by thought, you author your own script. You do it actively or passively. Either way, you are ultimately the cause determining which effects occur. People are only victims of circumstance if they believe that they are and take a passive approach, letting their lives become subject to outside forces.

In a poignant example, Dr. Viktor Frankl recounts his experience and observations while a prisoner in Auschwitz in his classic book, *Man's Search for Meaning*. Living in the most brutal, demeaning, hostile environment imaginable, Frankl observed the actions and reactions of his fellow prisoners.

Understandably, some people became angry and bitter. Some people managed to stay hopeful and perseverant. Notably, Frankl observed what happened when some prisoners made the choice to simply give up, relinquishing their hopes for the future. He described this as a pivotal moment. The day they abandoned hope and decided that things were never going to get better was the day they began to decline mentally, spiritually and physically.

Frankl's conclusion is timeless. He said, "everything can be taken from man but one thing: the last of the human freedoms--to choose one's attitude in any given set of circumstances, to choose one's own way. In the final analysis, it becomes clear that the sort of person the prisoner became was the result of an inner decision and not the result of camp influence alone. Fundamentally, therefore, any man can, even under such circumstances, decide what shall become of him mentally and spiritually."

In the end, it was not the Nazis, not the fences and barbed wire, not the atrocious external circumstances that dictated the person's life or character. It was his or her inner decisions. Each one of the prisoners decided how they would deal with the forces around them. Each person's life became a reflection of those inner decisions.

It is the same in Mary Kay – each woman who succeeds in achieving her dream of a Red Jacket or Career Car or Directorship does so with her own unique set of challenges in her personal life – AND a commitment to achieve her goal despite or because of those challenges! No one achieves anything – ever – without overcoming obstacles.

# SHOOT FOR THE STARS!

3rd Quarter 2017: December 16, 2016-March 15, 2017		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	\$1,151.00	\$649.00	\$1,249.00	\$1,849.00	\$2,449.00	\$3,649.00
KAYLA BAKER	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
MADELINE UMHOEFER	\$540.50	\$1,259.50	\$1,859.50	\$2,459.50	\$3,059.50	\$4,259.50

## MARY KAY CAREER CONFERENCE 2017

Get wrapped up in the infectious energy of positive, driven women who are also seeking success in their Mary Kay businesses! One of the great things about Career Conference is that the locations are near you, usually within driving distance. Plus, if you register for Career Conference 2017 without canceling, you will receive a \$40 wholesale/\$80 suggested retail credit toward your first Section 1 product order placed from April 1 – 30, 2017.

So join us next year at Career Conference for a weekend of fun, dynamic events featuring riveting content that can help you have the year of your dreams. To stay in the know, download the Mary Kay® Events App and keep checking back on intouch for updates about Career Conference 2017.



## 2nd Quarter Stars

Pearl Star



Elizabeth Padgett

Emerald Star



Kimberly Robinson

Diamond Star



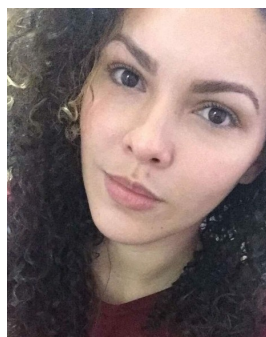
Doralee Junkar

Sapphire Star



Madison Mitchell

Sapphire Star



Yashira Rivera

Sapphire Star



Kayla Baker

# 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	\$12,097.90	\$4,288.50	\$16,386.40
2	Kayla R. Baker	\$7,670.00	\$2,742.00	\$10,412.00
3	Doralee Junkar	\$5,221.50	\$4,000.00	\$9,221.50
4	Madison A. Mitchell	\$4,573.00	\$4,263.00	\$8,836.00
5	Madeline K. Umhoefer	\$6,464.00	\$530.00	\$6,994.00
6	Tammy G. Daley	\$5,075.20	\$1,481.00	\$6,556.20
7	Virginia O. Jones	\$3,107.60	\$1,750.60	\$4,858.20
8	Connie M. Moon	\$3,220.00	\$1,553.00	\$4,773.00
9	Maria Rodriguez	\$3,642.00	\$1,047.00	\$4,689.00
10	Yashira D. Rivera	\$4,184.00	\$0.00	\$4,184.00
11	Casey S. Kliza	\$2,827.10	\$938.00	\$3,765.10
12	Margaret T. Higgins	\$2,527.00	\$1,159.00	\$3,686.00
13	Barbara K. Sells	\$2,268.00	\$1,205.00	\$3,473.00
14	Rebecca R. McBride	\$1,490.00	\$1,490.00	\$2,980.00
15	Londa R. Cohen	\$1,482.00	\$1,482.00	\$2,964.00
16	Geneva R. Boehme	\$1,479.00	\$1,479.00	\$2,958.00
17	Marla E. Puckett	\$1,478.00	\$1,478.00	\$2,956.00
18	Meagan N. Want	\$1,530.00	\$866.00	\$2,396.00
19	Shawn R. Jones	\$1,730.50	\$251.50	\$1,982.00
20	Lelania Hearn	\$1,937.00	\$0.00	\$1,937.00
21	Tiffany M McClintock	\$1,325.00	\$497.00	\$1,822.00
22	Leslie Stevens	\$1,244.00	\$488.00	\$1,732.00
23	Cheryl L. Ford	\$1,520.00	\$0.00	\$1,520.00
24	Jo Ann Mercer	\$1,497.00	\$0.00	\$1,497.00
25	Raine L. Robinson	\$1,488.00	\$0.00	\$1,488.00
26	Rachel E. Lane	\$1,486.00	\$0.00	\$1,486.00
27	Hailey M. Manchester	\$1,481.00	\$0.00	\$1,481.00
28	Elizabeth H. Padgett	\$20,181.40	\$8,400.00	\$28,581.40

## QUEEN'S COURT OF SHARING

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kimberly A. Robinson	2	\$192.23
2	Kayla R. Baker	1	\$117.30
3	Meagan N. Want	2	\$97.03
4	Tammy G. Daley	1	\$74.65
5	Doralee Junkar	1	\$72.08
6	Elizabeth H. Padgett	16	\$855.16



# TEAMWORK MAKES THE DREAM WORK

## WHOLESALE ORDERS

These women invested in their business last month!

Name	Amount
Yashira D. Rivera	\$1,802.00
Kimberly A. Robinson	\$625.70
Madeline K. Umhoefer	\$610.00
Maria Rodriguez	\$603.50
Kayla R. Baker	\$600.00
Doralee Junkar	\$424.00
Cheryl L. Ford	\$343.00
Casey S. Kliza	\$305.55
Alana L. Ashley	\$276.00
Connie M. Moon	\$268.00
Ashley M. Robinson	\$235.00
Tammy G. Daley	\$229.60
Michelle L. Becker	\$225.00
Madison A. Mitchell	\$156.00
Linda L. Cannaliato	\$152.00
Natalie Q. Huffman	\$140.00
Leslie Stevens	\$136.00
Krystal D. Coker	\$110.00
Tiffany M McClintock	\$89.00
Meagan N. Want	\$46.00

## TEAM BUILDING

Name	Recruits
Doralee Junkar	1

## Are You Ready For Red?



It's a new year and a perfect time to pursue new goals! Are you ready to move up the career path and into a new Red Jacket? Even if you don't know for sure, the Mary Kay eCourse is for YOU!

This 6 weeks eCourse is designed to help you jump start your Mary Kay business and make that leap into Red Jacket Leadership. **It's All Within You!** Go to [www.marykayintouch.com](http://www.marykayintouch.com) and click on Education and then MK Library and then Red Jacket eCourse.

You will get weekly assignments and business challenges, and as you complete the lessons, you will receive a digital gift from Mary Kay.

Following is an overview of the course:

- Week 1 focuses on the "Be, Do, Have Concept." Spend time discovering what it means to be a healthy leader. The week one business challenge is to consider handing out 20 business cards and booking two parties this week.
- Week 2 covers "Words That Work." Learn more about the DISC personality types so you can make a stronger connection with potential team members.
- Week 3 will focus on specific business skills in order to learn how to work with a team and to lead the Mary Kay Way. By the end of this week, the goal is for you to make a decision to move up the career path and learn if you are ready to wear a red jacket.
- Week 4 discusses "Working with Integrity." You will learn how important building trusting relationships are to your Mary Kay business. By the end of week four, you will learn why it is important to build trust with others. It will help paint the picture of healthy leadership and explain the importance of building others to success.
- Week 5 will focus on the Red Jacket leadership. By the end of this week, you will have more confidence in your leadership abilities. You will also learn the qualifications, rewards and benefits of Red Jacket leadership.
- Week 6 will focus on evaluating your "why" for building your Mary Kay business as well as your motivations for wanting to move up into Red Jacket leadership. By the end of this week, you will be challenged to meet the minimum requirements of Red Jacket so you can order your very own Red Jacket.

Everyone can benefit from this eCourse! If you are already a Star Team Builder, Team Leader, DIQ or if you are a brand new consultant, you should check it out! I can't wait to see YOU in RED!



# LEADERS ON THE MOVE

## FOLLOW THE CAREER PATH TO SUCCESS!

**Senior Consultant**




- 1+ Active Team Members
- 4% Commissions

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**Star Team Builder**




- 3+ Active Team Members
- 4% commission
- \$50 bonuses
- Wear The Red Jacket**

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**Team Leader**




- 5+ Active Team Members
- 9-13% Commissions

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**On Target for Car**




- \$5000 wholesale
- Car or \$375/mo. CASH
- 5+ Active Team Members

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**Director In Qualification (DIO)**




- 10+ Active Team Members
- Star Status
- 9-13% Commissions

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**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  
 \* Lisa M. Shaw  
 \* Leigh A. Yeager  
 # Courtney R. Robinson  
 # 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 :Meagan Want  
 Doralee Junkar  
 Casey S. Kliza  
 Alexandria M. Smith  
 \* Natalie Q. Huffman

### Senior Consultants

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

Recruiter :Cheryl Ford  
 Kimberly D Lambright  
 # Elizabeth K Beckhelm

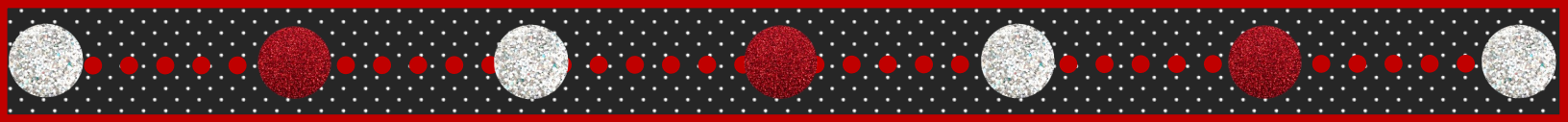
Recruiter :Doralee Junkar  
 Yashira D. Rivera



# LOVE CHECKS FROM MARY KAY

9% Recruiter Commission Level  
 Kimberly A. Robinson \$72.18  
 Elizabeth H. Padgett \$133.53

4% Recruiter Commission Level  
 Doralee Junkar \$72.08  
 Meagan N. Want \$34.78  
 Kayla R. Baker \$28.80  
 Tammy G. Daley \$5.44



# LOOK WHAT'S HAPPENING

<b>JANUARY COMPANY DATES:</b>	<b>1</b>	<ul style="list-style-type: none"> <li>• New Year's Day.</li> <li>• Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.</li> </ul>
	<b>2</b>	• Company holiday. All Company offices closed. Postal holiday.
	<b>3</b>	<ul style="list-style-type: none"> <li>• Postmark cutoff for Consultants to mail Commitment Forms to begin Director Qualification this month.</li> <li>• Last day to submit online DIQ Commitment Form. Commitment form available until midnight CST.</li> </ul>
	<b>11</b>	Leadership 2017 begins in New Orleans for Diamond and Ruby.
	<b>15</b>	Leadership 2017 begins in New Orleans for Sapphire, Emerald & Canada.
	<b>16</b>	Martin Luther King Jr. Day. Postal holiday.
	<b>17</b>	Last day to enroll online for the Spring 2017 Preferred Customer Program mailing of The Look, including exclusive samples
	<b>30</b>	Last day of the month for Consultants to place telephone orders.
	<b>31</b>	<ul style="list-style-type: none"> <li>• Registration opens at 8:30 a.m. Central time for first week of Career Conference (March 24-25).</li> <li>• Last business day of the month. Mailed orders &amp; Consultant Agreements must be received today to count in Jan production.</li> <li>• Last day of the month for Consultants to place online orders.</li> <li>• Online Consultant Agreements accepted until midnight CST</li> </ul>

15 THINGS TO GIVE UP.

1. Doubting yourself.
2. Negative Thinking.
3. Fear of Failure.
4. Destructive Relationships.
5. Gossiping.
6. Criticising yourself and others.
7. Anger.
8. Comfort Eating.
9. Laziness.
10. Negative self talk.
11. Procrastination.
12. Fear of Success.
13. Anything excessive.
14. People Pleasing.
15. Putting others needs before your own.

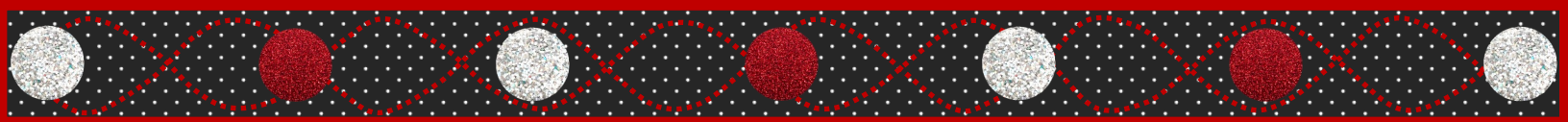


Words of Wisdom from Mary Kay

Always be happy, cheerful and enthusiastic even when you sometimes don't feel that way. Remember, "Act enthusiastic and you will become enthusiastic." Don't share your problems with your hostess or customers; they have enough of their own. Everyone loves to be around happy, enthusiastic people, so be one!

# CELEBRATE IN FEB!

Birthdays	Day	Anniversaries	Years
Heather N. Luce	9	Tammy G. Daley	4
Madeline K. Umhoefer	10	Deborah Ford	2
Londa R. Cohen	21	Tarja A. Cole	1
Deborah Ford	27	Nina R. Hawkins	1
Tarja A. Cole	28	Lisa M. Shaw	1
		Haley Collins	1





## ELIZABETH PADGETT

Sales Director  
1406 N Plum Creek Dr  
Spring, TX 77386  
832-229-0932  
[elizabethpadgett@marykay.com](mailto:elizabethpadgett@marykay.com)



Below is a promotional idea you can use to increase your bookings!

# Winter Rescue Facial!

Is your skin winter-ready?  
Would you like a new look for this new year?

Now is the perfect time to experiment with Mary Kay skin care and glamour products!

Knowing a little about winter skin and tweaking a few habits can make all the difference between a dull winter complexion and glowing radiance!

Contact me for a complimentary facial and you can sample products that will help winter-proof your skin!

