



Extraordinary Eagles



Sales Director Elizabeth Padgett

February 2017, January 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 Jan. embracelet:

- Kimberly Robinson
- Kayla Baker
- Stephanie Barrera
- Camry Williams
- Elizabeth Padgett

February

The February bracelet features this Mary Kay Ash quote: "One person can!" With an elegant script font, the silver-toned bracelet features two sparkling crystals and is embellished with Mary Kay Ash's signature on the inside.



CONGRATS MONTHLY ACHIEVERS!

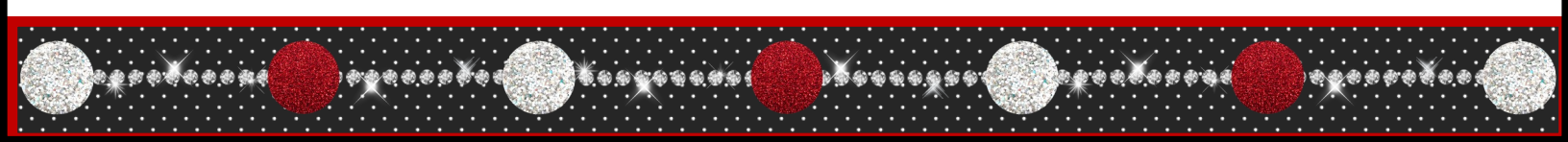
Queen of Sharing	Queen of Sharing	Queen of Sharing
		
Madison Mitchell	Kimberly Robinson	Kayla Baker
Queen of Sales	#2 Sales	#3 Sales
		
Kimberly Robinson	Kayla Baker	Stephanie Barrera

WELCOME NEW CONSULTANTS!

New Consultant
Stephanie L. Barrera
Sara M. Higgins
Jessica L. Jones
Camry B. Williams

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

Sponsored by
K. Baker
K. Robinson
M. Mitchell
E. Padgett



WE'RE ALL IN! #teamMK

There's no better way to move your business forward and Embrace Your Dreams than to commit to being All In by demonstrating our incredible skin care on new faces.

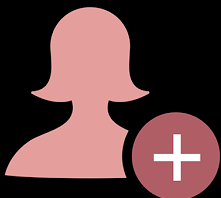
First, declare that you're All In on social media with the hashtag #teamMK. Then, as you have successes along the way, you can declare those as well. Get ready to see how embracing your dreams by being All In on skin care can change the lives of women. Visit marykayintouch.com for complete details!

RECOGNITION/CELEBRATION

How will we celebrate/recognize the success of the All In Movement?

1. Social Media: MK will be watching activity where #teamMK is used and cheering you on! Look for fun "surprise and delight" moments including recognition, prizes and personal phone calls from corporate employees and Nathan himself!
2. Career Conference: Those who participate in the All In Movement will receive standing recognition. Embrace Your Dreams Consistency Challenge achievers will parade across stage for achieving consistency in Dec, Jan and Feb. Consistency Challenge achievers also will receive the Eat Dessert First bracelet and attend the VIP Luncheon.
3. Seminar: Everyone will attend a big party at Seminar after the Awards Show on Day 2. This will be a special celebration of us collectively working together to reach Nathan's goal of increasing the number of Embrace Your Dreams Challenge achievers (\$600+ wholesale section 1 orders) by 13 percent over the same months (January – June) in 2016.

MARY KAY®

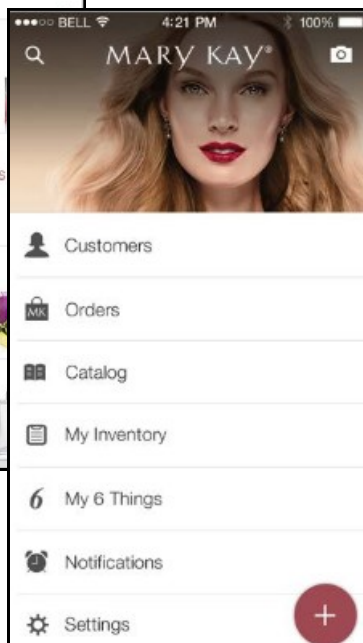
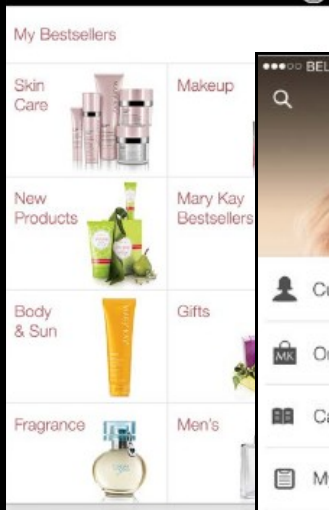


Get the MyCustomers+ App FREE until 12/31/17

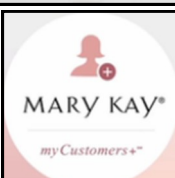
The myCustomers+™ App† is a game-changing business tool, and there's never been a better time to put it to work for you!

Put the future in your hands! By turning your smartphone into a portable business manager, you can be *all in* in your Mary Kay Business. Accomplish your goals in real time so reorders become future vacations, email blasts turn customer service into onstage recognition, and inventory* tracking helps make more time for meeting new faces.

It simplifies everything when it comes to managing your customers, products and orders!



- ◆ SEARCH for customers, orders or products
- ◆ SCAN product or inventory for shipping labels
- ◆ CUSTOMER information is easily accessible
- ◆ ORDERS can be created and completed with just a couple of taps
- ◆ PRODUCT CATALOG is available at your finger tips
- ◆ INVENTORY management has never been easier
- ◆ MY 6 THINGS celebrates your accomplishments with you
- ◆ NOTIFICATIONS keep you up-to-date on important things
- ◆ SETTINGS allow you to customize the app to your needs



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 for the most current results!

ELIZABETH PADGETT	\$2,203.05	STAR	\$196.95	\$796.95	\$1,396.95	\$2,596.95
KAYLA BAKER	\$1,203.50	\$596.50	\$1,196.50	\$1,796.50	\$2,396.50	\$3,596.50
KIMBERLY ROBINSON	\$744.60	\$1,055.40	\$1,655.40	\$2,255.40	\$2,855.40	\$4,055.40
STEPHANIE BARRERA	\$603.00	\$1,197.00	\$1,797.00	\$2,397.00	\$2,997.00	\$4,197.00
CAMRY WILLIAMS	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
MADELINE UMHOEFER	\$540.50	\$1,259.50	\$1,859.50	\$2,459.50	\$3,059.50	\$4,259.50



SPECIAL EDITION! Mary Kay® Sun Care After-Sun Replenishing Gel \$15.00

This ultralight, cool blue gel contains soothing botanical extracts, rich in antioxidants, to replenish vital moisture to sun-kissed skin.

How to Become a Star Consultant



Sapphire: \$300 weekly retail sales, which equals \$600 wholesale orders monthly and \$1,800 wholesale per



Diamond: \$500 weekly retail sales, which equals \$1,000 wholesale orders monthly and \$3,000 wholesale for the quarter.



Ruby: \$400 weekly retail sales, which equals \$800 wholesale orders monthly and \$2,400 wholesale for the quarter.



Emerald: \$600 weekly retail sales, which equals \$1,200 wholesale orders monthly and \$3,600 wholesale for the quarter.



Get wrapped up in the infectious energy of positive, driven women who are also seeking success in their MK 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.

So join us 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.



SEE YOU AT THE TOP!

QUEEN'S COURT OF SALES

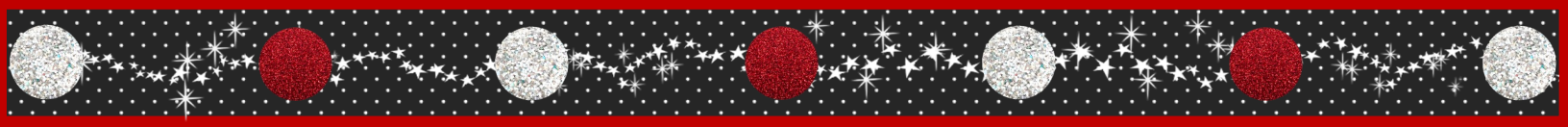
GOING UP!



#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Kimberly A. Robinson	\$13,339.90	\$4,288.50	\$17,628.40
2	Kayla R. Baker	\$8,877.00	\$2,742.00	\$11,619.00
3	Doralee Junkar	\$5,824.50	\$4,000.00	\$9,824.50
4	Madison A. Mitchell	\$5,040.00	\$4,263.00	\$9,303.00
5	Madeline K. Umhoefer	\$6,464.00	\$530.00	\$6,994.00
6	Tammy G. Daley	\$5,183.20	\$1,481.00	\$6,664.20
7	Maria Rodriguez	\$3,836.00	\$1,047.00	\$4,883.00
8	Virginia O. Jones	\$3,107.60	\$1,750.60	\$4,858.20
9	Connie M. Moon	\$3,220.00	\$1,553.00	\$4,773.00
10	Yashira D. Rivera	\$4,184.00	\$0.00	\$4,184.00
11	Casey S. Kliza	\$3,116.10	\$938.00	\$4,054.10
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	Cheryl L. Ford	\$1,774.00	\$0.00	\$1,774.00
23	Leslie Stevens	\$1,244.00	\$488.00	\$1,732.00
24	Raine L. Robinson	\$1,488.00	\$0.00	\$1,488.00
25	Rachel E. Lane	\$1,486.00	\$0.00	\$1,486.00
26	Elizabeth H. Padgett	\$22,295.50	\$8,400.00	\$30,695.50

QUEEN'S COURT OF SHARING

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kimberly A. Robinson	2	\$201.57
2	Kayla R. Baker	2	\$141.42
3	Meagan N. Want	2	\$109.09
4	Tammy G. Daley	1	\$74.65
5	Doralee Junkar	1	\$72.08
6	Elizabeth H. Padgett	17	\$909.20



TEAMWORK MAKES THE DREAM WORK

WHOLESALE ORDERS

These women invested in their business last month!

Name	Amount
Kimberly A. Robinson	\$606.00
Kayla R. Baker	\$603.50
Stephanie L. Barrera	\$603.00
Camry B. Williams	\$600.50
Fonda R. Lewis	\$359.00
Doralee Junkar	\$301.50
Lillian R. Lucas	\$255.50
Madison A. Mitchell	\$233.50
Casey S. Kliza	\$144.50
Cheryl L. Ford	\$127.00
Maria Rodriguez	\$97.00
Tammy G. Daley	\$54.00
Krystal D. Coker	\$43.00
Linda L. Cannaliato	\$43.00

TEAM BUILDING

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



Welcome to MKU – a fun, new education site that recently launched on Mary Kay InTouch®! Available on your desktop, laptop, tablet or phone, MKU is designed with you in mind and features engaging videos and interactive lessons that align with wherever you are on the MK career path.

Just signed your Independent Beauty Consultant Agreement?

- Step 1: Getting Started is a great place to discover your Why, write your I-Story, explore the contents of your Starter Kit, and craft an individual Business Plan that's right for you, your budget and level of commitment.

Not sure how to find customers and hostesses?

- Check out Step 2: Golden Rule Customer Service for a foundational lesson on how to treat your customers the way you would want to be treated.
- Step 3: How to Find Customers and Hostesses interactive lesson offers tips on how to compile your first customer lists, how you can announce that you are open for business, and how to set up an organized, professional office.

Ready to set selling appointments on your calendar?

- Explore Step 4: How to Book a Selling Appointment for lessons on what to consider saying to book appointments and how to overcome common objections.
- Step 5: How to Conduct a Skin Care Party will provide tips to have you confidently coach the hostess, pre-profile customers, conduct your first skin care parties and get future bookings from current bookings.

Need more advanced learning?

- Step 6: After the Sale teaches you how to follow up with your customers, how to reinvest your earnings back into your MK business and advice on how to resolve customer dissatisfaction
- Step 7: The Art of Selling showcases the salesmanship tips and techniques that can elevate your sales presentations with bold conversation and confidence.
- Step 8: How to Build Your Team shares proven strategies for sharing the MaryKay opportunity, how to confidently overcome objections and how to follow up with potential team members.

Tune in to MKU for more advanced lessons, including "how tos" to earn your Red Jacket, the use of a Mary Kay Career Car and moving up the career path and more! And as you tackle each steps, be sure to pass the assessments after each segment to earn your MKU designation for recognition at Seminar 2017!

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



On Target for Car

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



Director In Qualification (DIQ)

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



New Sales Director

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



Star Team Builders

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

Recruiter :Kimberly Robinson

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

Senior Consultants

Recruiter :Cheryl Ford
Kimberly D Lambright
Elizabeth K Beckhelm

Recruiter :Doralee Junkar
Yashira D. Rivera

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



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



LOVE CHECKS FROM MARY KAY

9% Recruiter Commission Level

Elizabeth H. Padgett

\$231.58

4% Recruiter Commission Level

Kimberly A. Robinson

\$33.48

Kayla R. Baker

\$25.84

Meagan N. Want

\$17.84

LOOK WHAT'S HAPPENING

FEBRUARY COMPANY DATES:

1	<ul style="list-style-type: none"> Postmark cutoff for Consultants to mail Commitment Forms to begin Director Qualification this month. Online DIQ Commitment Form available at 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. Registration opens at 8:30 a.m. CST for the second week of CareerConference (March 31-April 1 and April 2-3, 2017).
6	Registration opens at 8:30 a.m. CST for the third week of Career Conference (April 7-8, 2017).
10	Early ordering of the new Spring 2017 promo items begins for Q2 Star Consultants and who enrolled in The Look for Spring 2017
14	Valentine's Day
15	Spring 2017 customer mailing of <i>The Look</i> begins.
16	Spring 2017 promotion begins. Ordering of the new Spring 2017 promotional items available for all Consultants.
20	Presidents Day. Postal holiday.
27	<ul style="list-style-type: none"> Last day of the month for Consultants to place telephone orders.
28	<ul style="list-style-type: none"> CareerConference registration, cancellation, special needs request and hotel reservation deadline at 11:59 p.m. CST Last business day of the month. Mailed orders & Consultant Agreements must be received today to count in Jan production. Last day of the month for Consultants to place online orders. Online Consultant Agreements accepted until midnight CST



Ind. Executive Sr. Sales
Dir. Rachael Bullock
Nicholasville, Ky.

Customer at 30,000 feet! "I sat next to a gentleman on a recent flight. As we discussed upcoming Valentine's Day, I asked if he had a gift for his wife yet. I shared how I could create a special gift set — wrapped with a letter on each gift to spell I-L-O-V-E-Y-O-U. He could give her a gift every day leading up to Valentine's Day! He handed me \$200, his wife's name and address, and asked me to send her the set. He was so excited to surprise her!"

Cha-Ching Last year consumers spent an average of \$142 on Valentine gifts, which rang up to nearly \$20 billion nationwide. And gifts are not just for a spouse/significant other. Roughly 55% spent on family members, 22 percent spent on friends and 20% spent on teachers. Share the love, and offer gift ideas for all! Source: National Retail Federation

Turn Objection Into Opportunity. OBJECTION: "I use another brand."
 1: Let her know you heard her. "Great! You obviously appreciate great products."
 2: Offer a solution. "I'd love to treat you to a complimentary facial and get your opinion of Mary Kay® products."
 3: Give her options. "Of course there is no obligation, and I'd love to know how you think Mary Kay compares."



COMING SOON TO A TOWN NEAR YOU! DON'T MISS IT. Visit Mary Kay InTouch® for all the details on Career Conference!

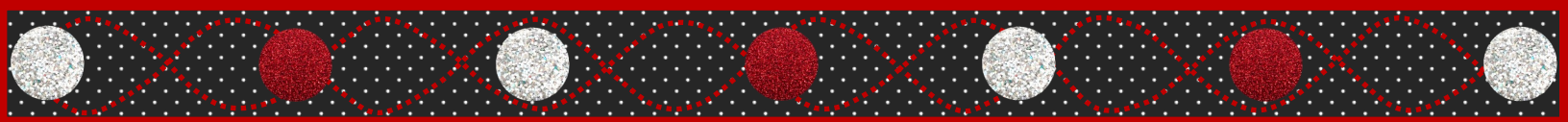


Words of Wisdom from Mary Kay

You can have anything in this world if you want it badly enough and are willing to pay the price. With your priorities in order, press on, and never look back. May all of your dreams come true! You can, indeed, have it all!

CELEBRATE IN MARCH!

Birthdays	Day	Anniversaries	Years
Jessica L. Jones	2	Tiffany M McClintock	4
Ashley D. Jones	7	Karen Ramsey	3
Leigh A. Yeager	7	Linda L. Cannaliato	2
Lillian R. Lucas	9	Patty Silver	2
Lisa M. Shaw	16	Courtney R. Robinson	2
Diane J. Wheeler	20	Krystal D. Coker	1
Meagan N. Want	21	Bobbie J. Duke	1
		Elisabeth Van Eaton	1
		Ariole S. Jones	1
		Kristina E Rodriguez	1





ELIZABETH PADGETT

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EMBRACE YOUR DREAMS!



SUCCESS TIPS *by SNSD Pamela Shaw*

1. Have CLARITY in your goal and your time frame. You can't hit a vacillating target! WHAT SPECIFICALLY ARE YOU AFTER? This month? This quarter? Before Seminar?
2. Create the VISUALS that support your thoughts and your dreams. Scripture, encouraging phrases, pictures of the "prize". A goal poster, a dream book, a focus folder! Go to the dealership, get a photo of the new suit, blouse you'll be wearing. Make it clear in your mind.
3. Cite new AFFIRMATIONS. First person, present tense, activity and results oriented. ex. "I easily make 5 booking attempts daily"; "I select 3 women from each class to hear about our opportunity"; "I make a recruiting attempt daily"; "I am a master recruiter"; "I am a CADILLAC, Sr. director walking out on Seminar Stage to receive my MILLENNIUM CADILLAC keys."
4. Work from a WEEKLY PLAN SHEET and a 6 most Important Daily list. If your MK time is only leftover or "when you have time", you will be a "frustrated hobby consultant" or "hobby" director (which is fine if that is your goal). If you want to grow, you must plan the time that you will not compromise working your business. The 6 most list is created before bed and prioritized, taking items UN-done from the day and adding them to tomorrow.
5. TRACK your activity on a sheet... (Everybody has some sort of monthly Tracking Sheet...for consultants, IPA's (please use the sheets your director suggests) and for Directors, I like the BEAT YOUR BEST sheet (again, please use what your Senior or National is recommending). Activity always produces results; more activity produces more results. In our minds, we all work as the Queen does, but in our actual efforts, we often times come up short. Tracking the activity forces you to take an honest look at where the rubber meets the road so that you can make necessary adjustments to move forward.
6. Remain ACCOUNTABLE with a mentor, your director, your Senior Director, or your National. Respond to voice Tel messages, e-mail trainings or live calls and attempts to work with you! Just like you enjoy working with "certain" of your consultants who are more positive, cooperative, communicative, team playing, goal oriented, integrative, so it is all the way up! Your challenges can be overcome quickly if you are in this communication habit.
7. Remain POSITIVE. If you have had a re-lapse into the world of negativity and complaining, remove yourself from those "associates" and begin anew! If you owe someone(s) an apology for shedding negativity, take action now. Eph. 4:29 "Do not let any unwholesome talk come out of your mouths, but only what is helpful for building others up ACCORDING TO THEIR NEEDS, that it may benefit those who listen."
8. FEED YOUR MIND with wonderful training and tapes. I selected about 6 women whose voices and energy, wisdom and success inspired me. I wore those tapes out. Even though I knew every word and idea on the tapes, I listened over and over as I drove to my appointments and on errands because the sound of their voices charged me up, and excited me to become more exciting, more committed, more passionate.
9. DELEGATE tasks and activities that take you away from your goal. Often times we think we "can't", yet when we do, we wonder why we didn't do it earlier! What can you "pass off" to children, spouse, a part time paid helper? You must be in a constant state of asking yourself, "Is this something that someone else could be doing?" "Is what I am about to do taking me closer to my goal?". Redirect your behavior to get the right answer.
10. BE MORE. When you can't do more, BE more. There is a limit to your energy and resources, but there is no limit to God's. Begin your day with prayer, study in God's Word, and quiet time. Proceed with a brisk 20-30 minute walk (or exercise of your preference), and then advance to your POWER HOUR...the first hour of your working Mary Kay day (could be 6pm) where you do FIRST THINGS FIRST, Income Producing Activities--those things that will build your business with people...booking/coaching/selling; interviewing, picking up a tape, dropping off a tape, confirming a guest...Income producing.

Your leadership will ultimately reflect its strength by the woman you become not the activity you do, so choose today to first develop the discipline of DOING the activities, showing obedience to the direction that God has already revealed to you so that you can grow and become the person people will want to follow, will trust to follow. Blessings for a strong, powerful, confident and abundant week!