



NOTHING GETS IN THE WAY OF A WOMAN WITH A MISSION!

Increase your weekly earnings! The success you experience in your Mary Kay career is mainly based on the number of business related activities you do consistently. By incorporating the following off-line activities into your business routine, you can increase your weekly earnings and achieve the goals you set!



| Daily: | Weekly: | Monthly: |
|---|--|---|
| <ul style="list-style-type: none"> ♥ Choose a coffee shop to go to on workday mornings. Spend 15 minutes in the coffee shop alone and introduce yourself to one new person there. ♥ Send out five customer mailings, such as promotional brochures, postcards, thank you notes, birthday cards, etc. ♥ Listen to one motivational tape. ♥ Call five customers. ♥ Hand out 10 business cards. | <ul style="list-style-type: none"> ♥ Make one new friend. ♥ Make a friendly call to two customers to book a skin care class. ♥ Ask five friends, relatives or customers for referrals. ♥ Get the names and phone numbers of two women who are getting married soon and call them to offer to do facials and makeovers for their wedding party. ♥ Call your enthusiastic customers and tell them about the Mary Kay opportunity. | <ul style="list-style-type: none"> ♥ Attend one civic social gathering. ♥ Send thank you notes to customers who attended your skin care classes. ♥ Invite several customers and their husbands over to your home for the evening. ♥ Send anniversary and birthday cards to customers. |

Routinely:

1. Leave business cards at stores, restaurants and ticket counters.
2. Keep in touch with your customers.
3. Check with new neighbors — the wife might need a new job.
4. Make friends with the apartment managers in large complexes and offer to give them and their new tenants free facials. Offer the managers referral credit.
5. Invite new neighbors over for coffee to get acquainted. During the conversation you can easily bring up your Mary Kay career.
6. Talk about the Mary Kay opportunity wherever you go.



SHOOT FOR THE STARS!

1st Quarter 2018: June 16—September 15

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!

| | | | | | | |
|-------------------|------------|------------|------------|------------|------------|------------|
| ALEXIS RODRIGUEZ | \$1,801.50 | STAR | \$598.50 | \$1,198.50 | \$1,798.50 | \$2,998.50 |
| BIANCA RODRIGUEZ | \$1,800.00 | STAR | \$600.00 | \$1,200.00 | \$1,800.00 | \$3,000.00 |
| ELIZABETH PADGETT | \$1,282.00 | \$518.00 | \$1,118.00 | \$1,718.00 | \$2,318.00 | \$3,518.00 |
| URSULA HART | \$732.00 | \$1,068.00 | \$1,668.00 | \$2,268.00 | \$2,868.00 | \$4,068.00 |
| KAYLA BAKER | \$730.50 | \$1,069.50 | \$1,669.50 | \$2,269.50 | \$2,869.50 | \$4,069.50 |
| URSULA SERNA | \$655.00 | \$1,145.00 | \$1,745.00 | \$2,345.00 | \$2,945.00 | \$4,145.00 |
| OLIVIA REED | \$606.50 | \$1,193.50 | \$1,793.50 | \$2,393.50 | \$2,993.50 | \$4,193.50 |
| LINDSEY HILL | \$600.50 | \$1,199.50 | \$1,799.50 | \$2,399.50 | \$2,999.50 | \$4,199.50 |
| KIMBERLY ROBINSON | \$401.00 | \$1,399.00 | \$1,999.00 | \$2,599.00 | \$3,199.00 | \$4,399.00 |
| KARLA AUXIER | \$400.50 | \$1,399.50 | \$1,999.50 | \$2,599.50 | \$3,199.50 | \$4,399.50 |

**NEW
FACES**
take you
PLACES



Consultants or Directors can earn the exclusive designer "Grow" charm bracelet and achieve the New Faces Take You Places **Fall Consistency Challenge** when they achieve the New Faces Take You Places challenge every month from July to December 2017!

GROW

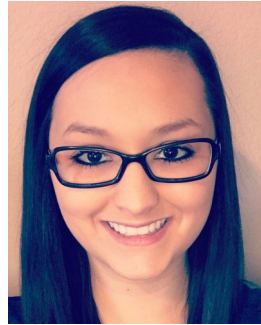
4TH QUARTER STARS

Pearl Star



Elizabeth Padgett

Ruby Star



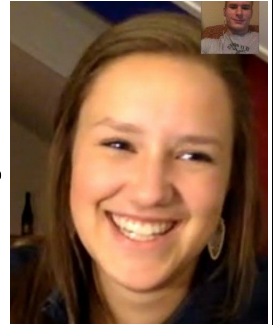
Emily Stachelek

Ruby Star



Kayla Baker

Ruby Star



Madison Powell

Sapphire Star



Kim Eickholt

Sapphire Star

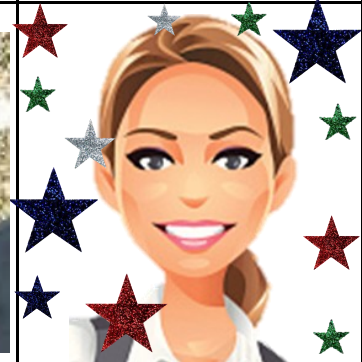


Amber Helenhouse

Sapphire Star



Kimberly Robinson



Reserved for You!

SEE YOU AT THE TOP!

QUEEN'S COURT OF SALES

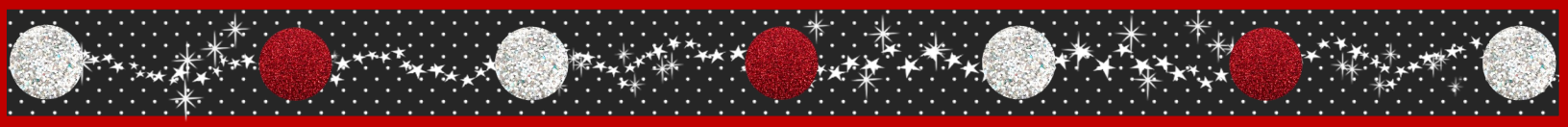
GOING UP!



| # | Name | YTD Retail | YTD PC Prem & Add'l Credit | YTD Total |
|----|----------------------|-------------|----------------------------|-------------|
| 1 | Kimberly A. Robinson | \$20,141.90 | \$4,288.50 | \$24,430.40 |
| 2 | Kayla R. Baker | \$16,102.00 | \$2,742.00 | \$18,844.00 |
| 3 | Madison A. Powell | \$10,402.00 | \$4,263.00 | \$14,665.00 |
| 4 | Doralee Junkar | \$8,328.50 | \$4,000.00 | \$12,328.50 |
| 5 | Kim S. Eickholt | \$9,325.10 | \$0.00 | \$9,325.10 |
| 6 | Tammy G. Daley | \$7,037.00 | \$1,481.00 | \$8,518.00 |
| 7 | Madeline K. Umhoefer | \$7,248.00 | \$530.00 | \$7,778.00 |
| 8 | Stephanie L. Barrera | \$7,656.80 | \$0.00 | \$7,656.80 |
| 9 | Connie M. Moon | \$4,673.00 | \$1,553.00 | \$6,226.00 |
| 10 | Emily F. Stachelek | \$6,024.00 | \$0.00 | \$6,024.00 |
| 11 | Virginia O. Jones | \$4,144.60 | \$1,750.60 | \$5,895.20 |
| 12 | Margaret T. Higgins | \$4,133.00 | \$1,159.00 | \$5,292.00 |
| 13 | Barbara K. Sells | \$3,700.00 | \$1,205.00 | \$4,905.00 |
| 14 | Amber Helenhouse | \$4,410.00 | \$0.00 | \$4,410.00 |
| 15 | Tiffany M McClintock | \$3,873.50 | \$497.00 | \$4,370.50 |
| 16 | Bianca L. Rodriguez | \$4,332.00 | \$0.00 | \$4,332.00 |
| 17 | Alexis Rodriguez | \$4,186.00 | \$0.00 | \$4,186.00 |
| 18 | Meagan N. Want | \$3,271.00 | \$866.00 | \$4,137.00 |
| 19 | Krystal D. Coker | \$3,133.00 | \$463.00 | \$3,596.00 |
| 20 | Lelania Hearn | \$3,377.00 | \$0.00 | \$3,377.00 |
| 21 | Leslie Stevens | \$2,222.00 | \$488.00 | \$2,710.00 |
| 22 | Cheryl L. Ford | \$2,623.50 | \$0.00 | \$2,623.50 |
| 23 | Jessica L. Jones | \$2,374.00 | \$0.00 | \$2,374.00 |
| 24 | Chelsea L. Moore | \$2,171.00 | \$0.00 | \$2,171.00 |
| 25 | Fonda R. Lewis | \$2,149.00 | \$0.00 | \$2,149.00 |

QUEEN'S COURT OF SHARING

| # | Name | Seminar Qualified Recruits | Earned Recruit Commission Credit |
|---|----------------------|----------------------------|----------------------------------|
| 1 | Elizabeth H. Padgett | 26 | \$2,098.37 |
| 2 | Kayla R. Baker | 4 | \$920.61 |
| 3 | Kimberly A. Robinson | 2 | \$462.76 |
| 4 | Madison A. Powell | 4 | \$273.59 |
| 5 | Meagan N. Want | 3 | \$196.55 |
| 6 | Doralee Junkar | 3 | \$122.88 |
| 7 | Tammy G. Daley | 1 | \$102.65 |
| 8 | Ursula K. Hart | 1 | \$26.20 |



TEAMWORK MAKES THE DREAM WORK

WHOLESALE ORDERS

These women invested in their business last month!

| Name | Amount |
|----------------------|------------|
| Alexis Rodriguez | \$1,801.50 |
| Bianca L. Rodriguez | \$1,800.00 |
| Ursula K. Hart | \$732.00 |
| Kayla R. Baker | \$730.50 |
| Kimberly A. Robinson | \$669.50 |
| Ursula A. Serna | \$655.00 |
| Olivia Reed | \$606.50 |
| Madison A. Powell | \$605.50 |
| Jennifer Hudson | \$601.00 |
| Lindsey E. Hill | \$600.50 |
| Kim S. Eickholt | \$445.50 |
| Karla A. Auxier | \$400.50 |
| Meagan N. Want | \$306.50 |
| Laura G. Want | \$297.00 |
| Fonda R. Lewis | \$261.50 |
| Lillian R. Lucas | \$247.00 |
| Chelsea L. Moore | \$247.00 |
| Lelania Hearn | \$244.00 |
| Barbara K. Sells | \$242.00 |
| Linda A. Gerd | \$235.00 |
| Tammy G. Daley | \$232.00 |
| Dawn Martinez | \$231.50 |
| Victoria L. Robinson | \$230.50 |
| Madison D. Brown | \$229.00 |
| Patti Peters | \$190.00 |
| Stephanie L. Barrera | \$151.50 |
| Emily F. Stachelek | \$148.50 |
| Margaret T. Higgins | \$132.00 |
| Alexandria M. Smith | \$127.50 |
| Tiffany M McClintock | \$117.50 |
| Cheryl L. Ford | \$84.50 |
| Alana L. Ashley | \$84.50 |
| Stephanie Gober | \$53.00 |
| Ashley M. Robinson | \$46.50 |
| Doralee Junkar | \$38.00 |
| Connie J. Jost | \$8.00 |
| Elizabeth H. Padgett | \$1,507.00 |

TEAM BUILDING

| Name | Recruits |
|----------------------|----------|
| Madison A. Powell | 2 |
| Ursula K. Hart | 1 |
| Meagan N. Want | 1 |
| Elizabeth H. Padgett | 5 |

A MASK

TO MATCH YOUR SKIN TYPE

A Summary of the MK Masks and Exfoliators

By Senior Sales Director Nancy Jean Leroy

Microdermabrasion: This 2-step process physically exfoliates dead cells on the FIRST layer of dull skin. With regular use, pores and fine lines may appear smaller.

Facial Peel: It provides a deeper level of exfoliation by penetrating the 2nd and 3rd layers of skin. It employs glycolic acid, which breaks apart the bonds connecting dead cells so they can be swept away and replaced by plumper, fresh cells. Note that it only works on dead cells. It doesn't actively pull out blackheads and other impurities.



Moisture Renewing Gel Mask:

It provides a spa-like pampering experience. With a "burst of hydration," it relaxes, refreshes and de-stresses the skin.



Botanicals Mask: (available in Formulas 1, 2 & 3)

It gently penetrates and pulls impurities from the first layer of skin. It can be used several times weekly to keep skin looking bright and fresh. It provides an ideal "tune up" between the more intense Charcoal Mask treatments.



Charcoal Mask: It penetrates the 2nd and 3rd layers of skin to perform deep cleansing. As the activated charcoal causes the mask to dry and tighten, it visibly pulls out the dirt and grime that cause blackheads, acne and other blemishes. It reduces shine/oil and the size of pores without drying the skin. It decreases skin discoloration and sun damage and acts as a skin brightener. It's infused with soothing honeysuckle, and is great for all skin types.

The difference between the Botanicals Mask and the Charcoal Mask is the depth of skin penetration.



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 \$425/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!



DIQS

Recruiter :K. Robinson
 Karla A. Auxier
 Maria F. Avila
 Kayla R. Baker
 Madison D. Brown
 Linda A. Gerd
 Ursula K. Hart
 Margaret T. Higgins
 Dawn Martinez
 Madison A. Powell
 Kelley E. Robinson
 Victoria L. Robinson
 Ursula A. Serna
 Meagan N. Want
 Brittani R. Bigley
 Lizet D. Guajardo
 Sara M. Higgins
 Candy M. Smith

Team Leaders

Recruiter :Kayla R. Baker
 Stephanie L. Barrera
 Krystal D. Coker
 Kim S. Eickholt
 Virginia O. Jones
 Janie E. Ortiz
 Madeline K. Umhoefer

Recruiter :Madison A. Powell
 Madison D. Brown
 Ursula K. Hart
 Janice Y. Kolin
 Chelsea L. Moore
 Emily F. Stachelek
 * Telitha L. Courmier
 * Ashlynn J Covington
 * Jessica L. Jones

Star Team Builders

Recruiter :Meagan N. Want
 Doralee Junkar
 Alexandria M. Smith
 Laura G. Want
 * Candy M. Smith
 # Natalie Q. Huffman
 # Casey S. Kliiza

Senior Consultants

Recruiter :Krystal D. Coker
 Stephanie Gober
 Jill Talamantez
 * Karen D. Holland

Recruiter :Tammy G. Daley
 Lelania Hearn
 Leslie Stevens
 # Jennifer Calvert
 # Dayna K. Honeycutt
 # Darlene H. Ryan

Recruiter :Ursula K. Hart
 Ursula A. Serna

Recruiter :Doralee Junkar
 Lisette Carmona
 Edmarie Rios
 # Yashira D. Rivera

Recruiter :Laura G. Want
 Chloe E. Want

*-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

\$373.36

9% Recruiter Commission Level
 Madison A. Powell
 Kayla R. Baker

\$122.09
 \$53.73

4% Recruiter Commission Level

Ursula K. Hart \$26.20
 Meagan N. Want \$18.50
 Tammy G. Daley \$9.76
 Krystal D. Coker \$2.12

LOOK WHAT'S HAPPENING

| JULY 2017 COMPANY DATES: | |
|--------------------------|---|
| | <ul style="list-style-type: none"> Seminar 2017 registration, special needs requests, cancellation & hotel reservations deadline 11:59 p.m. CST |
| 1 | <ul style="list-style-type: none"> Postmark cutoff: Consultants' DIQ Commitment Forms Commitment Form available online at 12:01 a.m. CST Seminar 2018 contest period begins. |
| 3 | <ul style="list-style-type: none"> Deadline to submit DIQ Commitment Form online |
| 4 | Independence Day. Company offices closed. Postal holiday. |
| 17 | Deadline: online enrollment for Fall 2017 <i>The Look</i> , including exclusive samples (while supplies last) |
| 20 | Diamond Seminar begins. |
| 24 | Ruby Seminar begins. |
| 28 | <ul style="list-style-type: none"> Sapphire Seminar begins. Last day of the month for Consultants' telephone orders. |
| 31 | <ul style="list-style-type: none"> 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 this month's production. Online Consultant Agreements accepted until midnight CST |

Decide to earn a free car in the 2018 Seminar Year! Visit intouch for details on how to get behind the wheel!

CADILLAC: XT5 Crossover

PREMIER CLUB:

Chevy Equinox

OR

Ford Fusion

GRAND ACHIEVER:

Chevy Cruze



Words of Wisdom from Mary Kay

The dream I have for you soars on silver wings...You must embrace your dream with all your might and work at it every single day with love-filled intensity. We do have a mission – to share our love and our energies, our hopes, our dreams, our superior products and our beautiful, abundant want of life.

In doing so you will be blessed beyond measure with all the riches of life. That's living the Mary Kay dream.

CELEBRATE IN AUGUST!

| Birthdays | Day | Anniversaries | Years |
|----------------------|-----|----------------------|-------|
| Brittani R. Bigley | 4 | Tanya L. Derossett | 10 |
| Linda L. Cannaliato | 6 | Barbara K. Sells | 5 |
| Laura G. Want | 8 | Lelania Hearn | 1 |
| Tanya L. Derossett | 12 | Maria Rodriguez | 1 |
| Karen D. Holland | 15 | Brittani R. Bigley | 1 |
| Kimberly D Lambright | 16 | Rachel E. Lane | 1 |
| Madison D. Brown | 17 | Tamara M. Robinson | 1 |
| Janie E. Ortiz | 21 | Leslie D Vanschuyver | 1 |
| Virginia O. Jones | 24 | | |





ELIZABETH PADGETT

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embrace YOUR dreams!

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.



七転び八起き
nanakerobi yachi

FALL
seven times

AND

STAND
up eight

