



Elizabeth Padgett
Sales Director

EXTRAORDINARY EAGLES

AUGUST 2017, JULY RESULTS



Queen of Sales



Karla Auxier

CONGRATS MONTHLY ACHIEVERS!



#2 Sales

Kayla
Baker

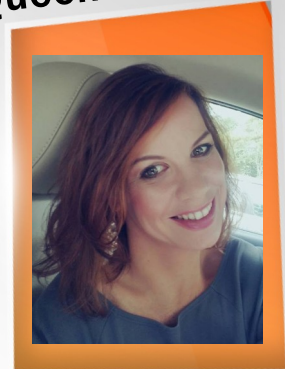


#3 Sales

Kimberly
Robinson



Queen of Sharing



Tiffany McClintock

Welcome
New
Consultants!

New Consultant
Jessica L. Askren
Mary Ann DeCelle-Aus
Kyra Edwards
Kristie K. Martinez
Courtney R. Robinson
Megan L. Salazar

From
NEWBURGH, IN
CONROE, TX
SPRING, TX
TOMBALL, TX
WILLIS, TX
BANGS, TX

Sponsored by
A. Helenhouse
T. McClintock
E. Padgett
M. Powell
K. Robinson
E. Padgett

CONGRATULATIONS

to these team members earned the July bracelet, which had the power word "START"

Karla Auxier	Madison Powell
Kayla Baker	Kyra Edwards
Kimberly Robinson	Meagan Want
Amber Helenhouse	Ursula Hart
Megan Salazar	Elizabeth Padgett

Earn the bracelets with
\$600 or more cumulative
Sec.1 order/month



August—Surprise & Delight extra prize opportunity:

By placing a \$600 or more wholesale Sec.1 order in Aug, you will also receive one entry into a random drawing for fantastic prizes. **Grand Prize:** Four (4) sales force members will receive a pair of diamond hoop earrings. **Runner-Up Prizes:** 100 independent sales force members will receive a \$100 AMEX gift card.



LEARN AND GROW

FOR ALL THE SEASONS OF YOUR LIFE

FALL IN LOVE WITH THE
HOLIDAYS

MARY KAY

Star Consultant Program

June 16 to Sept. 15, 2017



3600 EMERALD

Ella Acrylic Leg Bench

Choice of Teal, Platinum or White



3000 DIAMOND

Fireplace Screen



Statement Necklace and Earrings Set

ALSO AVAILABLE: **MKConnections® Voucher**

2400 RUBY

Decorative Plates and Mugs Set

Set of Six Plates and Six Mugs



ALSO AVAILABLE: **MKConnections® Voucher**

2400 RUBY

Faux Fur Blanket and Pillows Set



La Fiorentina™ Poncho



1800 SAPPHIRE

Anchor Hocking® Mix, Measure and Bake Set



ALSO AVAILABLE: **MKConnections® Voucher**

1800 SAPPHIRE

Gail Labelle Bucket Bag



Pendant Necklace and Earrings Set



SHOOT FOR THE STARS

1st Quarter 2018: June 16—September 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	\$2,186.25	STAR	\$213.75	\$813.75	\$1,413.75	\$2,613.75
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
KAYLA BAKER	\$1,483.00	\$317.00	\$917.00	\$1,517.00	\$2,117.00	\$3,317.00
KARLA AUXIER	\$1,467.50	\$332.50	\$932.50	\$1,532.50	\$2,132.50	\$3,332.50
URSULA HART	\$1,332.50	\$467.50	\$1,067.50	\$1,667.50	\$2,267.50	\$3,467.50
KIMBERLY ROBINSON	\$1,126.50	\$673.50	\$1,273.50	\$1,873.50	\$2,473.50	\$3,673.50
MADISON POWELL	\$925.00	\$875.00	\$1,475.00	\$2,075.00	\$2,675.00	\$3,875.00
MEAGAN WANT	\$908.50	\$891.50	\$1,491.50	\$2,091.50	\$2,691.50	\$3,891.50
LAURA WANT	\$767.00	\$1,033.00	\$1,633.00	\$2,233.00	\$2,833.00	\$4,033.00
URSULA SERNA	\$733.00	\$1,067.00	\$1,667.00	\$2,267.00	\$2,867.00	\$4,067.00
AMBER HELENHOUSE	\$640.00	\$1,160.00	\$1,760.00	\$2,360.00	\$2,960.00	\$4,160.00
OLIVIA REED	\$606.50	\$1,193.50	\$1,793.50	\$2,393.50	\$2,993.50	\$4,193.50
MEGAN SALAZAR	\$605.50	\$1,194.50	\$1,794.50	\$2,394.50	\$2,994.50	\$4,194.50
KYRA EDWARDS	\$603.50	\$1,196.50	\$1,796.50	\$2,396.50	\$2,996.50	\$4,196.50
LINDSEY HILL	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
KIMBERLY LAMBRIGHT	\$405.50	\$1,394.50	\$1,994.50	\$2,594.50	\$3,194.50	\$4,394.50



NEW! SKIN CARE CONFIDENT PROGRAM

Ready to get skin care confident? Now you can! The NEW Skin Care Confident online program is designed to make you feel more confident when you introduce Mary Kay® skin care regimens to new faces! It's also interactive, which makes learning easier and more fun.

When you complete the three modules and quizzes in the Skin Care Confident program with at least an 80 percent score, you can earn the Advanced Skin Care Consultant designation and a bling button to flaunt at Company-sponsored events after Seminar.

Aim higher! Complete both the Color Confident and Skin Care Confident programs to earn the Advanced Product Consultant designation and a special dual completion badge. Your customers will benefit from your confidence in skin care and color and that can mean more sales for you!

Stop by the product booth at the Mary Kay® Expo during Seminar to learn more about the Skin Care Confident program. You can earn the Advanced Skin Care Consultant designation while you're at Seminar and start showing off your Advanced Skin Care Consultant bling sticker right away!

All-Star Star Consultant Consistency Challenge

Which of these prizes will you earn to show the world that you're a star? With a commitment to building your Mary Kay business and consistent Star Consultant status for the 2017-Seminar 2018 year, you'll be eligible to pick up one of these awesome prizes when you attend Seminar!

CONTEST PERIOD:
2017-Seminar 2018
year— June 16, 2017 –
June 15, 2018

New Faces Take You Places All-Star Booster:

**NEW
FACES**
*take you
PLACES*

Boost your star status! When you achieve Star Consultant status for each quarter of the 2017 – Seminar 2018 year and achieve the New Faces Take

You Places Challenge for all 12 months of the 2017 – Seminar 2018 year, you'll earn an additional 2,400 in All-Star contest credits toward your All-Star prize. That's enough to move you to a higher All-Star level!



SEE YOU AT THE TOP



QUEEN'S COURT OF SALES

#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Karla A. Auxier	\$2,184.00	\$0.00	\$2,184.00
2	Kayla R. Baker	\$1,535.00	\$0.00	\$1,535.00
3	Kyra Edwards	\$1,485.00	\$0.00	\$1,485.00
4	Kimberly A. Robinson	\$1,481.00	\$0.00	\$1,481.00
5	Megan L. Salazar	\$1,363.00	\$0.00	\$1,363.00
6	Amber Helenhouse	\$1,310.00	\$0.00	\$1,310.00
7	Meagan N. Want	\$1,234.00	\$0.00	\$1,234.00
8	Ursula K. Hart	\$1,231.00	\$0.00	\$1,231.00
9	Madison A. Powell	\$1,209.00	\$0.00	\$1,209.00
10	Laura G. Want	\$1,202.00	\$0.00	\$1,202.00
11	Kimberly D Lambright	\$831.00	\$0.00	\$831.00
12	Krystal D. Coker	\$614.00	\$0.00	\$614.00
13	Cheryl L. Ford	\$519.00	\$0.00	\$519.00
14	Tiffany M McClintock	\$455.00	\$0.00	\$455.00
15	Emily F. Stachelek	\$263.00	\$0.00	\$263.00
16	Margaret T. Higgins	\$217.00	\$0.00	\$217.00
17	Victoria L. Robinson	\$208.00	\$0.00	\$208.00
18	Chloe E. Want	\$167.00	\$0.00	\$167.00
19	Ursula A. Serna	\$156.00	\$0.00	\$156.00
20	Stephanie Gober	\$86.00	\$0.00	\$86.00
21	Jill Talamantez	\$77.00	\$0.00	\$77.00
22	Tammy G. Daley	\$52.00	\$0.00	\$52.00
23	Alexandria M. Smith	\$42.00	\$0.00	\$42.00
24	Stephanie L. Barrera	\$25.00	\$0.00	\$25.00
25	Dawn Martinez	\$24.00	\$0.00	\$24.00
26	Elizabeth H. Padgett	\$1,833.50	\$0.00	\$1,833.50



QUEEN'S COURT OF SHARING

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Elizabeth H. Padgett	2	\$157.16



TEAMWORK MAKES THE DREAM WORK

WHOLESALE ORDERS

These women invested in their business last month!

Name	Amount
Karla A. Auxier	\$1,067.00
Kayla R. Baker	\$752.50
Kimberly A. Robinson	\$725.50
Amber Helenhouse	\$640.00
Megan L. Salazar	\$605.50
Madison A. Powell	\$604.50
Kyra Edwards	\$603.50
Meagan N. Want	\$602.00
Laura G. Want	\$601.00
Ursula K. Hart	\$600.50
Kimberly D Lambright	\$405.50
Krystal D. Coker	\$307.00
Cheryl L. Ford	\$259.50
Tiffany M McClintock	\$227.50
Emily F. Stachelek	\$131.50
Margaret T. Higgins	\$108.50
Victoria L. Robinson	\$104.00
Chloe E. Want	\$83.50
Ursula A. Serna	\$78.00
Stephanie Gober	\$43.00
Jill Talamantez	\$38.50
Tammy G. Daley	\$26.00
Stephanie L. Barrera	\$25.00
Alexandria M. Smith	\$21.00
Dawn Martinez	\$12.00

TEAM BUILDING

Name	Recruits
Tiffany M McClintock	1
Amber Helenhouse	1
Kimberly A. Robinson	1
Madison A. Powell	1
Elizabeth H. Padgett	2

NEW! TIMEWISE® VITAMIN C ACTIVATING SQUARES™



Power Up With Vitamin C. Squared!
Tiny square. Big skin care revolution!

Your customer can turn her Mary Kay (MK) serum into a skin-enhancing superpower by adding vitamin C at this brand-new level of purity, available exclusively from Mary Kay! [Product Details:](#)

What happens when your customer adds such pure vitamin C to their favorite serum? When used nightly 3x/week over just two weeks, Vitamin C Activating Squares were shown to deliver visible benefits in the appearance of even skin tone, skin radiance, and fine lines and wrinkles.

Vitamin C Activating Squares use breakthrough technology to deliver pure vitamin C to skin in a tiny, dissolvable square. It's a beauty industry first.

Following are scripts that you can use to introduce this product to your customers and prospects:

- MK is launching a new product that I can't wait to share with you. Want a hint? It has something in common with this fruit!
- Do you know about the power of TimeWise (TW) Vitamin C Activating Squares™? MK is the first to offer this innovation!
- Curious about how to use the new TW Vitamin C Activating Squares? Place the square in the palm of your hand, cover with three to four drops of water and mix until dissolved. Then, add some serum to the solution and mix to activate the dissolved square!
- I am so excited about TW Vitamin C Activating Squares! Give your favorite serum a benefits boost with this brand-new beauty breakthrough.
- Power up your daily serum with the power of vitamin C. Each of the TW Vitamin C Activating Squares transforms into pure vitamin C when you activate it, adding a serious skin-loving boost to your already age-defying serum.

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**



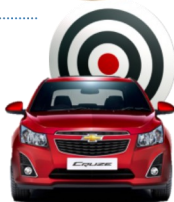
Team Leader

- 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 2018 Jewelry Collection
- See intouch for more perks!



DIQS

Recruiter :Kimberly Robinson

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

Team Leaders

Recruiter :Madison Powell

Madison D. Brown
 Ursula K. Hart
 Janice Y. Kolin
 Chelsea L. Moore
 Emily F. Stachelek
 * Telitha L. Courmier
 * Jessica L. Jones
 * Kristie K. Martinez
 # Ashlynn J Covington

Star Team Builders

Recruiter :Kayla R. Baker

Stephanie L. Barrera
 Krystal D. Coker
 Kim S. Eickholt
 Virginia O. Jones
 * Janie E. Ortiz
 * Madeline K. Umhoefer

Recruiter :Meagan Want

Doralee Junkar
 Alexandria M. Smith
 Laura G. Want
 * Candy M. Smith
 # Natalie Q. Huffman
 # Casey S. Kliza

Senior Consultants

Recruiter :Krystal Coker

Stephanie Gober
 Jill Talamantez
 # Karen D. Holland

Recruiter :Tammy Daley

Lelania Hearn
 Leslie Stevens
 # Jennifer Calvert
 # Dayna K. Honeycutt
 # Darlene H. Ryan

Recruiter :Cheryl Ford

Kimberly D Lambright

Recruiter :Ursula K. Hart

Ursula A. Serna

Recruiter :Laura G. Want

Chloe E. Want

LOVE CHECKS FROM MARY KAY

13% Recruiter Commission Level

Elizabeth H. Padgett \$564.26

9% Recruiter Commission Level

Kimberly A. Robinson \$292.55
 Madison A. Powell \$65.88

4% Recruiter Commission Level

Meagan N. Want \$24.88
 Cheryl L. Ford \$16.22
 Kayla R. Baker \$13.28
 Laura G. Want \$3.34
 Krystal D. Coker \$3.26
 Ursula K. Hart \$3.12

WHAT IS YOUR PLAN?

AUGUST 2017 COMPANY DATES:	
1	<ul style="list-style-type: none"> Postmark cutoff. Consultants' DIQ Commitment Forms Commitment Form available online at 12:01 a.m. CST Emerald Seminar begins.
3	<ul style="list-style-type: none"> Deadline to submit DIQ Commitment Form online
10	<ul style="list-style-type: none"> Early ordering of the new Fall 2017 promo items begins for Star Consultants who qualified during Q4 2017, Consultants who enrolled in The Look for Fall 2017
13	<ul style="list-style-type: none"> Fall 2017 Preferred Customer Program customer mailing of The Look begins. (Allow 7-10 business days for delivery.)
16	<ul style="list-style-type: none"> Fall 2017 promotion begins. Ordering opens for all Independent Beauty Consultants.
21	<ul style="list-style-type: none"> Last day to register/cancel registration for Sept. 20-22 New Independent Sales Director Education by 5 p.m. Central time.
30	<ul style="list-style-type: none"> 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

Whether you need to pay bills, save for a dream vacation with the kids or earn enough to move toward a down payment on a new home, it's all within reach when you set your goals and work to achieve them.



It starts with NEW FACES!

Don't Fret the Noes. For many, the biggest fear is rejection. Mary Kay said, "The only difference between successful and unsuccessful people is extraordinary determination." Success comes when you push past the fear. Pick up and move on!

Turn Objections Into Opportunities. SCRIPTS TO GUIDE YOU:
OBJECTION: I don't know anyone who would be interested in a skin care party.

Response: Oh, that is totally cool, and I'll give you a facial just so you can see and feel the benefits. But let's brainstorm and see who may be able to join you. You could earn hostess credit toward your purchases.

OBJECTION: I'll check with my friends and get back with you.
Response: I totally understand. How about we pencil in a date that works for the two of us since we know we'll get together anyway? That way we both have a date saved in our date books.



Words of Wisdom from Mary Kay

CELEBRATE IN SEPT!

As the tide goes clear out, so it comes clear in. There is not defeat save from within, no really insurmountable barrier except our own inherent weakness of purpose. From the beginning of time people have been looking for the magic formula for success. Actually it's really just a question of making the most of what you have of your own God-given talent and ability. I believe anyone can be a success if they will simply use the three important steps toward becoming successful.

1. Planning.
2. Persistence.
3. Work.

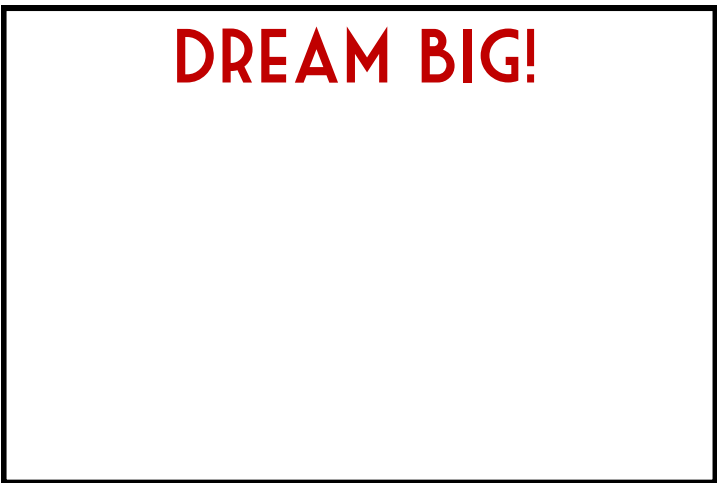
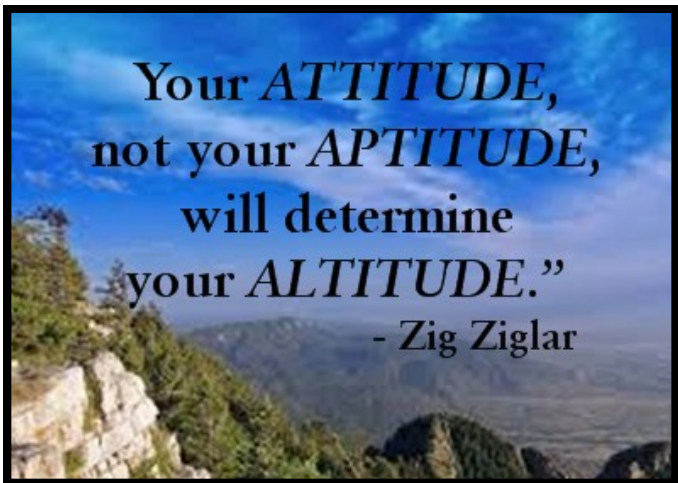
Birthdays	Day	Anniversaries	Years
Dawn Martinez	2	Shawn R. Jones	1
Megan L. Salazar	16	Hailey M. Manchester	1
Ursula K. Hart	19	Raine L. Robinson	1
Emily F. Stachelek	19		
Telitha L. Courmier	20		
Connie J. Jost	20		
Leslie Stevens	20		
Marizela Garza	22		
Nichole L. Tacker	29		





ELIZABETH PADGETT

Mary Kay Sales Director
1406 N Plum Creek Dr
Spring, TX 77386
832-229-0932
elizabethpadgett@marykay.com



NEW! Special-Edition† Believe + Wonder™ Fragrance Mist, \$18 each
Floral and fruity notes in a misty burst of energy!
Available in Sail to the Moon™, Paint the Sky™ and Chase a Rainbow™



NEW! Special-Edition† Believe + Wonder™ Body Lotion and Shower Gel
\$16 each Floral tones and sweetness in a refreshing, moisturizing lotion.
Available in Sail to the Moon™, Paint the Sky™ and Chase a Rainbow™



NEW! Special-Edition†† Believe + Wonder™ Collection Bag
Receive this mesh bag FREE when you purchase any two products from
the collection!



Limited-Edition† Mary Kay® Eye Color Palette, \$24 each
Move from subtle to dramatic with these luxurious palettes.
Available in Rosé Nudes and Simply Smoky



Limited-Edition† Mary Kay® Nail Lacquer, \$9.50 each
Vivid tones in violet, pink and rose add impact to your fingers and toes.
Available in Violet Silk, Mulberry Muse**, Rosé Blush** and Pink Escape
**Available August 15.



Limited-Edition† Mary Kay® Lip Suede, \$16 each
These semi-matte shades are flattering on every woman.
Available in Mulberry Muse and Rosé Blush



Limited-Edition†† Mary Kay® Collection Bag, \$5
This luxurious collection bag can be yours for \$5 when you spend
\$55 suggested retail (excluding tax) on products in the collection.

