



Elizabeth Padgett
Sales Director

EXTRAORDINARY EAGLES

OCTOBER 2017, SEPTEMBER RESULTS



Queen of Sales



Kimberly Robinson

CONGRATS MONTHLY ACHIEVERS!



#2 Sales

Karla
Auxier



#3 Sales

Madison
Powell



Queen of Sharing



Kimberly Robinson

Welcome
New
Consultants!

New Consultant
JoAnn Betancourt
McKenah S. Covington
Lori H. Curtis
Kyra J. English
Jennifer L. Franklin
Cathy D. Jackson
Kathy Jensen
Mary R. May
Julie R. McCoy
Lori Mitchell
Addy Moncrief
Laney M. Opperman
Karen L. Tussing

From
SPRING, TX
MAGNOLIA, TX
CYPRESS, TX
LAMPASAS, TX
SPRING, TX
PARKER, CO
SPRING, TX
SPRING, TX
HOUSTON, TX
TOMBALL, TX
AURORA, CO
LAMPASAS, TX
AURORA, CO

Sponsored by
K. Robinson
M. Powell
M. Powell
J. English
M. DeCelle-Austin
K. Robinson
E. Padgett
K. Robinson
K. Robinson
M. Powell
K. Robinson
J. English
K. Robinson

CONGRATULATIONS

to the following team members who earned the Sept. bracelet, which featured the power word "Joy"

Kimberly Robinson	Kayla Baker
Karla Auxier	Kyra English
Madison Powell	Nichole Bland
Jennifer English	Kathy Jensen
Amber Helenhouse	Elizabeth Padgett

Unlock Your Courage!

You can do it! The Oct. New Faces Take You Places "Courage" bracelet can be yours (just place a \$600 Sect. 1 wholesale order).



SURPRISE & DELIGHT

Earn your Oct bracelet and you'll be entered to win this Diamond Michele® watch or a \$100 gift card!



ALL IN WITH 8!

A new, limited-time opportunity for entering and completing DIQ Oct. 1 – Dec. 1, 2017



For a limited time, you can enter DIQ with the All In With 8! DIQ promotion! From Oct. 1 through Dec. 1, 2017, a Future Independent Sales Director will be eligible to enter the Independent Sales Director-in-Qualification program when she has 8 active* personal team members. What a way to continue our All In momentum to find new faces and grow!

Comparison Chart

Existing Path to DIQ

Pre-qualifications:

- DIQ must be active.*
- 10 active* personal team members
- Star Consultant in current or previous quarter
- Be in good standing with the Company based on the terms of your Independent Beauty Consultant Agreement.

Requirements:

- Qualify in 1, 2, 3 or 4 months.
- 24 total active* DIQ team members
- 5 qualified new personal team members
- \$18,000 total DIQ unit wholesale production
- \$4,000 maximum personal wholesale production
- \$4,000 monthly DIQ unit wholesale production minimum to remain in DIQ

All In With 8! Path

Limited-Time Pre-qualifications:

- DIQ must be active.*
- 8 active* personal team members
- Be in good standing with the Company based on the terms of your Independent Beauty Consultant Agreement.

Limited-Time Requirements:

- Qualify in 1, 2 or 3 months.
- 24 total active* DIQ team members
- No qualified new personal team members
- \$13,500 total DIQ unit wholesale production
- \$3,000 maximum personal wholesale production
- \$4,000 monthly DIQ unit wholesale production minimum to remain in DIQ

Here are some Qs & As. You can find more details on intouch!

Q: When can I submit my DIQ online commitment form?

A: The online DIQ Commitment Form is accessible on the 1st, 2nd or 3rd day of the month that you plan to start DIQ. Please keep in mind that the previous month-end process may not be complete so the Branch will likely still be resolving outstanding month-end issues.

Q: What if I started DIQ under the EXISTING DIQ Qualification Requirements?

A: Although this promotion starts on Oct. 1, 2017, all DIQs that are currently in the program can choose to finish under either program and get the benefit of both options.

Q: Do I need to finish DIQ by Dec. 31, 2017, in order to qualify under this promotion?

A: No. As long as you submit your DIQ commitment form by Dec. 1, 2017, you will have from 1 to 3 months to finish your qualification under the promotional rules. In other words, the promotional qualification requirements will remain in place for those DIQs that submit their commitment form before the limited-time offer expires. See the chart below for an explanation of the qualification options available based on the month the DIQ commitment form is submitted.

DIQ Submission Date	Debut Date
July 2017	Eligible to debut beginning Oct. 1 (under new promotion requirements) or Nov. 1, 2017 (under existing requirements)
August 2017	Eligible to debut beginning Oct. 1 (under new promotion requirements) or Dec. 1, 2017 (under existing requirements)
September 2017	Eligible to debut beginning Oct. 1 (under new promotion requirements) or Jan. 1, 2018 (under existing requirements)
October 2017	Eligible to debut beginning Nov. 1 (under new promotion requirements)
November 2017	Eligible to debut beginning Dec. 1 (under new promotion requirements)
December 2017	Eligible to debut beginning Jan. 1, 2018 (under new promotion requirements)
January 2018	Not eligible to debut under the new promotion requirements. Eligible to debut beginning Feb. 1, 2018 under existing DIQ program requirements.

SHOOT FOR THE STARS

1ST QUARTER STARS

Pearl Star



Elizabeth Padgett

Diamond Star



Karla Auxier

Diamond Star



Kayla Baker

Sapphire Star



Kimberly Robinson

Sapphire Star



Ursula Hart

Sapphire Star



Alexis Rodriguez

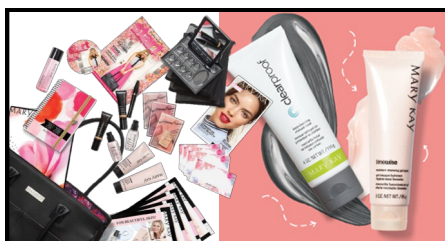
Sapphire Star



Bianca Rodriguez



Reserved for You



UNMASK A NEW OPPORTUNITY!

OCTOBER OFFER: Get TWO FREE* MASKS when you start your Mary Kay business this month!

October Starter Kit Product Bonus Oct. 1 - 31, 2017

Within the Starter Kit is everything new consultants need to connect with their first hostesses and customers! For only \$100, they'll receive products and literature that can put them on the road to success, plus they'll get two FREE* masks as a limited-time bonus.

2nd Quarter 2018: September 16—December 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!

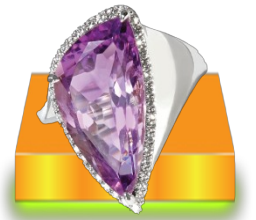
ELIZABETH PADGETT	\$1,530.75	\$269.25	\$869.25	\$1,469.25	\$2,069.25	\$3,269.25
KIMBERLY ROBINSON	\$1,031.00	\$769.00	\$1,369.00	\$1,969.00	\$2,569.00	\$3,769.00
JENNIFER ENGLISH	\$643.00	\$1,157.00	\$1,757.00	\$2,357.00	\$2,957.00	\$4,157.00
AMBER HELENHOUSE	\$627.25	\$1,172.75	\$1,772.75	\$2,372.75	\$2,972.75	\$4,172.75
KYRA ENGLISH	\$606.50	\$1,193.50	\$1,793.50	\$2,393.50	\$2,993.50	\$4,193.50
KATHY JENSEN	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
MADISON POWELL	\$428.00	\$1,372.00	\$1,972.00	\$2,572.00	\$3,172.00	\$4,372.00

SEE YOU AT THE TOP



QUEEN'S COURT OF SALES

#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Kimberly A. Robinson	\$5,706.00	\$0.00	\$5,706.00
2	Karla A. Auxier	\$5,440.00	\$0.00	\$5,440.00
3	Kayla R. Baker	\$3,976.00	\$0.00	\$3,976.00
4	Madison A. Powell	\$3,278.50	\$0.00	\$3,278.50
5	Ursula K. Hart	\$2,920.50	\$0.00	\$2,920.50
6	Amber Helenhouse	\$2,668.50	\$0.00	\$2,668.50
7	Meagan N. Want	\$2,028.00	\$0.00	\$2,028.00
8	Lisa C. Whitesell	\$1,724.00	\$0.00	\$1,724.00
9	Tiffany M McClintock	\$1,705.00	\$0.00	\$1,705.00
10	Kyra J. English	\$1,495.00	\$0.00	\$1,495.00
11	Kyra Edwards	\$1,485.00	\$0.00	\$1,485.00
12	Kathy Jensen	\$1,482.00	\$0.00	\$1,482.00
13	Jennifer English	\$1,419.00	\$0.00	\$1,419.00
14	Megan L. Salazar	\$1,363.00	\$0.00	\$1,363.00
15	Nichole R. Bland	\$1,352.00	\$0.00	\$1,352.00
16	Kim S. Eickholt	\$1,251.00	\$0.00	\$1,251.00
17	Laura G. Want	\$1,202.00	\$0.00	\$1,202.00
18	Margaret T. Higgins	\$917.50	\$0.00	\$917.50
19	Kimberly D Lambright	\$831.00	\$0.00	\$831.00
20	Krystal D. Coker	\$790.50	\$0.00	\$790.50
21	Cheryl L. Ford	\$782.00	\$0.00	\$782.00
22	Victoria L. Robinson	\$758.50	\$0.00	\$758.50
23	Cathy D. Jackson	\$746.00	\$0.00	\$746.00
24	Emily F. Stachelek	\$725.00	\$0.00	\$725.00
25	Stephanie Gober	\$707.00	\$0.00	\$707.00



QUEEN'S COURT OF SHARING

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Kayla R. Baker	1	\$35.52
2	Megan L. Salazar	1	\$25.72
3	Jennifer English	1	\$24.26
4	Tiffany M McClintock	1	\$24.00
5	Elizabeth H. Padgett	3	\$235.16



TEAMWORK MAKES THE DREAM WORK

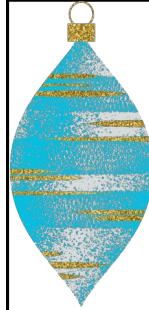
WHOLESALE ORDERS

These women invested in their business last month!

Name	Amount
Kimberly A. Robinson	\$1,330.00
Karla A. Auxier	\$811.50
Madison A. Powell	\$805.00
Jennifer English	\$643.00
Amber Helenhouse	\$627.25
Kayla R. Baker	\$610.00
Kyra J. English	\$606.50
Nichole R. Bland	\$600.00
Kathy Jensen	\$600.00
Cathy D. Jackson	\$373.00
Lori H. Curtis	\$312.00
Linda A. Gerd	\$267.25
Madeline K. Umhoefer	\$266.50
M. DeCelle-Austin	\$261.00
Lori Mitchell	\$258.75
Madison D. Brown	\$257.50
Kim S. Eickholt	\$245.50
Linda L. Cannaliato	\$241.00
Karen L. Tussing	\$240.50
Courtney R. Robinson	\$238.75
Candy M. Smith	\$237.00
Julie R. McCoy	\$234.50
Deborah Ford	\$233.50
Janice Y. Kolin	\$231.50
Emily F. Stachelek	\$231.00
Victoria L. Robinson	\$230.00
Chelsea L. Moore	\$229.50
Darrelene H. Ryan	\$229.50
Ursula K. Hart	\$229.25
Bivian I. Duarte	\$228.50
Sara M. Higgins	\$227.00
Kelley E. Robinson	\$226.25
Tiffany M McClintock	\$226.00
Meagan N. Want	\$226.00
Addy Moncrief	\$225.00
Lisa C. Whitesell	\$124.00
Margaret T. Higgins	\$97.00
Krystal D. Coker	\$90.75
Patti Peters	\$78.50
Brittani R. Bigley	\$69.00
Cheryl L. Ford	\$63.50
Stephanie L. Barrera	\$27.00

TEAM BUILDING

Name	Recruits
Kimberly A. Robinson	6
Madison A. Powell	3
Jennifer English	2
M. DeCelle-Austin	1
Elizabeth H. Padgett	1



THE SMART GIRL'S HOLIDAY SALES STRATEGY:

By Sherry Hanes

First, determine why you want to ramp it up and invest the time and energy to be successful during this holiday season. What do you hope to gain? You must be specific and COMMITTED to your vision.

It has been my experience that you will only work your business if you have a solid reason!

Are you ready? Then fasten your seatbelt because you're in for an exciting and PROFITABLE ride over the next few months.

Statistics prove that we are entering into the **best uninterrupted selling season** of the year and it is thereby the BEST window of opportunity to quickly achieve your goals and dreams.

Incidentally, in addition to holiday sales, your success will automatically create momentum for the new year. Plus, you are going to meet some PERFECT future team members. It's a veritable BONANZA of opportunity. Jump on it now!

Are you committed and excited? Then employ the following strategies and tactics to make it happen:

Make a **goal poster** that you hang in at least 5 places—color is best—divided as follows:

Top—the vision: 1. Your specific MK goals 2. The benefits to you personally and to your family that will result from you achieving your MK goals

Bottom—the actions: 1. Personal logistics to help you achieve your goals (i.e. quiet time, exercise, diet, household and childcare help, anything else you can delegate in your office). 2. Professional activities (IPAs) including:

- Weekly plan sheet/6 most important things daily
- Attend MK success meetings
- Plan, schedule and begin a buzz about your upcoming Holiday Open house(s)
- Hold as many appointments NOW as you possibly can and collect "Wish Lists"—this will develop your base of people to work with for holiday sales. Those new people will be your Open House Attendees!
- Leverage social media!!
- Find and follow a complete holiday action plan booklet. Many are available on NDS's websites.

Here is the important strategy that will yield those yummy results at the top of your goal poster— **work your plan from the bottom up**. My experience is that the results will be an automatic byproduct of your dedication and positive action. Go for it!



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
 Lori H. Curtis
 Bivian I. Duarte
 Linda A. Gerd
 Ursula K. Hart
 Margaret T. Higgins
 Sara M. Higgins
 Cathy D. Jackson
 Dawn Martinez
 Kristie K. Martinez
 Julie R. McCoy
 Lori Mitchell
 Addy Moncrief
 Madison A. Powell
 Courtney R. Robinson
 Kelley E. Robinson
 Victoria L. Robinson
 Candy M. Smith
 Karen L. Tussing
 Meagan N. Want
 Lisa C. Whitesell
 Maria F. Avila
 JoAnn Betancourt
 Mayra L. Contreras
 McKenah S. Covington
 Mary R. May
 Ursula A. Serna
 Sandra D. Ward

Future Directors

Recruiter :Madison A. Powell
 Madison D. Brown
 Lori H. Curtis
 Ursula K. Hart
 Janice Y. Kolin
 Kristie K. Martinez
 Lori Mitchell
 Chelsea L. Moore
 Emily F. Stachelek
 * McKenah S. Covington
 # Telitha L. Courmier
 # Ashlynn J Covington
 # Jessica L. Jones

Team Leaders

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

Star Team Builders

Recruiter :Meagan N. Want
 Bivian I. Duarte
 Candy M. Smith
 Laura G. Want
 * Doralee Junkar
 * Alexandria M. Smith
 # Casey S. Kliza

Senior Consultants

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

Recruiter :Tammy G. Daley
 Darrelene H. Ryan
 * Lelania Hearn
 * Leslie Stevens

Recruiter :Jennifer English
 Kyra J. English
 * Laney M. Opperman

Recruiter :Cheryl L. Ford
 Kimberly D Lambright

Recruiter :Tiffany M. McClintock
 Nichole R. Bland
 M. DeCelle-Austin
 * Christi L. Barbre
 * Ninfa Board
 * Cecora Donnell
 * Dolores Rodriguez
 * Zaya Warren-jacques

Recruiter :Megan L. Salazar
 Jennifer English

**-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	\$634.50
Madison A. Powell	\$227.44
Elizabeth H. Padgett	\$502.38

9% Recruiter Commission Level

Kayla R. Baker	\$67.84
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4% Recruiter Commission Level

Tiffany M McClintock	\$34.44
Megan L. Salazar	\$25.72
Jennifer English	\$24.26
Meagan N. Want	\$18.62
Tammy G. Daley	\$9.18

WHAT IS YOUR PLAN?

OCTOBER 2017 COMPANY DATES:

1	DIQ Commitment Form available online at 12:01 a.m. CST
2	Postmark cutoff: Consultants' DIQ Commitment Forms to begin DIQ qualification this month
3	Deadline to submit DIQ Commitment Form online
9	Columbus Day observed. Postal holiday.
17	Last day to enroll online for the Winter 2017 Preferred Customer Program mailing of The Look, including an exclusive sample (while supplies last).
30	<ul style="list-style-type: none"> Last day to register/cancel registration for Nov. 8-11 New Director Education by 5 p.m. CST Last day of the month for Consultants' phone orders.
31	<ul style="list-style-type: none"> Last business day of the month; Mailed orders & Consultant Agreements must be received today to count toward this month's production. Online Consultant Agreements due by midnight CST Last day of the month for Consultants' online orders.



Words of Wisdom from Mary Kay

It's so important at your skin care classes that you go to give, not to get. I promise that this will help you succeed. With those six women at your class think, "What can I do to make them more attractive?" not "How much money can I get from them?" Your customers will recognize your giving spirit and success will come to you. Strangely enough, the more you give, the more you receive. All you send into the lives of others does indeed come back into your own.

CELEBRATE IN NOV!

Birthdays	Day	Anniversaries	Years
Elizabeth H. Padgett	2	Kayla R. Baker	2
Rebecca R. McBride	5	Meagan N. Want	2
Patti Peters	5	Geneva R. Boehme	1
Jennifer L. Franklin	7	Londa R. Cohen	1
Kelley E. Robinson	9		
Fonda R. Lewis	10		
Cecora Donnell	14		
Kyra Edwards	19		
Christi L. Barbre	20		
Kimberly A. Robinson	23		





ELIZABETH PADGETT

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

A GOOD GOAL IS LIKE STRENUOUS EXERCISE — IT MAKES YOU STRETCH
 —Mary Kay Ash

DREAM BIG!

It's time to plan holiday sales! Visit intouch to download sales tools including a gift brochure, open house invitation and a wish list/party product placemat!

Share a Little Joy!

The best skin care sets. Cool new beauty tools. Special gifts for that special someone.
 Let me, your Independent Beauty Consultant, help you find the most-wished-for gifts this season.

NEW! HOLIDAY EXCLUSIVES

NEW! Limited-Edition¹ Mary Kay Eau So Cute™ Eau de Toilette, \$36

A fun and refreshing fragrance.
 Top notes: Juicy Pear, Sweet Almond Blossom, Italian Bergamot, Neroli
 Middle notes: Fressia, Pink Peony, Daisy, Cyclamen
 Bottom notes: Marshmallow, Cedarwood, Sandalwood
 PART NO. 10-105074

NEW! Limited-Edition¹ Eye Brush Set, \$25

Set includes an eye blender brush, an angled eye crease brush and a wider eye color brush, all in a beautiful bag.
 PART NO. 10-114611

NEW! Mary Kay[®] Blending Sponge, \$12

This pro-style tool smooths color combinations to create an airbrush-like glow.
 PART NO. 10-114898

NEW! Perfectly Pretty Palette, \$65

Set includes a Mary Kay[®] Compact Mini[®] and Mary Kay[®] Mineral Eye Color in (clockwise from lower left) Sweet Cream, Ballerina Pink, Chocolate Kiss, Precious Pink, Honey Spice, Hazelnut.
 PART NO. 10-122177

NEW! Limited-Edition¹ Mary Kay[®] Eyelash Curler, \$12

Use before applying your favorite Mary Kay[®] mascara for an eye-opening effect.
 PART NO. 10-114893

NEW! Limited-Edition¹ MKMen[®] Dopp Kit Bag, \$5

\$5 with purchase of any MKMen[®] product or men's fragrance.
 PART NO. 10-118186

*Available through participating Independent Beauty Consultants only and while supplies last

COLOR

Purple Smoke Palette, \$65

Set includes a Mary Kay[®] Compact Mini[®] and Mary Kay[®] Mineral Eye Color in (clockwise from bottom right) Sweet Plum, Granite, Coal, Lavender Fog, Stone, Silver Satin.
 PART NO. 10-103630

Bare Palette, \$65

Set includes a Mary Kay[®] Compact Mini[®] and Mary Kay[®] Mineral Eye Color in (clockwise from lower left) Sweet Cream, Spun Silk, Moonstone, Espresso, Driftwood, Rosegold.
 PART NO. 10-089244

More Mary Kay[®] Products to Love
 Let me know what you can't live without!

Product	Price	Quantity

Name _____ Email _____
 Phone _____ Birthday _____

MARY KAY

Share a Little Joy!

HOLIDAY OPEN HOUSE

when: _____
 where: _____
 time: _____
 hosted by: _____

MARY KAY