

**May 2005
Newsletter
March News**



Donna's Dynasty

Since October 1981

E-mail Donna at
donna@marykay.com

Unit # 4595
785-826-1740

Front Page News! Leading Ladies! Awesome Super Stars in March



Cindy Mahanay
\$917.00 Retail
\$676.25 WS
In March



Tona Pinnick
\$528.25 WS
\$1096.00 Retail
In March



Debbie Busch
\$1060.00 Retail
\$572.00 WS
In March



Sue Jacobs
\$527.75 WS
In March



Naomi Landers
\$412.50 WS
In March



Wanda Madden
\$846.00 Retail
\$730.50 WS
1 Team Member



Michelle Baccus
\$607.50 WS
In March



**Starlene
Hammond**
\$601.75 WS
In March



Renee Cardona
\$600.25 WS
In March



Rebekah Bayes
\$454.75 WS
In March

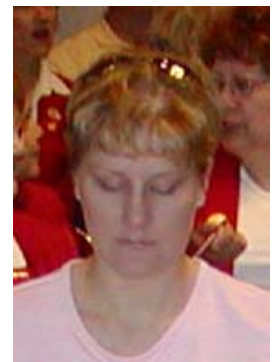


Joomi Bobbett
\$400.25 WS
In March



Noel Schreiber
1Team Member

I need your picture for my files!!
Please send me a recent picture of
yourself for recognition purposes!!
You can either e-mail a file or send
me a picture that I can scan . I plan
to use more pictures in the
newsletter.



Robyn Goss
\$401.00 WS
In March

May Birthdays & MK Anniversaries

Birthdays	Day	Anniversaries	Years
Joomi Bobbett	1	Jenifer R. Baurle	4
Robin L. Krehbiel	2	Karen C. Wright	4
Juanita K. Hanhardt	9	Chrissy D. Holm	1
Karen C. Wright	18		

Welcome New Consultants!!

New Consultant	From	Sponsored by
Michelle Baccus	MINNEAPOLIS, KS	N. Robak
Sherry Hamilton	SALINA, KS	D. Bayes
Julie M. Smith	HOUSTON, TX	W. Madden
Kayla Lang	GORHAM, KS	D. Busch

Add-A-Diamond Ring Program

- ◆ Send in summaries
- ◆ One bee certificate issued for every \$150 week, or multiples
- ◆ 50 bees = 3 pt Diamond
- ◆ 65 Bees = Empty 14 K Gold Ring
- ◆ You must earn the empty ring before earning diamonds
- ◆ Save certificates and turn in when you have enough.

Seminar 2005 Courts Requirements

Sales

- ◆ National \$36,000
- ◆ Area \$18,000
- ◆ Unit \$12,000

Recruiting*

- ◆ National 24
- ◆ Area 12
- ◆ Unit 5

*Seminar qualified (\$600 WS accumulated during the year)

Girlfriend Trip to Dallas!!

June 13 -14th

Our **pacesetters** set the pace and their reward is a trip to the International Headquarters and Museum, Manufacturing Plant and Distribution!

Let's Go! Let's Primp! Let's Shop! Let's Chat!!



It's All About The

POWER...STAR POWER

On-Target Star Consultants Quarter ends June 15th!

Consultant Name	Current Wholesale Production	—Wholesale Production Needed— for Star			
		Sapphire	Ruby	Diamond	Emerald
DONNA BAYES	\$2,853.25	*****	STAR	\$146.75	\$746.75
MICHELLE BACCUS	\$1,572.00	\$228.00	\$828.00	\$1,428.00	\$2,028.00
ROBYN GOSS	\$1,226.75	\$573.25	\$1,173.25	\$1,773.25	\$2,373.25
SUE JACOBS	\$1,062.75	\$737.25	\$1,337.25	\$1,937.25	\$2,537.25
BECKY SCHAEFER	\$987.25	\$812.75	\$1,412.75	\$2,012.75	\$2,612.75
TONA PINNICK	\$885.00	\$915.00	\$1,515.00	\$2,115.00	\$2,715.00
WANDA MADDEN	\$876.50	\$923.50	\$1,523.50	\$2,123.50	\$2,723.50
JULIE SMITH	\$847.25	\$952.75	\$1,552.75	\$2,152.75	\$2,752.75
DEBBIE BUSCH	\$802.25	\$997.75	\$1,597.75	\$2,197.75	\$2,797.75
NAOMI LANDERS	\$698.75	\$1,101.25	\$1,701.25	\$2,301.25	\$2,901.25
STARLENE HAMMOND	\$650.75	\$1,149.25	\$1,749.25	\$2,349.25	\$2,949.25
RENEE CARDONA	\$600.25	\$1,199.75	\$1,799.75	\$2,399.75	\$2,999.75
CINDY MAHANAY	\$581.75	\$1,218.25	\$1,818.25	\$2,418.25	\$3,018.25
NOEL SCHREIBER	\$523.00	\$1,277.00	\$1,877.00	\$2,477.00	\$3,077.00
TONYA RICE	\$459.25	\$1,340.75	\$1,940.75	\$2,540.75	\$3,140.75
REBEKAH BAYES	\$454.75	\$1,345.25	\$1,945.25	\$2,545.25	\$3,145.25
BEVERLY VIRTS	\$444.50	\$1,355.50	\$1,955.50	\$2,555.50	\$3,155.50
TAMMY BIZZELL	\$438.50	\$1,361.50	\$1,961.50	\$2,561.50	\$3,161.50
PEG GILBERT	\$431.25	\$1,368.75	\$1,968.75	\$2,568.75	\$3,168.75

Awesome Women in March

CLASSES: 3-6 Faces (From \$100)

Tona Pinnick	475.50
Tona Pinnick	451.00
Starlene Hammond	437.50
Debbie Busch	413.00
Peg Gilbert	285.00
Donna Bayes	190.00
Starlene Hammond	160.50
Donna Bayes	144.00

FACIALS: 1-2 Faces (From \$33)

Donna Bayes	263.00
Tona Pinnick	145.50
Cindy Mahanay	77.50
Cindy Mahanay	64.00
Cindy Mahanay	34.50

REORDERS (From \$50)

Donna Bayes	2,813.00
Wanda Madden	846.00
Cindy Mahanay	695.50
Peg Gilbert	246.00
Noel Schreiber	243.50
Debbie Busch	231.00
Kimberly Loring	198.50
Robyn Goss	117.00
Tracy Daugherty	78.00

ON THE GO (From \$25)

Starlene Hammond	95.00
Debbie Busch	65.00
Noel Schreiber	63.00
Debbie Busch	55.00
Debbie Busch	55.00
Debbie Busch	55.00
Debbie Busch	55.00
Kimberly Loring	55.00
Kimberly Loring	53.00
Debbie Busch	31.00

WEB SITE SALE

Debbie Busch	49.00
Donna Bayes	47.00

BEE WEEKS (From \$150)

Donna Bayes	1,613.50
Donna Bayes	551.50
Donna Bayes	549.00
Debbie Busch	497.00
Tona Pinnick	475.00
Donna Bayes	452.00
Starlene Hammond	437.50
Debbie Busch	377.00
Noel Schreiber	324.50
Cindy Mahanay	266.00
Wanda Madden	264.50
Wanda Madden	263.50
Cindy Mahanay	245.00
Debbie Busch	222.50
Wanda Madden	183.00
Cindy Mahanay	171.00
Starlene Hammond	170.50

NUMBER OF BEES EARNED

Debbie Busch	6
Tona Pinnick	3
Starlene Hammond	3
Cindy Mahanay	3
Wanda Madden	3
Noel Schreiber	2

BASICS SOLD

Peg Gilbert	3
Tona Pinnick	3
Noel Schreiber	2

NUMBER OF CLASSES

Starlene Hammond	3
Donna Bayes	3
Tona Pinnick	2
Debbie Busch	2
Peg Gilbert	1

NUMBER OF FACIALS

Cindy Mahanay	4
Donna Bayes	2
Tona Pinnick	1

\$100 DAYS!!

Donna Bayes	1,037.00
Debbie Busch	497.00
Tona Pinnick	475.50
Tona Pinnick	451.00
Starlene Hammond	437.50
Donna Bayes	298.50
Peg Gilbert	285.00
Cindy Mahanay	266.00
Donna Bayes	255.00
Donna Bayes	245.00
Cindy Mahanay	245.00
Donna Bayes	243.50
Debbie Busch	178.00
Debbie Busch	175.00
Donna Bayes	171.00
Starlene Hammond	160.50
Tona Pinnick	145.50
Donna Bayes	144.00
Noel Schreiber	144.00
Cindy Mahanay	129.50
Kimberly Loring	129.00
Kimberly Loring	124.00
Donna Bayes	123.00
Donna Bayes	121.00
Robyn Goss	117.00
Wanda Madden	111.50
Wanda Madden	110.00
Noel Schreiber	108.00
Donna Bayes	107.00
Wanda Madden	103.50
Wanda Madden	103.00
Peg Gilbert	103.00
Peg Gilbert	103.00

TOTAL RETAIL SALES

Donna Bayes	3,425.00
Tona Pinnick	1,096.00
Debbie Busch	1,060.00
Cindy Mahanay	917.00
Wanda Madden	846.00
Starlene Hammond	786.50
Peg Gilbert	531.00
Kimberly Loring	329.50
Noel Schreiber	324.50
Robyn Goss	117.00

WEEKLY SUMMARIES:

Sales Reported

Donna Bayes
Tona Pinnick
Debbie Busch
Cindy Mahanay
Wanda Madden
Starlene Hammond
Peg Gilbert
Kimberly Loring
Noel Schreiber
Robyn Goss
Tracy Daugherty



**Mary
Kay**

Media Blitz

Coming this September!!

Beginning in September, Mary Kay Inc. is launching 50,000 TV commercials! Desperate Housewives, ER, and many other shows!! 50 million women will be reached by these commercials.

ALL leads that are called into **1-800-MARY-KAY** and leads that come from **www.marykay.com** through Consultant locator will be given **ONLY TO STAR CONSULTANTS!**

These ads launch before another Star quarter ends, so this quarter **ending June 15 IS THE TIME** to get **YOUR NAME** on the Star roster! Not to mention, you will win your Star Prize! **What an IMPORTANT TIME to be a Star—THIS QUARTER ENDING JUNE 15 is your time to Shine!**

seminar scoreboards

YTD Retail Court of Sales July 1, 2004– April 31, 2005

	Name	YTD Retail	YTD PC Prem & Addnl Credit	YTD Total
1	Tona L. Pinnick	\$11,671.00	\$152.50	\$11,823.50
2	Cindy S. Mahanay	\$11,015.50	\$222.50	\$11,238.00
3	Wanda J. Madden	\$9,476.00	\$252.50	\$9,728.50
4	Noel A. Schreiber	\$9,477.00	\$112.50	\$9,589.50
5	Sue Jacobs	\$7,136.00	\$95.00	\$7,231.00
6	Debbie Busch	\$6,770.50	\$152.50	\$6,923.00
7	Naomi K. Landers	\$4,633.00	\$190.00	\$4,823.00
8	Peg Gilbert	\$4,154.50	\$210.00	\$4,364.50
9	Robyn A. Goss	\$3,987.00	\$80.00	\$4,067.00
10	Amy Mellor	\$3,196.00	\$135.00	\$3,331.00
11	Michelle Baccus	\$3,180.50	\$0.00	\$3,180.50
12	Joomi Bobbett	\$2,926.00	\$0.00	\$2,926.00
13	Renee M. Cardona	\$2,806.50	\$97.50	\$2,904.00
14	Cynthia K. Efken	\$2,775.50	\$115.00	\$2,890.50
15	Donna Fay Major	\$2,830.00	\$37.50	\$2,867.50
16	Starlene K. Hammond	\$2,288.00	\$40.00	\$2,328.00
17	Carol A. Krug	\$2,252.50	\$0.00	\$2,252.50
18	Jacquelyn R. Brown	\$2,221.00	\$0.00	\$2,221.00
19	Becky Schaefer	\$2,088.50	\$60.00	\$2,148.50
20	Tonya M. Rice	\$2,070.50	\$0.00	\$2,070.50
21	Rosa A. Nieto	\$2,031.50	\$0.00	\$2,031.50
32	Donna Bayes	\$19,740.50	\$458.00	\$20,198.50

**It's still
anybody's
ballgame!**

**Who will be
our Queen
of Sales
ending
June 30th?**

YTD Court of Recruiting

	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Noel A. Schreiber	2	\$101.05
2	Jacquelyn R. Brown	1	\$96.18
3	Robyn A. Goss	1	\$39.49
4	Joomi Bobbett	1	\$37.55
5	Wanda J. Madden	1	\$24.09
6	Donna Bayes	3	\$471.82



Diamond Bee earned
as a member if the
National Queens Court
of Recruiting.

You can do it!

2005 Ruby Seminar! August 3 - 6, 2005

Now is the time to register for Seminar! It is an awesome, life changing event! Join Noel Schreiber and her husband, John, Debbie Busch, and Tona Pinnick. I can't wait to share Seminar with you!

"8 & In" Club

8 Team Members and into DIQ

Hold 8 Full-Circle Classes in one month (recruiting one per class) and you can be in DIQ in *one* month!

SEE YOU ON STAGE!



CHEW ON THIS FOR A MINUTE...

Are you aware that Personality styles can impact progress in your MK business? There are five types of Mary Kay Consultants. Do you know which type you fall into?

- 1). **The Juicy Fruit Consultant** loves the opportunities a Mary Kay career can offer....Social gatherings, support and camaraderie. She attends every unit meeting, but never seems to make time to work her business.
- 2). **The Spearmint Consultant** is sharp as a spear. She knows her business. She knows she can accomplish what she sets her mind to. But, she never gets started because she's waiting for the "perfect time" when the children are in school, when her work load lightens, when her home is decorated.
- 3). **The Doublemint Consultant** is double-minded. She's doubtful and lacks faith. She tells herself that she can't book, can't recruit and can't sell. So, guess what happens?
- 4). **The Carefree Consultant** runs her business on emotion rather than on self-discipline. Because she bases decisions on the circumstances she's been dealt, rather than creating the circumstances she wants, her business often lacks consistency. She has no goals and no direction.
- 5). **Big Red Consultant** is a disciplined goal-setter. She may even wear a red jacket. She never misses a meeting. Her image is impeccable. She has a positive attitude. She consistently holds classes and books from those classes. She offers excellent customer service and recruits from her customer base. She overcomes her fears with a definite plan and a "get busy" attitude.

What kind of Consultant have you been?

What kind of Consultant do you want to be?

Go to the store and buy yourself a PACK of BIG RED chewing gum to remind you of your goals.

Challenge = To unwrap the stick of chewing gum, you must achieve whatever your goal is for today!

Media Blitz Coming In September!

Mary Kay advertising on Oprah, Dr. Phil, TBS's *Movie & a Makeover*, ER, Law & Order, Friends, Seinfeld, Raymond, Desperate Housewives (*Desperate to Get Away Sweepstakes*), and much!!

Will you be ready??

Free Lipstick and Lip Gloss Samples

Place an accumulated \$600 in wholesale purchases during May and receive one of each of the new samples to try for yourself!!

Team Builders and Their Teams

Star Recruiters

Recruiter :Debbie Busch

Jacquelyn R. Brown
 Tracy L. Daugherty
 Donna Fay Major
 * Melinda S. Wells

Recruiter :Wanda J. Madden

Janet L. Koester
 Carol A. Krug
 Tonya M. Rice
 Marcie J. Thompson
 * Julie M. Smith

Recruiter :Noel A. Robak

Michelle Baccus
 Kathy D. Doggett
 Robyn A. Goss
 Starlene K. Hammond



*The prestigious
 RED JACKET
 Is a symbol of success and
 accomplishment in Mary Kay.*

Senior Consultants

Recruiter :Renee M. Cardona

Elizabeth S. Lynch
 Wendy A. Schwartz
 * Kelly A. Weinhold

Recruiter :Carol A. Krug

Konnie Smith

Recruiter :Kimberly J. Loring

Maria B. Sheets

Recruiter :Tonya M. Rice

Kimberly J. Loring

Love Checks

13% Recruiter Commission Level

Donna Bayes \$1,071.75

4% Recruiter Commission Level


Noel A. Robak \$66.01
 Debbie Busch \$27.92
 Renee M. Cardona \$24.61
 Wanda J. Madden \$15.09
 Carol A. Krug \$8.06
 Tonya M. Rice \$3.92

March Wholesale Queen Wanda

Name	Amount
Wanda J. Madden	\$730.50
Cindy S. Mahanay	\$676.25
Sue Jacobs	\$627.75
Michelle Baccus	\$607.50
Starlene K. Hammond	\$601.75
Renee M. Cardona	\$600.25
Debbie Busch	\$572.00
Tona L. Pinnick	\$528.25
Rebekah Bayes	\$454.75
Naomi K. Landers	\$412.50
Robyn A. Goss	\$401.00
Joomi Bobbett	\$400.25
Wendy A. Schwartz	\$389.50
Amy Mellor	\$386.25
Jenifer R. Baurle	\$353.75
Tara D. Cherizard	\$295.75
Noel A. Robak	\$295.25
Donna Fay Major	\$284.75
Janet L. Koester	\$228.50
Elizabeth S. Lynch	\$225.75

March Recruiting Queens Noel & Wanda

Name	Recruits
Noel A. Robak	1
Wanda J. Madden	1
Donna Bayes	1



Preferred Customer Program
RELATIONSHIP BUILDING FOR RESULTS

Spring 2005 Gift: Travel-sized Miracle Set in normal/dry or combination/oily formulas (includes travel-sized TimeWise® 3-In-1 Cleanser and Age-Fighting Moisturizer, Day Solution With Sunscreen SPF 15, Night Solution and gift bag)**

April 15: Last day to enroll online for the Glam-o-Gram e-mail.
May 4: Spring gift-giving postcard mails.*
May 25: Free Glam-o-Gram e-mail is sent.
June 15: Last day for customers to take advantage of Travel-sized Miracle Set gift with purchase.

Summer 2005 Gift: Mini Satin Hands® Pampering Set (includes a travel-sized Extra Emollient Night Cream, Satin Hands® Cleansing Gel, Buffing Cream and Hand Cream with a fun new travel bag. Some assembly required.)

April 16: Online and mail-in enrollment for Summer 2005 Preferred Customer Program begins.
May 5: Last day to receive Summer 2005 Preferred Customer Program Quarterly Enrollment mail orders.
May 15: Last day to enroll online for the Summer issue of *The Look*.
June 10: Early ordering of the summer promotion items available to Consultants who enrolled customers to receive the Summer 2005 issue of *The Look*.
June 15: Last day to enroll online for the trend color card.
June 16: Personal Web Site can feature Mini Satin Hands® Pampering Set gift with purchase.
June 20: Customer follow-up lists and labels master/clip art begin mailing.
June 25: Summer 2005 issue of *The Look* mails.*
Aug. 1: Trend Color Card mails.*
Sept. 15: Last day for customers to take advantage of Mini Satin Hands® Pampering Set free gift with purchase.

*Allow 7-10 business days for delivery.
 **Over-the-counter drug product.

Kathy Peel, best-selling author and known as “America's Family Manager“ interviewed Robert Jones for an article about The Top Ten Makeup Mistakes women make.

Kathy's Interview with Robert Jones

Author, makeup expert, and Mary Kay product consultant, Robert Jones, has worked on thousands of faces. He told me that many women hinder their beauty and make themselves look a lot older than they really are by misusing makeup. Here are the ten mistakes he sees most often.

1. Lip liner too dark

“Your lip liner should match the color of lipstick you are wearing or be just one shade darker than your natural lip color. After your lips, use the liner to fill in lips before applying lipstick or gloss.”

2. Overdrawing lips

“Never go outside the edge of your lips with liner.”

3. Eye shadow not blended well

“Use a good makeup brush to apply eye shadow. A foam applicator does not blend well.”

4. Intense line under eye

“Don't use a liner pencil under your eye. The line is too harsh. Instead, make a soft line of powder eye shadow with a thin brush. As a result, your eyes will be softly defined.”

5. Lips thin and harshly colored

“Don't wear red lipstick if your lips are thin. This accentuates the thinness. Go for more neutral shades instead.”

6. Wrong color foundation

“Many women wear foundation that is too pink. Have a makeup expert help you find the perfect color for your skin tone. This way you won't have to guess.”

7. Face and neck different colors

“If you use a shade of foundation on your face that is darker than your neck, be sure to blend it down.”

8. Foundation in cracks and crevices of face

“Body heat causes foundation to melt. Always lightly powder foundation after applying.”

9. Ungroomed eyebrows

“More than any other facial feature, eyebrows express who we are. Many women need a professional makeup artist to help them define their brows and choose the right color for fill in. Then they can maintain the shape and color.”

10. Eyelash extremes

“Wearing too much mascara and applying it incorrectly, and wearing no mascara at all, are both problems. When applying mascara, start at the base of the lash and move toward the tips.”

If you only have a few minutes, Robert says these things will make the biggest difference:

- Curl your eyelashes. This will open up your eyes and make them look bigger.
- Apply a little mascara—starting at the base.
- Put a dab of concealer under your eyes.
- Brush some blush across your cheekbones.
- Groom your eyebrows.
- Apply lip gloss.

\$1 MILLION IN HER FIRST 10 MONTHS AS A DIRECTOR

Below are some tips and suggestions from Allison LaMarr:

- ♥ **I interview everyone that I facial.** I'm just too impatient to wait for the 1/5 interview odds to play out. So, I sit down and decide how many new team members I want BY WHEN. I then work backward from that goal (with the 1/5 signing odds) to calculate how many people I need to facial.
- ♥ **Mary Kay is totally mental** — it's all in your head — a mind game. Your thoughts drive your beliefs, and your beliefs drive your actions.
- ♥ **Attitude is everything.** Are you excited or apologetic when talking to your prospects? No one likes a wimpy consultant!
- ♥ **Visualization really works.** Are you telling yourself that you can't book? Or are you telling yourself that you are a booking machine, and customers are lined up outside your door? I know it sounds crazy, but the power of self-talk is astonishing!
- ♥ **Pick 2 or 3 booking ideas that you like and stick with them!** Jumping around from plan to plan just creates frustration. Pick one, and stick with it until you figure out how to make it work for YOU.
- ♥ **Would you book with you?** Remember, this business is not about how we feel. It's how we make others feel. Put yourself in their shoes. What hostess plan would entice YOU to book a class? Run with that one! Your customers will get excited about what YOU are truly excited about!
- ♥ **Fake it 'til you make it!** You can do everything wrong with the right attitude and still succeed!
- ♥ **This business is simple, but not always easy.** If it were easy, everyone would do it! But you're not everyone. You are you — the person that God wants to use right now. Right where you are. What are you willing to do for Him today? Take yourself out of the equation — get out of your own way.
- ♥ **"God feeds the birds, but He doesn't throw it in the nest."** Are you willing to step out of your comfort zone and MAKE things happen?
- ♥ **There are three kinds of people.** Those who make things happen, those who watch things happen, and those who wonder what happened. Which do YOU want to be?
- ♥ **This business is about SO much more than lipstick.**
Mary Kay Ash always taught that our products are the tools we use to enrich women's lives, right? This thought shift was very helpful to me — we are not pushy people. We are not infringing on anyone. We are very blessed professionals who are part of THE most incredible career opportunity available to women on this planet! I would just never forgive myself if I didn't share this "ticket out of the rat-race" with everyone I come into contact with.
 - ♥ **How would you act if you were the most successful person in MK?** Are you acting like that right now?
 - ♥ **No means NEXT.** One person will NEVER make or break your business. Just keep working. The Bible tells us that all hard work brings a profit. What are you sowing for God to reap?
- ♥ **There is only one way to fail in this business - to Quit.** Are you committed to never give up?
- ♥ **Mary Kay is kind of like a weight management program.** No matter how much input, coaching, encouragement, or advice we receive, we're really the only person who can determine the outcome.
- ♥ **"Short-term sacrifice. Long-term gain."** What are you willing to sacrifice now to gain later?
- ♥ **The average person does not understand why we do these things.** That is why they're average!
- ♥ **This business works if you do.**

Allison LaMarr is a 25 year-old Mary Kay Sales Director. Allison did \$1 Million in her first 10 months as a director!!!!

Ask yourself...Exactly WHAT am I doing today that is getting me toward my goal? What am I doing that is actually INTERFERING with my goal? And most importantly, am I willing to do something different? If nothing changes, nothing changes. What EXACTLY do you want from your MK business? Why did you sign that agreement? Do you have a really big goal? If not, go get one! Because small thinkers and small dreamers inevitably become small producers.

DREAM BIG — THINK BIG — TALK BIG — WALK BIG

Lipstick Extravaganza

By now, you've probably heard of the great Lipstick shuffle coming our way! This is such exciting news ... and yet I'm hearing panic in some voices! Don't worry!!!

- You know Mary Kay is only coming out with the latest, greatest, absolute best product possible.
- Your customers will benefit from your inventory reduction sales and are going LOVE the new lipstick line!
- This will only help you, your customer service and your profit level.

Just to clear up any confusion - following is a list of what's staying, what's going and what's new! Robert Jones said metallic lip liner is going away. The lipsticks that are **staying**: You can stock up on these now at \$12 retail /\$6 wholesale and sell them for more later (\$13).

Lipstick colors that are staying:

• Black Cherry	• Shell	• Gold Dust (reformulated)
• Red Salsa	• Sunset	• Magenta
• Redwood	• Dusty Rose	• Mocha Freeze
• Copper Mine	• Toffee	• Pink Shimmer
• Strike A Pose	• Frosted Rose	• Raisinberry
• Downtown Brown		

Lipstick colors that are going:

• Antique Rose	• Crimson	• Pink Ice
• Black Raspberry	• Currant	• Plum
• Cantaloupe	• Fuchsia	• Rich Red
• Caramel	• Hot Fudge	• Sagewood
• Cherries Jubilee	• Intensity Controller	• Suede
• Chocolate Mousse	• Jazzy Plum	• Silver Sand
• Cinnamon Twist	• Mauve Elegance	• Simply Pink
• Cranberry	• Orange Crush	

Lipstick colors that are coming:

• Amber	• Paradise Pink	• Sheer Blush
• Apple Berry	• Pink Coral	• Sunburst
• Apricot Glaze	• Pink Daisy	• Sweet Nectar
• Garnet Frost	• Pink Melon	• Whipped Berry
• Gingerbread	• Pink Satin	

Each are going up to \$13.00.

Lip Gloss: ONLY **Creme & Sugar** and **Natural** lip glosses will remain. They will be in new packaging to prevent leaking! All other colors are being discontinued.

Lip gloss colors that are coming:

• Beach Bronze	• Pink Allure	• Tiger Lilly
• Cocoa Cream	• Pink Diamonds	• Watermelon
• Cranberry	• Pink Pearls	

You may also recognize some of these lipstick and lip gloss colors because they were limited edition colors that did well in sales.

Lip Gloss coming in size of lipstick tube! They'll fit in the Custom Compact!!

Place an accumulated \$600 in wholesale purchases during May and receive one of each of the new samples to try for yourself!!

Moving Inventory

Call your customers to see if they want to stock up with a "Stock-Up Discount!" Let them buy 3 and get one for ½ price, if they buy 4 at regular price, give them one free of their old favorite plus a credit for 50% off a new lipstick at their personal appointment.



Basket of Color

Decorate a nice basket and load with colors that are to be discontinued.

On your deliveries ... offer a free lipstick for the names and telephone number of five friends.

Over the phone ... offer a free lipstick each referral that orders a TimeWise Set.

At your classes ... offer a free lipstick to the hostess for each purchasing guest.



Watch for more great ideas are coming your way via Success Meetings,





Back By Popular Demand!!

Mint Bliss Pedicure Kit with Mint Fizzies

You can now order the mint fizzies, so popular a couple of summers ago, as an open stock item. 10 fizzies for \$9. Divide up a package of the fizzies, and hand out one, phoo-phooed up in a small cello bag, to people you meet. You can attach the following poem to it. What a nice gift for someone and a great way to warm chatter. Be sure you attach your card also (attach both poem and card with green ribbon. Add a chocolate mint.

Think of the women who work on their feet all day. Bless them with this small gift and you'll be surprised at the results you get from new business. You can't out give God. The more you give, the more you'll receive. Maybe not from the lady you gave the mint to, but from some other source. God will see to it.

You can find a sheet of the poems on our website in the quick links.

Did You Know??

The new lip glosses will be in a size that will fit into the custom compact—just like a lipstick now does!! Yea!!



A green mint fizzy for poor tired feet
Will really give them a wonderful treat!
A pan of warm water is all you need
To feel human again, and from stress be freed!
So sit back and enjoy the fresh fragrant scent,
And while you're relaxing, have a chocolate mint!

You can get all of this FREE when you place a qualified product order May 16 through June 15, 2005. (See Page 1 of the June *Applause*® magazine for details.)



**New! MK Signature™
Creme Lipstick and
Lip Gloss**



**TimeWise®
Microdermabrasion
Set Samplers**



Travel Roll-Up Bag

Toe-Time Pampering Toe-Time Pampering

It's Summer and sandal season is here! Now is the time to book your customers and prospects like crazy to treat their feet to something "mint", something "fizzy", and something "refreshing" with our **NEW Mint Bliss Pedicure Kit!**



HOW TO BOOK TOE-TIME PAMPERING PARTIES:

Hi ___ this is ___ I am so excited I just had to call you! Do you have a quick minute? GREAT! We have a brand new Pedicure Kit that just arrived in our product line in perfect time for sandal season! Listen ___, the reason I am calling you is... I have been challenged to get the opinion of 30 women about our New MINT BLISS Pedicure Kit during the month of ___! I am wondering if there is any way you would let me pop over with these products and pamper you and a few of your girlfriends? I think you'd love it.... And just for helping me out, I'd be willing to work with you to get your Ultimate Pedicure Kit absolutely FREE! How does that sound? When's a good time... beginning of the week or the end? Weekday or weekend? Morning, Afternoon, or Evening?

COACHING:

Keep your hostess coaching fun and simple! Use the girl time brochure from Mary Kay on section #2 OR offer their complete Toe-Time pampering set (Pedicure Set, PLUS additional Fizzies, AND Top Coat, Base Coat, and Nail Polish for having 6 guests in attendance. (A \$59 Value).

After your Pampering Party is Scheduled be sure to help her instruct her on having 6 girlfriends to get her Ultimate Pedicure Kit for free! Help her brainstorm names! Have her quickly invite them (within 24-48 hours), then call her back and find out WHO is coming! Now send the confirmation postcard in the mail! You may want to leave them a message the day before on the their machine to remind them to come and to "be on time":)

SUPPLIES NEEDED:

1. Spa type music
2. Clear or White foot basins
3. Mint Leaves
4. Display with entire Pedicure Kit & Micro Miracle Set (use other items to "fancy up" your display...Candles, stones, rolled white towels, clay pots with greenery, etc.)
5. Mint Bliss Fizzies
6. Mint Bliss Scrub for Feet
7. Mint Bliss Energizing Lotion for Feet & Legs
8. 220 Grit Wet/Dry Sandpaper cut into 4x4 inch squares to buff feet.
9. Polish Remover & Cotton Balls
10. Tootsie Rolls or Cotton Balls to separate toes
11. Base Coat, Top Coat (may need a couple of these if you have several people attending) and 1 of every Nail Polish color we offer.
12. Satin Hands (optional)
13. Booking gift (optional)

SETTING UP:

Double up bath towel on the floor and set foot basin on top. Fill with WARM water and drop Mint leaves into basins. Be sure you have a hand towel available for each guest.

Toe-Time Pampering Toe-Time Pampering

CONDUCTING THE PARTY: (Use the Skin Care Class Cards posted in our training center to guide you.)

1. Seat Guests / Profile Cards / roll up pants or change into shorts / remove shoes & socks / remove toe nail polish.
2. Welcome & Intros
3. Begin soaking feet while you drop 1-3 Fizzies into their foot basin.
4. I-Story with marketing (can offer tickets for questions to earn a door prize)
5. Hand Facial (Time Wise Cleanser, Day Solution, Time Wise Moisturizer, opposite color foundation of their skin—apply products to one hand. On the other hand—only dark foundation and compare.)
6. Remove one foot at a time and BUFF with Mint Bliss Foot Scrub, rinse, and pat dry.
7. Then buff with 220 grit sand paper to remove dead skin. (may want to rinse again & dry)
8. Massage feet and ankles (and possibly lower legs) with Mint Bliss Energizing Lotion (avoid toe nails)
9. Separate toes with tootsie rolls or cotton balls.
10. Apply Mary Kay Base Coat
11. Apply 2 Coats of Mary Kay Nail Color
12. Apply Mary Kay Top Coat
13. **GROUP CLOSE!** (Extremely important!)
14. Hostess should serve “minty” desert or refreshments (Tea or coffee with Andes Mints on the side, mint chocolate chip ice cream with Oreo's etc.) While you begin PRIVATE CONSULTATIONS with each guest individually!
15. Could have Hostess conduct Satin Hands after they are finished with their refreshments if you are still finishing up private consultations,

SETS TO OFFER:

BASIC Mint Bliss Pedicure Kit - \$32

Fizzies, Scrub, Energizing Lotion, Foot File, & Toe Separators

ULTIMATE Mint Bliss Pedicure Kit - \$59

Fizzies, Scrub, Energizing Lotion, Foot File, Toe Separators, EXTRA Fizzies, Base Coat, Top Coat, and Nail Color.

Miracle Set - \$102

Time Wise Cleanser, Time Wise Moisturizer, Foundation, Day / Night Solution

MINT BLISS Miracle Set - \$161 Value FOR \$129 (like getting Basic Pedicure Kit for FREE)

Ultimate Mint Bliss Pedicure Kit & Miracle Set



If you do a powerful group close, selling them on WHY they need the MINT BLISS MIRACLE SET, and do your private consultations individually, with 6 women in attendance you should be able to sell \$250-\$300 with 2-6 bookings!! GET INTO IT! HAVE FUN! PAMPER YOUR GUESTS! They will love it!



Toe-Time Pampering Specials!



BASIC "Mint Bliss" Pedicure Kit \$32

- 1 Set of Mint Bliss Fizzies
- 1 Mint Bliss Foot Scrub
- 1 Mint Bliss Energizing Lotion For Feet & Legs
- Foot File
- Toe Separators

ULTIMATE "Mint Bliss" Pedicure Kit \$59

- 1 Set of Mint Bliss Fizzies
- 1 Mint Bliss Foot Scrub
- 1 Mint Bliss Energizing Lotion For Feet & Legs
- Foot File
- Toe Separators
- MK Signature Base Coat
- MK Signature Nail Color of Choice
- MK Signature Top Coat

BASIC Miracle Set \$102

- Time Wise 3-in-1 Cleanser
- Time Wise Age Fighting Moisturizer
- Full or Medium Coverage Foundation
- Time Wise Day Solution
- Time Wise Night Solution

Your Best Deal!



ULTIMATE "Mint Bliss" Miracle Set \$161 Value ~ Today Only \$129

- Time Wise 3-in-1 Cleanser
- Time Wise Age Fighting Moisturizer
- Full or Medium Coverage Foundation
- Time Wise Day Solution
- Time Wise Night Solution
- 1 Set of Mint Bliss Fizzies
- 1 Mint Bliss Foot Scrub
- 1 Mint Bliss Energizing Lotion For Feet & Legs
- Foot File
- Toe Separators
- MK Signature Base Coat
- MK Signature Nail Color of Choice
- MK Signature Top Coat

Master Card, Visa, Discover, Cash, & Check....OR A LITTLE OF EACH!

MARY KAY



Red Jacket Rally
March 1– June 30

A Consultant who:

- **adds three qualified* new team members** will receive a free red jacket and an invitation to attend the Red Jacket Rally Seminar Reception along with her Independent Sales Director.
- **adds four qualified* new team members** will receive a free red jacket, an invitation to the Red Jacket Rally Reception PLUS an invitation to the Red Jacket Seminar Luncheon along with her Sales Director.
- **adds five qualified* new team members** will receive a free red jacket, invitations to the Red Jacket Rally Reception and the Red Jacket Rally Luncheon AND onstage recognition.

There is a tracking sheet that you can use to help you stay focused on the Dynasty website at www.donnabayes.com. Click on the Red Jacket Rally link.

And there's more! Every Red Jacket Rally qualifier will have her name entered into a drawing for each qualified* new team member she adds during the contest period and, from those names, one winner per Seminar will be drawn to receive an Awards Night makeover!



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**Set the Pace
For Success**

Congratulations to those who completed the Pacesetters Class!! You did an awesome job!! See you in Dallas!!



To A Woman With A Passion For Excellence!

Dedicated, Determined, & Disciplined to
DEVELOPING DIRECTORS
For Our Dynasty National Area