



PaceSetting Sellers

Darci Director
Sales Director
darci@email.com
555-555-5555

**October 2007,
September Results**



Get REaDy for a Great Seminar Year!

This month is the beginning of great things to come.

Start **NOW** by having these goals and stick to them!

- **Re-connect** with every customer on your list. Let them know you are committed to giving them great customer service. Then, be sure to contact regular customers every 4-6 weeks to keep the door of a possible reorder sale open.
- Determine to **SELL** at least \$100 minimum a week. Then once you've met that goal, double it to \$200 a week. You are in business to **SELL** a product. **Keep the sale as the goal.**
- To help you reach your minimum weekly sales goal, strive to introduce at least **10 new people** to the skin care set every week.
- **Get new customers.** How? Ask people if they have ever had a facial with Mary Kay. Then learn the techniques to turn their response into a facial or class. Ask me how.
- Enroll **all your customers** in the Preferred Customer Program (PCP).
- Make **follow-up calls** after each PCP mailing.
- Introduce the opportunity to at least **5 people every month.**
- Be a Star Consultant each quarter by **SELLING at least \$3,600.** This will put you on track to be at least a Sapphire Star.

Let's start this year off right! Sell, sell, sell and then sell some more!

Darci

Get Off to a Good Start!

As a new consultant, **FIRST** choose these new goal oriented plans. They offer a new Consultant a map to success by helping you reach specific goals in your first 30 days in the business.

Profit Level

To build a good, sound business you must **REINVEST** until you are at the **\$3,600** level.

Perfect Start

Earn your Perfect Start Pin when you hold **5** skin care classes or put Mary Kay on **15** faces in **15** days!

Power Start

Earn your Power Start Pin when you hold **10** skin care classes or put Mary Kay on **30** faces in **30** days!

Your Next Career Level

Be a Sr. Consultant by sharing the opportunity with at least one new team member!

We are:  Let's welcome our new members!

Recruit

Gloria Anderson (Decatur, GA)
 Stella Benn (Stone Mountain, GA)
 Vonda Durham (Decatur, GA)
 Courtney J. Jones (Gainesville, GA)
 Nina W. Hines (Lithonia, GA)
 Kay A. McLean (Atlanta, GA)

Consultant

S. McLean
 D. Martin
 T. Jackson
 C. Banks
 D. Mitchell
 C. Robinson



A Great Time to Start!

You have chosen the best time to begin your career with this wonderful company! With the Holidays right around the corner, your sales potential will be greater if you start **NOW** to build a strong customer base! Ask me what you can do to get off to a great start.

Wholesale Orders

Thanks for your **September 2007** Order!

Jane Doe	\$1,210.50	Liza Minelli.....	299.75
Laura Ingalls	713.00	Sarah Lee	293.50
Betty Boop	616.75	Shelly Winters.....	269.25
Rose Petal	583.00	Joan Collins	267.25
Dianna Ross	508.25	Ava Gardner	208.75
Miss Muffett	433.00	Leslie Caron	207.50
Shirley Temple.....	403.00		



Thanks for your order last month.

You put yourself in a position to gain rewards, bonus gifts and recognition when you make a wholesale order. And, it also helps us to reach our unit goals!

Thank You!

It's a special Celebration

In August

Birthday

Rhonda R. Jones.....	3
Jennie C. Marack.....	4
Rosemary Johansen.....	20
Mary Lou E. Casas.....	23

Anniversary (years)

Arlene Stornello.....	21
Toni M. Wokosin.....	13



How full is your datebook?

Take a look at it today and get started filling it up with at least 3 selling appointments each week for this month!

Did You Know?????



To be successful, you need to know how to help your business grow!

How much do you know about Mary Kay **Trivia?**

1. What non-cosmetic item was in the product line when the Company opened but was dropped forever 2 years later?
2. What year were limited-edition items introduced?

The first Consultant to contact me with the correct answer will get special recognition in next month's newsletter!



November 16 - December 15
Bonus Gift

Crème Lipstick

Receive 1 set of the new lipsticks (1 each of Berry Kiss and Rich Cocoa) when you place a **\$400** wholesale order. When your order reaches **\$600** wholesale, get 1 Mary Kay Lip Clutch. Find out more in December's edition of the Applause Magazine.



Be Wise With Credit Card Transactions!

During this time of year, many people use credit cards for convenience. However, you need to protect yourself from credit card fraud and use caution when accepting credit cards. Although most of your customers would never think of purchasing from you with someone else's card, you may have a cold-call purchase made over the phone or online with people you are unfamiliar with.

Here are some tips to help you protect yourself when accepting credit cards:

- Always ask for a second form of identification -- preferably a driver's license.
- Have the customer sign the sales ticket in front of you.
- Always check the signature against the card and the second form of identification.

Tell Customers About This EXCITING New Item!

The Eau de Parfum Wand

These sleek wands come in 4 scents: Bella Belara, Belara, Affection and Journey. Tucked in a quilted velvet pouch and colorful box, they're ready to roll for any gift-giving occasion.



What great last minute gifts these will be! Get on the phone today start selling!



Hostess Gift!



Your customers will have fun hosting a TICKET TO FUN party!

This must-have Travel Accessories set will help keep your customers beautiful. The wallet is lined in a fabulous floral print and has a zipper pocket to secure currency. Complete with coordinating passport cover and luggage tag, this set is your customer's ticket to travel in style. Reward your hostess with this fabulous gift for a party with just \$200 in total sales and one booking.



Make sure to follow these simple steps for every credit card transaction, no matter how small.

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FULL page worth of blank space for you to fill.

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Have a Great July!



To The Marvelous . . .

Pace Setting Sellers

Darci Director
Elite Exec. Sr. Sales Director
123 Main Street
Columbus, GA 31906
darci@darci.com
555-555-1212



What's the Difference between Consultant and Director Income Potential?

The assumption for this comparison is that for a month, each has:

\$1,200 in personal retail sale

\$600 in personal wholesale orders

\$8,000 team production*

5 personal team members ordering \$600 each

3 new, qualified personal team members

*This \$8,000 will ALSO be counted as UNIT production for the Director



Consultant

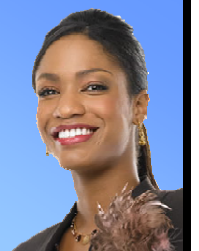
- 40% profit from the \$1,200 retail sold **(\$480)**
- 13% of \$7,400 team production (no commission is received on your own \$600 order) **(\$962)**
- Recruiting bonus for 3 new, qualified team members **(\$150)**

\$1,592
total
check

Notice there are **3 extra bonus** options for the Director that provides over \$2,000 more!

Director

- 40% profit from the \$1,200 retail sold **(\$480)**
- 13% of \$7,400 team production (no commission is received on your own \$600 order) **(\$962)**
- 13% of \$8,000 Unit production **(\$1,040)**
- Personal recruiting bonus for 3 new, qualified team members **(\$300)**
- Unit recruiting bonus for 3 new, qualified unit members **(\$300)**
- Unit Volume Bonus **(\$800)**



\$3,882
total
check

Other Director Advantages:

There are many more monetary advantages to reaching the Director level. And don't forget you can drive a Career Car or the prestigious Cadillac!

Just login to the Mary Kay site and check out the career information to see for yourself!