

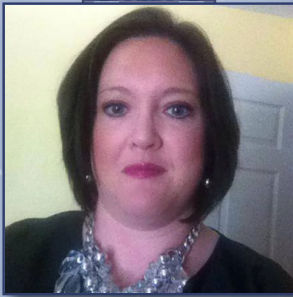
TOP PERFORMERS

Jeni Tjelle | Independent Sales Director



Newsletter for December 2014

October Results



Queen of Wholesale
Megan Williams



Queen of Sharing
Your name here!

*Next month this
could be you!*

| Consultant Name | Wholesale |
|---------------------|-----------|
| 1 Megan Williams | \$793 |
| 2 Andrea Sivertson | \$541 |
| 3 Kimberly Mitchell | \$348 |
| 4 Lisa Campbell | \$347 |
| 5 Donna Luce | \$299 |

Path to Cash

monthly worksheet

Use this worksheet to help you determine what activity level you need to achieve your financial goals this month!

Goals for the month of:

Income Goal for Month \$ _____
x 2.5

Retail Sales Goal ★ \$ _____

Selling Activities Needed to Reach Goal:

Parties: Retail Sales Goal ★ x 0.0025 = _____

Facials: Retail Sales Goal ★ x 0.005 = _____

Reorders: Retail Sales Goal ★ x 0.00625 = _____

Total Selling Activities to Hold = _____

Recommend that you make 5 connections to book 1 selling activity (example: phone call, follow up with customers, ask for referrals, hand out business cards, etc.). Break it down into a small daily goal!

Team Building Goal for Month = _____

Average interviews needed per new team member x 5

Total Interviews to Hold = _____

Business Reinvestments:

Inventory: Retail Sales Goal ★ x 0.5 = \$ _____

Business: Retail Sales Goal ★ x 0.1 = \$ _____

Business account covers marketing (PCP), party supplies, travel, etc.

This worksheet assumes... 40% profit (income), 50% inventory reinvestment, 10% business marketing/supply/travel reinvestment, 1/2 of your income from parties, 1/4 of your income from facials, 1/4 of your income from reorders, \$200 retail sales for parties, \$50 facials, \$40 reorders. This is not necessarily an average and may not reflect the results you experience in your business. Please adjust figures as needed to fit your personal business results.

Get your star on!

1800 2400 3000 3600 4800

contest ends: 12/15/2014 results date: 11/12/2014

| Consultant Name | Credits | Current Star Level | Credits to Next Level |
|-------------------|---------|--------------------|-----------------------|
| Megan Williams | \$1,806 | Sapphire | \$594 |
| Jeni Tjelle | \$1,488 | | \$312 |
| Kimberly Mitchell | \$866 | | \$934 |
| Constance Storey | \$715 | | \$1,085 |
| Andrea Sivertson | \$541 | | \$1,259 |
| Ellen McGrady | \$356 | | \$1,444 |
| Lisa Campbell | \$346 | | \$1,454 |
| Heather Shirkey | \$318 | | \$1,482 |
| Kelly Tondini | \$308 | | \$1,492 |
| Donna Luce | \$299 | | \$1,501 |
| Tricia Oostema | \$254 | | \$1,546 |
| Elizabeth Duran | \$250 | | \$1,550 |
| Michelle Diamond | \$234 | | \$1,566 |
| Cindy Gould | \$234 | | \$1,566 |
| Sara Smith | \$232 | | \$1,568 |

How to De-stress your life

As rewarding as a career in Mary Kay is, it can still be stressful to try and **balance priorities**. All of those parties, holiday events and family matters can take a toll on your peace of mind. **Take a moment** and read these suggestions for reducing stress. You will return to your family and career with **renewed energy and focus**.

- Do at least one thing you truly enjoy each day.
- Get up 15 minutes early each morning so you won't need to rush.
- Procrastination is stressful. Don't put off things until later – do them now!
- Practice preventive maintenance in all areas.
- Schedule a realistic day. Allow ample time between appointments so you won't need to rush or apologize for being late.
- Take a brisk walk or aerobic exercises when you feel stress starting to build.
- Make time for solitude every day.
- Be kind to unkind people. They need it most.
- Don't tolerate things that don't work properly. If something is an aggravation, get it fixed or get rid of it.
- Stop worrying! If something concerns you, do something about it. If you can't do anything about it, let it go!



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Recipe of the Month!

PEPPERMINT BARK

Directions:

1. Place candy canes or peppermint candies in a mini food processor & pulse into small pieces. Set aside.
2. Line a 15x10 inch jelly roll pan with foil extended over sides & grease.
3. Melt chocolate chips in a double boiler over low heat.
4. Pour evenly into pan and smooth with offset spatula.
5. Sprinkle with ¼ cup peppermint candy.
6. Place in refrigerator until firm.
7. Heat white chocolate chips in a double boiler over medium low heat until chocolate is almost melted.
8. Stir in extract....Cool slightly.
9. Pour over chocolate layer and spread quickly to cover.
10. Sprinkle with ½ cup crushed candy.
11. Chill until both layers are firm...lift foil out of pan and shake off excess candy.
12. Peel foil from bottom of peppermint bark.
13. Trim edges and cut into 2 inch squares.

Ingredients:

- 12 ounces high quality semi-sweet chocolate
- 1 pound white chocolate with cocoa butter
- ½ teaspoon peppermint extract (use less or none if you don't like a strong peppermint flavor)
- ¾ cup candy canes or peppermint candy (crushed)

Notes: makes 2 pounds

Winter 2014 Promotion

New Limited Edition & Regular Line Products!

Available to order November 16, 2014

< Mary Kay® *Thinking of Love*™

Eau de Parfum \$32
(regular line)

This perfume is the perfect gift for celebrating the one you love. It even comes with a love note for a heartfelt message and a gorgeous gift box that she'll always cherish.



NouriShine Plus® Lip Gloss

\$14 each (regular line) >

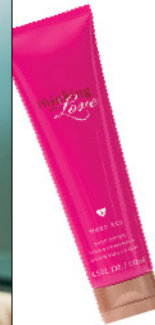
These new shades are sure to please as stunning stocking stuffers! Available in *Silver Moon, Golden, Sun Blossoms, Sparkle Berry, Berry Dazzle, Shock Tart* and *Pink Wink*.



< Mary Kay® *Thinking of Love*™

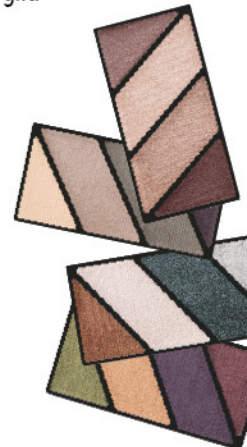
Body Lotion \$18
(limited edition)

Give the gift of love with this romantic scent! Consider reaching out to your customers' significant others and suggesting this floral fragrance for a Valentine's Day gift.



Mary Kay® Mineral Eye
Color Quads \$18 each
(limited edition) >

Dazzle with delightful eye looks created with these four quads. Your customers can try a smoky eye look, go classic, get subtle radiance or mix modern metallics. Available in *Chai Latte, Sandstorm, Autumn Leaves* and *Black Ice*.



< Gift With
Purchase: Mini
NouriShine Plus®
Lip Gloss Set (pk./5)
\$20 (limited edition)

Your customers can get this amazing set for FREE when they purchase \$40 or more of Mary Kay® products. Set includes: *Shock Tart, Berry Dazzle, Fancy Nancy, Beach Bronze, Red Passion* and *Café au Lait*.

†Available while supplies last.

SENIOR CONSULTANTS

Joyce Elaine Collins

Megan Williams
Sara Duede*
Kellie Tucker*
Laurel Faulhaber*
Stephanie Kincaid*
Marissa Kozel*
Larisa Rivera*
Alohilani Sanft*

Donna Luce

Dixie Bettis*
Becky Callihan*
Melanie Mahaffey*
D Nunez*
Gretchen Stone*
Michelle Webb*
Sheila YBarbo*

Rochelle Ruff

Andrea Sivertson
Lisa Corrado*
Candice Phillips*

Constance Storey

Jennifer Oliver

Kelly Tondini

Tracy Evans*

make it a Power Start this month!

LEADERSHIP 2015

30 faces in 30 days will boost your business to the next level! Make a list of your 30 faces and start booking today!

you can do it!

Promote yourself to **Independent Sales Director** and join me in Nashville this January!

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SENIOR CONSULTANT

Requirements

- 1 - 2 active personal team members.
- You must be active.

Compensation

- 4% personal team commission.

STAR TEAM BUILDER

Requirements

- 3 - 4 active personal team members.
- You must be active.

Compensation

- 4% personal team commission.
- Eligible to begin earning \$50 team-building bonus.



TEAM LEADER

Requirements

- 5 - 7 active personal team members.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.

CAREER CAR

Requirements

- 14+ active personal team members.
- \$5,000 monthly personal team production.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.
- Career Car or \$375 per month.



FUTURE DIRECTOR

Requirements

- 8+ active personal team members.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.



Do you know someone who needs Mary Kay in her life?

*Call her today!
Call me for help!*

Learn more about team building on marykayintouch.com



December Birthdays

| Name | Day |
|-------------------|-----|
| Jennifer Oliver | 1 |
| Melanie Mahaffey | 5 |
| Donna Luce | 6 |
| Dionisia Esquivel | 7 |
| Lisa Garrelts | 12 |
| Constance Storey | 14 |
| Kimberly Kirbow | 15 |
| Terah Mann | 19 |
| Debra Madrie | 21 |
| Judy Dunlap | 22 |
| Christy Loomis | 30 |
| Kelly Polizzi | 30 |

December Anniversaries

| Name | Years |
|------------------|-------|
| Constance Storey | 9 |
| Sharon Hawkinson | 4 |
| Stephanie Lines | 2 |
| Tammy Seeley | 1 |

it's time to
Follow up
on The Look



The best way to lock in sales is to pick up the phone! Call 10 customers a day to make sure they received their copy of *The Look!*

you can do it!

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One of the marvelous things about sharing our opportunity is that, in helping others, you will find that you will grow yourself. First, you will grow in your knowledge of our Mary Kay business; and secondly, you will grow in your leadership abilities.



♥ *Mary Kay Ash*

TOP PERFORMERS



JENI TJELLE
Independent Sales Director

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mobile 815.276.3430

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web www.jenitjelle.com

to the fabulous...

What's Inside

De-stress your life...

Balance in life is tough! Check inside for tips on how to de-stress your life and achieve balance!

Winter 2014 Promotion...

Get a peek at the latest product release!

October 2014 Results



Live every moment.
Love every memory.
This is your love story.



NEW! Thinking of Love™
Eau de Parfum, 4.32
A loveable NEW scent for her



It's time for a *pucker-up* party!

With seven new **NouriShine Plus® Lip Gloss** shades for your customers to swipe on, now is the perfect time to reintroduce this Mary Kay® favorite.

Encourage your customers to follow the instructions on the Kissologist placemat (log onto InTouch to get the placemat) and find out what it says about them! Then, you can use the results to finish off their looks with a wash of neutral eye shades if they're Nature Lovers or a smoky combination of purple hues if they are Mystery Makers.

