

TOP PERFORMERS

Jeni Tjelle | Independent Sales Director



Newsletter for January 2015
November Results



Queen of Wholesale
Megan Williams



Queen of Sharing
Donna Luce

Consultant Name	Wholesale
1 Megan Williams	\$1,166
2 Jacque Hall	\$401
3 Kelly Tondini	\$361
4 Jennifer Oliver	\$338
5 Ellen McGrady	\$337

Consultant Name	Recruits
1 Donna Luce	1

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!

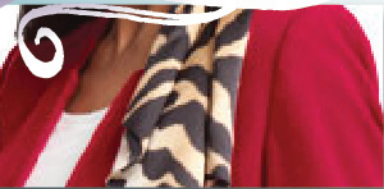
1800 2400 3000 3600 4800

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

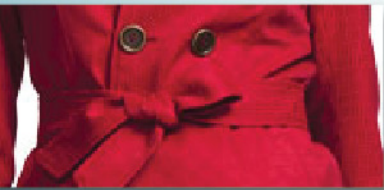
Consultant Name	Credits	Current Star Level	Credits to Next Level
Jeni Tjelle	\$3,368	Diamond	\$232
Megan Williams	\$3,248	Diamond	\$352
Kimberly Mitchell	\$963		\$837
Andrea Sivertson	\$942		\$858
Constance Storey	\$715		\$1,085
Kelly Tondini	\$668		\$1,132
Donna Luce	\$604		\$1,196
Elizabeth Duran	\$508		\$1,292
Ellen McGrady	\$476		\$1,324
Sara Smith	\$474		\$1,326
Lisa Campbell	\$406		\$1,394
Jacque Hall	\$401		\$1,399
Joyce Elaine Collins	\$383		\$1,417
Michelle Diamond	\$362		\$1,438
Jennifer Oliver	\$362		\$1,438

4 point recruiting plan

Skin care classes and collection previews offer the best place to find prospective team members. Mary Kay herself developed the **Four-Point Recruiting Plan** when she first started holding skin care classes. Since then, it has been used successfully by thousands of Consultants and Directors. **Check out these timeless tips and get set to grow your team!**



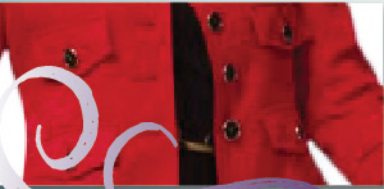
1 Before every skin care class and collection preview, ask the hostess; Who is coming today who might be interested in doing what I do?



2 Present your heartfelt, enthusiastic I-story at every skin care class and collection preview. Share why you began your Mary Kay business and what it means to you.



3 Select at least one person at every skin care class and collection preview and offer her the Mary Kay opportunity. You may want to plant seeds by sending guests home with team building materials.



4 Offer the hostess a special gift for any person she suggests who becomes an Independent Beauty Consultant.

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RACE FOR RED

Blaze Ahead in Radiant Red!

This fall you got **Ready for Red**, and now Mary Kay is **Calling All Reds!** This is your chance to build momentum and take your business to the next level. Enjoy riveting recognition at *Career Conference 2015* by sharing what you love and building your team.



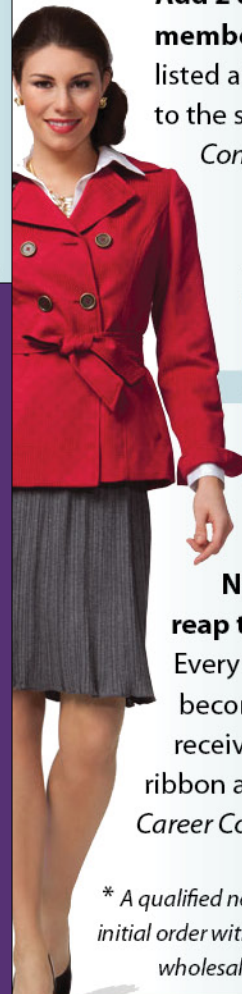
Add 1 qualified* new team member and receive a ravishing red and black bracelet, a name badge ribbon and standing recognition at *Career Conference 2015*.

Add 2 qualified* new team members and receive everything listed above PLUS an invitation to the special function at *Career Conference 2015*.

Add 3 qualified* new team members and receive everything listed above PLUS a pair of radiant red and black earrings to match your red and black bracelet.

New team members can reap the rewards as well... Every new consultant who becomes qualified* will ALSO receive a bracelet, a name badge ribbon and standing recognition at *Career Conference 2015*.

* A qualified new team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products.



Recipe of the Month!

WHITE CHOCOLATE-MACADAMIA SNOWBALL COOKIES

Ingredients:

- 1 tube (16oz) refrigerated sugar cookie dough
- ½ cup flour
- ½ teaspoon vanilla extract
- ½ cup finely chopped macadamia nuts
- 1 bag Hershey's white chocolate meltaways

Glaze:

- 1 cup confectioners' sugar
- 2 Tablespoons milk
- ¼ teaspoon lemon extract
- shredded coconut

Directions:

- In a large bowl, mix the tube of cookie dough with flour and vanilla.
- Stir in chopped macadamia nuts.
- For each cookie, shape one Tbsp of dough around one white chocolate meltaway.
- Place cookies two inches apart on parchment paper-lined baking sheets.
- Bake at 350 degrees for 10-12 minutes or until edges are golden brown.
- Cool on wire racks.
- Mix confectioners' sugar, milk and lemon extract in a medium bowl.
- Once the cookies are cool, dip them in the glaze and coat with coconut.

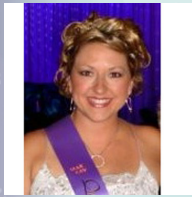


TOP PERFORMERS



IT'S TIME TO be a star

Being a Star Consultant definitely has its perks! From prizes & company referrals to cash from your sales! You will want to shoot for the stars every quarter!



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to the beautiful...



I'm frequently asked the question, "What is your goal for the future?" And my invariable answer is, "If just one more woman today discovers how great she really is, how much God-given talent she has--it will be a great day!"



Mary Kay Ash

What's Inside

Four Point Recruiting Plan...

Check out these timeless tips and get set to grow your team!

Blaze Ahead in Radiant Red...

The *Race for Red* promotion is going strong and racing forward into phase two!

November 2014 Results

Restart & Sparkle with Success!

Former consultants can **restart** their **business** in **December!**

You can help others celebrate the holiday season with an opportunity to **sparkle with success!** Former Consultants who submit their agreements Dec. 1-31, 2014 can be eligible to receive:

One FREE Mary Kay® Brush Collection (\$55 suggested retail value) **AND** a **\$50 credit** with their first product order of \$450 wholesale or more.

- OR -

One FREE Mary Kay® Brush Collection (\$55 suggested retail value) with their first product order of \$250 to \$449 wholesale.

Log onto InTouch for all the details!



Career Conference

Local · Social · Motivational

Dallas is coming to a city near you:

- March 20-21
- March 27-28
- March 29-30

Don't Delay...

Registration Deadline is **February 27th!**

