

# Queens' Court of Personal Sales

\$40,000 Personal Estimated Retail Production  
July 1, 2014 - June 30, 2015



Track your progress with each \$500 wholesale ordered.

\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500

# Queens' Court of Sharing

24 Qualified New Personal Team Members  
July 1, 2014 - June 30, 2015



Track your progress with each Qualified New Personal Team Member.

1	2	3	4	5	6	7	8
9	10	11	12	13	14	15	16
17	18	19	20	21	22	23	24



# PCP Fall Enrollment—June 16th-July 15th



**Mails out August 15th-Only .70 cents per customer  
No minimum # to enroll + Order ALL the NEW  
Fall Products Early –August 10th!**

**Free Gift with Purchase—Travel Size Satin Hands Set\***



**Discover the NEW! and Improved Seal  
Sampler.† Page 14 of *The Look***

- Features a *Belara*® Eau de Parfum sampler.†  
Your customers will enjoy this perennial favorite for , birthdays or any day you want to make special.



## Month 2 Mailer

The holidays are almost here, and it's time to "Sparkle!" This mailer is your customers' exclusive Mary Kay holiday guide to indulgent gifts, stocking stuffers, beauty must-haves and more! Featuring numerous holiday limited-edition† items your customers will love, plus adorable gift ideas, you won't want to miss sending this mailer to your customers! It's sure to be their go-to gift guide for everyone on their holiday lists – and your key to boosting holiday bookings and sales! Make your holiday season "Sparkle!"

- Enroll June 16 – Aug. 15, 2014
- Mails Sept. 30‡  
Only 45¢ per name\*

### 3 EASY STEPS TO ENROLL CUSTOMERS:

**1.** Log in to MK Intouch and click on "Business Tools" >>> Preferred Customer Program.

**2.** Choose to update your customer list or enroll your customers.

**Quick Note:** You'll want to be sure all of your customers are saved into your "My Customers" list database so that when PCP deadlines approach, they are already entered and all you'll have to do is "enroll" them. Once you enter it, your customer information stays there.

**3.** Be sure to request a customer follow-up list, so that you can follow-up with them about a week after they receive their NEW Look Book. You will also receive a *Look* from the Company.

designed by your pink help.com



**NOW STARRING  
RED JACKETS!**



## Star Team Builder

## Sr. Consultants

**Gale Munro**  
Pertha Petersen  
Kristin Hill  
Darlene D'Olive  
Sharon Macon



**Vicki Haberman (1 away from Red)**  
Heather Lewis  
\*Dalia Ibarra

**Tammy Corley**  
Kenda Wilson



**Dalila Favela (1 away from Red)**  
Lee Ann Ehling  
Jeanette Gasset  
\*Teresa Tijernia  
\*Maria Perez



**\*To become ACTIVE  
you must place a \$225  
wholesale order**



# RED IS YOUR COLOR

### THE CLASSIC

A sophisticated single-breasted jacket with two zipper pockets



### THE CROPPED

A fashion forward cropped jacket with three quarter length sleeves and a three-button front



### THE TRENCH

A hip double breasted trench with angled pockets and a stylish belt.





Independent Sales Director  
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**We are Kicking Off the New MK Year with a BANG!**



style may vary

**COACH Mini Wristlet**

When we increase our July 2014 production by 13% over July 2013, I will hold a special drawing and

**TWO LUCKY WINNERS**

will choose one of these

**HOT GIFTS!**



**Mary Kay  
 Business Organizer  
 OR Rolling Tote**

**Each Consultant who places a wholesale order of \$225 or more in July will have their name entered into our special drawing.**

(We MUST achieve our 13% goal for the drawing to be held)

**EARN MORE ENTRIES for each add'l \$200+ Section 1 wholesale order you place in July!**

**example: Order \$225 = Earn 1 Entry    \$425 = Earn 2 Entries  
 \$625 = Earn 4 Entries            \$825 = Earn 8 Entries  
 \$1025 = Earn 16 Entries!!!**

**YOU are the reason for our SUCCESS!**