



RACE FOR RED

Discover the
Power of Red!

September 1—December 31, 2014



Layer on the Prizes.

There is a uniquely beautiful necklace for each level, but all three necklaces are designed to be worn individually, in multiples of the same necklace or in combinations with the other two to create a fabulously stylish nesting set.



Star Team Builder

- 3-4 Active Recruits
- 1,200+ Monthly Cumulative Team Production



Team Leader

- 5-7 Active Recruits
- 1,800+ Monthly Cumulative Team Production



Future Independent Sales Director

- 8+ Active Recruits
- 2,400+ Monthly Cumulative Team Production

NEW Independent Beauty Consultants

If an Independent Beauty Consultant starts her Mary Kay business after September, she can still participate in the monthly challenge and potentially earn necklaces. However, she will be required to achieve the contest minimum for two months to receive a consistency prize.[†]




If you start	You must reach the monthly cumulative team production for
Oct. 1, 2014	2 out of 3 months
Nov. 1, 2014	2 out of 2 months

Independent Beauty Consultants who start in December are not eligible for the consistency prize.

Consistency Is the Key.

Independent Beauty Consultants who reach the minimum team production and earn necklaces for a minimum of three out of four months during the contest period will receive a ritzy red *Ready for Red* handbag as a consistency prize.

For Example

As of Sept. 30, 2014 ,	Barbara, a Star Team Builder , has achieved a monthly cumulative team production of \$1,200 .	Barbara receives Necklace 1.		Their Independent Sales Director, Debbie, also receives	
As of Sept. 30, 2014 ,	Lisa, a Team Leader , has achieved a monthly cumulative team production of \$1,800 .	Lisa receives Necklace 2.		Necklace 1 and Necklace 2.	
For three out of four months during the challenge,	Barbara achieves the Star Team Builder challenge for September and October, and the Future Independent Sales Director challenge for December.	Barbara receives the Ready for Red handbag.		Her Independent Sales Director, Debbie, also receives the Ready for Red handbag.	

CHOOSE

YOUR CRUZE



**From July 2014
through June 2015
Grand Achievers
can choose their
Chevy CRUZE
in White or
Ltd-Edition
Lipstick Red!!**

**Or choose the
CASH option!**



Get On-Target

- . Five or more active personal team members
- . \$5,000 combined personal/team wholesale Section 1 production in a calendar month.
- . You must be active.
- . These requirements must be met each month to be considered on-target.



**NOW STARRING
RED JACKETS!** 



Sr. Consultants



To become ACTIVE you must place a \$200 wholesale order

Sr. Consultants

Vicki Haberman(1 away from RED)

Heather Lewis
Dalia Ibarra

Maria Barrientos (1 away from RED)

Julie Breaux
Maria DeLa Rosa

Tammy Corley

Kenda Wilson

Dalila Favela (1 away from RED)

Jeanette Gasset
Lee Ann Ehlig
*JoAnn Salinas
*Teresa Tijerina
* Brenda Mosqueda



Star Team Builders

Gale Munro

Pertha Petersen
Kristin Hill
Darlene D'Oilve
*Sharon Macon

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.



DARE TO DREAM!



WE **LOVE**
inspiring beauty.

Star Consultant Program
Sept. 16 - Dec. 15, 2014



Building
RACE
FOR **RED**
Leaders

Mary Kay Dates to Remember:

- **December 1:** DIQ commitment forms available beginning at 12:01am CST until midnight on the 3rd.
- **December 15:** Postmark deadline for Quarter 2 Star Consultant quarterly contest.
- **December 16:** Hanukkah begins. Quarter 3 Star Consultant quarterly contest begins. PCP Spring online enrollment for The Look and month 2 mailer begins.
- **December 21:** Winter Solstice (shortest day of the year)
- **December 25:** Christmas Day. All Company and branch offices closed. Postal holiday.
- **December 26:** Happy Kwanzaa. Company holiday. All Company and branch offices closed.
- **December 30:** Last day of the month for consultants to place telephone orders (until 10pm CST).
- **December 31:** New Year's Eve. Last day of the month for consultants to place online orders (until 9pm CST). Last business day of the month. Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count towards this month's production. Online agreements accepted until midnight CST.



Rushing robs us of our ability to be fully conscious of each experience. Being obsessive planners, constantly attacking our "to do" list and being controlling about the outcome, blinds us to intelligent appreciation of the potential joy right here right now. Kennon M. Sheldon, a professor of psychology at the University of Missouri, conducted a study to answer the elusive question, "What makes people happy?" He found that people are happy when they are doing things they freely choose, that express who they are, that they do reasonably well, that give them a sense of connectedness to others and make them feel good about themselves. He believes that a lot of good moments add up to a good life. Good moments, he says, are made up of "feeling that your activities are self-chosen and self-endorsed, feeling that you are effective in your activities, feeling a sense of closeness to others, and self-esteem." He believes that we should try to do as many things as we can that we feel an internal attraction to, explore our talents and interests, and try to pick things that we have some natural ability for.

by Alexandra Stoddard



Independent Sales Director

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November Prize Drawing

Earn these prizes when we reach \$8500 Wholesale!
1 Entry for each \$300 combined wholesale order in November



**Cell Phone Case + Business Kit + Discover What your
Love Makeup Bags**

Thank you for being on our WINNING TEAM!!

YOU are the reason for our SUCCESS!