



National Sales Director Cindy Leone and the

# Leone Lifesavers!

**JANUARY**  
Results  
February, 2016

## Jumpstart January!

*Unit Wholesale Production - \$10,000+*



Your name here  
next month!

**5+  
Unit  
Recruits**



Rosa Cespedes  
5



### *Unit Development Bonus*

**January Bonus Winners!**

**5+ Unit Qualified  
= \$500.00 Bonus**



Rosa Cespedes  
5



**3-4 Unit Qualified  
= \$300.00 Bonus**



Work for this  
every month!



## ***YTD Adjusted Seminar Retail***

Sales Director	YTD Unit Adjusted Retail
Helen Amato	\$239,981
Elise Sharpless	\$131,576
Lisa DiCioccio	\$102,866
Daryl Pagliuso	\$101,109
Bert Tier	\$89,253
Colleen Robustelli	\$84,193
Rosa Cespedes	\$83,828
Tammy Crump	\$81,304
Araceli Zamudio	\$81,039
Grace Butler	\$76,889
Debby Lucash	\$63,336
Susan Levy	\$59,643
Lisa Perry	\$58,650
Lisa Shambourger	\$51,851
Janet Renner	\$34,090
Sheila Richardson	\$20,870

## ***\$5,000+ Unit Wholesale!***

*Helen Amato*  
\$9,519.00  
*Elise Sharpless*  
\$6,739.13  
*Daryl Pagliuso*  
\$6,550.50  
*Rosa Cespedes*  
\$6,505.00  
*Lisa DiCioccio*  
\$5,803.75  
*Bert Tier*  
\$5,276.25  
*Lisa Perry*  
\$5,274.25



## ***30+ Personal Recruits***



**Rosa  
Cespedes**  
34



**Tammy  
Crump**  
31

## ***20-29 Personal Recruits***

**Bert Tier-28**  
**Colleen Robustelli-28**  
**Susan Levy- 24**  
**Deb Lucash- 22**  
**Daryl Pagliuso- 22**

## ***Personal Power - Congrats for adding 2+ personals in January:***



**Helen Amato**  
3



**Rosa Cespedes**  
2



**Sheila Richardson**  
2



**Tammy Crump**  
2



## ***Added 1 New Recruit in January:***

**Daryl Pagliuso**  
**Araceli Zamudio**

**Colleen Robustelli**  
**Elise Sharpless**



# ON YOUR WAY TO THE \$10,000 CLUB

\$5,000-\$9,999 Wholesale Production



Helen Amato  
\$9,519.00



Elise Sharpless  
\$6,739.13



Daryl Pagliuso  
\$6,550.50



Rosa Cespedes  
\$6,505.00



Lisa DiCioccio  
\$5,803.75



Bert Tier  
\$5,276.25



Lisa Perry  
\$5,274.25

## Congratulations to our Perfect 10 Winner!

Rosa Cespedes



## January Director Pacesetters!

Daryl Pagliuso  
#1



Elise Sharpless  
#2



Helen Amato  
#3





## Cindy's Anniversary Winner!



Daryl Pagliuso 5 Parties & \$2,000 plus pers. Whl.

## **20 Years with MARY KAY!**



Tammy Crump



Bert Tier



Lisa Perry

## **Leadership 2016!**







Seattle WA with NSD Cindy and NSD Sue!

Nappa Valley with Mary Kay Girl Friends!







## Director Getaway to sunny Florida

**October 2<sup>nd</sup> -7<sup>th</sup> 2016**

**Top Point winners are invited to come with Cindy to a beautiful resort in**

**Kissimmee Florida ☺ Contest is from February – June**

**Calculate your points each month & we will announce our winners at Seminar. Top point winners win!**

**#Top 2 point winners will also win \$ towards airfare or excursions ☺**

**Trip includes Accomodations and some meals and special treats & some excursions. Everyone is responsible to pay their own airfare**

300 points for every New Red in February

100 points for every cons. that gets back in her Red

100 Points for submitting the 30 interview sheet

300 Points for Achieving the Perfect 10(5 New & \$5000 or 10 New or \$10,000)

800 Points for Achieving the Perfect 20(\$10,000 & up & 10 New or \$20,000 or 20 New)

500 Points for Achieving the \$500 Bonus in February(your 13%increase over last Feb)

300 Points for Earning the Director Bonus w 4 Qual.

500 Points for Earning the Director Bonus w 5 Qual.

100 Points for adding 2 personal TM for the month

300 Points for a Personal Medal in the month (3 or more)

100 Points for every Cons. earning a bronze medal for the month

100 Points for Earning a Personal 13% Check(you order \$600 whl. & have 5 pers. Tm order \$225 each)

100 Points for Achieving 15 Faces in the month

200 Points for Achieving 20 Faces in the month

300 Points for 20 or more Faces in the month

200 Points for each Star order in February

Your Name: \_\_\_\_\_

\_\_\_\_\_ x 300 = \_\_\_\_\_

\_\_\_\_\_ x 100 = \_\_\_\_\_

\_\_\_\_\_

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\_\_\_\_\_

\_\_\_\_\_ x 200= \_\_\_\_\_

**Total Points** \_\_\_\_\_



Enjoy an unforgettable getaway in the heart of Central Florida's most beloved vacation destination. Known as the "Happiest Place on Earth" We are Just minutes from the Walt Disney World®, Universal Studios® Orlando, Islands of Adventure®, and SeaWorld® theme parks; the resort is also convenient to fabulous shopping at the Orlando Premium Outlets and Lake Buena Vista Factory Stores, as well as Old Town Theme Park

# WOW! Look what YOU did!

## 2 NEW PERSONAL RECRUITS January



Helen Amato- 3



Tammy Crump- 2



Rosa Cespedes- 2

## 1 NEW PERSONAL RECRUIT January

Daryl Pagliuso, Colleen Robustelli, Elise Sharpless, Chelly Zamudio

## Congratulations Directors

### For Setting an Example for Their Unit -\$600 Pers. Order for January

Lisa DiCioccio, Susan Levy, Deb Lucash, Lisa Perry, Rosa Cespedes, Grace Butler,  
Bert Tier, Elise Sharpless, Colleen Robustelli

## Directors that Achieved 13% in January-Wow \$500 Bonus



Elise Sharpless



Rosa Cespedes



Daryl Pagliuso

Reveal your  
classic style.

NEW! 2016-2017  
Independent Sales  
Director Suit Collection







Bert Tier Joined Mary Kay as an independent consultant in January 1996. She was recruited by Susan Levy.

Bert achieved Star Consultant every quarter of her career for twenty years, a total of 80 Stars. Bert was recognized in the Company's National Court of Sales nine times! Two as a consultant and seven more as a director.

As a Mary Kay Sales Director Bert's unit achieved "Fabulous 50s" & "Honor Society" and achieved Unit Club Award at the \$300,000 level.

A big round of applause as Bert's unit every year, at every level, supported the Mary Kay Ash Charitable Foundation. They never missed participation in any charitable drive or event.

We so appreciate Bert's contribution to our National Area as she was a charter member of the Leone National Area!

I have loved having both Bert & Jack as an active part of our Mary Kay Family. Jack has been such a huge blessing at our Seminars. Every year he has been our main Man Celebrity Escort assisting Cindy and all of the winners at our Leone Area banquet.

Now Bert has chosen to retire as an Independent Sales Director. Bert will continue in the legacy unit as an Independent Mary Kay Skin Care Consultant to serve her many personal customers and lead her large and considerable team of Independent Skin Care consultants.

I love the choices our fabulous company offers to all of us. May Bert & Jack be blessed in their next chapter of life.

With Love & gratitude

Cindy & the Lifesaver Area Directors





# Pink is Not A Color...it's an ATTITUDE



*Helen Amato*

## There is a Silver Lining!



Daryl Pagliuso



Lisa  
DiCioccio



Colleen  
Robustelli



Araceli  
Zamudio



## The Cruze is waiting for YOU!



Tammy  
Crump



Lisa  
Perry



Janet  
Renner



Sheila  
Richardson



Elise  
Sharpless

# Unit Size on the Rise!

## 125+ UNIT MEMBERS

*Who will be here next?*

## 100+ UNIT MEMBERS



**Helen  
Amato  
122**

## 75+ UNIT MEMBERS

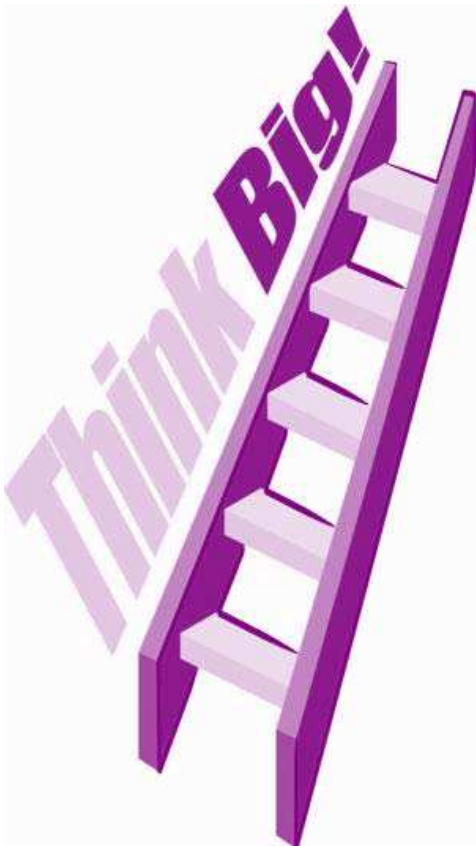
*Your name here!*

## 50+ UNIT MEMBERS

Lisa DiCioccio	62
Colleen Robustelli	61
Daryl Pagliuso	56
Elise Sharpless	55
Bert Tier	53

## 40+ UNIT MEMBERS

Rosa Cespedes 47





# Working with Passion, Focus & Energy!



## Unit Recruiting YTD

TOP 10!	Qual	Total
Rosa Cespedes	24	28
Elise Sharpless	9	33
Helen Amato	7	30
Debby Lucash	7	9
Tammy Crump	6	12
Daryl Pagliuso	4	12
Araceli Zamudio	3	15
Lisa Perry	3	11
Lisa DiCioccio	3	7
Janet Renner	2	2



## Unit Volume Bonus

Maximize your Income!	
Helen Amato	\$900.00
Daryl Pagliuso	\$600.00
Elise Sharpless	\$600.00
Rosa Cespedes	\$600.00
Lisa DiCioccio	\$500.00
Bert Tier	\$500.00
Lisa Perry	\$500.00



"A bird doesn't  
sing because it  
has an answer, it  
sings because it  
has  
a song."  
~Maya Angelou



## 13% Club Checks

Build your team!	
Susan Levy	\$559
Lisa Perry	\$522
Rosa Cespedes	\$382
Elise Sharpless	\$342
Colleen Robustelli	\$291
Grace Butler	\$239
Bert Tier	\$203
Daryl Pagliuso	\$162



## Monthly Personal Whsl.

TOP 10!	
Daryl Pagliuso	\$2,984
Rosa Cespedes	\$2,022
Elise Sharpless	\$1,753
Bert Tier	\$1,238
Grace Butler	\$875
Susan Levy	\$826
Colleen Robustelli	\$803
Lisa Perry	\$747
Lisa DiCioccio	\$618
Debby Lucash	\$601



## YTD Personal Recruiting

TOP 10!	Qual	Total
Rosa Cespedes	18	19
Tammy Crump	6	7
Debby Lucash	6	6
Elise Sharpless	3	7
Sheila Richardson	2	16
Janet Renner	2	8
Lisa DiCioccio	2	5
Daryl Pagliuso	2	4
Lisa Shambourger	1	7
Susan Levy	1	5



## Monthly Director Commission

TOP 10!	
Rosa Cespedes	\$2,627.66
Helen Amato	\$2,483.67
Daryl Pagliuso	\$2,063.40
Lisa Perry	\$1,852.42
Elise Sharpless	\$1,817.67
Lisa DiCioccio	\$1,521.49
Susan Levy	\$1,454.73
Bert Tier	\$1,389.36
Tammy Crump	\$1,154.38
Colleen Robustelli	\$1,137.05

# Building Leaders **PAY\$!**

You know when you consistently sell and team build you can earn great rewards — good reminders for your Area Sales Directors as they build momentum and future leaders.

Three more ways they can earn and win!

Monthly	Quarterly	Seminar Year-End
<p><b>1. Sales Director Unit Development Bonus</b></p> <ul style="list-style-type: none"> <li>\$400 – \$1000 when they grow at least four qualified* new unit members. (\$100 each qualified unit member with four minimum/ 10 maximum.)</li> </ul> <p><i>*Qualified is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.</i></p>	<p><b>2. Sales Director Red Development Bonus</b></p> <ul style="list-style-type: none"> <li>\$150 or more when they grow and maintain Red Jackets each quarter* (\$50 ea. Red Jacket. Three minimum/ No maximum.)</li> </ul> <p><i>*Final day of quarter noted as: Qtr. 1 – March 31; Qtr. 2 – June 30; Qtr. 3 – Sept. 30; and Qtr. 4 – Dec. 31.</i></p>	<p><b>3. Sales Director New Offspring Retail Credit</b></p> <ul style="list-style-type: none"> <li>Rewards them when they personally debut one or more U.S. offspring Independent Sales Directors July 1, 2015 – June 30, 2016. They can count up to \$25,000 of each of their personal offspring debut's unit retail production toward their unit club.</li> </ul>

## Embrace Your Brilliance. SEMINAR 2016 AWARDS JEWELRY

Any of these dazzling pieces can be yours at Seminar 2016 when you let the possibilities of your Mary Kay business shine through.





# Area Court of Sales

## Consultants — YTD

### July 1, 2015 - June 30, 2016

Consultant	Director	Retail	Wholesale
Elena Torsiello	Cindy Leone Unit	\$16,042	\$5,916
Janice Sims	Helen Amato Unit	\$15,232	\$5,531
Beverly Hanst	Grace Butler Unit	\$15,136	\$5,739
Jeneene Reduker	Helen Amato Unit	\$14,745	\$5,273
Kimberly Bowe	Cindy Leone Unit	\$13,095	\$4,503
Helen Yacomeni	Elise Sharpless Unit	\$12,587	\$4,686
Sarah Lindmeier	Tammy Crump Unit	\$12,317	\$4,751
Fran Hines	Helen Amato Unit	\$11,561	\$5,014
Lisa Forlano	Lisa DiCioccio Unit	\$9,407	\$2,644
Elizabeth Herman	Bert Tier Unit	\$9,273	\$3,967
Becky Pineo	Elise Sharpless Unit	\$8,951	\$4,274
Gladys Goire-Colon	Daryl Pagliuso Unit	\$8,835	\$3,694
Alma Avila	Araceli Zamudio Unit	\$8,828	\$3,618
Faye Wells	Janet Renner Unit	\$8,610	\$3,782
Kathleen Bogan	Helen Amato Unit	\$8,517	\$3,819
Sarah Keller	Cindy Leone Unit	\$8,502	\$3,317
Allison Daly	Elise Sharpless Unit	\$8,366	\$3,686
Tania Moreno	Elise Sharpless Unit	\$8,121	\$3,123
Cindy Kokernak	Janet Renner Unit	\$8,111	\$3,388
Nichole Erdin	Elise Sharpless Unit	\$7,847	\$3,633
Dawn Perry	Helen Amato Unit	\$7,305	\$2,807
Christina Huber	Daryl Pagliuso Unit	\$7,231	\$2,965
Maria McGill	Grace Butler Unit	\$6,974	\$2,967
Alba Reyes De Rivera	Araceli Zamudio Unit	\$6,870	\$2,928
Keisha Boyer	Lisa Shambourger Unit	\$6,614	\$2,872
Milagros Hernandez	Elise Sharpless Unit	\$6,405	\$2,394

# Area Court of Sales

## Directors — Top 10



Sales Director	Retail	Wholesale
Grace Butler	\$25,255	\$10,251
Debby Lucash	\$21,987	\$8,698
Bert Tier	\$20,330	\$7,889
Lisa DiCioccio	\$17,397	\$6,420
Susan Levy	\$17,378	\$6,503
Elise Sharpless	\$17,290	\$6,549
Rosa Cespedes	\$16,403	\$6,933
Araceli Zamudio	\$16,149	\$5,822
Daryl Pagliuso	\$15,367	\$6,960
Colleen Robustelli	\$14,400	\$6,104



## Queen's Court of Sales!

**\$40,000 retail**

July 1, 2015 — June 30, 2016

*See website for more prizes.*

What could YOU  
do with an extra  
**\$500?**

**EXTENDED**



Shout it from the rooftop! The **\$500 Sales Director Commission Bonus** extends through March! And, there's a consistency bonus! Ryan Rogers issued a challenge at Leadership Conference for Sales Directors to share their goal with a trusted Mary Kay mentor, so let your NSD know what your goal is.

Independent Sales Directors can:

- ♦ **Earn a \$500 bonus** each month (January - March) they increase their Section 1 unit wholesale production by at least **13 percent** over the same period in 2015 (\$6,500 minimum). Bonuses are added to the month-end commission payments.
- ♦ **Earn additional \$1,000** when you achieve **all three months = \$2,500 POTENTIAL!**

## Weekly Tracking Sheet for those who are COMMITTED to being a *Red Jacket*

Name: \_\_\_\_\_ Week Of: \_\_\_\_\_

**To be a Red Jacket you must personally be Active and have 3 to 4 Active personal team members**

**Non-negotiables: 4 New Bookings, 2-4 guest at events, \$400 retail/week and FINISH Weekly Checklist**

**1.**

### 4 NEW Bookings

(From Skin Care Parties, Warm Chatter, Referrals, Customer Phone Calls etc)

Name: \_\_\_\_\_ Date of Booking: \_\_\_\_\_

_____	_____/_____/_____
_____	_____/_____/_____
_____	_____/_____/_____
_____	_____/_____/_____
_____	_____/_____/_____
_____	_____/_____/_____

**3.**

### Choose how to CREATE a \$400+ retail week

Choose how to create a \$400+ Total week					
Skin Care Class		Facials/On The Go appointments		Customer Re-orders	
Hostess	Sales	Name	Sales	Name	Sales
_____	_____/_____	_____	_____/_____	_____	_____/_____
_____	_____/_____	_____	_____/_____	_____	_____/_____
_____	_____/_____	_____	_____/_____	_____	_____/_____
Total SCC:_____		Total F/OTG:_____		Total Re-orders:_____	
Total Sales for the week: _____ Weekly wholesale ordered: _____					

**2.**

### 2 - 4 Guest Event

Name: \_\_\_\_\_ Event/ #Guests \_\_\_\_\_

_____	_____/_____/_____
_____	_____/_____/_____
_____	_____/_____/_____
_____	_____/_____/_____
_____	_____/_____/_____
_____	_____/_____/_____

**4.**

### Share the opportunity

Face to Face, Phone call, Event, etc.

Name: \_\_\_\_\_ How did you share? \_\_\_\_\_

_____	_____/_____
_____	_____/_____
_____	_____/_____
_____	_____/_____
_____	_____/_____
_____	_____/_____

**5.**

### Your Weekly checklist

- ☐ Place your Wholesale order
- ☐ I coached every appointment
- ☐ I pre-profiled all my guests
- ☐ Submit your weekly tracking sheet totals on your Directors Unit Website

Wholesale for this quarter: \_\_\_\_\_ Wholesale needed to complete Star: \_\_\_\_\_ New team members added this week: \_\_\_\_\_ Total Active Team: \_\_\_\_\_





# Area Court of Sharing

## Directors and Consultants

### July 1, 2015-June 30, 2016

(Ranked by # of Recruits)

Consultant	Unit	Commission	Recruits
Rosa Cespedes	Unit Director	\$1,495	18
Tammy Crump	Unit Director	\$836	6
Debby Lucash	Unit Director	\$565	6
Donna Sanchez	Elise Sharpless Unit	\$817	5
Monica Rebaza	Rosa Cespedes Unit	\$216	5
Elise Sharpless	Unit Director	\$901	3
Daryl Pagliuso	Unit Director	\$357	2
Janet Renner	Unit Director	\$236	2
Sheila Richardson	Unit Director	\$121	2
Lisa DiCioccio	Unit Director	\$114	2
Cindy Kokernak	Janet Renner Unit	\$72	2
Lisa Perry	Unit Director	\$259	1
Lisa Shambourger	Unit Director	\$255	1
Annmarie DeMarco	Elise Sharpless Unit	\$145	1
Maria Ladrilleros To	Araceli Zamudio Unit	\$145	1
Denise Kiehn	Cindy Leone Unit	\$94	1
Araceli Zamudio	Unit Director	\$91	1
Susan Levy	Unit Director	\$79	1
Deanna Schwartz	Janet Renner Unit	\$75	1
Cara McCarty	Lisa Perry Unit	\$72	1
Fran Hines	Helen Amato Unit	\$63	1
Gladys Goire-Colon	Daryl Pagliuso Unit	\$58	1
Dana Shiflett	Bert Tier Unit	\$53	1
Laverne Blocker	Helen Amato Unit	\$44	1
Beverly Hanst	Grace Butler Unit	\$38	1
Carleda Bowling	Janet Renner Unit	\$38	1



**Queen's Court of Sharing**

24 New Team Members

July 1, 2015— June 30, 2016



## MARCH

### Birthdays

Grace Butler

28th

### Unit Anniversaries

Helen Amato

25

Araceli Zamudio


3

Make positive affirmations a way of life!  
Act as if you already have the characteristics that you desire, and you will have them. Act successful! And you'll draw it to you!! Get rid of words like, "I can't... but..what if," and exchange them for "I can. I will. I am in the process of becoming."  
~May Kay Ash




**FIRE UP FRIDAY DIRECTOR MEETING**  
**2/19 9:30-100**  
**SPECIAL GUEST SPEAKER**  
**SNSD SANDY VALERIO**

**NSD CINDY**



**SNSD SANDY**



IF YOUR ACTIONS INSPIRE  
 OTHERS TO DREAM MORE,  
 LEARN MORE,  
 DO MORE AND  
 BECOME MORE,  
 YOU ARE  
**A LEADER**



**QUALITY INN**  
 2015 ROUTE 541 WESTAMPTON NJ 08060  
 COST \$90 RESERVE YOUR SPOT ASAP  
 PAYPAL USE EMAIL  
 RESDCINDY@COMCAST.NET  
 CLICK FRIENDS & FAMILY  
 FOR NO ADDITIONAL CHARGES

PICCOLLAGE

**STAR CELEBRATION!**

**ALL STAR CONSULTANTS**  
 Quarter ending March 15th  
 Are invited to our  
**Pearls & Pumps**  
**Brunch Celebration!**

Save the date:  
 Sat., April 2, 10 am  
 Wear your Pearls!  
 Wear Your Pumps!  
 Wear your fanciest Spring Hair!  
 It's Time to Celebrate YOU!  
 \*Prizes in above categories\*

**Prize for Top Star!**  
**Prize for Top Team Builder!**

**Million \$ Star Party**



**Join these 2 Amazing NSDs**  
**Cindy Leone & Sue Wallace**  
 for a star party.  
 Friday night immediately  
 after Friday night CC session  
 in their room.  
 Snacks & sharing

**All stars quarter ending 3/15 are**  
**invited**

PICCOLLAGE





# Fired Up February

Dear Lifesavers,

**HAPPY FIRED UP FEBRUARY!!!** The month that focuses on our hearts! My heart's desire is that you reach deep into your own heart to use every God-given talent, ability, and gift that He has blessed you with for your own success and to continue to move others into theirs. I pray for each of you that you will decide to make February Fantastic – that you will do what you know needs to be done to give you the results that you want and Desire!

Leadership Conference 2016 was extraordinary. We all received great ideas and tips and were totally energized. Leadership is my most favorite event being with the top of the top. The atmosphere is electrifying and all of you are my pride and joy!! It was so exciting to have Lisa DiCioccio, Daryl Pagliuso, Deb Lucash, Elise Sharpless, Bert Tier, Chelly Zamudio, Grace Butler & Rosa Cespedes at the Universal party. It was such a fun night.

The Most Winners Ever... Woohoo

A big shout out to our \$500 Bonus Winners for January with their 13% increase- Elise Sharpless, Daryl Pagliuso & Rosa Cespedes! I see 100% for February☺

Congratulations to Rosa Cespedes for earning Perfect 10 again....Wow!

Congratulations to Daryl Pagliuso for leading the way with 5 parties and winning for my Anniversary Contest.

This month is Fired Up Focus February to get as many consultants to career conference as you can. This is where they may catch the vision and dream to go to their next level. We never know what events like this can do for someone. We are on Fire as an Area having our best year Ever! I claim it, see it and truly believe it! We can & will have the most luncheon winners Ever!!!!

Determine what levels of leadership each person in your unit needs and wants. Call every unit member and “enroll” her in your belief and passion for her goals and dreams so you can become that “person of influence” to every woman in your unit. Remember, “Believing in people before they have proved themselves is the key to motivating people to reach their potential.”

Whatever disappointments you’ve had in yourself or others these first seven months decide that yesterday ended last night. It’s now the first five months of the rest of your career! “It’s not the fall or the stall, but the call!” God put you in this leadership role to lead and love.

## Tips for a Fresh Start

- Invite unit members to go out and place facial boxes, warm chatter, and to come to your home to hear you book and to watch your facials and classes.
- Inspect give them a challenge and set up a weekly coaching time for tips, progress and influence! Inspect what you expect!
- Involve your key people in training, giving out awards, setting up, planning – it’s showcasing them and helps them to see that they can be leaders too!
- Inform Teach them the how-to’s of this business, but most importantly the people-skills and how to influence others. Proactive makes permanent!
- Insure your future and other’s by personally committing to 2-3 personal selling appointments, plus 3-5 personal interviews every week. It’s easier, more fun and less pressure to follow Director/Leaders who are consistently in the field practicing too!

***Remember, you can be a model to the masses, but to go to a higher level of influence, you have to work with individuals!***

I care about each of you and your dreams so much.

Love & Belief in you,

*Cindy*

*Don't miss this one!*

February 19<sup>th</sup>- Friday Director Meeting Special Guest Speaker SNSD Sandy Valerio

March 16<sup>th</sup>- Weds. Guest Event Special Guest Speaker NSD Sue Wallace

Tentative Date with NSD Sue Wallace Director meeting working on details for either Thursday or Friday (3/17 or 3/18)

March 18<sup>th</sup> and 19<sup>th</sup>- Atlantic City CC

April 2<sup>nd</sup>- Pearls and Pumps Brunch Celebration

April 16<sup>th</sup>- Mark your Calendar for an exciting makeup artist workshop

May 16<sup>th</sup>-26<sup>th</sup>- NSD Trip to Barcelona Spain

July 24<sup>th</sup>-27<sup>th</sup> -Emerald Seminar More Details on arriving early for Director meeting & Red Rally & other Recognition



## Our National Sales Director THE MARY KAY STORY TOLD BY OUR NSD CINDY LEONE

Have as many customers listen to this 21 minute recorded message. It could change your life and theirs. The phone number to listen is: 1-641-715-3900 access number 84954#- Have your customers listen then leave their names and yours at the end of the message.

## Look What's Happening - Monthly Calls



### Leone Area Consultant Monthly Calls

It's the 2nd Sunday of the month every month-anyone & everyone can be on the call. It's a time to connect with Area consultants across the country and share, educate, motivate & inspire as an Area for the 50th anniversary year.

**# is (712) 432-0075**  
**Access Code 765266**

Ability is what you're capable of  
doing. Motivation determines  
what you do. Attitude determines  
how well you do it.  
~Raymond Chandler

## Spring Into Red

Dec. 1, 2015 –  
Feb. 29, 2016

RACE  
FOR RED



**NEW!**  
**Limited-Edition!**  
**Into the Garden™**  
**Collection**  
Your customers  
can embrace spring's  
soft, romantic looks  
inspired by acclaimed  
fashion designer  
Patricia Bonaldi.

**The Perfect Pair**  
Add the beauty expertise of Mary Kay  
Global Makeup Artist Sebastian  
Correa to create an irresistible makeup  
collection your customers will love!

**NEW!**  
**Limited-Edition!**  
**Into the Garden™**  
**Color Compact, \$35**  
Complementary lip  
and eye colors in  
one purse-friendly  
compact with a dual-end  
applicator! **LIP COLORS:**  
Nude, Pink and Coral.  
**EYE COLORS:** Natural  
Taupe, Pink, Violet and  
Plum Brown.

Get a great **how-to video**  
on applying a bright  
spring trend look on  
**Mary Kay InTouch®.**

**NEW! Limited-Edition!**  
**Into the Garden™ Beauty Blotter**  
**Oil-Absorbing Tissues, \$6,**  
**pk./75 tissues**  
The blotters your customers love in  
a beautiful package.

**NEW! Limited-Edition! Into the Garden™ Soap Set, \$15**  
A trio of Citrus Tea scented pastel soaps beautifully packaged in  
a gift box. Set includes three individually wrapped bars.

Erin is wearing Natural  
Taupe, Pink and Plum  
Brown eye colors and  
Coral lip color from the  
limited-edition! **Into the  
Garden™** Collection.

**NEW! Limited-Edition! Into the Garden™**  
**Nail Lacquer, \$9.50 each**  
Light and airy nail colors are spring's fashion fairy dust.  
Available in Coral Blossom, Pink Magnolia and Sweet Lilac.

**NEW! Limited-Edition! Into the Garden™ Nail Appliques, \$8**  
Easy-to-apply decals deliver an unexpected feminine touch.

**Quick Wins!**  
I use trend color as a booking  
tool for follow-up appointments  
after skin care parties. I encourage  
my customers to invite friends for  
a fun party where they can try new  
colors plus Mary Kay's best-selling  
regular-line products like **Mary Kay®**  
Oil-Free Eye Makeup Remover and  
mascaras. It helps me **get more sales**  
and **more parties booked**. Plus, my  
customers love a seasonal look. 💖  
—Rosanne Clark

**NEW! Limited-Edition!**  
**Into the Garden™ Pedicure Set, \$28**  
Includes 10 Foot Pizzles, Foot Scrub, One Pair Toe  
Separators, Emery Board and Mesh Collection Bag

**EXTRA PAMPERING  
IDEAS**  
• Mint Bliss™ Energizing Lotion for  
Feet & Legs, \$11  
• Indulge™ Soothing Eye Gel, \$16