



Hubert Hotshots

November Results & Recognition

January 2011

Dancing
With
The Stars!

★ Shoot for
the moon.
Even if you
miss, you'll
land among
the stars!



Special Promotion for "Former Beauty Consultants!"

Who do you know that would love to be a MK consultant again?

Former Independent Beauty Consultants who sign an Independent Beauty Consultant Agreement in the month of January and purchase a \$20 Second Chance or \$100 Starter Kit are eligible for special offers!

- When she places an initial Section 1 wholesale order of \$400 or more by February 28, she receives a \$50 credit on her order.
- When she places an initial Section 1 wholesale order of \$600 or more by February 28, in addition to a \$50 credit on her order she will also receive the trendy "Puttin' on the Glitz" bracelet.

You've always known that sharing the Mary Kay opportunity with others is a reward of the heart. Now you also can earn this beautiful bracelet *and* recognition at Career Conference 2011 when you:

Add at least one qualified* new personal team member from Dec. 1, 2010, through Feb. 28, 2011.



Decide to be a "STAR" this quarter!

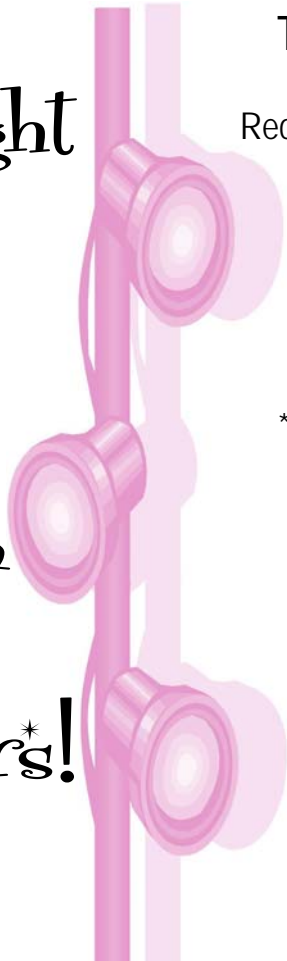
This year our theme is "Dancing With The Stars!", so set your goal now to be a Star Consultant this next quarter (Dec 16—March 15). When you do, you'll receive priority registration for Seminar, fabulous prizes from the star consultant brochure, a gem stone for your Ladder of Success pin, and you'll get to attend our next STAR party!

Spotlight

on

Team

Builders!



Standings are updated as of November 30th — this will not reflect December orders or new team members.

Team Leaders

Recruiter : Sharon Mingo
 Lorie L. Byrd-Miller
 Deborah Courtney
 Marie E. Ostendorf
 Christine A. Schmid
 Patience M. Svor
 Christin White
 * Jennifer M. Collelo
 * Brittany A. Mingo

Star Recruiters

Recruiter : Carrie Gilson
 Kerrie L. Guthrie
 Gale Meyer
 Laura D. Nass
 * Angela L. Bona

Recruiter : AmberRose Schraufnagel
 Chita O. Chamberlin
 Nicole M. Perkins
 Jessica L. Say
 * Flor M. Duncan
 * Linda O. Howard

Senior Consultants

Recruiter : Marsha Aarsvold
 Carrie Gilson
 * Maria G. O'Brien

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

Follow the Steps to Success!



Senior Consultant

(1-2 active team members)

4% Commission

Star Team Builder

RED JACKET

(3+ actives)

Sr. Consultant benefits plus Red Jacket Rebate

Eligible for \$50 Bonuses

Team Leader

(5+ actives)

All the previous benefits plus 9-13% Commission

Team Leader pin

On-Target for Car!

(5+ actives and \$5,000 wholesale growing to 14 actives and \$20,000 in 4 months or less)

Eligible to earn use of Career Car or \$375 cash monthly for 2 years PLUS all Benefits of previous levels

Director in Qualification

Effective Jan. 1, 2010
 (10+ actives growing to 24 in 4 months and be a star consultant!)

Production during DIQ counts towards car! Eligible to become Director and earn Unit Commission and Unit bonuses—Eligible to wear the exclusive Director Suit.

Here We Grow Again!



Are you working Full-Circle?

- ◆ Book Selling Appointments
- ◆ Show & Sell the Product
- ◆ Share the Opportunity
- ◆ Rebook new appointments from your class

Welcome New Business Owners!

(These new unit members signed Consultant agreements November 1-30)

New Consultant	From	Sponsored by
Jennifer M. Collelo	CIRCLE PINES, MN	S. Mingo
Flor M. Duncan	CONCORD, CA	A. Schraufnagel

Be daring, be different, be impractical; be anything that will assert integrity of purpose and imaginative vision against the play-it-safers, the creatures of the commonplace, the slaves of the ordinary. - Cecil Beaton



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



13% Recruiter Commission Level Lynnette R. Hubert	\$808.76
9% Recruiter Commission Level Sharon H. Mingo	\$79.11
4% Recruiter Commission Level Carrie Gilson	\$14.70
Marsha K. Aarsvold	\$8.80

Birthdays	Day
Hinda Mohamed	1
Jayne J. Jackson	2
Flor M. Duncan	5
Briana L. Anderson	20
Leslie J. Love	20

January

Anniversaries	Years
Kerrie L. Guthrie	8
Lorie L. Byrd-Miller	4
Marie E. Ostendorf	4
Jayne J. Jackson	2
Linda J. West	1
Jessica L. Say	1
Clementine Miller	1
Patti Czech	1

"Do not wait; the time will never be 'just right'. Start where you stand, and work with whatever tools you may have at your command, and better tools will be found as you go along."
~ Napoleon Hill



In the Spotlight

September—November 2010 Weekly Accomplishment Sheets

These stars are working

Send your accomplishment sheets every week to receive your ribbons and prizes! Send them by the 15th of the following month to receive recognition in the newsletter!

To Obtain Newsletter Recognition:

Classes: \$100+ Facials: \$40+
Reorders: \$50+ Weeks: \$100+

★ **CADILLAC CLASSES**

November:
AmberRose Schraufnagel 261, 329

★ **FABULOUS FACIALS**

October:
Sharon Mingo 235, 207, 112, 65, 104
November:
AmberRose Schraufnagel 150

★ **TOP WEEKLY REORDERS**

September:
Angela Bona 173
AmberRose Schraufnagel 343, 143
October:
AmberRose Schraufnagel 76, 199
Sharon Mingo 148, 315, 87
November:
AmberRose Schraufnagel 115, 56, 46
Marsha Aarsvold 65

★ **OPEN HOUSE**

November:
Marsha Aarsvold 303
Lorie Byrd-Miller 228, 397, 205

★ **BASICS SOLD IN A WEEK**

September:
AmberRose Schraufnagel 1
October:
Sharon Mingo 2
November:
AmberRose Schraufnagel 2

★ **WONDERFUL WEEKS**

September:
Angela Bona 173
AmberRose Schraufnagel 343, 228
October:
AmberRose Schraufnagel 199
Sharon Mingo 590, 315, 264
November:
AmberRose Schraufnagel 115, 567, 337
Marsha Aarsvold 303
Lorie Byrd-Miller 228, 397, 205

Be a Record Breaker — Hold Classes!

Each month we will honor any new record breakers. Here are the results through July for this Seminar year. Please email/send in your Weekly Accomplishment Sheets by the 15th of the following month and get your name in the RECORD BOOK! **CAN YOU BEAT THE BEST???**

Highest Class	Highest Facial	Highest Weekly Reorders	Highest Single Week	Highest # of Basics Sold in a Week
AmberRose Schraufnagel \$329	Sharon Mingo \$235	Sharon Mingo \$472	AmberRose Schraufnagel \$720	Sharon Mingo AmberRose Schraufnagel 2

We Invested in Product Last Month!

A. Schraufnagel	\$903.00	Marie E. Ostendorf	\$212.75
Angela L. Paydon	\$857.75	Joanne R. Cady	\$210.50
Jill Schmidt	\$665.50	Christine A. Schmid	\$209.50
Kerrie L. Guthrie	\$367.50	Deborah Courtney	\$202.00
Tammy L. Miles	\$358.50	Cindi A. Matthew	\$200.25
Kim A. Tensen	\$286.75	Karen J. Brown	\$200.00
Sharin M. Nelson	\$265.50	Marsha K. Aarsvold	\$148.50
Lorie L. Byrd-Miller	\$254.75	Leslie J. Love	\$110.00
Carrie Gilson	\$220.00	Judith Bumgardner	\$90.00
Brandi N. Engelby	\$218.75	Nicole M. Perkins	\$64.00

FREE* for you
Dec. 16, 2010 - Jan. 15, 2011

Free products with each qualified order!
Check out these bonuses, quantities and values, available when you place a product order December 16, 2010 – January 15, 2011



For more information, go to the InTouch® Web site.

*Sales tax is required on the suggested retail value of Section 1 products.

Shooting for the Courts!



Queen's Court of Sales!

\$36,000 retail

July 1, 2010 — June 30, 2011

See website for more prizes!



Top 10 in Retail Sales

(Based on verified wholesale orders placed to the company as of prior month-end)

	Consultant	YTD Retail	Bonus & PCP	Total
1	A. Schraufnagel	\$4,199.00	\$1,496.50	\$5,695.50
2	Sharon H. Mingo	\$3,867.50	\$1,487.50	\$5,355.00
3	Tammy L. Miles	\$1,891.00	\$744.00	\$2,635.00
4	Carrie Gilson	\$1,617.00	\$676.50	\$2,293.50
5	Patience M. Svor	\$831.50	\$1,275.00	\$2,106.50
6	Brittany A. Mingo	\$554.00	\$1,500.50	\$2,054.50
7	Marsha K. Aarsvold	\$1,075.00	\$763.50	\$1,838.50
8	Leslie J. Love	\$1,700.50	\$60.00	\$1,760.50
9	Angela L. Paydon	\$1,739.50	\$0.00	\$1,739.50
10	Sharin M. Nelson	\$1,146.00	\$470.00	\$1,616.00

Tops in Team Building



Queen's Court of Sharing!
24 New Team Members*

(\$600 cumulative wholesale July 1, 2010— June 30, 2011)





Aim for the Stars!



Congrats 2nd Quarter Stars!

Contest Ended December 15, 2010



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
LYNNETTE HUBERT	\$1,802.00	STAR	\$598.00	\$1,198.00	\$1,798.00	\$2,998.00

Shoot for
STAR this
Quarter!!

YOU
Can Do It!!



Stars Drive Cars!!
Which Car is in Your Future?!

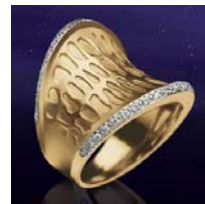


A simple way to stay on track for Star Consultant:

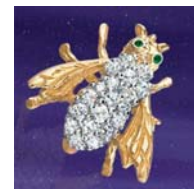
- Sapphire** = Sell \$300 Retail per week
- Ruby** = Sell \$400 Retail per week
- Diamond** = Sell \$500 Retail per week
- Emerald** = Sell \$600 Retail per week
- Pearl** = Sell \$800 Retail per week

Also—remember that you earn 600 extra “star” points for each *qualified* team member you add during the quarter.

Inside Every Woman Is a Star!



There's still time to shine and qualify for Seminar 2011 royalty. So stay inspired and stay determined to be a member of the Queen's Court of Sharing and the Queen's Court of Personal Sales. Show the world how you shine!





Sun	Mon	Tue	Wed	Thu	Fri	Sat
2	3 * 6:30-8:00 Unit Success Meeting	4	5	6	7	1 8
9	10 * 6:30-8:00 "New Year - New You" Model Makeovers	11	12	13	14	15 Lynnette at MK Leadership Conference in Houston, TX
16	17 No Meeting - Hold a MK Party!	18	19	20	21	22
23 	24 * 6:30-8:00 Unit Success Meeting	25	26	27	28	29
30 Last Day of the month to order Director must submit your order.	31 * 6:30-8:00 Unit Success Meeting					

Event Date Details


Mon, January 3 - 6:30 Unit Success Meeting at Lynnette's home 

Training Topic: Starting off the New Year. The Art of Setting Goals: Personal, Career, Financial, etc. Dress for success and bring your Weekly Accomplishment Sheets.

Mon, January 10 - 6:30 "New Year - New You" Model Makeovers at Lynnette's home

Bring your favorite customers, and have them try the new Winter Products. Directors will be teaching the skin care and glamour, so "earn while you learn." Be sure to RSVP for yourself and your guest by Sunday night, Jan. 9.

Mon, January 24- 6:30 Unit Success Meeting at Lynnette's home

Training Topic: Product Knowledge - Beating the winter weather & what it does to your skin. Dress for success and bring your Weekly Accomplishment Sheets. 

Mon, January 31 - 6:30 Unit Success Meeting at Lynnette's home

Training Topic: Valentine Sales Ideas - Learn about the "Hot Selling" items for the season. Dress for success and bring your Weekly Accomplishment Sheets.

* All events held at Lynnette's home, and there is a \$3 per meeting charge or \$10 per month.

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Hubert Hotshots!

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Highlights this Month:

November Results, January 2011

- ◆ Quarter 3 Star Consultant Quarterly Contest (Dec. 16, 2010 - March 15, 2011)
- ◆ All-Star Consultant Consistency Challenge (through June 15, 2011)
- ◆ Class of 2011 (through July 1, 2011)



To the Brilliant...

Words of Wisdom

You hear a lot about pollution today, but the greatest pollution problem we face is that of negative thinking. "You can't. That won't work." All of these negatives are heard on radio and television and seen in the news daily, so throw out the words "I can't.

"It's impossible. I'll try,"
and "I hope." and
substitute "I can. I will. I
must."

~Mary Kay Ash



Turn Up the Heat With These Hot Winter Looks!

Take the chill out of winter with a hot new look. Try one of these bright new collections to see which raises your temperature the highest.



Easy Sophistication



Luxurious Leisure



Timeless Glamour



Beautiful Spirit