



Hubert Hotshots

September Results & Recognition

November 2011

STAR Party!

Catch
the
W.A.V.E!



We had an absolutely "picture perfect" day for our STAR consultant Cruise on the St Croix River. So fun hanging out with these winners!



Be a STAR this quarter! So you can attend our next STAR party at the Mad Hatter Tea House in Anoka, MN on Friday, Dec 16th!



Women
Advancing with
Vision &
Excellence!



2011-2012 Unit Goals

- \$300,000 Unit Club
- 2 New Offspring Sales Directors (for a total of 3)
- 2 New Car Winners
- 5 New Red Jackets (for a total of 8)
- 30 Star Consultants

Spotlight On Team Builders!

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

Team Leaders

Recruiter :Sharon H. Mingo
 Tracy L. Bruns
 Anne M. Glazier
 Suzanne M. Lelwica
 Susan H. Ogbemudia
 Patience M. Svor
 * Lorie L. Byrd-Miller
 * Julie A. Lichty
 * Christine A. Schmid

Recruiter :Laaitu M. Sabiya
 Angelique Holmes
 Tayma J. Kesselly
 Joanne G. Mapis
 Funmilayo O. Odejide
 Zipporah Tam-George
 * Kuceli T. Mshelia

Senior Consultants

Recruiter :Marsha K. Aarsvold
 Carrie Gilson

Recruiter :Carrie Gilson
 Angela L. Bona
 Susan B. Jackson

Recruiter :Sharin M. Nelson
 Carmen Y. Froehlich

Recruiter :AmberRose Schraufnagel
 Chita O. Chamberlin
 Jessica L. Say

Recruiter :Kim A. Tensen
 Melanie Wendel



ARE YOU READY TO MOVE UP??

**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!



HOW DO YOU TAKE ADVANTAGE OF THIS OUTSTANDING OPPORTUNITY?

When an Independent Beauty Consultant achieves Future Independent Sales Director or Independent Sales Director-in-Qualification career path status at any time during the challenge period, from Oct. 1 – Dec. 31, 2011, she is eligible to register and attend Leadership Conference. (She is not required to maintain this status the entire time in order to attend.)

Welcome New Business Owners!

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

New Consultant	From	Sponsored by
Angelique Holmes	OAKLAND, CA	L. Sabiya
Cheryl Nelson	BROOKLYN PARK, MN	L. Hubert

“Life is not easy for any of us. But what of that? We must have perseverance and above all confidence in ourselves. We must believe we are gifted for something and that this thing must be attained.” ~ Marie Curie

Thank You from Mary Kay

“Love Check” Commissions for Personal Team Building



13% Recruiter Commission Level Lynnette R. Hubert	\$558.77
9% Recruiter Commission Level Sharon H. Mingo	\$68.42
Laaitu M. Sabiya	\$38.03
4% Recruiter Commission Level Carrie Gilson	\$14.25
Kim A. Tensen	\$9.36
Marsha K. Aarsvold	\$8.76

Team Building

Tip of the Month!

Questions to ask—
Did you know ...

- ◆ More than 200 Independent National Sales Directors in the United States have earned more than \$1 million in commissions?
- ◆ More than 120,000 independent sales force members have qualified or re-qualified for the use of a Career Car or elected the Cash Compensation option?
- ◆ Case studies on Mary Kay’s business model have been shared at the collegiate level at several prestigious universities?
- ◆ Mary Kay Inc. was noted as one of the top companies in the world in online sales according to *Interactive Week* magazine, and *Women’s Wear Daily* magazine listed Mary Kay as one of the Top 10 Most Visited Beauty Web Sites?

“Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers, you cannot be successful or happy”. ~ Norman Vincent Peale

Look Who's In the WAVE!

September 2011 Weekly Accomplishment Sheets

To Obtain Newsletter Recognition:

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

CADILLAC CLASSES

Tammy Miles 105

FABULOUS FACIALS

Sharon Mingo 50, 126, 103
Marsha Aarsvold 174

TOP WEEKLY REORDERS

Sharon Mingo 232, 122, 241, 116
Marsha Aarsvold 154, 89
Angela Bona 83, 143
Carrie Gilson 163

OPEN HOUSE/SHOWS

BASICS SOLD IN A WEEK

Tammy Miles 1

WONDERFUL WEEKS

Tammy Miles 115
Sharon Mingo 242, 241, 345
Marsha Aarsvold 329
Angela Bona 143
Carrie Gilson 163



Look Who Turned in Her **September** Weekly Accomplishments!

Tammy Miles 9/3, 9/10, 9/17, 9/24
Sharon Mingo 9/3, 9/10, 9/17, 9/24
Marsha Aarsvold 9/3, 9/10, 9/17, 9/24, 09/30
Angela Bona 09/10, 09/17
Carrie Gilson 09/24
Kuceli Mshelia 09/17, 09/24

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!

Each month we will honor any new record breakers.
Here are the SEPTEMBER's results for our new Seminar year.
CAN YOU BEAT THE BEST???

Highest Class	Highest Facial	Highest Weekly Reorders	Highest Single Week	Highest # of Basics Sold in a Week
Sharon Mingo \$556	Laaitu Sabiya \$304	Jessica Say \$412	Sharon Mingo \$1015	Sharon Mingo 4

We Invested in Product Last Month!

Tammy L. Miles	\$1,159.25	Carrie Gilson	\$219.00
Laaitu M. Sabiya	\$1,050.50	Susan H. Ogbemudia	\$206.00
Sharon H. Mingo	\$601.50	Leslie J. Love	\$205.50
Patience M. Svor	\$533.00	Sheena R. Komenda	\$204.50
Marsha K. Aarsvold	\$485.25	Karen J. Brown	\$203.00
Judith Bumgardner	\$380.75	Chita O. Chamberlin	\$203.00
Angela L. Bona	\$356.25	Funmilayo O. Odejide	\$201.00
Angela M. Fried	\$330.00	Heather Morel	\$200.50
Cynthia A. Dorfner	\$271.75	Michelle M. Fust	\$113.75
Sharin M. Nelson	\$256.50	Tracy L. Bruns	\$21.25
Melanie Wendel	\$234.00	Joanne R. Cady	\$20.25
Angelique Holmes	\$221.50	Lynnette R. Hubert	\$1,105.25



There's a gift for everyone on your list!

You have gifts galore this quarter! Start planning now to showcase them at holiday open houses.

Shooting for the Courts!



Queen's Court of Sales!

\$36,000 retail

July 1, 2011 — June 30, 2012



Queen's Court of Sharing!
24 New Team Members

July 1, 2011 — June 30, 2012

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	Sharon H. Mingo	\$4,135.50	\$215.00	\$4,350.50
2	Tammy L. Miles	\$3,683.00	\$215.00	\$3,898.00
3	Laaitu M. Sabiya	\$3,245.50	\$20.00	\$3,265.50
4	Marsha K. Aarsvold	\$2,811.00	\$40.00	\$2,851.00
5	Patience M. Svor	\$2,775.50	\$0.00	\$2,775.50
6	Tracy L. Bruns	\$1,629.50	\$0.00	\$1,629.50
7	Angela L. Paydon	\$1,252.50	\$0.00	\$1,252.50
8	Carrie Gilson	\$1,154.00	\$20.00	\$1,174.00
9	Susan B. Jackson	\$902.50	\$0.00	\$902.50
10	Jessica L. Say	\$860.00	\$0.00	\$860.00

Tops in Team Building

	Recruiter	New Team Mbrs	YTD Comm
1	Sharon H. Mingo	1	\$59.62





Aim for the Stars!



Shoot for
STAR this
Quarter!!

YOU
Can Do It!!



Congratulations 1st Quarter Stars!

Contest Ended September 15, 2011

Ruby

Sapphire

Lynnette R. Hubert
Sharon H. Mingo

\$2,413.00
\$2,010.00

Tammy L. Miles
Laaitu M. Sabiya

\$1,904.00
\$1,802.00

On-Target Star Consultants!

September 16—December 15, 2011

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
JUDITH BUMGARDNER	\$605.50	\$1,194.50	\$1,794.50	\$2,394.50	\$2,994.50	\$4,194.50
PATIENCE SVOR	\$533.00	\$1,267.00	\$1,867.00	\$2,467.00	\$3,067.00	\$4,267.00
CARRIE GILSON	\$488.25	\$1,311.75	\$1,911.75	\$2,511.75	\$3,111.75	\$4,311.75
MARSHA AARSVOLD	\$485.25	\$1,314.75	\$1,914.75	\$2,514.75	\$3,114.75	\$4,314.75
JESSICA SAY	\$414.00	\$1,386.00	\$1,986.00	\$2,586.00	\$3,186.00	\$4,386.00
LYNNETTE HUBERT	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50



Limited-Time Offer: Fragrance Sets She'll Love!

Just in time to get a jumpstart on holiday shopping and open house season, you can order these three limited-edition fragrance sets:

- ◆ Bella Belara® Set (includes Bella Belara® Eau de Parfum Wand, Shower Gel and Shimmerific® Body Lotion): \$35 suggested retail; part # 55335
- ◆ Belara® Set (includes Belara® Eau de Parfum Wand, Shower Gel and Shimmerific® Body Lotion): \$35 suggested retail; part # 55336
- ◆ Velocity® Set (includes Velocity® Eau de Parfum Wand, Shower Gel and Shimmerific® Body Lotion): \$35 suggested retail; part # 55337

Get set for the holidays with these limited-edition fragrance sets featuring popular Mary Kay scents. Each set comes with a Shower Gel, Shimmerific Body Lotion and Fragrance Wand so you can layer on the love!

These popular gift sets with go fast, so place your order today!

November 2011



Sun Mon Tue Wed Thu Fri Sat

MARY KAY®
**MAKEOVER
contest**

**NEW YORK!
NEW YOU!**

1 Public Voting begins for
Fall Makeover Contest
New York! New You!

2

3

4

5

6 Daylight Savings Time
Ends - move clocks
back 1 hour!

7

* 6:30 - 8:00PM
Unit Success
Meeting

8

9

10

11

Veterans Day
Observed
Postal Holiday

12



13

14

No Unit
Success Meeting

Hold a MK
Party!

15



Winter
PCP Due

16

17

18

19

20

21

* 6:30 - 8:00PM
Dripping in
Chocolate,
Guest Makeovers and
Chocolate Fountain!

22

23

24

All Company &
Branch Offices
Closed. Postal
Holiday.

25

All Company &
Branch Offices
Closed.

26

Thanksgiving

27

28

* 6:30 - 8:00PM
Unit Success
Meeting

29

Midnight CST cutoff
for Consultants to
place phone orders.

30

Last working day of the month.
Consultants submit online orders
until 9 pm CST. Online
Agreements accepted until

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

Lynnette's Address:
10763 Regent Ave N,
Brooklyn Park, MN 55443 (763) 560-1755



Birthdays

Nicole M. Perkins
Sarah J. Peterson
Stella U. Anodere
Patience M. Svor
Monica J. Baba
Melanie Wendel
Jennifer M. Collelo

Day

5
8
11
12
13
15
25

Anniversaries

Colleen M. Eigenfeld
Kari DeBerg
Vikki J. Linder
Stephanie J. Gavin
Sharin M. Nelson
Patience M. Svor
Lorrie E. Williams
Jennifer M. Collelo
Georgia L. Giles
Flor M. Duncan

Years

18
11
9
6
6
5
4
1
1
1



Hubert Hotshots!

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Highlights this Month:

September Results, October, 2011

- ◆ Quarter 2 Star Consultant Quarterly Contest (September 16 - December 15, 2011)
- ◆ Class of 2012 Offspring Challenge Begins (through July 1, 2012)
- ◆ Way to Grow (July 1 - Nov. 30, 2011)
- ◆ Makeover Contest (Sept. 1 - Dec. 1, 2011)
- ◆ Future Independent Sales Director Challenge (Oct. 1 - Dec. 31, 2011)



To the Excellent...

Words of Wisdom

Most people start out with good intentions and want to make significant achievements. But too often they fall short of their ambition because they lack discipline. Because it takes true commitment to fulfill a long-term goal, Mary Kay Cosmetics has a "ladder of success," with the way to take each step clearly defined in black and white. Each person, through her own efforts, promotes herself.

~Mary Kay Ash



Selling is all around you!

You can find customers all around you — from friends and family to co-workers and people you meet every day. And these customers may lead you to more new customers. It all starts with building relationships and setting the tone for a successful selling situation.

Consider the five suggested ways to market products:

1. On the Face — Skin care classes and facials
2. On the Go — Quick and easy, 15-minute appointments
3. Online — Sales through your Mary Kay® Personal Web Site
4. On Paper — Sales through catalogs and brochures or Preferred Customer Program mailings
5. On With the Show — Parties that preview product sets (collection previews, open houses, etc.)

Check out other fabulous selling ideas available on the InTouch® Web site under *LearnMK* that may help add a little extra excitement to your next selling opportunity.

