



THE DAZZLING DIVAS NEWSLETTER

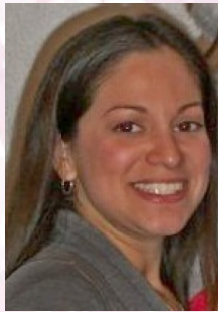
PASS IT ON!



September 2011 Recognition & Results



Christine Streger
Queen of Wholesale



Ashley Villalon
Queen of Sharing



Ashley Villalon
Top Love Check



CONGRATS TO OUR QUARTER 1 STARS!

These women are on their way to ALL STAR for the year!

Pearl

Natalie Torres

Sapphire

Ashley Villalon
Cynthia Valadez
Yvonne Onak

Welcome New Consultants

Name:

Candace Rodriguez
Danielle Jimenez
Patricia Hernandez
Christine Streger

Sponsored By:

Ashley Villalon
Ashley Villalon
Ashley Villalon
Natalie Torres

Customer Delivery Service Goes "Greener"

We heard you, and Customer Delivery Service is becoming "greener"! The phase-in of new extra-small boxes begins this month. Now, smaller product orders will be shipped in smaller boxes – reducing the amount of "unused" space in the packages. Same great convenience and value – wrapped in smaller packages – when needed! You can be proud that the Company is doing its part to take care of our environment!



Shoot for the moon! Even if you miss, you'll land among the stars!
Be in the Queen's Court by selling \$700 retail each week this year, OR be a star by selling \$300 a week!

Our Top 5 Wholesale Orders for Sept:

Be in the Queen's Court
of Personal Sales by
ordering \$36,000+ retail.



Christine
Streger

Cynthia
Valadez

Ashley
Villalon

Misty
Glover

Nichole
Garza

Year To Date Court of Personal Sales

1	Yvonne Onak	\$4,170.50
2	Ashley Villalon	\$3,474.00
3	Cynthia Valadez	\$3,077.00
4	Christine Streger	\$2,072.50
5	Shunta Montgomery	\$1,522.00
6	Soledad Guido	\$1,519.50
7	Michelle Nowling	\$1,389.00
8	Marisol Rude	\$1,077.50
9	Heather Tilbury	\$1,015.50
10	Linda Brooks	\$1,004.00
11	Tiffany Burk	\$901.50
12	Misty Glover	\$871.50
13	Amanda Philio	\$837.00
14	Sally Russell	\$773.50
15	Rachel Brooks	\$769.00
16	Jennifer Bourgeois	\$758.50
17	Fredreka Levingston	\$738.00
18	Nichole Garza	\$729.00
19	Belinda Alanis	\$662.50
20	Tanya Bailey	\$655.00

Top 20 Consultants Who Invested in Their Business in Sept.

Christine Streger	\$897.00
Cynthia Valadez	\$668.00
Ashley Villalon	\$450.00
Misty Glover	\$405.75
Nichole Garza	\$364.50
Laura Rivera	\$301.50
Gina Etherton	\$291.00
Cynthia Segura	\$268.00
Tiffany Burk	\$237.00
Patricia McCormack	\$216.50
Shunta Montgomery	\$210.75
Joy Horn	\$203.00
Yvonne Chavez	\$202.00
Tracy Elizondo	\$200.75
Heather Tilbury	\$200.00
Karen Yeung	\$200.00
Tanya Bailey	\$127.50
Rachel Brooks	\$82.50
Kalyn Gauthier	\$37.50
Darla Colomb	\$37.00

PCP Participants

Ashley Villalon	Patricia McCormack
Cynthia Valadez	Fredreka Levingston
Heather Tilbury	Kalyn Gauthier
Sally Russell	Sharon Drake
Elizabeth Robertson	Andrea Chvatal
Stephanie Ramirez	Loris Brooks
Amanda Philio	Linda Brooks
Krutina Patel	Jennifer Bourgeois
Michelle Nowling	Tanya Bailey
Kathy Moore	Natalie Torres
Shunta Montgomery	

Welcome Back Consultants

Yvonne Chavez
Tracy Elizondo
Gina Etherton
Nichole Garza
Misty Glover
Joy Horn

Recruiters and Their Teams

Team Leaders

Yvonne Onak

Shunta Montgomery

Beatrice Akue

Corlletha Smith

Jennifer Bourgeois

LaQuitha Hasley

Rachel Brooks

Vanessa Austin

* Calvin Mills

* Chanda Pierre

* Darlene Jones

* Earlene Jackson

* Joyce Scott

* Loris Brooks

Kathy Moore

Sally Russell

Loris Brooks

Linda Brooks

Michelle Nowling

Amanda Philio

Rhonda Van Keuren

Sharon Drake

Rosey Morales

Belinda Alanis

Senior Consultants

Ashley Villalon

Yvonne Chavez

* Candace Rodriguez

* Danielle Jimenez

* Patricia A Hernandez

Sally Russell

T. Mutchler-Russell

Vanessa Austin

Fredreka Levingston

Belinda Alanis

Rachel Starnes

Cynthia Valadez

Ann-Marie Boemio

Laura Duran

Fredreka Levingston

Qualified Year to Date Sharing Court

Fredreka Levingston

1 Qualified

\$72.62



Make plans now to be in the 2012 Court of Sharing! Just 24 qualified new team members for the year!

Love Checks: Sharing the Opportunity

9% Recruiter Commission

Shunta Montgomery

\$7.43

4% Recruiter Commission

Ashley Villalon

\$8.08

Michelle Nowling

\$1.08

Cynthia Valadez

\$0.66

November Birthdays

Joy Horn	2
Krutina Patel	4
Laura Duran	4
Cynthia Valadez	19
T. Mutchler-Russell	22
Sharon Drake	25

November Anniversaries

Heather Tilbury	6
Sylvia Withrow	5
Shunta Montgomery	4
Barbara Guerra	1
Donna Dixon	1
Felicia Burton	1
Josefina Herrera	1
Laura Campos	1
Maria Najera	1
Mary Castillo	1
Nichole Garza	1
Tiffany Burk	1
Tracy Elizondo	1

Let's Talk TURKEY!



THANKSGIVING WEEK STRATEGY!! Remember that Thanksgiving is a DAY, not a week! And.. It can be one of the best weeks of your entire year! By using the strategies below, you can make it happen for you! I Know You Can Do It!

- SUNDAY:** Sometime Sunday evening, make your weekly plan sheet! Set a goal for what you want to sell this week! Plan telephone time, quick makeovers, deliveries, interviews! Make a list of friends or relatives you will be seeing this week who may need your services. Also, plan your grocery list, and decide what cooking you will need to do and when you will be doing it. Enter all this on the plan sheet!
- MONDAY:** Attend your weekly Success Meeting (*alternate this day with another day if your meetings are on another night*)! Get the enthusiasm and knowledge you will need to make this week great!
- TUESDAY:** Hold a telephone lottery! Call 25 customers and say, "This is _____ with Mary Kay! I hope you have a quick minute. (Pause) The reason I'm calling tonight is because I'm having a Thanksgiving Day Lottery! And no, I'm not giving away a million dollars or a Pink Cadillac– but if you place an order tonight, you can pick your lucky number between 1 and 25 and at the end of the night, I'm going to draw one lucky number and if it's your number, you'll get your order absolutely free!! Is there anything you'd like to order?" After she orders, have her select her lucky number– write it on her sales ticket, and keep track of the numbers selected! If she chooses one already used, have her select another number!
- WEDNESDAY:** Make your deliveries, taking along a basket of extra products and samples of anything new! Give her a sample of an eye shadow, blush or hand cream to try and watch your sales double!
- THURSDAY:** Enjoy Thanksgiving Day with your family!
- FRIDAY:** This is traditionally the biggest shopping day of the season! This is a day you can either BUY or SELL! I suggest you SELL! This would be the day to contact close friends and relatives who may be in town for the week and get together with them for a quick makeover or interview!
- SATURDAY:** Check your inventory and see what products you will need to order either for Christmas business or just to replenish what you have sold! E-mail your order to the company this evening, and beat the rush!

.... And if you are traveling during the holidays.... Here is your alternate plan!

- SUNDAY:** Same as above.
- MONDAY:** Do Tuesday's Activity!
- TUESDAY:** Do Wednesday's Activity!
- WEDNESDAY:** Tie up loose ends for travel day. Be sure to pack your Beauty Case to take with you and an assortment of merchandise!
- THURSDAY:** Enjoy Thanksgiving Day with your family!
- FRIDAY:** Tell your out-of-town relatives and friends that you are in a Thanksgiving Week contest and you need to do just a few makeovers to finish up! Ask for their help! Fun and profitable! And don't forget other family and friends who traveled to be there! I just picked up a customer who lives on my street. She bought a BASIC plus COLOR set while on a trip to California! She has lived about five houses down from me for five years!



Don't be a turkey & miss out on holiday sales this month!

Ongoing Company Promotions:

What are you working towards?



way to GROW
July 1 – Nov. 30, 2011



Mary Kay Dates to Remember:

- **November 1** Public voting begins for the 2011 Mary Kay Fall Makeover Contest *New You! New York!* Fall/Holiday 2011 PCP mailing of the Month 2 mailer begins. (Allow 7 – 10 business days for delivery.)
- **November 6** Daylight Saving Time Ends
- **November 8** Online DIQ Commitment Form available beginning 6 a.m. Central time until midnight on the 10th.
- **November 11** Veteran's Day/ Remembrance Day
- **November 15** Last day to enroll online for the PCP Winter 2011 mailing of The Look, including exclusive samplers, while supplies last. Postmark deadline for second monthly product bonus.
- **November 16** Third monthly product bonus begins. Beaut-e-News begins emailing to customers.
- **November 24** Happy Thanksgiving Holiday (Mary Kay's favorite holiday)! All Company and branch offices closed. Postal holiday.
- **November 25** Company holiday. All Company and branch offices closed.
- **November 29** Last day of the month for Consultants to place telephone orders (until 10 p.m. Central time).
- **November 30** Last day of the month for Consultants to place online orders (until 9 p.m. Central time). Last business day of the month. Orders and Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production. Online Agreements accepted until midnight CST.



The "Smart Women Finish Rich" Quantum Leap System

1. Rule #1: Until it's written down, it's not a goal- it's just a slogan.
2. Goals must be specific, measureable and provable.
3. Take some immediate action within the next 48 hours to start moving towards your goal.
4. Once you have written down your goals, put them someplace where you can see them every day.
5. Share your goals with someone you love and trust.
6. Develop goals that fit in with your values.
7. Review your goals at least once every 12 months.

Don't label yourself a procrastinator: What people may say is, "I know I should do this, but I'm just a procrastinator." Well, I have never met a real procrastinator. Whenever someone tells me she is a procrastinator, I respond by asking them, "Did you eat this week?" Of course, the person will always answer yes. The fact is, no one procrastinates all the time. What you may be is a *selective* procrastinator- which means that if something is important enough (like eating), you are perfectly capable of taking care of it right away.

Taken from: Smart Women Finish Rich by David Bach



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THE DAZZLING DIVA UNIT

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Return Service Requested

*Words of Wisdom
 From Mary Kay Ash*

THERE ARE TWO TYPES OF PEOPLE
 IN THIS WORLD: DOERS AND
 THOSE WHO DO NOTHING. BUSY
 PEOPLE WHO APPEAR TO HAVE
 MORE THAN THEY CAN DO ARE
 THE ONES WHO COME
 THROUGH WHEN SOMETHING
 IMPORTANT HAS TO BE DONE.

We're on the Hunt for Red Jackets!



**No
 accessory
 makes you
 feel as
 great as a
 Red Jacket!**

Our Mary Kay Red Jackets are sharp, perfect for this fall's fashion and they're the perfect way to celebrate your success this holiday! Have you considered all the great rewards that can be yours by moving on up? Not only will you be helping other women meet their holiday dreams, you'll be helping to make your own dreams come true. Would you like to **move on up** in the New Year? Do you want more **freedom and flexibility** for your work schedule? What about more **income potential**? All of these things can be yours! Mary Kay

Ash used to love to talk about how you can eat an elephant one bite at a time. Earning your own Red Jacket is the first step towards your own free car, directorship, and on to even greater things!



The law of averages tells us that out of every ten women you ask to listen to the MK opportunity, approximately five will say yes. When five say yes, usually three or four actually really listen. Out of these, one will sign up. Therefore, it takes, on average, asking ten to recruit one person!