'Twas the week before Christmas & all through the nation, Not a pink tube was stirring, not even foundation.

The cases were hung on the doorknob with care, in hopes that no Director would be seeing them there.

The profiles were nestled all snug in the drawer, though customers might call me to open my store.

And I, without makeup and the neighbor in back, had just settled down for some coffee & snack.

When out in the office there arose such a clatter, sprang out of my chair to see what was the matter!

Over to the phone I flew like a flash, picked up the receiver and tripped over the trash.

The light of the lamp on my inventory below, gave it the luster of diamonds and a kind of glow!

When what to my longing ears should I hear, but my Director telling me, "This is YOUR year."

"To dream a GREAT dream! Be lively and quick, I know you can do it, lickety split..."

"More rapid than ever you'll go to the top," She whistled and shouted, "I know you won't stop!"

Now Cleanser, now Lip Gloss, now Mineral Powder & Freshener. On Bronzer, on Lipstick, on Lifting Serum & Eye Liner!

To the women of the world, for the skin of them all, now call them, call them, call them all!

As dry leaves before the wild hurricane wrinkle, so will my customers, if I don't give them a jingle.

So up to the phone my fingers they flew, with a handful of pink slips and calculator too.

As I listened with glee and was turning around, she placed a large order & her VISA card found.

I was dressed all in glitter from my head to my foot, imagining Seminar stage and all of my loot!

A pink limousine would be waiting for me, on Queen's Court of Sales I surely will be.

My eyes will be twinkling, my dimples quite merry, my cheeks like roses with a blusher called Bold Berry.

My proud little mouth will draw up in a grin to know that I've worked & tonight I will win!

The keys to the Cruze I'll clench in my teeth, and the diamonds from Queen's Court, I'll wear like a wreath.

My Unit will be there, applauding like mad. Such excitement and praise, they'll all wish they had.

President Darrell Overcash on stage, a right jolly elf, and I'll laugh when I see him, in spite of myself.

A wink of his eye and a twist of his head, will reassure me to know, I have nothing to dread.

And laying a finger again in the dial, I called Mrs. Jones, and said with a smile, I almost forgot you, it's Christmas, you know, we have beautiful gifts and wrapping to go." And I heard her exclaim as I hung up the phone, "Thank God for my Consultant, she's the best I have known!"
**Sensational Sellers!!**

- **Karen Black**
  - Parties: $420.50
  - Facial: 25
  - On the Go: $20, 12, 11
  - Basics: 1

- **Jessica Smith**
  - PCP: $95
  - On the Go: $46
  - Basics: 1

- **Chiffon Wilson**
  - On the Go: $38, 37, 31

---

**Thank You for submitting your WAS!!**

**We want to celebrate you here!!**

Submit your weekly accomplishment sheets on InTouch and be recognized here. *Not sure how to do it, call me!!*

---

**Seminar Awards 2016**

**YTD Court of Sales**
- **MK: $40,000 retail** * Area: $20,000 retail*

1. **Becky A. Noel** $4,016.00
2. **Holly B. Smith** $3,775.00
3. **Karen L. Black** $3,522.00
4. **Jessica M. Smith** $2,855.00
5. **Wanda J. Weaver** $2,602.00
6. **Alix S. Shrader** $2,266.00
7. **Chiffon R. Wilson** $2,037.00
8. **Krista M. Lookenbill** $1,845.00
9. **Kimberly A. Lawrence** $1,627.00
10. **Anna C. Frock** $1,195.00

**YTD Court of Sharing**
- **MK: 24 Qualified** * Area: 12 Qualified*

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**Celebrate!**

**Birthdays - January**

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Senior Consultants
Jessica M. Smith
Chiffon R. Wilson
*Stephanie Smith

* = Non Active team members.
To become active you need to place a min. order of $225.00 (ws) with the co.

Becky A. Noel $518
Anna Snyder $331
Carmen U. Margelot $291
Jessica M. Smith $270
Kathleen V. Angel $233
Barbara L. Bull $230
Linda K. Wildasin $226
Kathy Miller $182
Karen L. Black $155
Wanda J. Weaver $88

consistency club
January, February, & March 2016

Order $225 w/s each month in January, February, and March to earn $30 in product!! Building inventory monthly.

Consistency is:
Hard work + dedication + consistency = success

Order $400 w/s each month in January, February, and March to earn $50 in product!! Building inventory monthly.

On-Target $225 Club!
Jessica Smith
Becky Noel

You know when you’ve met someone who just can’t be stopped. The energy and determination that exudes from them is contagious and most of us just can’t get enough of it! If you’re ready to cultivate and master these elusive qualities to become unstoppable in the pursuit of your business goals, listen as NSD Cindy Williams shares tips to inspire and push you to action!
**On-Target STAR!!**

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**Sapphire** 1.800  **Ruby** 2.400  **Diamond** 3.000  **Emerald** 3.600  **Pearl** 4.800

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**Spring Into Red**

During the Spring Into Red Challenge, you can earn rewards each month for building your team. And when you build your team, you can increase your income, earn more rewards and step on up the career path!

**3 IS THE KEY**

add 3 active new personal team members a month, and receive fabulous prizes. Do it all 3 months to earn them all! You MUST be registered for Career Conference on or before Feb. 29, 2016, in order to attend the Career Conference luncheon, if qualified. We cannot accommodate on-site registrants. You must attend Career Conference to receive your prizes. See InTouch for complete details.

**Prize #1** - one of three months luncheon and dazzling earrings

**Prize #2** - two of three months fabulous black and white tote, luncheon, and earrings

**Prize #3** - three of three months gift card for $100 in addition to the luncheon, earrings and tote!
How to Think Like a Retailer

- MEN! Now is the time to close men for the holidays! Be willing to work the week before Christmas, and you will double your sales! Take gifts with you wherever you go! Approach men at the garage while getting your oil changed, at the grocery store, wherever you go! Wear your pin! If you have gifts there with you, you WILL SELL THEM! The key is having product gifts made up and on hand!
- Take stocking stuffers and last-minute gifts with you everywhere. Take a list of “Who have you forgotten?” with you to classes and appointments. Have gifts available that fill those needs!

Selling in December:

- Follow up on all Holiday Wish Lists! Be willing to drop by the office to demonstrate gifts, and ask them to invite their friends to view them as well. Have an example of the 12 Days of Christmas! Make sure to include your card and MK’s 100% guarantee with each gift so that they can exchange it if necessary.
- Deliver gifts as early in the month as you can. Remember to always bring extra gifts, and ask who she may have forgotten or if she needs extra gifts to keep on hand. If at all possible, deliver the products to her office and deliver them in a gift bag. Bring extra gifts, brochures, and profiles for interested co-workers!
- Hold a second Holiday Open House! Focus on last-minute holiday gifts and glamorous Holiday looks!
- Book Holiday Classes NOW! Book Holiday Coffees, quick Gift Shows, etc. Focus on great glamour, flawless skin, and our proven results! Help them look their best!
- Always be prepared with gifts, examples, brochures and print outs. Have a pen and profile for people to fill out every place you go. Keep your car and purse stocked.

DECEMBER’S STRATEGY

Recruiting in December:

- Why not play in makeup while spending time with family? Each hostess is looking for another great idea to entertain her family while they are in town. MK facials are a great solution! Not only do they offer a great time, but it gives her a chance to have each family member try our great new products in person! It’s a great chance to take orders and get a jumpstart on her career!
- She might want to start her new career as a Christmas gift to herself and her family. Think of all the doors it opens!
- There are also great end-of-the-year tax benefits! Also remind her that she will be starting the new year off right!

Do you want to drive away from your Career Conference 2016 location in a racy red Chevy® Cruze®?

Set your goals now to qualify as an Independent Beauty Consultant Grand Achiever by the end of January or February 2016 and check marykayintouch.com for complete details & requirements.
Discover These Reasons to Restart This Season!

When you restart your Mary Kay business Dec. 3 through 31, 2015, you can receive FREE products from the Party? Ready! Look by Mary Kay Global Makeup Artist Keiko Takagi and so much more when you place a single wholesale Section 1 order in one of the following amounts by Jan. 31, 2016.

**$450 - 599** (excluding shipping, handling & tax)

**FREE PRODUCTS:**
- Products from the Party? Ready! Look
  - total suggested retail value: $93

**BONUS** - $10 BizBuilder Bucks credit.

**$600 - 1,799** (excluding shipping, handling & tax)

**FREE PRODUCTS:**
- All of the above FREE products
- Mary Kay® Compact‡
- Mary Kay® Makeup Finishing Spray by Skindinävia
- Mary Kay® Oil-Free Eye Makeup Remover Deluxe Mini
- Mary Kay® Eye Primer
  - total suggested retail value: $142

**BONUS** - Up to $35 BizBuilder Bucks credit
- FREE Custom Color Look† - retail value of $126
- FREE additional product bonus†† - retail value up to $228

**$1,800+** (excluding shipping, handling & tax)

**FREE PRODUCTS:**
- All of the above FREE products
- Mary Kay® Brush Collection
  - total suggested retail value: $197

**BONUS** - Up to $125 BizBuilder Bucks Credit
- FREE Custom Color Look† - retail value of $228
- FREE additional product bonus†† - retail value up to $647

*The following restrictions apply: You must be eligible to submit a new Independent Beauty Consultant Agreement to the Company, and it must be received and accepted by the Company Dec 3-31, 2015. Your initial wholesale Section 1 order must be received and accepted by the Company by Jan. 31, 2016, to qualify to receive the FREE products and the BizBuilder Bucks credit. Sales tax is required on the suggested retail value of the FREE Section 1 products.

**Purchasing inventory is an individual decision, and it’s certainly not a requirement for you to begin your Mary Kay business. We always recommend that you determine what activity level you plan to pursue in your Mary Kay business. Then, if appropriate for your personal circumstances, invest in a level of inventory that supports that activity. If you decide that this opportunity is not right for you, Mary Kay will repurchase, at 90 percent of your original net cost, original and unused Section 1 products, as long as these items were purchased by you from the Company within one year prior to return. Please refer to your Independent Beauty Consultant Agreement for complete details.

**BizBuilder Bucks credit is earned when a minimum order of $400 Section 1 wholesale ($800 suggested retail) is received and accepted by the Company. The BizBuilder Bucks credit will be applied toward the next order of at least $450 wholesale ($880 suggested retail) as long as the order is placed while in active status. An Independent Beauty Consultant is considered active in the month a minimum $225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months. The credit will expire upon the expiration of the Independent Beauty Consultant’s active status.

**You qualify for a free Custom Color Look when a minimum wholesale Section 1 order of $600 or above is received and accepted by the Company within 15 calendar days of when the Independent Beauty Consultant Agreement is received and accepted by the Company. Sales tax is required on the actual suggested retail value of the gift.

**To receive the free product bonus, an Independent Beauty Consultant’s initial order with the Company must equal $600 or more in wholesale Section 1 products to be eligible. The initial order must be received and accepted by the Company in the same or following calendar month that the Independent Beauty Consultant Agreement is received and accepted by the Company. We reserve the right to substitute product of equal or greater value if necessary. Sales tax is required on the suggested retail value of the Section 1 products included in the New Consultant Product Bonus.

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New Year’s WORKSHOP 2016

January 8-9, 2016 Hotel Roanoke—110 Shenandoah Ave, Roanoke, VA
Hosted by MARY KAY Senior National Sales Director Dawn Dunn, New National Sales Director Lynnea Tate, and other TOP DIRECTORS

Friday, January 8th  HIGHRISER National Debut & Guest Event
5:30 pm       (2nd Qtr Stars & all Directors arrive)
6:00-9:00 pm  Guests are invited to get a bigger picture of the opportunities available in a Mary Kay career opportunity as we celebrate the local debut of National Sales Director, Lynnea Tate, offspring of Senior National Sales Director, Dawn Dunn, & the amazing group of directors who worked together in unity to create the HIGHRISER National Area. We will also celebrate with recognition all Directors joining us. Consultants moving up the career path & 2nd Quarter Star Consultants.
9:15-10:00 pm Fun Dance Party

Saturday, January 9th  New Year’s Workshop
9 a.m. - 4 p.m.  Training & Fun (Coffee / Lunch Included)
Husbands’ classes midday!
Weekend Attire: Career Apparel/ Professional Director Suits

Cost for entire event: Plan $6-8 each day for parking
Consultants: $55  (Early Bird)
$65  (Nov. 15- Dec. 15)
$75  (Dec 16-Jan 4)
Husbands: $45 (includes Saturday Husband Workshop & Lunch)

Call Hotel Roanoke directly if hotel is needed! Ph: (540) 985-5900, and ask for the Mary Kay Block Rate!!

Register online at www.unitnet.com/ltate or www.unitnet.com/dawndunn
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**Career Conference** *March 18th & 19th 2016*
Atlantic City, New Jersey

**Dallas Seminar** *July 27th – July 30th*
Dallas, Texas

*Mary Kay*