



Trish Goodin-Yard

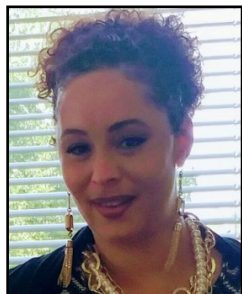
WOW Unit

(330)310-4221 tgoodinyard@marykay.com



November Newsletter with October Results

*Future
Director*



Tamara
Cummings

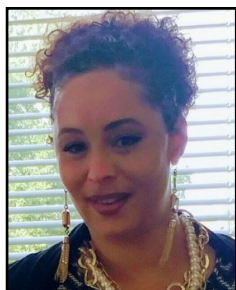
new faces **take you** places BRACELET



Earned Oct. Bracelet



Winners



Tamara
Cummings



Trish
Goodin-Yard



This Could
be YOU!!

prizes
ON-TARGET STAR CONSULTANT

SEPTEMBER 16 - DECEMBER 15



Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
TAMARA CUMMINGS	\$1,057.00	\$743.00	\$1,343.00	\$1,943.00	\$2,543.00	\$3,743.00
LINDA SLATON	\$674.50	\$1,125.50	\$1,725.50	\$2,325.50	\$2,925.50	\$4,125.50
CEKOYIA RIECHERS	\$605.50	\$1,194.50	\$1,794.50	\$2,394.50	\$2,994.50	\$4,194.50
DONNA ANDERSON	\$502.50	\$1,297.50	\$1,897.50	\$2,497.50	\$3,097.50	\$4,297.50
ERIN HOLLINGER	\$449.50	\$1,350.50	\$1,950.50	\$2,550.50	\$3,150.50	\$4,350.50
TRISH GOODIN-YARD	\$1,730.50	\$69.50	\$669.50	\$1,269.50	\$1,869.50	\$3,069.50

In his self-help classic, Psychocybernetics, Dr. Maxwell Maltz writes that if you write down your goals, read them repeatedly, and imagine yourself achieving them, eventually a little voice in your subconscious will tell you, "Do that. It will help you get what you want." The same little voice will also signal you, "Don't do that. It will be a hindrance to what you want." You can either program yourself to succeed or you can program yourself to fail.

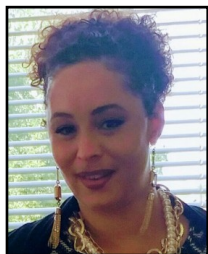
(Mary Kay: You Can Have It All 1997 Calendar)

shooting for the

Stars

top in retail sales

Company Court of Sales



Tamara
Cummings



Linda
Slaton



Lori
Threlkeld

	Consultant	Retail	YTD PCP	YTD Retail
1	Tamara R. Cummings	\$11,740.00	\$0.00	\$11,740.00
2	Linda K. Slaton	\$3,742.50	\$0.00	\$3,742.50
3	Lori J. Threlkeld	\$1,796.00	\$0.00	\$1,796.00
4	Cekoyia M. Riechers	\$1,492.00	\$0.00	\$1,492.00
5	Lori Pagani	\$1,478.00	\$0.00	\$1,478.00
6	Charolene Hollister	\$1,379.00	\$0.00	\$1,379.00
7	Erin B. Hollinger	\$1,327.00	\$0.00	\$1,327.00
8	Marjory A. Johnson	\$1,052.00	\$0.00	\$1,052.00
9	Carmen M. Leeson	\$1,038.00	\$0.00	\$1,038.00
10	Donna Anderson	\$1,025.00	\$0.00	\$1,025.00

top team

Builders

Company Court of Sharing



Tamara Cummings

	Recruiter	New Team	Members	YTD Comm
1	Tamara R. Cummings	1		\$54.49
2	Trish Goodin-Yard	1		\$54.00

national court of sales

- » **National**
\$40,000 Retail/ \$20,000 whsl
- » **Area**
\$20,000 Retail/ \$10,000 whsl
- » **Unit**
\$10,000 Retail/ \$5,000 whsl



national court of sharing

- » **National**
24 Team Members
- » **Area**
12 Team Members
- » **Unit**
6 Team Members





Celebrate!

December

Happy Birthday

MK Anniversary

Birthdays	Day	Birthdays	Day	Anniversaries	Years
Lorraine Felice	1	Gayle R. Page	11	Judy A. Mellott	28
Elaina C. Hane	1	Nicole A. Pirmik	11	Marian Nordin	24
Beth Britton	2	Marian Nordin	14	Gayle R. Page	21
Tricia E. Marshel	4	Donna Anderson	15	Susan K. Dibattista	18
Nancy E. O'Dell	8	Ruth J. Welter	16	Wanda Gay Knighten	3
Lori Pagani	8	Monica L. McKee	17	Ashely T. Mayfield	1
Linda Littler	10	Nancy W. Lawson	23	Cory M. Kusar	1

Look Who Invested This Month

Name	Amount	Name	Amount	Name	Amount
Tamara R. Cummings	\$605.00	Lisa Callis-Landrum	\$297.50	Anne Krenke	\$229.50
Linda K. Slaton	\$508.00	Marjory A. Johnson	\$274.00	Tammie E. LaBiche	\$227.00
Donna Anderson	\$502.50	Judith Lundeen	\$263.00	Linda C. Engel	\$227.00
Erin B. Hollinger	\$449.50	Kara M. Hampton	\$262.00	Angie Iloka	\$226.50
Charolene Hollister	\$396.00	Tricia E. Marshel	\$255.00	Cheryl J. Meddles	\$226.00
Linda K. Christopher	\$339.00	Karen J. Hubbard	\$243.50	Marilyn Kandel	\$225.50
Connie B. Schmiede	\$329.00	Pat Vickers	\$240.00	Ashley R. Wisberger	\$95.00
Lori J. Threlkeld	\$322.50	Beth Britton	\$236.50	Laniece E. Russo	\$43.00
Jeanne E. Butler	\$316.50	Milton P. Boisvin	\$230.50	Emilia M. Castro	\$11.00
Peggy D. Redding	\$299.50	Lori A. Saksa-Oakes	\$229.50	Trish Goodin-Yard	\$1,280.50

3 Big Shopping Days



Black Friday is a huge selling day, so be prepared to make it your best ever. Offer specials all day, but offer bigger discounts early in the morning. Ask them to leave their order on your voice mail or email so you know the time ordered.



There are many ways to promote your business on Small Business Saturday. Maybe offer a specific line of products at a special price or have an open house.



Cyber Monday is for those forgotten items or waiting for the best deals. You could do a BOGO sale or a customer contest drawing. The drawing could be among the first 10 customers to order on Monday and give that person their order at 1/2 price.

steppin' up the Ladder



Senior Consultants

1-2 Active Team Members
4% Commissions
Eligible to order Red Jacket (2 Active)

Milton P. Boisvin
Becky Diekmann

Tammie E. LaBiche
Linda K. Slaton
Lori J. Threlkeld
** James D. McDonald*
Tamara R. Kaufhold

Nancy W. Lawson
Janina E. Rowland

Luann Melaragno
Marilyn Kandel

Cekoyia M. Riechers
Karen J. Hubbard

Gretchen E. Welles-D
Charolene Hollister
Janice Sullivan
** Susan A. Smith*
Carmen S. Taylor

Star Team Builder

3-4 Active Team Members
4% Commissions
\$50 Red Jacket Rebate
\$50 Team Building Bonus

Cynthia Desch
Beth Britton
Susan K. Dibattista
Linda C. Engel



Team Leader/ Future Director/ DIQ

5+ Active Team Members
9 or 13% Commissions
\$50 Team Building Bonuses
Earn the use of a Career Car or Cash Compensation



Future Director

Tamara Cummings
Kimberly R. Davis
Colleen Fitzgerald
Kimberly A. Hall
Keisha Howze
Latoya Johnson-White
Amelia L. Jones
Markisha Mccowan
Stephanie Mills
Angaletta Pickett
Marty Putnam
Cekoyia M. Riechers
Laniece E. Russo
Ashley R. Wisberger

Director

5+ Active Team Members
9 or 13% Unit Commissions
9 or 13% Personal Commissions
\$100 Team Building Bonuses
Unit Bonuses
Earn the use of a Career Car or Cash Compensation



Trish Goodin-Yard

NOVEMBER - Let's Go Places

It all starts when you **Sell**, and that can lead to sharing the Mary Kay opportunity! If you become the Independent Beauty Consultant with the highest number of new personal team members (minimum of two) in your unit, you will receive these trendy coasters.* **Sell** and go places!

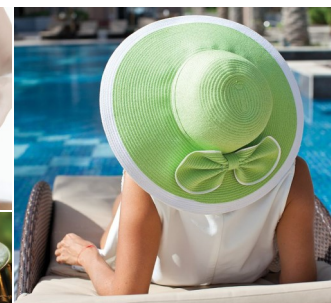


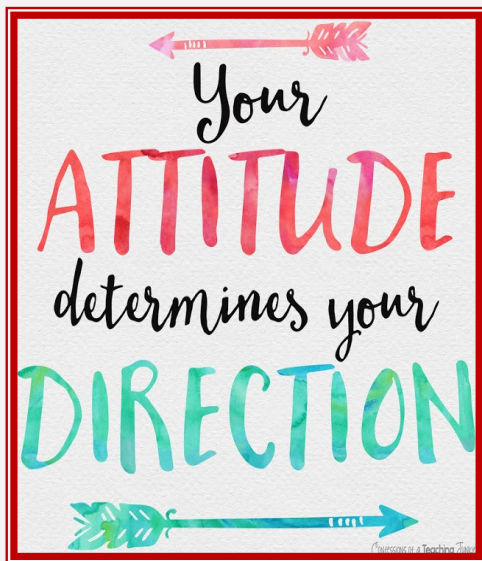
\$5000 Dream Vacation...

that is where NEW Faces Can Take YOU!

The five IBC's in each Seminar with the highest number of qualified** new personal team members during the challenge period (July 1 – Dec. 31, 2017) will earn a trip voucher valued at \$5,000.

For each month during the challenge period (July 1 – Dec. 31, 2017) the IBC with the highest number of new personal team members in her unit (minimum of two) will receive a prize.*





Welcome

New Consultants

Markisha Mccowan

From AKRON, OH
Sponsored by T. Cummings

Pat Vickers

From CUYAHOGA FALLS, OH
Sponsored by T. Goodin-Yard

a note from

.....Trish

Because you worked with great purpose and passion in October, we have huge momentum going into November! Just imagine if each month you do a little more than the last, where will you be by Career Conference? Will you have earned your RED Jacket, earned your FREE car, DIQ or perhaps even have become a DIRECTOR? Where you will be by Career Conference is up to you, so work now while you have momentum going into the best selling season.

Is your November and December planned? Some business ideas to focus on this month are:

1. Be prepared with product and making your Open House(s) beautiful and inviting.
2. Mark your calendar for Career Conference, find a location and date near you on marykayintouch. This is an event put on by the Company and is one you DO NOT want to miss!
3. Continue to work your business FULL CIRCLE; sharing the product, booking and sharing the opportunity.
4. Have your on-the go baskets with you at all times along with pre-packaged stocking stuffers.
5. Have your Thanksgiving Virtual Hostess information to the Hostesses and show them how to help their guests sign up and how the Virtual MakeOver works on your website.
6. Talk to husbands about your gift giving services, remember, they are looking for convenience and great gift ideas that their women will love.

Be sure to take some time over Thanksgiving to reflect on all the things that you have to be thankful for ~ family, health, home, church, career. I am so thankful for every single one of you, and I hope that you will stay connected to me so that I can help you reach your dreams in Mary Kay!

With Love,

Trish

Power Class of the
november.....
Month

Since bookings can come from bookings, why not maximize your skin care parties and offer the opportunity while you're there? Your follow through, consistency and working your business full circle are critical business basics. Watch this month's show featuring Independent Senior National Sales Directors Cyndee Gress and Brittany Kaps and learn more about the lifeline of your business. It's time to be full circle fabulous!

Click here to Watch

happy Thanksgiving!

Two Days...Two Amazing Specials

Choose your Mary Kay Discount

THANKSGIVING VIRTUAL MAKEOVERS

As the day winds down and the men are gathered around the TV, gather the women in front of the computer and have fun giving yourself a FREE VIRTUAL MAKEOVER on my website. Play with colors! Try a new hairstyle!

There is no obligation to buy, but if there are products you'd love to have I have a great deal for you. After completing your look, select the e-mail option and send your picture to me. This will earn you 10% off any order you place on Thanksgiving. When 2 of your friends or family (18+) submit theirs too, your discount will bump up to 20% off.

MK PINK FRIDAY

The biggest shopping day of the year. Black Friday, and you're in for such a treat!!! You can earn amazing discounts on your orders during different times of the morning on Friday, November 24th. Place your order by phone, email, text or my website...You choose! The earlier you shop, the more you can save. If you'd like to place your order online that morning, just be sure to also text or email me with a quick "I just placed my order" so that I'll have confirmation of the time your order was placed.

The discounts will start at 6am and end at noon.

AND THERE'S MORE

All Shoppers on Friday between 6am and 8pm will be placed into a drawing. One name will be selected, and that customer will receive their entire order FREE! The winner will be notified the next day! Check out the morning discounts and then check out my site today to preview what you'd like to order on Friday!

Place your order between:

6am-7am... 30% discount
7am-8am... 25% discount
8am-9am... 20% discount
9am-10am... 15% discount
10am-11am... 10% discount
11am-noon... 5% discount

discover what you
L  **VE**™

YOU

-and-

improved

NEW! TimeWise Repair® Lifting Bio-Cellulose Mask, \$70, pk./4

A Korean beauty-inspired mask that gives your skin the ultimate beauty boost. Use this treatment as a supplement to your TimeWise Repair skin care regimen.

NEW! TimeWise Repair® Volu-Firm® The Go Set™, \$35



A travel-sized set of this age-fighting ingredient powerhouse! Travel beautifully.



NEW! Limited-Edition†† Mary Kay® Beauty That Counts® Blanket, \$10 with purchase

Get this blanket for only \$10 with your purchase of a skin care regimen. \$5 will be donated to The Mary Kay Foundation. Oct. 26-Dec. 31, 2017



NEW! Mary Kay® Gel Semi-Shine Lipstick, \$18

The gel semi-shine finish delivers soft light reflection and radiant color with luminous shine. Comes in 12 vibrant shades!



Early Ordering Nov 10th for PCP & Stars / Open Ordering Nov 15th

WOW Unit



Trish Goodin-Yard

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Copley, OH 44321
(330)310-4221

important

Dates

November 11 - Veterans Day - Postal Holiday

November 23 - Happy Thanksgiving - All
Company Offices Closed

November 24 - Company Holiday - All
Company Offices Closed

November 29 - Last day to place telephone
orders for November

November 30 - Last day to place on-line orders for
November

December 15 - Quarter 2 Star Contest Ends

December 16 - Quarter 3 Star Contest Begins

December 25 - Merry Christmas

December 29 - Last day to place telephone
orders for December

December 31 - Last day to place
on-line orders for December

DIQ PROMOTION

OCTOBER 1- DECEMBER 1, 2017

PRE-QUALIFICATION

- ~~Star Consultant~~ previous or current quarter
- Must be active
- ~~10~~ 8 active* personal team members

QUALIFICATION

- Qualify in 1, 2, or 3 months ~~or 4 months~~
- 24 total active* DIQ unit members
- ~~5~~ NO qualified** personal team members
- ~~\$18,000~~ \$13,500 total DIQ unit wholesale production
- ~~\$4,000~~ \$3,000 maximum personal wholesale production
- \$4,000 monthly DIQ unit wholesale production minimum to remain in DIQ

BENEFITS

- Free Leadership Registration
- Invitation to attend POP-LANTA
- Prizes



SELL



All in with 8!

November