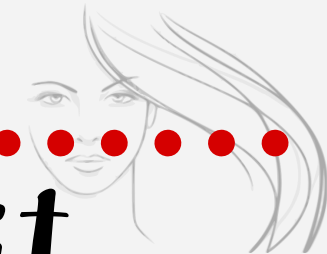




# Trish Goodin-Yard

# WOW Unit

(330)310-4221 tgoodinyard@marykay.com



January Newsletter with December Results

Visit our unit website at [www.trishgoodinyard.com](http://www.trishgoodinyard.com)

## Red

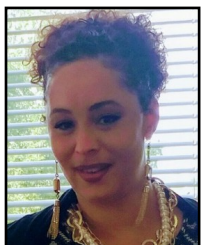
new faces **take you** places BRACELET



Earned Dec. Bracelet



## Winners



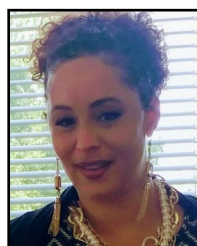
Tamara Cummings



Luann Melaragno



Linda Slaton

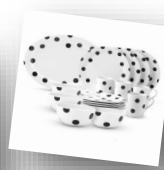


Tamara Cummings



Trish Goodin-Yard

## STAR CONSULTANT PROGRAM PRIZES



DECEMBER 16 - MARCH 15

Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
LORI THRELKELD	\$553.50	\$1,246.50	\$1,846.50	\$2,446.50	\$3,046.50	\$4,246.50
CLAUDIA BUCKMAN	\$513.00	\$1,287.00	\$1,887.00	\$2,487.00	\$3,087.00	\$4,287.00
TAMARA CUMMINGS	\$425.50	\$1,374.50	\$1,974.50	\$2,574.50	\$3,174.50	\$4,374.50
TRISH GOODIN-YARD	\$550.00	\$1,250.00	\$1,850.00	\$2,450.00	\$3,050.00	\$4,250.00

## >>> QUARTER 2 STARS <<<



Tamara Cummings  
Ruby



Trish Goodin-Yard  
Emerald



Who is next?



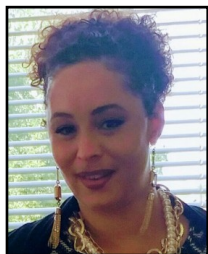
Who is next?

# 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	\$14,162.00	\$0.00	\$14,162.00
2	Linda K. Slaton	\$5,766.50	\$0.00	\$5,766.50
3	Lori J. Threlkeld	\$2,923.00	\$0.00	\$2,923.00
4	Luann Melaragno	\$2,801.00	\$0.00	\$2,801.00
5	Janice Sullivan	\$2,301.00	\$0.00	\$2,301.00
6	Nancy W. Lawson	\$1,994.00	\$0.00	\$1,994.00
7	Amelia L. Jones	\$1,839.00	\$0.00	\$1,839.00
8	Carmen M. Leeson	\$1,671.00	\$0.00	\$1,671.00
9	Emily L. Pomrenke	\$1,565.00	\$0.00	\$1,565.00
10	Karen B. Annett	\$1,528.50	\$0.00	\$1,528.50

## top team

# Builders

Company Court of Sharing



Tamara Cummings

	Recruiter	New Team	Members	YTD Comm
1	Tamara R. Cummings	2		\$110.02
2	Trish Goodin-Yard	2		\$133.17

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!

## February

### Happy Birthday

### MK Anniversary

Birthdays	Day	Anniversaries	Years	Anniversaries	Years
Skyy L. McCune	2	Marjory A. Johnson	36	Linda Littler	7
Colleen O. Flynn	10	Peggy D. Redding	32	James D. McDonald	7
Marty R. Putnam	11	Janice Sullivan	19	Jody L. Jenkins	5
Janice Sullivan	16	Beth Britton	15	Cathy Niebel	4
Torie B. Anderson	19	Linda K. Christopher	15	Kimberly R. Davis	2
Linda K. Slaton	26	Joan L. Whistler	14	Michelle A. Ramos	1
Patricia J. Lerohl	27	Kara M. Hampton	13	Delvia T. Drake	1
		Marla J. Harp	13	Shawneca N. Johnson	1

### Look Who Invested This Month

Name	Amount	Name	Amount	Name	Amount
Luann Melaragno	\$1,084.50	Peggy D. Redding	\$288.00	Marilyn Kandel	\$100.50
Linda K. Slaton	\$742.50	Melanie M. Stewart	\$270.00	Michele McLaughlin	\$86.00
Tamara R. Cummings	\$603.00	Mary E. Gayle	\$233.00	Marjory A. Johnson	\$70.50
Lori J. Threlkeld	\$553.50	Stefanie H. Bell	\$233.00	Linda K. Christopher	\$66.00
Claudia Buckman	\$513.00	Lori V. Hyppa	\$229.00	Milton P. Boisvin	\$20.00
Janice Sullivan	\$345.00	Linda C. Engel	\$172.00	Ashley R. Wisberger	\$7.50
Marina Cummins	\$312.00	Cheryl J. Meddles	\$103.00	Trish Goodin-Yard	\$711.50
Cynthia Desch	\$295.50				

BIGGER ACT TALK FEARLESS STRONGER

DO BIGGER  
THINGS  
IN 2018

**Career  
Conference  
2018**

Save the Date

March 16-17

March 23-24

March 25-26

\$95 registration fee with \$40 whsl credit towards a future order

complete details  
on intouch



# steppin' up the Ladder



## Senior Consultants

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

*Cynthia Desch*

*Beth Britton*

*Linda C. Engel*

*\* Susan K. Dibattista*

*Becky Diekmann*

*Elaina C. Hane*

*Tammie E. LaBiche*

*Linda K. Slaton*

*Lori J. Threlkeld*

*# James D. McDonald*

*Luann Melaragno*

*Marilyn Kandel*

*Cekoyia M. Riechers*

*Karen J. Hubbard*

*Linda K. Slaton*

*Mary E. Gayle*

*# Anna Slaton*

*Marty M. Thomas*

*Emily L. Pomrenke*

*Gretchen E. Welles-D*

*Charolene Hollister*

*Janice Sullivan*

*# Susan A. Smith*

*# Carmen S. Taylor*

*Amanda C. Worrell*

*Jane A. Spilman*

## Star Team Builder

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

*Tamara R. Cummings*

*Keisha R. Howze*

*Amelia L. Jones*

*Ashley R. Wisberger*

*\* Jamie L. Burton*

*\* Kimberly R. Davis*

*\* Colleen C Fitzgerald*

*\* Kimberly A. Hall*

*\* Latoya Johnson-white*

*\* Markisha A. Mccowan*

*\* Stephanie E. Mills*

*\* Angaletta Pickett*

*\* Marty R. Putnam*

*\* Cekoyia M. Riechers*

*\* Laniece E. Russo*

*\* Dorene Sherman*

*# Heather M. Blair*

*# Mary L. Carringer*

*# Delvia T. Drake*

*# Shawneca N. Johnson*

*# Cory M. Kusar*

*# Rebecca E. Matovich*

*# Ashely T. Mayfield*

*# Skyy L. McCune*

*# Nicole A. Pirnik*

*# Michelle A. Ramos*

*# Melissa A. Roberts*



## 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



## 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



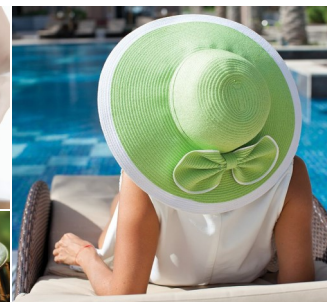
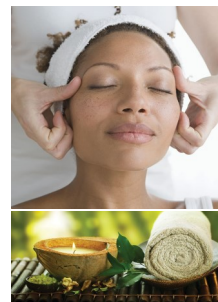
*Trish Goodin-Yard*

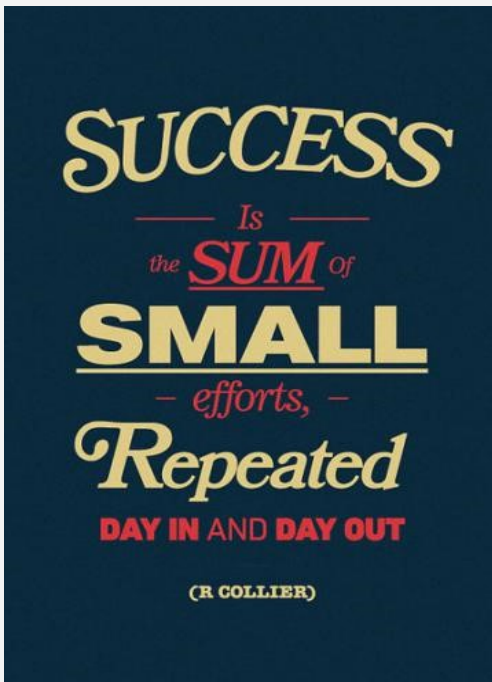
## \$5000 Dream Vacation...

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.\*





# a note from

# .....Trish

HAPPY NEW YEAR (again)! I was just saying Happy New Year to you 6 months ago. Isn't it absolutely wonderful that we have 2 "New Years" - July 1 and January 1. There is something about starting fresh, evaluating ourselves and making changes at the NEW YEAR! Luckily, we do not have to wait 12 months, we have the opportunity to do it every 6 months. It is so easy to "say" your goal, but to write it down with a date, talk to others about it and FOCUS on it, is totally different.

## **FOLLOW ONE COURSE UNTIL SUCCESSFUL**

A couple things to think about:

Career Conference is coming soon, mark your calendar. This is when Mary Kay brings Dallas to you! The cost is minimal because when you register without cancelling you will receive \$40 whsl credit towards a future purchase... the company GIVES YOU \$80 in FREE PRODUCT! Plus, when you register for Career Conference and do not cancel, you will have a reduced Seminar 2018 fee.

Be sure to follow-up with those who have Christmas gift cards from you. These are automatic appointments. Also be thinking about booking for "Sweetheart Looks" for Valentine's.

*Thank the Lord for opening another chapter in our lives.  
May we live each page with more meaning by touching  
people's lives each day!*

**HAPPY NEW YEAR!**

With tons of thankfulness,

*Trish*

## Welcome

## .....New Consultants

*Jamie Burton*

From AKRON, OH

Sponsored by T. Cummings

*Dorene Sherman*

From AKRON, OH

Sponsored by T. Cummings

## *Surprise and Delight*

When you earn the January charm bracelet, you'll be entered into a drawing for a chance to win this **Diamond Tennis Bracelet** or a \$100 gift card!



## *Focus on New Faces*

Earn your bracelet in Dec, Jan and Feb and attend Career Conference to receive this **FOCUS bracelet with crystal-encrusted charms**. Plus, you'll get Blink Buttons for your CC badge!





# January Booking Script

By NSD Jan Thetford

Hi \_\_\_\_\_ this is \_\_\_\_\_. Do you have a quick minute?

One of my jobs as your MK consultant is to give you a seasonal update & January is the best month to do that because the winter weather wreaks havoc on our skin! I bet, if you are like most of us, you are looking for a “new year new you” makeover. I would love to spend some un-rushed time with you to update you and answer any questions you may have. Which would be better for us to get together? Weekday, evening, or weekend? (Only give choices that you have available or are willing to work. You are in control of your schedule!) You know what? We have some BRAND NEW and exciting products being released, and I will give you one for FREE. That's a \$\_\_\_\_\_ product for free (or some other product of your choice) if you have 2 friends just like you that are over 18 and do not currently have a Mary Kay consultant when I come on \_\_\_\_\_ (the date selected). Who do you think you will ask?



*This script has had a 100% success rate over 22 years!*



# NEW Year NEW YOU!



CLICK ON IMAGE OF POSTCARD TO PRINT



# WOW Unit



*Trish Goodin-Yard*

4132 Shawnee Trl  
Copley, OH 44321  
(330)310-4221

## important

## *Dates*

**January 15** - Martin Luther King Jr. Day - Postal Holiday

**January 17** - Spring PCP Enrollment Ends

**January 27** - Last day to place telephone orders for January

**January 30** - Registration opens for 1st week of CC

**January 31** - Last day to place on-line orders for January

**February 1** - Registration opens for 2nd week of CC

**Feb 10** - Early ordering for New Spring Products

**Feb 14** - HAPPY VALENTINE'S DAY

**Feb 15** - Spring Look Book begins mailing for enrolled PCP customers

**Feb 16** - Spring products are available for all cons to order

**Feb 19** - President's Day, Postal Holiday

**Feb 27** - Last day to place telephone orders for February

**Feb 28** - *Deadline to Register/ Cancel/ Transfer for CC*

**Feb 28** - Last day to place on-line orders for February

## SETTING A GOAL

1. Decide exactly what you want - be very specific.
2. Aim high - you should have "butterflies." Stretch your limits.
3. Create visuals. The subconscious mind accepts all information as fact and cannot distinguish between what is real and what is imagined and believed.
4. Involve family members. Find out what's in it for them.
5. Pick someone to emulate.
6. Define where you are. Goals must be "BIG" according to your ability.
7. Determine what you are capable of in a day, a week, a month and a year.
8. Write your goals in detail and talk about them with appropriate people.
9. Focus on your goal daily. If a goal is not focused on for three days, it's as if it never existed.
10. See goals as if they had already happened.
11. Keep your FOCUS. (Follow One Course Until Successful.)
12. Quitting is not an option.
13. Set another goal immediately upon reaching a goal.

*Earn a totally charming  
charm bracelet every month!*



**CONFIDENT**



January