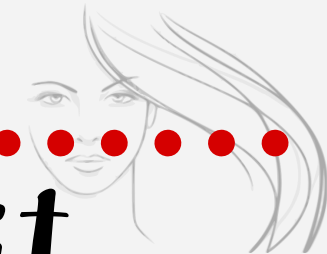




# Trish Goodin-Yard

# WOW Unit

(330)310-4221 tgoodinyard@marykay.com



December Newsletter with November Results

new faces **take you** places BRACELET

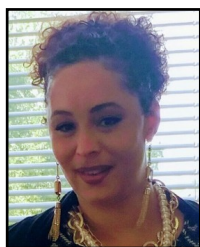
## Red



Earned Nov. Bracelet



## Winners



Tamara Cummings



Keisha Howze



Marty Thomas



Olga Guzman



Tamara Cummings



This could be YOU!!!



Amelia Jones



Trish Goodin-Yard



Who is next?



Who is next?

## prizes

SEPTEMBER 16 - DECEMBER 15

## ON-TARGET STAR CONSULTANT



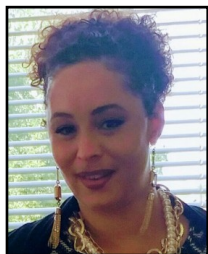
Consultant	Current	Sapphire	Ruby	Diamond	Emerald	Pearl
TAMARA CUMMINGS	\$1,701.00	\$99.00	\$699.00	\$1,299.00	\$1,899.00	\$3,099.00
LINDA SLATON	\$1,349.50	\$450.50	\$1,050.50	\$1,650.50	\$2,250.50	\$3,450.50
NANCY LAWSON	\$652.00	\$1,148.00	\$1,748.00	\$2,348.00	\$2,948.00	\$4,148.00
KEISHA HOWZE	\$617.00	\$1,183.00	\$1,783.00	\$2,383.00	\$2,983.00	\$4,183.00
MARTY THOMAS	\$610.50	\$1,189.50	\$1,789.50	\$2,389.50	\$2,989.50	\$4,189.50
OLGA GUZMAN	\$609.00	\$1,191.00	\$1,791.00	\$2,391.00	\$2,991.00	\$4,191.00
CEKOYA RIECHERS	\$605.50	\$1,194.50	\$1,794.50	\$2,394.50	\$2,994.50	\$4,194.50
AMELIA JONES	\$600.50	\$1,199.50	\$1,799.50	\$2,399.50	\$2,999.50	\$4,199.50
EMILY POMRENKE	\$550.50	\$1,249.50	\$1,849.50	\$2,449.50	\$3,049.50	\$4,249.50
GAYLE PAGE	\$543.00	\$1,257.00	\$1,857.00	\$2,457.00	\$3,057.00	\$4,257.00
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
CHAROLENE HOLLISTER	\$428.00	\$1,372.00	\$1,972.00	\$2,572.00	\$3,172.00	\$4,372.00
CARMEN LEESON	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00
TRISH GOODIN-YARD	\$2,874.00	*****	STAR	\$126.00	\$726.00	\$1,926.00

# shooting for the

# Stars

top in retail sales

Company Court of Sales



Tamara Cummings



Linda Slaton



Nancy Lawson

	Consultant	Retail	YTD PCP	YTD Retail
1	Tamara R. Cummings	\$12,956.00	\$0.00	\$12,956.00
2	Linda K. Slaton	\$4,261.50	\$0.00	\$4,261.50
3	Nancy W. Lawson	\$1,994.00	\$0.00	\$1,994.00
4	Amelia L. Jones	\$1,839.00	\$0.00	\$1,839.00
5	Lori J. Threlkeld	\$1,796.00	\$0.00	\$1,796.00
6	Carmen M. Leeson	\$1,671.00	\$0.00	\$1,671.00
7	Janice Sullivan	\$1,611.00	\$0.00	\$1,611.00
8	Emily L. Pomrenke	\$1,565.00	\$0.00	\$1,565.00
9	Karen B. Annett	\$1,528.50	\$0.00	\$1,528.50
10	Keisha R. Howze	\$1,515.00	\$0.00	\$1,515.00

## 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!

## January

### Happy Birthday

### MK Anniversary

Birthdays		Anniversaries	
Name	Day	Name	Years
Carmen M. Leeson	5	Jan Hunt	24
Fern M. Harbage	8	Charolene Hollister	14
Melissa A. Roberts	10	Lisa M Killingsworth	13
Marjory A. Johnson	13	Linda K. Slaton	12
Shawneca N. Johnson	13	Angie Iloka	3
		Mary L. Carringer	1

## Look Who Invested This Month

Name	Amount	Name	Amount	Name	Amount
Keisha R. Howze	\$617.00	Beth S. Cooper	\$277.50	Jody L. Jenkins	\$106.50
Marty M. Thomas	\$610.50	Fern M. Harbage	\$277.00	Marilyn Kandel	\$106.00
Olga Guzman	\$609.00	Karen B. Annett	\$276.00	Lisa Callis-Landrum	\$94.00
Tamara R. Cummings	\$608.00	Gayle R. Page	\$265.00	G. Welles-Del Savio	\$72.50
Amelia L. Jones	\$600.50	Linda K. Slaton	\$259.50	Karen J. Hubbard	\$70.50
Emily L. Pomrenke	\$550.50	Michele McLaughlin	\$252.00	Linda C. Engel	\$50.00
Nancy W. Lawson	\$513.50	Amanda C. Worrell	\$243.50	Charolene Hollister	\$32.00
Ruth J. Welter	\$388.00	Elaina C. Hane	\$235.50	Marjory A. Johnson	\$29.50
Janice Sullivan	\$379.50	Carrie Tresise	\$235.00	Marty R. Putnam	\$28.00
Tracy L. Deal	\$369.00	Ashley R. Wisberger	\$230.50	Milton P. Boisvin	\$23.50
Carmen M. Leeson	\$316.50	Jan Hunt	\$228.00	Vicki L. Kyle	\$22.50
Jane A. Spilman	\$293.50	Lisa M Killingsworth	\$227.00	Trish Goodin-Yard	\$1,143.50
Loretta Gardner	\$285.00	Lori A. Saksa-Oakes	\$127.50		

## 10 Steps to RED

- Attend all functions:** Your Unit Success Meeting is a MUST. By attending, you show support for your Director and Sister Consultants. Plus, a guest is bound to be more impressed when she sees a full room of people excited about their business.
- Have a Daily, Weekly, Monthly, Yearly Goal:** Where do you want your business in 1 month (on target star consultant, 3 new people, 5 appointments each week)?
- Say Daily Affirmations:** Every day, something positive and enthusiastic!
- Have goal posters in your office,** car, on your mirror, at work, etc., reminding you of your goals.
- Evaluate your appearance:** Which areas would you like to improve? Start walking. Get a new hairstyle or color. Dress professionally more often, and let your make-up reflect your career.
- Organize your family:** Make them realize you are serious about this career. You can do this by disciplining yourself. Be willing to give up a TV show to service your customers and book classes.
- Complete your weekly accomplishment sheets** & submit them to your Director: Determine how much you earn from your classes, reorders, and facials so you know when you are improving.
- Focus on completing a Power Start monthly:** Listen to motivational talks constantly. Do Activity Daily!
- Organize your office:** Keep it simple
- Go To Work:** Talk to people daily. Smile, it's contagious! Attitude is 98% of your business.





# 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*

*Becky Diekmann*  
*Elaina C. Hane*

*Tammie E. LaBiche*  
*Linda K. Slaton*  
*Lori J. Threlkeld*  
*\* James D. McDonald*

*Nancy W. Lawson*  
*Janina E. Rowland*

*Luann Melaragno*  
*Marilyn Kandel*

*Cekoyia M. Riechers*  
*Karen J. Hubbard*

*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

*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



### Team Leader

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

*\* Laniece E. Russo*  
*# 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*

## 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*



## DECEMBER - Let's Go Places

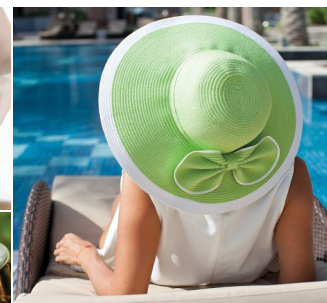
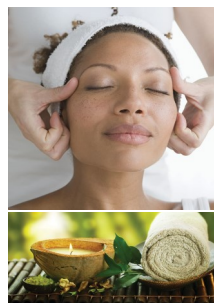
When you share the Mary Kay opportunity, you can celebrate the new faces and changed lives! If you become the Independent Beauty Consultant with the highest number of new personal team members (minimum of two) in your unit, you will receive these glamorous gloves.\* Go places and **Celebrate!**

## \$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.\*



ALTHOUGH NO ONE  
can go back and make a

BRAND NEW START,

ANYONE  
can start from now and make a

BRAND NEW ENDING.

CARL BARD, AMERICAN WRITER AND EDITOR

Welcome

## New Consultants

*Olga Guzman*

From AKRON, OH

Sponsored by T. Goodin-Yard

*Keisha Howze*

From AKRON, OH

Sponsored by T. Cummings

*Latoya Johnson-White*

From AKRON, OH

Sponsored by T. Cummings

Quarter 2

STAR

ends December 15



# a note from

## .....Trish

It's the Most Wonderful Time of the Year!!! You may have heard me talk about this in the past, but I just love sharing this in December; I would love to see us GIVE all during December, showing others the CHRISTMAS PRESENCE with random "Acts of Kindness." This can be shown in many different ways: pay for someone's order behind you in the drive-thru; offer to rake leaves or shovel snow; babysit for a family so the parents can go on a date or for someone that may be single parent who needs some alone time; buy someone coffee or lunch and sit with great listening ears and make it all about them; the list can go on and on! Christmas all month long!!! I would love to hear about your experiences when you give the CHRISTMAS PRESENCE to another person.

Now, business talk; holiday sales are in full swing! Do your customers know about your holiday specials and FREE gift wrapping and delivery service that you offer? Offer attractive last minute gifts, stocking stuffers and gift certificates.

Are you focused on finishing your STAR by December 15! Offer a special on Gift Certificates, "\$100 Gift Certificate for only \$75." You could do this as a 3 Day Only special! Being a STAR will help you keep your shelves stocked with product, having the availability to give your products immediately to your customers which has been proven that you will then sell more when you can give it to your customers immediately!

Remember, Mary Kay said it costs five times as much to attract a new customer as it does to maintain an established one. So determine to make your customers the happiest in town!

Hugs,

*Trish*

## Power Class of the december..... Month

Ready to slay the day? Make sure to put on your "unstoppable confidence!" You can have all the ability in the world to accomplish your business goals, but if you don't believe in that ability, it's difficult to be in full on pursuit of success. Watch this month's show to plug in to your most important personal super power....your confidence!

*Click here to Watch*



# December

NEW FACES  
TAKE YOU  
PLACES



**\$250 Wholesale**

Section 2 Love  
Package of  
samples

NouriShine  
Lip Gloss Set  
Deluxe Mini



**\$450 Wholesale**

**\$650 Wholesale**

Beauty That Counts Warm Fuzzy Blanket  
and New Faces Take You Places Bracelet



**\$1,000 Wholesale**

Your choice of the Classic or Designer Beauty  
Coat **or** a Lifting Bio-Cellulose Mask, plus earn  
your New Faces Take You Places Bracelet

**Each One Reach One**

Receive Necklace, Earrings and Ring for each 5 Marketing Calls.  
The call qualifies when your director follows-up with the listener.  
(prizes will be given in order listed above)



# WOW Unit

Trish Goodin-Yard

(330)310-4221

tgoodinyard@marykay.com

Pink  
SUCCESS

# FOCUS

( NEW FACES *take you* PLACES )



## Let's Focus on the *New Faces Take You Places* Career Conference Consistency Challenge!



### Focus on the Bracelet:

Independent Beauty Consultants and Sales Directors who achieve the *New Faces Take You Places* Challenge for the months of December, January and February and attend Career Conference will receive the exclusive consistency challenge **bracelet with a crystal-encrusted charm featuring the power word FOCUS**. Plus, you'll get an awesome Bling Button for your Career Conference badge! Remember, you must attend Career Conference to receive the bracelet.



### Focus on the CCVIP Luncheon:

Independent Beauty Consultants and Sales Directors who achieve the *New Faces Take You Places* Career Conference Consistency Challenge **AND** who have **one qualified\*** new personal team member during the contest period will earn an invitation to the **CCVIP Luncheon!**

\*Go to *Mary Kay InTouch®* for complete contest rules and details.

MARY KAY®

# FOCUS



January Business Building Event!

# Confidence

gives you

# Wings

## \*BREAKOUT CLASSES

Selected by YOU!

Taught by successful Sales Directors!

## \*DIRECTOR CLASSES

Taught by National Sales Directors &  
Pink Cadillac Directors!

## \*a DELICIOUS LUNCH \*RECOGNITION

Star Consultants, December Bracelet  
Earners, Career Path Climbers,  
December Sales and Recruiting, &  
Top Ten Units Year-To-Date

## \*NSD/PINK CADILLAC Q&A panel

**\$29**  
to  
register!

**due**  
**dec**  
**27th**

### FROM MK CORPORATE HEADQUARTERS:

Vice President of  
Sales Force &  
Marketing Support

**Allyson  
Sellers**



**HOSTED BY:**

Senior National  
Sales Director  
**Candace Carlson**  
&  
National Sales Director  
**Heather Carlson**

**What to  
Wear!**  
MK Skirted Attire,  
Red Jackets,  
Director &  
NSD Suits

**January 6th, 2018**

**9am-4:30pm**

8am Director Check-In  
8:30am Consultant Check-In  
Hilton Garden Inn Twinsburg  
8971 Wilcox Drive, Twinsburg, OH 44087

**HOW TO REGISTER!**

Register online at:  
[www.candycarlson.wix.com/sweetsuccess](http://www.candycarlson.wix.com/sweetsuccess)  
Password: wewantcandy!

Under "Events,"  
Click "January 6th: Confidence"  
Complete steps 1 & 2.

1. Click PAYPAL Button to pay \$29
  2. Fill out Registration Form
- Registration due **Wed. Dec 27th**



# WOW Unit



*Trish Goodin-Yard*

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

## important

## *Dates*

**December 15** - Quarter 2 Star Contest Ends

**December 16** - Quarter 3 Star Contest Begins AND Spring PCP Enrollment begins

**December 25** - Merry Christmas - All offices closed

**December 26** - Company Holiday - All offices closed

**December 28** - Last day to place telephone orders for December

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

**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 Career Conference

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

**February 1** - Registration opens for 2nd week of Career Conference

*Holiday Delivery*  
**DEADLINE**



To ensure delivery of your orders before the holidays, your product orders must be received and processed by  
**Monday, Dec. 11.**

## Career Conference 2018

Save the Date

March 16-17

March 23-24

March 25-26

Get wrapped up in the infectious energy of positive, driven women who are also seeking success in their Mary Kay businesses! Cities new your and dates will be available soon.



December