

Rowland's Rock Stars

Elisa Stewart Rowland | Independent Sales Director



Newsletter for September 2014

July Results



Queen of Wholesale
Kay Yount

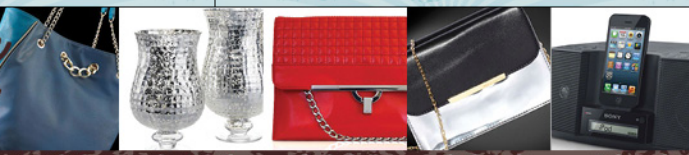
Consultant Name	Wholesale
1 Kay Yount	\$689
2 Lynn Boyer	\$609
3 Tanya Hamilton	\$335
4 Rosemary Stallings	\$313
5 Heidi Day	\$309



Queen of Sharing
Ashlyn Summers

Consultant Name	Recruits
1 Ashlyn Summers	3

*Get your
star on!*



1800 2400 3000 3600 4800

contest ends: 9/15/2014

results date: 8/11/2014

Consultant Name	Credits	Current Star Level	Credits to Next Level
Elisa Rowland	\$1,918	Sapphire	\$482
Kay Yount	\$1,162		\$638
Lynn Boyer	\$880		\$920
Lori Ogles	\$490		\$1,310
Jennifer Stennett	\$340		\$1,460
Tanya Hamilton	\$334		\$1,466
Rosemary Stallings	\$312		\$1,488
Debbie Ham	\$310		\$1,490
Heidi Day	\$309		\$1,491
Lisa Spinella	\$300		\$1,500
Lynn Burley	\$287		\$1,513
Ann Hodge	\$262		\$1,538
Ashlyn Summers	\$253		\$1,547
Alice Napier	\$241		\$1,559
Carol Haire	\$240		\$1,560

Path to Cash

monthly worksheet

Use this worksheet to help you determine what activity level you need to achieve your financial goals this month!

Goals for the month of:

Income Goal for Month \$

x 2.5

Retail Sales Goal ★ \$

Selling Activities Needed to Reach Goal:

Parties: Retail Sales Goal ★ x 0.0025 =

Facials: Retail Sales Goal ★ x 0.005 =

Reorders: Retail Sales Goal ★ x 0.00625 =

Total Selling Activities to Hold =

Recommend that you make 5 connections to book 1 selling activity (example: phone call, follow up with customers, ask for referrals, hand out business cards, etc.). Break it down into a small daily goal!

Team Building Goal for Month =

Average interviews needed per new team member x 5

Total Interviews to Hold =

Business Reinvestments:

Inventory: Retail Sales Goal ★ x 0.5 = \$

Business: Retail Sales Goal ★ x 0.1 = \$

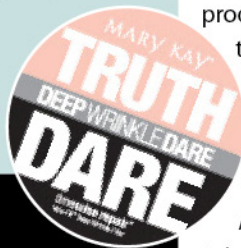
Business account covers marketing (PCP), party supplies, travel, etc.

This worksheet assumes... 40% profit (income), 50% inventory reinvestment, 10% business marketing/supply/travel reinvestment, 1/2 of your income from parties, 1/4 of your income from facials, 1/4 of your income from reorders, \$200 retail sales for parties, \$50 facials, \$40 reorders. This is not necessarily an average and may not reflect the results you experience in your business. Please adjust figures as needed to fit your personal business results.

Truth

100% of women showed an improvement in the appearance of wrinkle severity with the **TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler**.

- The new **TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler** immediately fills in deep wrinkles and helps improve their appearance over time.
- TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler** significantly impacts the appearance of all six wrinkle zones.



Dare!

You can potentially qualify for a **Deep Wrinkle Dare** prize by selling units of the **TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler** to more than 20 new customers and 20 existing customers from **July 26 to Aug. 31, 2014**.

Winner	Prize
Any Consultant who orders 20 UNITS during the contest period	Deep Wrinkle Dare button
The Consultant with the HIGHEST PERSONAL TOTAL UNITS	\$400 gift card and Deep Wrinkle Dare button
The unit with the HIGHEST AVERAGE UNITS per team member	\$400 gift card and Deep Wrinkle Dare button
The unit with the HIGHEST TOTAL UNITS	\$400 gift card and Deep Wrinkle Dare button

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Daring Party Ideas

The Wrinkle Rewind Party

Do you have customers who are worried about deep wrinkles? If so, this is the party for them! To show how powerful the **TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler** is, do a thumb demonstration! Simply apply the product to the lines on your left thumb knuckle, and show your customers a side-by-side comparison of your thumbs.

The Look Party

Ask your best customer to take a copy of *The Look* to a gathering and pass it around. Consider offering her incentives such as free products if her friends contact you and try the **TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler**. Don't forget to attach your business card to *The Look* so your potential new customers can contact you!



Fall 2014 Promotion
New Limited Edition & Regular Line Products!
August 16, 2014 – November 15, 2014



< **TimeWise Repair® Volu-Fill™ Deep Wrinkle Filler, \$45 (regular line)**
Worried about deep wrinkles? Not anymore! Targeted formula immediately fills in deep wrinkles and helps improve their appearance over time.

MK High Intensity™ Sport Cologne Spray, \$40 (regular line) >

This fresh, invigorating fragrance delivers layers of movement and sensation that stimulates the senses.



< **MK High Intensity™ Sport Hair and Body Wash, \$18 (limited-edition)**

Keep the adventures going with this multitasking scented hair and body wash.

Little Gifts (limited edition) >
Surprise her with sweet-scented gifts.
Little Gifts Hand Cream (\$10 each) in Vanilla Berry and Vanilla Mint
Little Gifts Lip Balm Set (\$16) Set includes Vanilla Berry, Vanilla and Vanilla Mint.



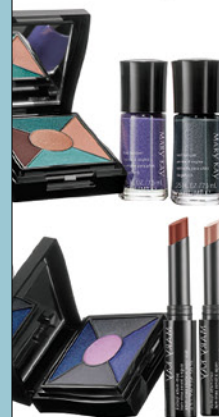
< **Midnight Jewels Collection (limited edition)**

Adorn yourself with a prismatic fall palette of gemstone looks for day and night.

Mary Kay® Semi-Matte Lipstick (\$16 each) in **Pink Moonstone** and **Ruby Night**

Mary Kay® Eye Color Palette (\$24 each) in **Sapphire Noir** and **Emerald Noir**

Mary Kay® Nail Lacquer (\$9.50 each) in **Sapphire Noir** and **Night Diamond**



FREE* Evening Clutch >

with the purchase of one nail lacquer, eye color palette and semi-matte lipstick, (\$49.50 total) from the Midnight Jewels Collection.

**while supplies last*



Recipe of the Month!

SESAME CHICKEN WITH BROCCOLI & RED PEPPERS

Ingredients:

- ¾ cup chicken broth
- ¼ cup soy sauce
- 2 Tbsp cornstarch
- 2 tsp toasted sesame oil
- 12 oz boneless, skinless chicken breasts, cut into one-inch pieces
- 3 Tbsp vegetable oil
- 1 lb broccoli, florets cut into one-inch pieces
- 1 red bell pepper cut into two-inch long matchsticks
- 1 Tbsp grated fresh ginger
- 1 Tbsp sesame seeds toasted

Directions: serves 4

- Whisk together ½ cup broth, 3 Tbsp soy sauce, 1 Tbsp cornstarch and sesame oil in a medium bowl.
- Toss chicken in remaining soy sauce, cornstarch and vegetable oil in a large bowl.
- Heat 1 Tbsp vegetable oil in a skillet over med-high heat until just smoking. Brown chicken for 5 minutes.
- Transfer to a plate and tent loosely with foil.
- Add broccoli and remaining broth to now-empty skillet and cook (covered) until broccoli begins to soften (about two minutes).
- Uncover and stir in remaining vegetable oil and bell pepper. Cook until spotty brown (3-4 minutes).
- Add the chicken and ginger and cook until thickened (about one minute).
- Sprinkle with sesame seeds.

Team Builders!

Career and Status Levels as of 08/01/2014
*You must place a minimum \$225 wholesale order to become active.

Career Path

TEAM LEADERS

Jennifer Stennett

Courtney Crowson
Molly Joyner
Mary Remson
Charles Santoro
Bonnie Bianca*
Emily Borden*
Megan Clark*
Christina Coluccio*

SENIOR CONSULTANTS

Lynn Boyer

Linda Dukes
Melody DelPozo*
Tonya Holman*
Karen Loisel*
Karen Napier*
Nzinga Frazier*
Erin Norris*

Carol Haire

Rachel Hughes*

Rachel Hughes

Amy Cherry*

Inga Smith

Lynn Burley
Vanessa Correa
Ann Hodge
Robyn Emison*
Allyson West*

Ashlyn Summers

Aubryn Bittorf
Heidi Day
Jessica Lincoln
April Meyer
Lisa Spinella
Brittany Morrison*
Alicia Swartz*
Jessica Lavelle*
Amberley Zamzow*
Christy Aleksa*
Amanda Rose*
Searcy Sledge*
Sherri Summers*
Lindsey Walkemeyer*

make it a
Power Start
this month!



30 faces in 30 days will boost your
business to the next level! Make a list of
your 30 faces and start booking today!

you can do it!

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SENIOR CONSULTANT

Requirements

- 1 - 2 active personal team members.
- You must be active.

Compensation

- 4% personal team commission.

STAR TEAM BUILDER

Requirements

- 3 - 4 active personal team members.
- You must be active.

Compensation

- 4% personal team commission.
- Eligible to begin earning \$50 team-building bonus.



TEAM LEADER

Requirements

- 5 - 7 active personal team members.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.

CAREER CAR

Requirements

- 14+ active personal team members.
- \$5,000 monthly personal team production.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.
- Career Car or \$375 per month.



FUTURE DIRECTOR

Requirements

- 8+ active personal team members.
- You must be active.

Compensation

- 9% or 13% personal team commission.
- \$50 team-building bonus.

Welcome New Business Owners!

Heidi Day

Ft Walton Bch, FL
rec... Ashlyn Summers

Jessica Lavelle

Eglin AFB, FL
rec... Ashlyn Summers

Amberley Zamzow

Mary Esther, FL
rec... Ashlyn Summers



September Birthdays

Name	Day
Ashlyn Summers	12
Elisa Rowland	18
Donna Pearson	25

September Anniversaries

Name	Years
Carol Haire	12
Teresa Nickle	12
Valarie Powe	2
Christy Aleksa	1
Amanda Rose	1
Lisa Spinella	1



Be an All-Star

Achieve Star Status
all four quarters
of the year!



Rowland's Rock Stars



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to the beautiful

God would not give us a dream without the ability to achieve it. Winning begins when you throw away your pride and "go for broke." When you aim at something that's bigger than you're sure you could ever achieve, and then you practice believing and seeing yourself achieve that goal.

Act as if you have already achieved it. In other words, "fake it 'til you make it."



Mary Kay Ash

What's Inside

Deep Wrinkle Dare...

Learn the truth about the new Volu-Fill Deep Wrinkle Filler and take the MK Deep Wrinkle Dare!

Fall 2014 Product Preview...

Take a look at the new fall products!

July 2014 Results



Double Up FOR THE New Year

Contest runs from August 1 - 31, 2014

How would you like to earn **double recruiting credit**? During the month of August you will earn double credit for new personal team members toward the Seminar 2015 Queen's Court of Sharing! **This could get you half way to earning your prestigious bee pin by the end of the month!** With six qualified new team members counting double...12 of the 24 total consultants could be checked off your to do list! Log onto InTouch today for all the exciting details!

Look who's coming down the runway!



Project Runway® Season 13

It's time to get your glam on!

Mary Kay's partnership with *Project Runway® Season 13* gives you a unique opportunity to **reach out to your customers** and potentially **grow your business**. With episodes airing now through October, you can host **Project Runway® watch parties** where your guests get a new color look!

Beauty Bar Party: Set up tables with skin care, color and gifting options. Let

your guests move from one table to the next, perusing products as the show plays in the background. You can highlight specific makeup looks and have face charts along with the corresponding products so your customers can try the looks for themselves!

