

News!

Rowland's Rock Stars

Elisa Stewart Rowland | Independent Sales Director



Newsletter for June 2014
April Results



Queen of Wholesale
Jennifer Stennett
runners up



Queen of Retail Sales
Jennifer Stennett
runners up



Queen of Sharing
Jennifer Stennett
runners up



Consultant Name	Wholesale
1 Jennifer Stennett	\$1,220
2 Lynn Boyer	\$618
3 Tonya Holman	\$441
4 Melody DelPozo	\$404
5 Kay Yount	\$378

Consultant Name	Sales
1 Jennifer Stennett	\$2,023
2 Kay Yount	\$1,268
3 Lori Ogles	\$452
4 Ann Hodge	\$292
5 Gina Bell	\$50

Consultant Name	Recruits
1 Jennifer Stennett	2
2 Gina Bell	1

Court of Sales!

\$36,000 Personal Estimated Retail Production
Year to date results as of 5/15/2014

1



Ashlyn Summers
\$17,702

2



Lisa Spinella
\$17,662

3



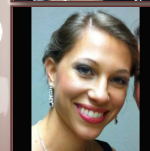
Kay Yount
\$15,092

4



Lynn Boyer
\$11,832

5



Alicia Swartz
\$11,151

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.

Court of Sharing!

24 New Qualified Personal Team Members
Year to date results as of 5/15/2014

1



Ashlyn Summers
4

2



Lynn Boyer
2

BRUSH up on the Mary Kay® collection



Whether you're new to color or have been playing with color for years, this collection is what any makeup lover needs to apply makeup with precision for a polished, finished look.



Mary Kay® Cheek Brush

Domed, natural bristles are ideal for sweeping color along cheekbones. Swirl cheek color in a circular motion along the cheekbones, starting at the apples of the cheeks.



Mary Kay® Powder Brush

The Mary Kay® Powder Brush provides an even application of loose or pressed powders to help "set" foundation. Apply powder starting in the T-zone and dust outward to the edge of the face. Apply bronzer across the bridge of the nose, temples, cheekbones and shoulders to create a healthy-looking glow.



Mary Kay® Eye Color Brush

Natural bristles help allow even application and beautiful blending of Mary Kay® Mineral Eye Color. Apply color first to the areas of the eyes where you want to see the most color (lashlines or outer corners of the eyes), and then blend into the larger eyelid areas.



Mary Kay® Eye Crease Brush

Tapered bristles help provide a precise application for depth along the eye creases. Begin by placing the brush at the outer creases of the eyes and sweeping color inward. Use the tip of the brush to add brightening highlights to the inner corners of the eyes.



Mary Kay® Eyeliner/Eyebrow Brush

Firm, angled bristles of the eyeliner brush allow controlled definition of lashlines or brows and help to create a softened eyeliner application with mineral eye color. On the opposite end, stiff bristles on the eyebrow brush help set eyebrows in place. The mini comb helps to remove mascara clumps from the lashes.

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Recipe of the Month!

TERIYAKI EGG ROLLS

Ingredients:

- 3 ½ cups coleslaw
- 1 Tbsp canola oil
- 3 Tbsp teriyaki sauce
- 4 egg roll wrappers
- oil for deep frying
- sweet-and-sour sauce

Directions:

1. In a large skillet, sauté coleslaw mix in oil until crisp-tender.
2. Stir in teriyaki sauce and remove from heat.
3. Position one egg roll wrapper with a corner facing you (keep remaining wrappers covered with a damp paper towel).
4. Using a slotted spoon, scoop about 1/3 cup of the coleslaw mixture onto the bottom third of the wrapper.
5. Fold the bottom corner over the filling and then fold the remaining sides toward the center.
6. Moisten the top corner with water and roll up tightly to seal. Repeat with remaining wrappers and filling.
7. In an electric skillet, heat 1 inch of oil to 375 degrees.
8. Fry egg rolls for 1-2 minutes per side or until golden brown.
9. Drain on paper towels and serve with sweet and sour sauce.

Summer 2014 Promotion

New Limited Edition & Regular Line Products!

May 16, 2014 – August 15, 2014



< New shades! Mary Kay® Mineral Eye Color \$7 (regular line)
Mix and match five new neutral eye shades: Ballerina Pink, Rosegold, Driftwood, Stone and French Roast.



New shades! Mary Kay® True Dimensions™ Lipstick \$18 (regular line) >

Glide on confidence with 10 new lipstick shades: Tangerine Pop, Citrus Flirt, Coral Bliss, Exotic Mango, Sassy Fuchsia, Lava Berry, Berry a la Mode, First Blush, Tuscan Rose and Chocolate.



< Mary Kay At Play™ New Products (regular line)

Create statement eyes and lavish lips.

Bold Fluid Eyeliner, \$10

Blue My Mind, The Real Teal, Hello Violet, Gold Metal

Triple Layer Tinted Balm, \$10

Pink Again, In the Plum, Orange You Lovely, Atomic Red

Mary Kay® Honeydew Satin Hands® Pampering Set \$35 (limited edition) >

Delight in sweet summer scents.



< Beauty That Counts®

Journey of Dreams™ Eau de Toilette \$25 (limited edition)

Discover how you can help bring to life the dreams of women and children in need with this light, fresh floral scent. From May 16, - Aug. 15, 2014, \$2.50 will be donated from each sale of the fragrance to the Mary Kay Foundation.



Purchase-With-Purchase Offer \$5 >

Your customers can get this delightful satin pillowcase and matching branded drawstring bag for only \$5 (while supplies last) with the purchase of a TimeWise Repair® Volu-Firm® Set.



Focus on the Finish!



The end of the Seminar Year is June 30th! You still have time to achieve your goals and these exciting challenges. Keep focused on building your business!

Class of 2014

08/01/2013-07/01/2014

Become a member of the Class of 2014 by building your team and debuting as a Director August 1, 2013 - July 1, 2014. Receive an exclusive **Class of 2014 ring**, a stunning **Mischka handbag** and **FREE registration to Seminar 2014** if you debut between Feb.1 and July 1, 2014!



Star Quarterly Contest

03/16/2014—06/15/2014

To participate in the **Star Consultant Quarterly Contest**, you must place a minimum of \$1,800 in wholesale Section 1 orders postmarked from March 16, 2014 through June 15, 2014.



Have a GRAND Week

05/01/2014-05/31/2014

When you generate a minimum of \$1,000 in suggested retail sales any (or each) week during the month of May and share your success story on the "Let's Talk" blog post you will be entered to **win \$1,000 in American Express gift cards!** There will be three winners each week, and the winners' posts will be featured on the Company's "Let's Talk" blog.



Wall to Wall Leaders

09/01/2013—09/01/2014

Debut as a Director and earn your name on the **Wall of Leaders** at Mary Kay Headquarters in Dallas! As a **Wall to Wall Leader**, you'll also earn all the fantastic rewards bestowed on the **Class of 2014**. Plus, you'll receive an invitation to the ice cream social and a picture with Darrell Overcash at the Prize Party at Seminar 2014 where you'll pick up one or more of these **gorgeous crystal-studded pyramid bracelets!**



All-Star Consistency

06/16/2013-06/15/2014

Being a Star Consultant every quarter definitely has its perks! **ALL** four-quarter Star Consultants who attend Seminar 2014 will **win a fifth prize exclusively for four-quarter Star Consultants.**



Seminar Awards

07/01/2013—06/30/2014

Queen's Court of Personal Sales...

Court members must have a total of \$36,000 or more in personal estimated retail production received during the contest period.



Queen's Court of Sharing...

Court members in the Queen's Court of Sharing must achieve 24 or more qualified new team members during the contest period.



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Court of Sales!



Name	Amount
1 Ashlyn Summers	\$17,702
2 Lisa Spinella	\$17,662
3 Kay Yount	\$15,092
4 Lynn Boyer	\$11,832
5 Alicia Swartz	\$11,151
6 Jennifer Stennett	\$7,024
7 Ann Hodge	\$5,545
8 Lori Ogles	\$4,654
9 Christy Aleksa	\$3,705
10 Tanya Hamilton	\$3,130
11 Teresa Coley	\$2,880
12 Tonya Holman	\$2,522
13 Sharyn Dickerson	\$2,324
14 Inga Smith	\$2,170
15 Lynn Burley	\$1,952

\$36,000 Personal Estimated Retail Production
Year to date results as of 5/15/2014

Court of Sharing!



24 New Qualified Personal Team Members
Year to date results as of 5/15/2014

Name	Recruits
1 Ashlyn Summers	4
2 Lynn Boyer	2



STAR
consultant
program

GO for the GOLD

03.16.14
through
06.15.14

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GIFT IDEAS
FOR EVERY KIND OF GUY



This Father's Day, you can help dads everywhere get the powerful protection or signature scent they deserve. After all, what family member wouldn't appreciate an amazing gift that's sure to put a smile on his face? Let your customers know you've got great grooming solutions for men from age-fighting moisturizer to fragrances!

Make sure to check out the **Mary Kay® Men's eCatalog** on InTouch for all the fabulous gift giving ideas!




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Get your star on!

contest ends: 6/15/2014

1800 2400 3000 3600 4800

results date: 5/15/2014



Consultant Name	Credits	Current Star Level	Credits to Next Level
Elisa Rowland	\$2,760	Ruby!	\$240
Jennifer Stennett	\$2,246	Sapphire!	\$154
Lynn Boyer	\$1,032		\$768
Lori Ogles	\$937		\$863
Kay Yount	\$897		\$903
Ann Hodge	\$450		\$1,350
Ashlyn Summers	\$448		\$1,352
Tonya Holman	\$440		\$1,360
Lisa Spinella	\$420		\$1,380
Melody DelPozo	\$404		\$1,396
Ariel Crews	\$385		\$1,415
Beverly Malone	\$310		\$1,490
Teresa Coley	\$294		\$1,506
Karen Napier	\$263		\$1,537
Inga Smith	\$255		\$1,545
Richard Ogles	\$240		\$1,560
Valarie Powe	\$236		\$1,564
Bonnie Bianca	\$236		\$1,564
Deborah Anderson	\$234		\$1,566
Brittany Morrison	\$228		\$1,572
Debbie Ham	\$226		\$1,574

April Weekly Accomplishment Sheets!

NAME	SALES	HOURS	WAGE
Gina Bell			
3/30-4/5	\$50	1	\$20
Ann Hodge			
3/30-4/5	\$42		
4/6-4/12	\$49	1	\$19
4/13-4/19	\$201	1.5	\$54
Lori Ogles			
4/13-4/19	\$270		
4/20-4/26	\$104		
4/27-5/3	\$78		
Jennifer Stennett			
3/30-4/5	\$599	6	\$40
4/6-4/12	\$354	3.5	\$40
4/13-4/19	\$955	4	\$96
4/20-4/26	\$15		
4/27-5/3	\$100		
Kay Yount			
3/30-4/5	\$468	1	\$187
4/6-4/12	\$85	0.5	\$68
4/13-4/19	\$149	1.5	\$40
4/20-4/26	\$410	2	\$82
4/27-5/3	\$156	0.5	\$125

Weekly Summaries

enter them online

I want to celebrate your success!

Click to www.marykayintouch.com >

Business Tools > Weekly Accomplishments > Enter Weekly Accomplishments



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Team Builders!

Career and Status Levels as of 05/01/2014

*You must place a minimum \$225 wholesale order to become active.

Career Path

TEAM LEADERS

Lynn Boyer

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

STAR TEAM BUILDERS

Inga Smith

Ann Hodge
Lynn Burley*
Vanessa Correa*
Robyn Emison*
Allyson West*
Donalee Campbell*
Reina Gorum*
Mary Wolfe*

Ashlyn Summers

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

SENIOR CONSULTANTS

Ann Hodge

Jennifer Gangle
Michelle Bell*

Rachel Hughes

Amy Cherry*

Brittany Morrison

Veronica Tillery*

Lisa Spinella

Gina Bell*
Alicia Williams*

Jennifer Stennett

Bonnie Bianca
Mary Remson*
Emily Borden*
Megan Clark*
Christina Coluccio*
Charles Santoro*

PREMIER PLUS Rewards

Accelerate Your Success
**January through
December 2014**



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!

Emily Borden

Orlando, FL
rec... Jennifer Stennett

Terrica Carlock

Freeport, FL
rec... Elisa Rowland

Christina Coluccio

Winter Springs, FL
rec... Jennifer Stennett

Melissa Harris

Bourne, MA
rec... Elisa Rowland

Katy Mochel

Portales, NM
rec... Gina Bell

Stephanie Wilbur

Valparaiso, FL
rec... Elisa Rowland

Be a part of our latest effort to make a difference. Mary Kay Inc. will plant one tree in the United States, in partnership with the Arbor Day Foundation and the U.S. Forest Service, for every 10 flip-top caps and/or color refill cases received by Mary Kay Inc.!

Items may be sent to:
Mary Kay Inc., Caps & Cases Program
Attn: Carlos Troncoso
1330 Regal Row
Dallas, TX 75247

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June Birthdays

Name	Day
Carol Haire	2
Michelle Bell	4
Sherry Mason	7
Donalee Campbell	15
Teresa Coley	18
Christina Coluccio	19
Jessica Lincoln	27

June Anniversaries

Name	Years
Cynthia Tarchick	12
Michele Caldwell	11
Beverly Malone	8
Sharyn Dickerson	7

Beautifully Charmed

Jan- June 2014 Bracelet Promotion

Believe in the beauty of your dreams! Earn your charms as you believe and work for that dream! Each month, earn a charm based on your ordering. You can earn two bonus charms for recruits and \$700 weeks. Make this your year, reach your dream, and become **BEAUTIFULLY CHARMED.**

January

\$300 w/s

\$600w/s



February

\$300 w/s

\$600w/s



March

\$300 w/s

\$600w/s



April

\$300 w/s

\$600w/s



May

\$300 w/s

\$600w/s



June

\$300 w/s

\$600w/s



Bonus



Qualified
Recruit

Bonus



\$700 Week

Way to Go...

Congratulations to the CHARM EARNERS for April:

\$600+ Charms (Passion Purple Shambala): * Lynn Boyer * Jen Stennett

\$300-\$599 Charms (Pink Trapezoid): * Tonya Holman * Kay Yount * Team Ogles * Melody DelPozo

Seminar Awards

2014



QUEEN'S COURT OF PERSONAL SALES
\$36,000 Personal Estimated Retail Production



QUEEN'S COURT OF SHARING
24 Qualified New Team Members

product corner



The Mary Kay® Sun Care Collection

Protect and replenish skin with these **sun-sational** products!

Mary Kay® Sun Care After-Sun Replenishing Gel (Limited Edition)

This quick-absorbing gel replenishes moisture to skin with soothing botanical extracts rich in antioxidants.

Mary Kay® Sun Care Sunscreen Broad Spectrum SPF 50

A lightweight, oil-free sunscreen for face or body that's enriched with antioxidant vitamins and free-radical scavengers.

Mary Kay® Sun Care Lip Protector Sunscreen SPF 15

This helps keep lips protected and guarded from the drying effects of sun and wind.

June 2014

<i>Sunday</i>	<i>Monday</i>	<i>Tuesday</i>	<i>Wednesday</i>	<i>Thursday</i>	<i>Friday</i>	<i>Saturday</i>
1	2 BOOK shows for a JAMMIN' JUNE!	3 BOOK shows for a JAMMIN' JUNE!	4 BOOK shows for a JAMMIN' JUNE!	5 BOOK shows for a JAMMIN' JUNE!	6 BOOK shows for a JAMMIN' JUNE!	7
8	9 PCP Calls for Father's Day Gifting!	10 PCP Calls for Father's Day Gifting!	11 PCP Calls for Father's Day Gifting!	12 PCP Calls for Father's Day Gifting!	13 PCP Calls for Father's Day Gifting!	14 Flag Day
15 End of Quarter; Father's Day	16 BALLOON BLAST & STAR Event at FWB	17	18	19	20	21 First Day of Summer
22	23 FINAL WEEK of MK SEMINAR YEAR	24 FINAL WEEK of MK SEMINAR YEAR	25 FINAL WEEK of MK SEMINAR YEAR	26 FINAL WEEK of MK SEMINAR YEAR	27 Last Day to Place Telephone Orders	28 FINAL WEEK of MK SEMINAR YEAR
29 FINAL WEEK of MK SEMINAR YEAR	30 Last Day to Place Online Orders; Last Day of Seminar Year					



Oh, the places they'll go! With eager graduates looking for income, now is the perfect time to share the **Mary Kay opportunity!** Out of school and into summer fun and sun, graduates will love the freedom of setting their own schedules and sharing the things they love. Show her all the rewards of starting a Mary Kay business with the **Make Over Your Life eCatalog** today!



*Look who invested
in their business
during April!*

Name	Amount	Name	Amount
1 Jennifer Stennett	\$1,220	12 Brittany Morrison	\$228
2 Lynn Boyer	\$618	13 Jessica Hussey	\$227
3 Tonya Holman	\$441	14 Karen Loisel	\$227
4 Melody DelPozo	\$404	15 Debbie Ham	\$226
5 Kay Yount	\$378	16 Melissa Harris	\$225
6 Lori Ogles	\$361	17 Tanya Hamilton	\$217
7 Ashlyn Summers	\$264	18 Michele Caldwell	\$127
8 Inga Smith	\$255	19 Christy Aleksa	\$83
9 Richard Ogles	\$241	20 Lisa Spinella	\$36
10 Bonnie Bianca	\$237	21 Amy Cherry	\$30
11 Valarie Powe	\$236	22 Nzinga Frazier	\$28

STOCK UP for summer

Summer is almost here...

make sure your
customers
have everything
they need to
stay pampered
and protected.

Stock your
shelves now with the Mary
Kay® Sun Care Collection!



Win a Grand

Rowland's Rock Stars



ELISA STEWART ROWLAND
Independent Sales Director

1702 Lightwood Court
Niceville, Florida 32578

ph 850.708.8756
mobile 850.333.0986

email Elisa@MaryKay.com
web www.ElisaRowland.com

to the beautiful

Join the *Have a GRAND Week* sales challenge and enter to win \$1,000! Log onto InTouch today for all the details.

May 1 - 31, 2014

Believe in yourself and know that you can do anything in this world that you want to do if you want to do it badly enough and you are willing to pay the price. Whatever you vividly imagine, ardently desire, sincerely believe and enthusiastically act upon must inevitably come to pass.



Mary Kay Ash

What's Inside

Focus on the Finish...

This Seminar Year is coming to an end! Keep your eye on the prize and you can complete these challenges!

Brush up on your Brushes...

Check out this quick how to guide for our amazing brush collection!

Summer 2014 Promotion...

Check out summer's hottest new products.

April 2014 Results

Limited Edition[†] Beauty that Counts[®]
Journey of Dreams[™] Eau de Toilette



help dreams take flight

[†]Available while supplies last.

the gift that gives back

Here comes the Bride

celebrate

Bridal Elegance and enchantment

Summer marks the beginning of a very special season in beauty...

bridal beauty! As you pull out your brushes in preparation for her special day, don't forget to **share the fun!** Invite the bride and all of her bridesmaids to a pre-wedding pamper session.

Call your customers to start booking "Bridal Bliss" parties today!

