Welcome New Consultants
Celebrating 50 years: Mary Kay Ash taught us how—go live your dream! One Woman Can!

May 2014 Recognition & Results

Congratulations On-Target Stars:
Here’s how much you need to finish your next star by 6/15/14

<table>
<thead>
<tr>
<th>Star Achieved</th>
<th>Name</th>
<th>WS Needed for Next Star</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emerald</td>
<td>Donna Bordelon</td>
<td>$475.00</td>
</tr>
<tr>
<td>Diamond</td>
<td>Angel Stelly</td>
<td>$543.00</td>
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<tr>
<td>Sapphire</td>
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<tr>
<td></td>
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<td>$304.00</td>
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<td></td>
<td>Katie Theriot</td>
<td>$526.00</td>
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<td></td>
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<td>Simone Adams</td>
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<td>Catherine Newman</td>
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<td>Kayla Romero</td>
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<td>Stephanie Johnson</td>
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<td></td>
<td>Patsy Breaux</td>
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<td>Mandi Broussard</td>
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<td>Kyiesha Johnson</td>
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<td>Bonnie Rosinski</td>
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<td>Ashley Olivier</td>
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<td></td>
<td>Sherri Joslin</td>
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<td>Erica Lalonde</td>
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<td>Kristian Breaux</td>
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<td>Elaine Brasseaux</td>
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</tr>
<tr>
<td></td>
<td>Staci Stowe</td>
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Welcome New Consultants
Name: Elizabeth Thibodeaux
Sponsored By: Kimberly Clark

Name: Chelsie Bourque
Sponsored By: Katie Theriot

Name: Kayley Bertrand
Sponsored By: Katie Theriot

Name: Brittany Boone
Sponsored By: Ashley Olivier

Make sure to get your Mary Kay Personal Website THIS MONTH!!
Beginning July 1, subscriptions for all consultants will increase from $50 to $60. (The cost for first-year, first-time MK site subscribers will increase from $25 to $30.) If you renew this month, you can renew your current subscription for another year at the $50 rate.
(Example: If your Personal Web Site subscription expires March 1, 2015, you can renew by June 30 and extend your $50 subscription through March 1, 2016.)

Celebrating 50 years: Mary Kay Ash taught us how—go live your dream! One Woman Can!
Dear Constellations,

June is an amazing month for us. It's time to hit the gas and work hard to finish up our extraordinary goals. I can't believe the end of the year is almost here and I'm so excited to be in the position to encourage you all towards your own successes. Remember we're in business for ourselves, but never by ourselves. Mary Kay wants to show us they are behind us by rewarding us with a Follow Your Heart pendant necklace with any $400+ order. Isn't that awesome? No matter how close or far you are from your goal, you'll be one step closer each call you make! It's time to jump into action!

If you aren't quite where you'd like to be this last year of the seminar year, don't despair. No one ever gained anything by sitting around feeling sorry for herself and beating herself up. Believe me, I've tried that strategy in the past. If you're not finishing up your goals the way you'd like, I challenge you to take one day and regroup. Rather than focus on what you haven't done, focus on where you'd like to be this time next year. Really take the time to map out your plan. Break it down into daily, weekly, monthly and quarterly goals. Then begin the activity today. You'll have most of this month to get your systems in place, book appointments, call each and every customer, place your order to have products on your shelf, etc. This is not only a great way to kick off the new year, it's an easy way to fall back in love with your Mary Kay business when you call all the awesome women you get paid to work with!

We are fully into summer now, and everyone is thinking about tans, great summer looks, gift ideas and sun care. It's a great time to check back in with your customers and ask how you can meet their needs. It may just be a quick drop off at their work, but many women will be interested in fun color classes with their friends, which with our Color Confident class has never been easier! Summer classes lead to wonderful summer prospects, especially moms that need some girlfriend time in between all those games and summer activities. Whatever your focus, make sure you take the time to ask. Each new potential hostess, prospect, and basic new customer could be a vitally important person to your business, and you may be changing her life. Think of her and her needs, and you'll never go wrong. Let's finish this seminar year strong with gusto that Mary Kay Ash would be proud of!

Love and Belief, Claire
### Our Top 5 Wholesale Orders For May

<table>
<thead>
<tr>
<th>Consultant</th>
<th>Sales</th>
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</thead>
<tbody>
<tr>
<td>Kayla Romero</td>
<td>$733.75</td>
</tr>
<tr>
<td>Mandi Broussard</td>
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</tr>
<tr>
<td>Donna Bordelon</td>
<td>$615.50</td>
</tr>
<tr>
<td>Katie Theriot</td>
<td>$602.50</td>
</tr>
<tr>
<td>Kyiesha Johnson</td>
<td>$600.25</td>
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</tbody>
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### Top 20 Consultants Who Invested in Their Business in May

<table>
<thead>
<tr>
<th>Consultant</th>
<th>Investment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kayla Romero</td>
<td>$733.75</td>
</tr>
<tr>
<td>Mandi Broussard</td>
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<tr>
<td>Donna Bordelon</td>
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<tr>
<td>Katie Theriot</td>
<td>$602.50</td>
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<tr>
<td>Kyiesha Johnson</td>
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<tr>
<td>Ashley Olivier</td>
<td>$550.50</td>
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<tr>
<td>Catherine Newman</td>
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<tr>
<td>Susan Savoy</td>
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<tr>
<td>Nicole Morvan</td>
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<td>Brenda Quebedeaux</td>
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<td>Simone Adams</td>
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<td>Kathy Richard</td>
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<td>Chelsy Thibodeaux</td>
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<tr>
<td>Colleen Baronet</td>
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<tr>
<td>Katie Trahan</td>
<td>$251.00</td>
</tr>
<tr>
<td>Lana Cormier</td>
<td>$247.50</td>
</tr>
</tbody>
</table>

### PCP Participants:

- Linda Swinkey
- Staci Stowe
- Christina M Siverand
- Connie Rougeau
- Kathy Richard
- Cindy Noel
- Catherine Newman
- Nicole Morvan
- Sherri Joslin
- Mary Anne Chadderdon
- Patsy Breaux

- Elaine Brasseaux
- Donna Bordelon
- Susan Bergeaux
- Colleen Baronet
- Simone Adams
- Claire Olivier

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**SHHHH! it’s a secret! Who will be our queen this year? It’s a race to the finish line! I can’t wait to celebrate you at Seminar! There’s so much to LOVE this year. You’ll want to experience all Seminar offers.**

**PCP Participants:**

- Linda Swinkey
- Staci Stowe
- Christina M Siverand
- Connie Rougeau
- Kathy Richard
- Cindy Noel
- Catherine Newman
- Nicole Morvan
- Sherri Joslin
- Mary Anne Chadderdon
- Patsy Breaux

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*The world-famous philosopher and physician, Dr. Albert Schweitzer, “I don’t know what your destiny will be, but one thing I know: The only ones among you who will be really happy are those who have sought and found how to serve.”*
**Recruiters and Their Teams**

**Future Directors**
- Donna Bordelon
- Angel Stelly
- Brenda Quebedeaux
- Charity Lanclos
- Christina Dean
- Erica Lalonde
- Jade Thames
- Mandi Broussard
- Michelle Olivier
  * Angie Stoute
  * Jennifer Fruge
  * Nikki Boyd

**Team Leaders**
- Cindy Noel
  - Donna Bordelon
  - Janis Courvelle
  - Jerilyn Richard
  - Rhonda Marcantel
  - Tina Olivier
  - Vickie Reed
  * Amanda Tanner
  * Beverly Stelly
  * Kimberly LaJack
  * Leisa Anderson
  * Paula Fontenot
  * Rene Miller

- Mary Anne Chadderdon
  - Danielle Hinze
  - Julie Lee
  - Patsy Breaux
  - Staci Stowe
  - Tara Chadderdon
  * Angela Leger
  * Destine Boudreaux
  * Maxine Delino
  * Rachel Chadderdon
  * Rita Maronge

**Senior Consultants**
- Ashley Olivier
  - Lainey Guidry
  * Brittany Boone
  * Heather Olivier
  * Tia Prather

- Catherine Newman
  - Nicole Morvan

**Star Team Builders**
- Kathy Richard
  - Cynthia Guillory
  - Katie Theriot
  - Mary Anne Chadderdon
  - Susan Guidry
  * Carla Castille
  * Dana Pitre

- Elizabeth Daigle
  - Kristy Bernard

- Connie Rougeau
  - Mona Bertrand
  * Selena Bronson

- Julee Reed
  - Sherry Smith

- Sherri Joslin
  - Cathy Burleigh
  - Cindy Noel
  * Regina Garcia

- Simone Adams
  - Chelsy Thibodeaux
  - Ciarra LeBlanc
  - Colleen Baronet
  * Blake Soeseno
  * Victoria Meche

- Linda Swinkey
  - Kimberly Clark

- Phyllis Faul
  - Lana Cormier
  * Elizabeth Daigle
  * Jennifer Sonnier
  * Julie Guidry
  * Kim Higginbotham
  * Melinda Arabie
  * Mona Daigle
  * S. Olivier Begnaud
  * Wanda Schmitz

- Polly Bellard
  - Tracy Lanclos

- Tracy Lanclos
  - Katie Trahan

- Wendy Miller
  - Lonna Clayton

- Kristian Breaux
  - Lindsey Comeaux
  * Chelsie Bourque
  * Kayley Bertrand

**Love Checks: Sharing the Opportunity**

**July Birthdays**
- Missi Roger
  - Lexi Crowder
  - E. Thibodeaux
  - Sonya Richard
  - Joahanna O Boudreaux
  - Ashley Deshotel
  - Shelly Toussaint
  - Mechella Harrison
  - Catherine Newman
  - Deborah Martin
  - Denise Meche
  - Tina Olivier
  - Wanda Schmitz
  * S. Olivier Begnaud

**July Anniversaries**
- Connie Rougeau
  - Regina Garcia
  - Wendy Miller
  - Lexi Crowder
  - Simone Adams

* Means Inactive. A $225+ wholesale order will reinstate your 50% discount & your Active Team Member status.

**Make plans now to be in the Queen’s Court of Sharing! Just 24 qualified new team members for the year!**

Earn your Own Small Bee Fabulous Diamond Pin
14-karat yellow gold Diamond body .75 carats

**Love Checks: Sharing the Opportunity**

**9% Recruiter Commission**
- Donna Bordelon
  - | $120.87 |
- Cindy Noel
  - | $84.87 |
- Mary Anne Chadderdon
  - | $42.75 |

**4% Recruiter Commission**
- Sherri Joslin
  - | $38.36 |
- Kathy Richard
  - | $33.16 |
- Kristian Breaux
  - | $29.35 |
- Christina M Siverand
  - | $24.01 |
- Simone Adams
  - | $20.18 |
- Kristy Bernard
  - | $17.98 |
- Catherine Newman
  - | $16.78 |
- Tracy Lanclos
  - | $10.04 |
- Phyllis Faul
  - | $9.90 |
- Katie Theriot
  - | $7.12 |
- Polly Bellard
  - | $3.54 |
1. Colleen Baronet - $1,071
2. Katie Theriot - $679
3. Cindy Noel - $660

Our Top Sellers This Month:

4. Donna Bordelon - $648
5. Mary Anne Chadderdon - $484
6. Marissa Falicki - $326
7. Ashley Olivier - $261
8. Sheila Chavis - $108
9. Patsy Breaux - $34
10. Christina Siverand - $20

Claire’s May Sales = $1,591

Please turn in your Weekly Accomplishment Sheets to receive recognition on your monthly sales!!

$100+ Days

Colleen Baronet - 3
Marissa Falicki - 2
Cindy Noel - 2
Katie Theriot - 2
Donna Bordelon - 1
Mary Anne Chadderdon - 1
Ashley Olivier - 1

Monthly Spotlight Consultant

Katie Theriot

This is Katie’s second time being the spotlight consultant!! Katie is from St. Martinville, LA. She has been a Mary Kay Consultant since January 2014. She is married to Bryce. She has 3 dogs that she loves very much! Katie also enjoys mud riding!

In May Katie was #1 in sharing, adding two new team members to the Divas Club with over $800 in wholesale and she was #2 in retail sales with over $600 in sales! Since she’s started her business she’s had several $1,000+ weeks!!

Katie is currently a Senior Consultant with 1 active team member, but she has 4 members on her team! Thank you Kayley B., Chelsie B., Kristian B., & Lindsey C. for being on Katie’s team.

In her first quarter with Mary Kay, Katie was a Diamond Star Consultant and the Constellation’s highest Star in the Unit with 3080 contest credits. She is currently on target to be a Sapphire Star in the fourth quarter.

Katie’s goal in Mary Kay is to earn a Mary Kay career car & be a Director. YOU CAN DO IT!!!!

Congratulations Katie Theriot for being June’s Spotlight Consultant!

Mary Kay Quote

“A good goal is like strenuous exercise, it makes you stretch!”
~Mary Kay Ash
Claire’s Constellations are **Bold Motivated Women** and are on-target for the units second **PINK CADILLAC** and the $350,000 Unit Club!!

When we reach $350,000+ total retail for the 2013-2014 Seminar Year we will reach our unit club goal and earn our second Pink Cadillac!!

We need $18,300 more wholesale by June 30th to be in the $350,000 club & be a Cadillac Unit!!

**WHEN WE REACH $350,000 by June 30th:**
- All Consultants who order $300+ wholesale in June will WIN a MK Pink Pen OR your choice of beautiful jewelry!
- All Consultants who order $500+ wholesale in June WIN the MK Glitzy & Gold Calculator OR your choice of jewelry!
- All Consultants who order $700+ wholesale in June WIN the MK Polka-Dot Mug OR your choice of beautiful jewelry!
- All Consultants who add 1+ New Qualified Team Member in June will WIN the Mary Kay Lip Trio Case!

Choose from an extraordinary collection of fabulous jewelry hand picked by Claire! The consultant with the highest wholesale in each category will pick first & then will follow in highest wholesale order! More beautiful pieces to choose from in the higher categories! Claire will display the jewelry for your viewing at the end of the month.

**WANT A $50 CASH BONUS IN JUNE?!!??**

Consultants who add at least 1 New Qualified Team Member **AND** order $700+ wholesale in June gets their name in a drawing for $50 CASH! Name goes in the drawing for each additional new June qualified member. All Consultants who **debut as a Director** on July 1, 2014 will get their name in the drawing 5 times & will WIN a prize from each category!

Come to the meetings to see the prizes!! Pictures don’t do them justice!! Orders are cumulative & must be placed by June 30, 2014. New team members must sign their agreement & place a Qualified, $600+ order, by June 30, 2014. We must reach $350,000 total wholesale by June 30, 2014 to win the prizes! We will do it!!!
We’re Jumping for Joy in JUNE!!
Win this... Crystal Studded Sunglasses OR Flower Scarf!! Earn awesome prizes for working your Mary Kay business and placing a $600+ wholesale order in June.
Earn the one you didn’t earn last month!!

When you order $1,500+ in June you earn all 4 prizes!
First initial orders do not apply!

Order $1,000+ in wholesale in the month of June and get invited to an Exclusive Elite Diva Dinner with Claire!
EXCLUSIVE FOR JUNE 2014!!

Join the ELITE Inner Circle Diva Club!

Crystal Studded Sunglasses!!
Your future’s so bright you need shades!!
Start the Summer off right with these fabulous sunglasses!
While supplies last.

Total orders in the month may be accumulated!

Flower Scarf!!
Pick between the pink & green flowered scarf!!
Either one will look great with all your Summer looks!
While supplies last.

Exclusive Elite Diva Dinner!!
FOR JUNE ONLY!
Join Claire & the other June Elite Diva Club winners at Chili’s in Carencro, CLAIRE’S TREAT!!!
More details to come!

Olivier Unit...Earn these fabulous prizes just for working your MK business!

Created by Claire Olivier

Trendy Teardrop Charm Scarf!!
Out of town Elite Diva Winner’s & Consultants who can not attend the Diva dinner will win this gorgeous charmed scarf!!
You can be a 4th Quarter Star!!!
Being a Star should be your goal every quarter & it's not too late to achieve this goal! Don't think it can't happen! There are so many ways to get those sales in, even if you have $0 towards star! Miracles happen!! Remember the last day to order to be a 4th Quarter Star is Sunday, June 15th!

*Challenge yourself to a $1,000 day
*Sell Star Gift Certificates
*Contact your PCP customers
*Call customers who have not ordered in a while
*Have a beginning of Summer Sale!

Be invited to the event of the Quarter!
ALL 4th Quarter, March 16 - June 15,

STARS
& their spouses will attend the awesome
SWIMMING WITH THE STARS!!!
Exclusively for Claire, Rose, & Summer’s Units!

Saturday, June 28th*, Time TBA
Claire’s Swimming Pool: 1651 Deanne Hwy., Church Point, LA
ONLY 4th QUARTER STAR CONSULTANTS WILL BE INVITED TO ATTEND!
Please invite your spouse/significant other!
Food provided by Directors! Bring your own Drinks!
*Date may change depending on the weather!
LOTS OF FUN, GAMES, & PRIZES!

Our Current 4th Quarter Stars!

Donna Bordelon
Angel Stelly
Nicole Morvan

Who Else?!
If you started Mary Kay to make some money and work your business like a business, would you consider investing in some inventory to have on hand to build your store? Maybe it’s time to take your business to the next level by having product on hand so you can provide the best service for your customers!

Remember, the Follow Your Heart pendant necklace serves as a token of appreciation from our heart to yours for being a fearless role model and leader. It can be yours when you place a single $400 or more Section 1 wholesale order in June 2014.

Take advantage of your 50% discount to stock up on products for you and your family. Do you use Mary Kay from head to toe? If not, why not?! You’re crazy to miss out on our fabulous products, especially when you get them at a discount! If you haven’t ordered our new products yet, check them out now on Intouch!

*If every woman in our unit placed a $225 wholesale order just to get products for personal use, that would make a huge contribution to our goal!

Have you called your customers lately? Consider calling friends, family & customers to let them know about NEW products and to take reorders. This is a time when a lot of women are looking for a new look!

Be Santa Claus this Summer! With the season of weddings, graduations, Father’s Day, baby showers and bridal showers – giving MK products as gifts is a great way for you to save money this summer! If you're getting married, consider giving your bridal party Mary Kay gift sets!

Have a $1000 Day. Make it your goal to sell $1,000 in 24 hours by contacting your customers, prospective & former hostesses, family members, and personal use reorders!

Do you know people who work with a lot of women or even men? Consider asking them to be an Outside Hostess for you! Offer them $25 free for every $100 in orders they collect!

Be a Star Consultant This Quarter! Our Unit is going to be ABUNDANT with Stars! When you are a STAR, you earn a fabulous star prize and TONS of recognition!

We’re Racing to The Finish Line…
Great Ways YOU Can Help Our Unit!
How to Get 100 Names Fast!

“Hi, _____! This is _____ with Mary Kay. How’s your skin care going? What are you running low on? Well, _____, the REAL reason I’m calling is because my director has challenged me to get 100 referral names to contact about a free facial and makeover. I thought to myself, ‘However will I find 100 names?’ and then I decided, ‘Hey, I’ll call my 10 favorite customers and ask them to help me out with 10 names each.’ For helping me out _____, I have your choice of ______ or ________. Now, some of my customers have the names handy, and some of them have to think about it for a few hours. Which do you prefer?”

“Hi, _____! This is _____. You don’t know me, but we have a mutual friend in _____. I’m her Mary Kay Beauty Consultant and I asked her for the names and numbers of some friends who would be great models for my before-and-after portfolio, and right away she thought of you! (pause) (They’ll usually say ‘Oh’ or giggle or ‘She did, eh?’) _____ gave me your name, not because she thought you NEEDED a makeover, she just thought you’d be a great model for me. For helping me out, you get a $10 gift certificate toward any Mary Kay product plus a total skin care analysis and a free glamour makeover. It takes about an hour. I’m setting up my appointments for the next week. Which works better for you, _____ or _____? (Secure a time for her facial). (Find out her address and directions.) _____, seeing as you don’t know me, it would be a lot more fun if you share your facial with some friends. And if you find that 10 or 15 want to come, that’s okay, we’ll just split it up into 2 sessions. Everyone gets a makeover, but YOU get the gift certificate. Do you have some friends in mind already? I’ll call you the day or two before our appointment to find out about their skin. That helps me determine what to bring for them. Speaking of that, can I ask you a few questions about your skin?” (Pre-profile her NOW). End the call telling her you’re looking forward to meeting her at _____ at _____ o’clock on _____ date.
Mary Kay Dates to Remember:

- **July 4**: Happy Independence Day! All company and branch offices closed. Postal holiday.
- **July 15**: PCP last day to enroll online for fall mailing of The Look.
- **July 16**: Ruby Seminar begins.
- **July 20**: Sapphire Seminar begins.
- **July 23**: Emerald Seminar begins.
- **July 27**: Pearl Seminar begins.
- **July 30**: Diamond Seminar begins. Last day of the month for consultants to place telephone orders (until 10pm CST).
- **July 31**: Last day of the month for consultants to place online orders (until 9pm CST). Last business day of the month. Orders and agreements submitted by mail or dropped off at the branches must be received by 7pm local time to count towards this month’s production. Online agreements accepted until midnight CST.

TO CREATE THE LIFE YOU DESERVE, YOU HAVE TO GO AFTER IT. THE UNIVERSE YOU INHABIT FLOWS FROM YOU, YOU DON’T FLOW FROM IT. WHATEVER STEPS YOU NEED TO TAKE TO CREATE THE UNIVERSE OF YOUR CHOICE, YOU WILL HAVE TO PUSH PAST PREDICTABLE FEELINGS OF SHYNESS AND FEAR TO TAKE THEM. DON’T LET EMBARRASSMENT PREVENT YOU FROM GOING AFTER WHAT YOU WANT. IT’S ABSOLUTELY SELF-DEFEATING. THE WORST THAT CAN HAPPEN IS THAT YOU GET REJECTED BY ONE PERSON-SO WHAT? YOU HAVE OTHER FRONTIERS, OTHER TERRITORIES TO CONQUER. KEEP THE BIG PICTURE IN MIND. THAT’S ALL THAT REALLY COUNTS. —GeorBette Mosbacher
Words of Wisdom
From Mary Kay Ash

Be a dreamer. Have a sense of greatness. It has been said that if you can dream it, you can do it. And I believe that. Before your dream can become a reality, you have to see it in your own mind; see its fulfillment, whatever it may be.

Social Publisher: Have you heard about Mary Kay Social Publisher? It’s an exciting way you can have access to a new world of professionally written, branded and preapproved content for your Facebook page.

Mary Kay Video Lounge Launches This Month! The Video Lounge will be your convenient, “one-stop” location for all Mary Kay-produced videos. The Video Lounge tab will be in the top navigation bar on the InTouch homepage and the second to last button on the homepage of Mobile InTouch. Videos are categorized by Education, Products, How-Tos and Company. You can check out featured videos of the week and share product videos with area members.

On Display: Mary Kay is introducing a new social media channel, a fashion commerce site where users assemble clothing and beauty products. You can build collages and showcase new Mary Kay products or create looks for a special occasion to share on Facebook & Twitter. Check out www.marykayus.polyvore.com.

Want More Videos? Visit The Pink Link on Intouch! Get education and inspiration on products such as Journey of Dreams, Sun Care and Mary Kay At Play! Vacation is the perfect time to try out bold color looks using Mary Kay At Play fun shades. For fun, snap a selfie with a hot summer look and post it on Instagram #mkatplay. Get ready to share the new Mary Kay At Play eCatalog. Your followers will want to know about these products!