



Debbie's RED HOT DIAMONDS



Independent Sales Director Debbie Clark

CONGRATULATIONS TO THESE LADIES!



Queen of Retail YTD
CHANQUIA RIGGINS



Princess of Retail YTD
BIBI AL-KURDI



Queen of Wholesale SEPT
CHANQUIA RIGGINS



Princess of Wholesale SEPT
MARTHA BRADFORD



"Courage is the art of doing what we fear and doing it well, no matter how difficult we think it may be."

-Mary Kay Ash

Welcome New Consultants!

CONGRATULATIONS on your decision to become an **INDEPENDENT BUSINESSWOMAN!**

<u>Those who dared...</u>	<u>From:</u>	<u>Those who shared...</u>
Bibi S. Al-kurdi	LACEY, WA	D. Clark
Kimberly A. Saddler	FEDERAL WAY, WA	D. Clark

Unmask a New Opportunity!
New team members get two free masks when they start a Mary Kay business. this month.

Look Who's Moving Up!!

- DIQ/Future Directors
10+ Active
- Team Leaders
On-Target Car
5+ Active
- Star Team Builders
3 or 4 Active
- Senior Consultants
1-2 Active

Star Team Builders
Catherine Eberly
Senior Beauty Consultant
Charlotte Jacobs

All In With 8! DIQ Promotion

Oct. 1 – Dec. 1, 2017

For a limited time, you can enter Sales Director-In-Qualification when you are active and have 8 active personal team members. What an incredible opportunity to take your business to new heights!!





A NOTE FROM YOUR DIRECTOR!



I love this "Lesson from Little Ones" from Success Coach Ann Vertel

I remember the first time I was allowed to go out trick-or-treating on Halloween night with just my friends. (Of course I'm sure my Dad was following along at a safe distance but he'll neither confirm nor deny that accusation!) Our mission was a singular one - get as much candy as possible in the shortest amount of time. In other words, I wanted my big plastic orange pumpkin overflowing with goodies. We literally ran from house to house as we scoured our neighborhood intent upon our goal. On occasion, we approached a house, rang the bell, and nothing happened. The lights were on but no one answered the door.

Put in that situation, what do most kids do? They move on to the next house. "Come on, let's go" and they're headed down the block. They don't stop for a second to wonder why the owners didn't answer the door. They don't take it personally. They don't think that they're wearing the wrong costume. They don't walk around the house peering in the window trying to see why the owners didn't answer the doorbell. They don't sit down on the front step and pout. And can you even imagine that they would just quit and go home? No way. You see, kids are neat people to observe with regard to how they handle rejection. It just never occurs to them that the rejection is about them! And why? Because it's not. Kids have a unique ability to observe the world just the way it is. As we grow up, our self-esteem takes a few hits and we start to think that everything that happens to us is about us. It's not. When you hear no, no thanks, I'm not interested, it's not for me, I don't like selling, please don't ever, ever, ever, ever call me again for any reason whatsoever....it is about them, not you and not the opportunity you have to offer. Run to the next house, and the next one, and the next one. That's where the candy is. Remember, your goal is a full plastic pumpkin, and you don't care which houses or how many houses it takes to make that happen.



Believing in you & all that you'll achieve this month!!

Debbie



FOCUS ON BEING A STAR!!

**STARS EARN MORE PROFIT,
FREE PRODUCT & WONDERFUL PRIZES!**



2nd Quarter Star Consultant Tracking

SEPTEMBER 16TH- DECEMBER 15TH ~ Contest updated through 10/16/2017

Consultant Name	Current W/S Production	Sapphire	Ruby	Diamond	Emerald	Pearl
		----- Wholesale Production Needed -----				
DEBBIE CLARK	\$1,505.00	\$295.00	\$895.00	\$1,495.00	\$2,095.00	\$3,295.00
MARTHA BRADFORD	\$606.50	\$1,193.50	\$1,793.50	\$2,393.50	\$2,993.50	\$4,193.50
KIMBERLY SADDLER	\$602.00	\$1,198.00	\$1,798.00	\$2,398.00	\$2,998.00	\$4,198.00
ALICIA OATES	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
CHARLOTTE JACOBS	\$561.50	\$1,238.50	\$1,838.50	\$2,438.50	\$3,038.50	\$4,238.50
CHANIQUIA RIGGINS	\$515.50	\$1,284.50	\$1,884.50	\$2,484.50	\$3,084.50	\$4,284.50

Congratulations to our 1st Quarter STARS!

**Emerald Star Debbie Clark
Sapphire Star Chaniquia Riggins**



2018 SEMINAR COURTS

Set your sights on the 2018 National Courts!

Top Court of Sales YTD

Queens Court of Personal Sales
\$40,000 Personal Estimated Retail



Name	Amount
Chaniquea Y. Riggins	\$5,597.00
Bibi S. Al-kurdi	\$1,489.00
Kimberly A. Saddler	\$1,485.00
Martha V. Bradford	\$1,365.00
Alicia M. Oates	\$1,329.00
Charlotte A. Jacobs	\$1,157.50
Angie M. Ainsworth	\$1,103.50
Danielle O. Milanes	\$972.50
Dawn M. Bennett	\$743.00
Renee Walker	\$625.00

Top Court of Sharing YTD

Queens Court of Sharing
24 Qualified (\$600+)
New Personal Team Members

Name	Qual. Recruits	Commission
Debbie L. Clark	5	\$566.70

Who will step up to
Queen for 2018?

These reports reflect
results through 9/30/2017

HAVE AN OVER THE TOP SEASON

The "Wiktionary" defines "over the top" as: **Adjective: Bold; beyond normal, expected, or reasonable limits; outrageous.**



What does "over the top" mean to you and your business? Is it achieving something in your business that you've never achieved before?

Is it holding more "parties with purpose" in one month than ever before? Is it having a record-breaking sales month, such as \$2,000 in one month? Is it adding more personal team members to your team in one month than ever before? Is it handing out your business card to more prospects in one week than ever before? Is it getting your team on-target for your car or submitting your DIQ commitment card?

We want 100% of our unit having an OVER-THE-TOP MONTH this month!

Pick your "over-the-top" goal and share it with me and your sister consultants. And then do whatever it takes and the "and then some" to AMAZE yourself in achieving that outrageous, over-the-top goal! You will feel such a sense of pride and accomplishment, and THAT is priceless! It will catapult you into a successful holiday selling season and you'll never look back.



September Wholesale



These Consultants invested \$225+ into their business in September...

Name	Amount
Chaniquea Y. Riggins*	\$642.50
Martha V. Bradford*	\$606.50
Bibi S. Al-kurdi*	\$604.00
Kimberly A. Saddler*	\$602.00
Alicia M. Oates*	\$600.00
Pam Marzano	\$247.50
Danielle O. Milanes	\$229.25
Debbie L. Clark*	\$1,458.00

* Earned September Bracelet

October Surprise & Delight
When you earn the October bracelet during the New Faces Take You Places Challenge (with your \$600+ order), you'll be entered into a drawing to win this diamond Michele® watch or a \$100 gift card!



We Celebrate You!



Happy Birthday in

Birthdays	Day
Chaniquea Y. Riggins	10
Leoncia C. Ramirez	18
Debbie L. Clark	26

Happy MK Anniversary!

Anniversaries	Years
Pam Marzano	15

It's a Superstar Consultant!!!

**EARN YOUR BEAUTIFUL
COURAGE BRACELET
WITH YOUR \$600+
ORDER THIS MONTH**

PLUS... you'll be entered to win this diamond Michele® watch or a \$100 Amex gift card!

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**NEW
FACES
take you
PLACES**



Build your business & be rewarded with these new company challenges!

**NEW FACES TAKE
YOU PLACES CHALLENGE**

For each month during the 2017-2018 Seminar year that you place a cumulative \$600 or more WS Section 1 order, you will receive an exclusively designed charm bracelet by renowned jewelry designer R.J. Graziano.

This month's bracelet is totally charming and features the power word Courage. You know you want to earn it! So just tell yourself, "You can do it!"



**CONSISTENCY
CHALLENGE**

When you achieve the New Faces Take You Places Challenge each month, July through December 2017, you will receive a gorgeous designer consistency challenge charm bracelet with a crystal-encircled charm featuring the power word GROW.

**TEAM-BUILDING
CHALLENGE**

If you want to go places, share the opportunity with some new faces. If you have the highest number of qualified new personal team members in our Seminar at the end of the contest period, you could win a \$5,000 trip voucher for the vacation of your dreams! There are also great monthly prizes you can earn along the way.

When you Start in October by becoming the Consultant with the highest number of new personal team members in our unit (minimum of two), you will receive this arrow pendant necklace. Be courageous!



See MK InTouch for full details