



Debbie's RED HOT DIAMONDS



Independent Sales Director Debbie Clark

CONGRATULATIONS TO THESE LADIES!



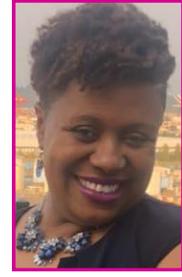
Queen of Retail YTD
MORGAN MATTHAI



Princess of Retail YTD
ANITA



Queen of Wholesale SEPT
MORGAN MATTHAI



Queen of Sharing SEPT
OCTAVIA DRAYTON GREEN



"You can be anything you want to be, You can climb any mountain you want to climb, you can reach any goal you want to reach. It all lies within you. Believe in yourself!"

-Mary Kay Ash

Welcome New Consultants!

CONGRATULATIONS on your decision to become an INDEPENDENT BUSINESSWOMAN!

Those who dared...

Rachel D. Holmes
Morgan D. Matthai
Jacinta Mwilu

From:

RENTON, WA
ENUMCLAW, WA
KENT, WA

Those who shared...

O. Drayton Green
D. Clark
D. Clark



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

Senior Consultants

Lisa Camper
Catherine Eberly
Charlotte Jacobs
Anita Lewis
Renee Walker



DOUBLE YOUR SUCCESS!!

Double your success and have twice the fun as you work your business full circle! From Oct. 1-31, 2018 for every \$1 in personal retail production you have you'll receive an additional \$1 in retail production up to \$4,000 retail credit toward the Queens Court of Personal Sales & you can earn double credit for up to six Great Start qualified** new personal team members



A NOTE FROM YOUR DIRECTOR!



***I love this classic Halloween Inspiration
"A 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 & AWESOME PRIZES!



Look Who's On Target For Their 2nd Quarter STAR!

SEPTEMBER 16TH – DECEMBER 15TH ~ Contest updated through 10/16/2018

Consultant Name	Current W/S Production	Sapphire	Ruby	Diamond	Emerald	Pearl
		----- Wholesale Production Needed -----				
DEBBIE CLARK	\$1,008.00	\$792.00	\$1,392.00	\$1,992.00	\$2,592.00	\$3,792.00
MORGAN MATTHAI	\$846.50	\$953.50	\$1,553.50	\$2,153.50	\$2,753.50	\$3,953.50
CHARLEEN ANDERSON	\$678.00	\$1,122.00	\$1,722.00	\$2,322.00	\$2,922.00	\$4,122.00
TAMMI DOVE	\$420.00	\$1,380.00	\$1,980.00	\$2,580.00	\$3,180.00	\$4,380.00
LISA CAMPER	\$410.00	\$1,390.00	\$1,990.00	\$2,590.00	\$3,190.00	\$4,390.00

Congratulations to our 1st Quarter Star Consultants!

**Pearl Star Debbie Clark
Emerald Star Morgan Matthai**



2019 SEMINAR COURTS

Set your sights on the 2019 National Courts!

Top Court of Sales YTD

Queens Court of Personal Sales
\$40,000 Personal Estimated Retail
Princess Court of Personal Sales
\$20,000 Personal Estimated Retail



Name	Amount
Morgan D. Matthai	\$8,463.00
O. Drayton Green	\$4,018.00
Charlotte A. Jacobs	\$3,610.00
Catherine M. Eberly	\$3,608.00
Lisa M. Camper	\$2,031.00
Dung H. Truong	\$1,816.00
Pamula M. Norfleet	\$1,813.50
Latahsha Battee	\$1,531.00
Angie M. Ainsworth	\$1,362.00
Charleen Anderson	\$1,356.00

Top Court of Sharing YTD

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

Name	Qual. Recruits	Commission
Anita E. Lewis	2	\$72.30
Renee Walker	1	\$24.04
Debbie L. Clark	1	\$476.32

These reports reflect results through 09/30/2018

HAVE AN OVER THE TOP SEASON



"OVER THE TOP" is defined as 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, \$3,000 or even more 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	Name	Amount
Morgan D. Matthai*	\$3,664.00	Michelle Garciavega	\$228.00
Catherine M. Eberly*	\$1,201.50	Mollie A. Durand	\$226.00
Charlotte A. Jacobs*	\$944.50	Debbie L. Clark*	\$1,143.00
O. Drayton Green*	\$801.00		
Charleen Anderson*	\$678.00		
Tammi L. Dove	\$420.00		
Lisa M. Camper	\$410.00		
Angie M. Ainsworth	\$393.00		
Anita E. Lewis	\$295.00		
Pam Marzano	\$238.00		
Pamula M. Norfleet	\$231.00		

* Earned September Earrings

We Celebrate You!



Happy Birthday in November! Happy MK Anniversary!

Birthdays	Day	Anniversaries	Years
Kimberly J. Dunn	1	Pam Marzano	16
O. Drayton Green	4	Lisa J. Woods	1
Pamula M. Norfleet	8		
Chaniquia Y. Riggins	10		
Debbie L. Clark	26		

It's a Superstar Commitment!!

**FOCUS ON PARTIES
THIS MONTH & EARN
YOUR BEAUTIFUL
KEY NECKLACE!**

It's yours
with your
\$600+
wholesale
order this
month!



Michelle Johnson
Independent Sales Director
555 Mary Kay Way
Seattle, WA 98001
Phone: 555-555-5555
E-mail: michellej555@marykay.com

YOU Hold the Key

You Hold the Key to endless potential when you work your Mary Kay business full circle: booking, selling and team-building. And there are rewards for each of those! You'll want to find out just how many challenges you can achieve with consistent All In commitment that begins with introducing Mary Kay® skin care to new customers. Here are a few of those challenge, but be sure to visit the MK You Hold the Key InTouch page for full details!

OCTOBER KEY
**MAKE IT
A PARTY!**



You Hold the Key Monthly Challenge

July 1, 2018 – June 30, 2019

Each month during the 2018 – 2019 Seminar year when you place a cumulative \$600* or more wholesale Section 1 order, the door is opened to a monthly jewelry piece from the exclusive You Hold the Key Jewelry Collection by R.J. Graziano. That \$600 wholesale a month could be the key to becoming a quarterly Star Consultant, to crossing the Seminar stage, to firing up the engine of a Mary Kay Career Car & to a career path with no glass ceilings. You Hold the Key to making your dreams come true!

This month turn your facials into parties to increase your sales & earn the beautiful October necklace!

*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders, as long as the orders are placed in the same calendar month.

You Hold the Key Fall Consistency Challenge

July 1, 2018 – Dec. 31, 2018

And Then Some. These three words can transform your Mary Kay business. Mary Kay Ash's philosophy was simple: Success comes from consistency – consistently doing that little bit more, consistently going above and beyond what is expected of you. Use this key as you find success in this challenge.

When you achieve the You Hold the Key Challenge each month, July through December 2018, you will receive this beautiful You Hold the Key Fall Consistency Challenge necklace by R.J. Graziano

