



Debbie's RED HOT DIAMONDS



Independent Sales Director Debbie Clark

CONGRATULATIONS TO THESE LADIES!



Queen of Retail YTD
CHANQUIA RIGGINS



Princess of Retail YTD
CYNTHIA JOHNSON



Queen of Wholesale OCT
CYNTHIA JOHNSON



Princess of Wholesale OCT
CHARLOTTE JACOBS



WISHING YOU & YOUR FAMILY A BEAUTIFUL, BLESSED THANKSGIVING!!

“Only what you give can be multiplied back into your own life.”

-Mary Kay Ash

Welcome New Consultants!

CONGRATULATIONS on your decision to become an INDEPENDENT BUSINESSWOMAN!

Those who dared... From: Those who shared...
Cynthia S. Johnson UNIVERSITY PLACE, WA 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

Star Team Builders
Catherine Eberly

Senior Beauty Consultant
Charlotte Jacobs
Shaina McWilliams

All In With 8! DIQ Promotion Ends December 1st!

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!



Love this from Success Coach Ann Vertel

Wouldn't it be nice if becoming a success was easy? Unfortunately, it's not. It takes consistent, daily action, calculated risks and, well...work. Work that involves doing things that don't come easy. Working like that just doesn't sit well with most people, and that's why most people never reach their ultimate potential and spend their whole life wishing and hoping for things to be different. Wishing and wanting and hoping are not strategies...or actions. You already know what it would take for you to become an uncanny success.

The question is, are you willing to do what it takes?

Most people aren't. They don't want to give up doing what comes easy or what they're used to or what comes along to fill up their time. Doing the things they would need to do to change their situation just isn't convenient. They'd have to give up things they're used to. Successful people behave differently. They don't base their pursuit of excellence on the actions that are easy for them. They base their actions on what will make them a success. Stop trying to get ahead by doing the things that feel safe, comfortable, and easy – that will just get you more of the same. Determine what actions will make you proud of your accomplishments and then do them, however inconvenient and difficult they may be. Only then will you lead the life you desire.

Be bold! Step out of your comfort zone and see what can happen!

*Love & Belief in You,
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 11/18/2017

Consultant Name	Current W/S Production	Sapphire	Ruby	Diamond	Emerald	Pearl
		----- Wholesale Production Needed -----				
DEBBIE CLARK	\$2,256.50	STAR	\$143.50	\$743.50	\$1,343.50	\$2,543.50
CYNTHIA JOHNSON	\$1,808.50	STAR	\$591.50	\$1,191.50	\$1,791.50	\$2,991.50
CHARLOTTE JACOBS	\$1,099.00	\$701.00	\$1,301.00	\$1,901.00	\$2,501.00	\$3,701.00
CHANIQUIA RIGGINS	\$721.50	\$1,078.50	\$1,678.50	\$2,278.50	\$2,878.50	\$4,078.50
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
ANGIE AINSWORTH	\$601.50	\$1,198.50	\$1,798.50	\$2,398.50	\$2,998.50	\$4,198.50
ALICIA OATES	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00



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
Chaniquia Y. Riggins	\$6,798.00
Cynthia S. Johnson	\$4,025.00
Charlotte A. Jacobs	\$3,289.50
Angie M. Ainsworth	\$2,336.50
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
Renee Walker	\$1,087.00
Danielle O. Milanes	\$972.50

Top Court of Sharing YTD

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

Name	Qual. Recruits	Commission
Debbie L. Clark	6	\$879.86

Who will step up to
Queen for 2018?

These reports reflect
results through 10/31/2017

BE THANKFUL FOR YOUR BLESSINGS

Stop for a moment and consider all the good things which you too often take for granted -- your health, your family, the air you breathe, the water you drink, your home, your community, the magnificent universe around you, your faith, your friends, the knowledge you possess, your skills, and so much more.



Indeed, you are blessed. You are filled with possibilities. Yet what good are your blessings if you're not making the most of them? Of what value are your possibilities if you do not make the effort to fulfill them?

Think of the good things you have going for you. There may be many or there may be few. What matters most, is that you get them to grow. That comes from gratitude and appreciation. When you truly appreciate your blessings, they become powerfully compelling. And they grow, filling your life with quality and excellence, and compelling you to reach even higher. Gratitude and thankfulness are more than just words or thoughts.

To truly appreciate the good things in your life, you must take the actions necessary to nurture and defend them.

You're blessed with a great starting point. Let your many blessings compel you to reach ever higher. -- **Ralph Marston**

October Wholesale

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

Cynthia S. Johnson*	\$1,808.50
Charlotte A. Jacobs*	\$1,056.00
Angie M. Ainsworth*	\$601.50
Chaniquia Y. Riggins*	\$600.50
Mattie N. George	\$317.50
Mckinsey M. Garton	\$272.00
Sonia P. Coleman	\$238.00
Michelle Garciavega	\$234.50
Renee Walker	\$231.00
Vanessa L. Bridges	\$229.00
Debbie L. Clark*	\$798.50

* Earned October
Bracelet



We Celebrate You!



Happy Birthday in December! Happy MK Anniversary!

Birthdays	Day	Anniversaries	Years
Johanika N. Samayo	5	Sonia P. Coleman	11
Crystal M. Nelson	21	Shirley McElroy Ray	2
Anacia C. Dinkes	25		
Charlotte A. Jacobs	30		

It's a Superstar Comethant!!!

- Offer Gift Certificates as Stocking Stuffers.
- Make sure to let every customer know the amount to purchase to get a FREE PCP gift.
- Carry a basket full of items EVERYWHERE you go.
- Decorate your trunk & schedule on the go appointments.

Reap the harvest of MORE SALES this season!



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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 SELL. You know you want to earn it! So be that somebody who sells something!



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.

It all starts when you Sell, and that can lead to sharing the Mary Kay opportunity! If you become the Beauty Consultant with the highest number of new personal team members (minimum of two) in our unit, you will receive these trendy coasters. Sell and go places!



See MK InTouch for full details