



# Debbie's RED HOT DIAMONDS



Independent Sales Director Debbie Clark

## CONGRATULATIONS TO THESE LADIES!



Queen of Retail YTD  
**CHANQUIA RIGGINS**



Princess of Retail YTD  
**CHARLOTTE JACOBS**



Queen of Wholesale NOV  
**CHARLOTTE JACOBS**



Queen of Sharing NOV  
**CYNTHIA JOHNSON**



### MY WISH FOR YOU THIS CHRISTMAS!!

I wish you happiness-- the kind that's deep within your soul & shines through your eyes.

I wish you serenity and a sense of perspective that calms & lends you understanding in the most difficult times.

I wish you success in every facet of your life; satisfaction & contentment in everything you do.

I wish you dreams with the promise of their fulfillment; A lifetime of extraordinary memories & a path which leads to beautiful tomorrows.

**Merry Christmas & Happy New Year!**

## Welcome New Consultants!

CONGRATULATIONS on your decision to become an INDEPENDENT BUSINESSWOMAN!

Those who dared...

Amber R. Watson  
Lisa J. Woods

From:

LAKESIDE, WA  
OLYMPIA, WA

Those who shared...

C. Johnson  
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 Beauty Consultant

**Catherine Eberly**

**Charlotte Jacobs**





# A NOTE FROM YOUR DIRECTOR!

**Love these powerful words from FESD Kathryn Engstrom as we head into 2018!**



I've been hearing lately from Consultants & potential recruits that they need a "guaranteed paycheck". I understand and I agree. When I started my Mary Kay business, I NEEDED a "guaranteed salary" I was earning \$60,000+ and had monthly bills that went along with that kind of income. In fact, I joined Mary Kay because of the money potential. I had to keep working my 60-80 hours a week schedule because I needed my "guaranteed salary". In my first 2 months in Mary Kay, I made all of the excuses not to do my MK business. "It's been a long 12 hour day, I'm to tired. I don't want to get on the phone all day. They won't book with me anyway. I don't wear makeup. I don't like to sell. I don't know anyone because I just moved here. Those MK scripts don't sound like me...etc." I complained to my Director, "This is just not working. I am so tired of working my Mary Kay business and nothing is happening. I can't believe I joined this Company." The truth was that I was THINKING about MK all the time. I was not WORKING my Mary Kay, not working my IPA's (income producing activities). I was just THINKING about them. In your current job, if you just "thought" about working but didn't show up for work, would you get your "guaranteed paycheck"? In your current job, if you don't do the work like you were trained, would you get your "guaranteed paycheck"? You see, you ARE disciplined everyday to get up, rush the kids to daycare/school, go to work whether you feel like it or not, fight the traffic, get to work, do things you don't want to do, go to lunch when they say, fight traffic home, pick up the kids before 6pm so you don't get charged extra, fix dinner, do homework, do baths, do housework, go to bed etc. just to get up the next morning and do it all over again, whether you feel it or not. Instead of holding a class or two in the evenings, Consultants and potential recruits say, "I need to be home with my kids having quality time since I was gone all day." Is that quality time in the evening really with your children? We need to think and WORK differently, we need to look at the short term sacrifices for long term gain. If you keep doing what you are doing, you will always have what you currently have. Your current "guaranteed paycheck" is GUARANTEED never to be over \$10,000 a month...NEVER to be over \$30,000 a month...while with your Mary Kay career, it very well COULD. The potential is there for EVERYONE who wants it, works for it, believes it, grows into it. All you need to do is DECIDE! Decide to really WORK your Mary Kay DAILY, treat it like a JOB. DISCIPLINE yourself to WORK your Mary Kay whether you feel like it or not. WORK to get skilled at your Mary Kay (you're skilled at your current job, you learned that, you CAN learn Mary Kay too!) When I decided to treat Mary Kay as a business, as a job, to put it into my schedule, to work whether I felt like it or not, I won a car in 3 months and became a Director 2 months later. My first Director check was \$3000+ and it has never fallen below that. In fact, it has increased to \$7000-\$15,000+ MONTHLY-GUARANTEED Mary Kay income. You can have a guaranteed MK income too! It is all about choices and work habits. What do you want out of life? What do you want to be remembered for? Do you want to make a significant difference in MANY lives? Do you want to make a real impact on your family? The guaranteed money is GREAT but I am even more grateful to this company because of the positive affirmations, the positive talk, the positive way of life that MK has helped me to have.

**WOW! Powerful stuff! What do YOU want to be "guaranteed" in the New Year? Call me & lets plan together!  
Love & Belief in You! Debbie**

**FOCUS ON BEING A STAR!!**

STARS EARN MORE PROFIT, FREE PRODUCT & AWESOME PRIZES!

## 2nd Quarter Star Consultant Tracking

SEPTEMBER 16TH- DECEMBER 15TH ~ \$600+ ~ Contest updated through 12/10/2017

Consultant Name	Current W/S	Sapphire	Ruby	Diamond	Emerald	Pearl
DEBBIE CLARK	\$3,827.50	*****	*****	*****	STAR	\$972.50
CYNTHIA JOHNSON	\$2,033.50	STAR	\$366.50	\$966.50	\$1,566.50	\$2,766.50
CHARLOTTE JACOBS	\$1,816.50	STAR	\$583.50	\$1,183.50	\$1,783.50	\$2,983.50
ANGIE AINSWORTH	\$938.50	\$861.50	\$1,461.50	\$2,061.50	\$2,661.50	\$3,861.50
CHANIQUIA RIGGINS	\$864.50	\$935.50	\$1,535.50	\$2,135.50	\$2,735.50	\$3,935.50
MARTHA BRADFORD	\$846.00	\$954.00	\$1,554.00	\$2,154.00	\$2,754.00	\$3,954.00
KIMBERLY SADDLER	\$832.00	\$968.00	\$1,568.00	\$2,168.00	\$2,768.00	\$3,968.00
ALICIA OATES	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
DANIELLE MILANES	\$455.75	\$1,344.25	\$1,944.25	\$2,544.25	\$3,144.25	\$4,344.25
MCKINSEY GARTON	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50



# 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	\$7,084.00
Charlotte A. Jacobs	\$4,768.50
Cynthia S. Johnson	\$4,475.00
Angie M. Ainsworth	\$2,990.50
Kimberly A. Saddler	\$1,935.00
Martha V. Bradford	\$1,844.00
Bibi S. Al-kurdi	\$1,489.00
Danielle O. Milanes	\$1,425.50
Alicia M. Oates	\$1,329.00
Renee Walker	\$1,087.00

## Top Court of Sharing YTD

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

Name	Qual. Recruits	Commission
Debbie L. Clark	6	\$988.73

*Who will step up to  
Queen for 2018?*

These reports reflect results through 11/30/2017

## ALL THINGS ARE POSSIBLE!

Retired NSD Mary Pat Raynor reminds us that with the Seminar Year almost half over, there is still plenty of time to accomplish our goals, if we are just willing to do the work.



All things are possible if you believe they are, and if you are willing to work daily towards the established goal. One "ah-ha" moment for me was several years ago as a relatively new director. I attended a class at Leadership and heard this answer to the question, "Is it still reasonable to go after this goal, since the year is half over?" The answer was so shockingly transparent. "If you are willing to do the work, it is reasonable." How many times at the height of passion, after a meeting, after a workshop, is a goal set and then abandoned shortly after? Was the goal unreachable? What happened to the fire of the goal?

The answer is a simple one. Are you willing to do not only the physical work, but also the mind work? Are you willing to saturate your mind with scriptures that will keep you focused on your God-given dream? Every day, grace is new. Every day you can start over. Every day the possibilities are endless, but as NSD Jan Harris reminds us "not for the chosen few, but the few who CHOOSE." The day is new, the day is fresh. ARE YOU CHOOSING TO DO THE WORK? All things are possible when you do!! Something Powerful is in your path!

## November Wholesale



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

Charlotte A. Jacobs*	\$729.50
Angie M. Ainsworth	\$337.00
Vivian S. Bell	\$284.00
Elizabeth Beasley	\$258.00
Martha V. Bradford	\$239.50
Mollie A. Durand	\$231.00
Kimberly A. Saddler	\$230.00
Catherine M. Eberly	\$228.50
Ana M. Britcher	\$227.00
Danielle O. Milanes	\$226.50
Cynthia S. Johnson	\$225.00
Debbie L. Clark*	\$1,571.00

\* Earned November Bracelet

### DECEMBER SURPRISE & DELIGHT

When you earn your New Faces Take You Places December bracelet with your \$600+ order this month, you'll be entered into a drawing to win this Burberry® Poncho or a \$100 gift card!



## We Celebrate You!



**Happy Birthday in January! Happy MK Anniversary!**

Birthdays	Day	Anniversaries	Years
Bibi S. Al-kurdi	1	Megan A. Howerter	15
Michelle Garciavega	17		

*It's a Superstar Consultant!*

Now is the time to pick up the phone and call every one of your customers—even while you're on the go—just call!!! It is wise to do a sweep through all of your customers to be sure they have enough of everything to get them through the holidays. You might check on their gift giving needs at the same time and tell them that you have wrapped gifts and stocking stuffers for their last minute needs.



**MAXIMIZE YOUR SALES THIS MONTH!**

**Debbie Clark**  
**Independent Sales Director**  
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**NEW FACES**  
*take you*  
**PLACES**



*Build your business & be rewarded with these 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.

**The December bracelet features one large crystal plus two charms – one with the power word CELEBRATE and a sparkly crystal-encrusted crown.**



**NEW!!! CAREER CONFERENCE CONSISTENCY CHALLENGE**

When you achieve the New Faces Take You Places Challenge each month, December - February 2018 & attend Career Conference you'll receive the exclusive consistency challenge bracelet with a crystal-encrusted charm featuring the power word FOCUS. PLUS achieve this challenge AND have one qualified (\$600+) new team member during the contest period, you'll also earn an invitation to the Career Conference VIP Luncheon!



**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 share the Mary Kay opportunity, you can celebrate the new faces and changed lives! If you become the Consultant with the highest number of new personal team members (minimum of two) in our unit, you will receive these glamorous gloves. Go places and CELEBRATE!**



See MK InTouch for full details