



# Debbie's RED HOT DIAMONDS

Independent Sales Director Debbie Clark



## CONGRATULATIONS TO THESE LADIES!



Queen of Retail YTD  
**ANN WONG**



Queen of Wholesale JAN  
**DANIELLE MILANES**



Queen of Wholesale FEB  
**CATHERINE EBERLY**



Queen of Sharing FEB  
**CATHERINE EBERLY**



*"The rewards are enormous for those who will strive for the summit, who take the risk, and who will dare the unknown."*

**-Mary Kay Ash**

## Welcome New Consultants!

CONGRATULATIONS on your decision to become an INDEPENDENT BUSINESSWOMAN!

Those who dared...

Catherine M. Eberly  
Lauren H. Mascaro

From:

LAKESIDE, WA  
PUYALLUP, WA

Those who shared...

D. Clark  
C. Eberly



## 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

**Charlotte Jacobs**

### Ready to party at Seminar?

When we reach our All In Goal and have a 13% increase over last years number of \$600 Wholesale Section 1 orders for the months between now & Seminar, the company will host a huge All In Party at Seminar with food, music and dancing! Commit to being All In, share our Skin Care with as many new faces as possible & share your success on Social Media #teamMK



# A NOTE FROM YOUR DIRECTOR!

Love this! "Successful Women Think Differently" by Valorie Burton

These 7 choices are a set of personal decisions for women who are serious about maximizing their personal & professional lives - women like you, who don't want to look back 10 years or 20 years from now with regret.



**Decision #1 - I do not downsize my dreams.** "It isn't the things we did that we most regret; it's the things we didn't do." Mark Twain. To succeed at a high level, you must start expecting more. Even when you don't get everything you expect, you'll get a whole lot more than if you were expecting nothing at all. The moment you choose to settle, you guarantee you'll never achieve your real dream.

**Decision #2 - I focus on solutions, not problems.** The bigger you dream, the more opportunity for obstacles, challenges, and problems. Choose a mindset that sees problems as opportunities for growth, and you will eventually walk into your vision. Just as importantly, when you focus on solutions you attract opportunities. People are so used to complainers, excuse-makers, and problem-generators that your refreshing mindset toward solutions will be a success magnet.

**Decision #3 - I choose to be authentic.** Be yourself. Who else can you be? It takes less effort and energy to be yourself, but it also takes courage. Fear that you will not be accepted just as you are can lead you to send your "representative" out into the world. She looks like the real you, but she's not. She's a counterfeit and what ever success she has is built on false pretenses that you must keep up in order to maintain success. Aim to be the best you possible - nothing more, nothing less.

**Decision #4 - I choose courage over fear.** Like problems, fear is inevitable. But it's not a stop sign. Fear is the most common obstacle to achieving true success and happiness. Fear tempts you to shrink from your authentic desires. It causes you to rationalize yourself out of a great idea. It leads you to pretend you don't really want what you really want. Like problems, fear is inevitable. But it's not a stop sign. Refuse to succumb to it.

**Decision #5 - I choose relationships wisely and nurture them intentionally.** Success doesn't occur in a vacuum. You need people, and people need you. Those with a strong support system have the resources that open doors of opportunity and empower them to manage any challenge. By the same token, there is a deep sense of well-being that occurs when we give to others, offering support, kindness, and love. Don't go it alone. Happiness and energy come from relationships.

**Decision #6 - I will actively seek feedback and use it to grow.** You need people around you who tell you the truth. Resilient women know this. And even when they don't like what they hear, they listen, process it, and ask themselves, "Is there a grain of truth to this feedback, even if it is negative?" Your limited perspective is not enough. Be humble, and use failures & mistakes as learning tools. Put yourself around people who know more than you, and learn all you can from them.

**Decision #7 - I know my purpose and take daily action in the direction of my vision.** Consistency is key. If you continually take steps in the right direction, you will eventually arrive at your destination. Consistent action yields consistent results. "For a dream comes through activity, much activity, and a fool's voice is known by his many words," King Solomon promised in the book of Ecclesiastes (5:3).

Take a look at these Seven Key Decisions again. Are you willing to adopt them as your own? Which one stands out as your favorite? Which one will require a shift in attitude for you? Make a commitment to these seven decisions by making an agreement with yourself. Sign it as a symbol of your pledge. Post these commitments where you will see them often!

Belief in You, Debbie

## FOCUS ON BEING A STAR!!



STAR CONSULTANTS EARN MORE PROFIT,  
FREE PRODUCT & WONDERFUL PRIZES!  
Check out all of the Star prizes on InTouch



### 3rd Quarter Star Consultant Stats

DECEMBER 16TH-MARCH 15TH  
Contest updated through 3/11/2017

Consultant Name	Current W/S Production	Sapphire	Ruby	Diamond	Emerald	Pearl
		----- Wholesale Production Needed -----				
DEBBIE CLARK	\$3,800.75	*****	*****	*****	STAR	\$999.25
DANIELLE MILANES	\$697.50	\$1,102.50	\$1,702.50	\$2,302.50	\$2,902.50	\$4,102.50
CATHERINE EBERLY	\$613.00	\$1,187.00	\$1,787.00	\$2,387.00	\$2,987.00	\$4,187.00
VANESSA BRIDGES	\$567.50	\$1,232.50	\$1,832.50	\$2,432.50	\$3,032.50	\$4,232.50
CHARLOTTE JACOBS	\$546.25	\$1,253.75	\$1,853.75	\$2,453.75	\$3,053.75	\$4,253.75
TAMMI DOVE	\$509.00	\$1,291.00	\$1,891.00	\$2,491.00	\$3,091.00	\$4,291.00
SONIA COLEMAN	\$453.00	\$1,347.00	\$1,947.00	\$2,547.00	\$3,147.00	\$4,347.00



# 2017 SEMINAR COURTS

Set your sights on the 2017 National Courts!

## Top Court of Sales YTD

### Queens Court of Personal Sales

\$40,000 Personal Estimated Retail

Name	Amount
Ann Wong	\$8,684.00
Danielle O. Milanes	\$7,193.00
Elizabeth Beasley	\$4,352.00
Charlotte A. Jacobs	\$4,342.50
Leoncia C. Ramirez	\$3,442.00
T Faye Brown	\$2,732.00
Vanessa L. Bridges	\$2,522.00
Ana M. Britcher	\$2,234.00
Mollie A. Durand	\$1,919.50
Sonia P. Coleman	\$1,868.00



## Top Court of Sharing YTD

### Queens Court of Sharing

24 Qualified (\$600+)

New Personal Team Members

Name	Qual. Recruits	Commission
Danielle O. Milanes	2	\$79.88
Debbie L. Clark	7	\$1,559.17

These reports reflect results through 2/28/2017

## WE'RE IN THE FINAL FOUR!!

— March ~ April ~ May ~ June —



## February Wholesale



These Consultants invested into their business in February...

Name	Amount
<b>Catherine M. Eberly*</b>	<b>\$613.00</b>
Danielle O. Milanes	\$465.50
Vanessa L. Bridges	\$260.00
Mattie N. George	\$239.00
Ana M. Britcher	\$231.50
Dawn M. Bennett	\$228.25
Cheyenne M. Kinswa	\$226.50
Sonia P. Coleman	\$225.00
Charlotte A. Jacobs	\$145.75
Mckinsey M. Garton	\$40.00
Pam Marzano	\$24.00
<b>Debbie L. Clark*</b>	<b>\$2,527.25</b>

\* Earned February Bracelet

Earn the March "Reach for the Moon" Bracelet with your \$600+ WS Order!



We're now in the final four months of our Mary Kay year and there is so much to be accomplished. Where do you want to be by the end of June? Red Jacket, Team Leader, DIQ, a New Car Driver... or maybe you're in pursuit of this year's fabulous Directors suit. Whatever it is you're aiming towards, the final four months of this year are guaranteed to be packed with excitement, abundance and blessings as goals are achieved and lives are changed. I see our unit making our mark on the Seminar stage and I want YOU to be a part of that. I am looking for Consultants who want more, who want increase, who want abundance, who are passionately committed to reaching the goals they've set for themselves. IS THAT YOU? No matter where you are in your business today, there is still time to finish the year ON THE SEMINAR STAGE!!! Share your goals with me. I want to help you not only achieve them, but surpass them!!

Call me today and let's go to work!!

## We Celebrate You!



### Happy Birthday in April!!

Birthdays	Day
Jacqueline Y. Crite	13
Sonia P. Coleman	20
Mollie A. Durand	28

### Happy Anniversary!

Anniversaries	Years
Debbie L. Clark	18
Tammi L. Dove	16
Martha Zaldivar	6
Laura Heim	2
Jacqueline Y. Crite	1
Robbie E. Smith	1
Cheyenne M. Kinswa	1
Andrea D. Coleman	1

*It's a Superstar Commitment!!*

**WE'RE IN THE FINAL FOUR!!**

MARCH, APRIL, MAY & JUNE

What do you plan to accomplish between now and June 30th? Let me know that I can support you on your race to the finish line!!!



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# EMBRACE YOUR DREAMS SEMINAR CHALLENGE

March 1 - June 30, 2017

Your All In success can fuel the Year of Your Dreams, and now you can show that commitment at Seminar. You can qualify to earn an invitation to the **Dream Big in Big D Seminar 2017 prize party at Gilley's** where you will receive the special Seminar Embrace Your Dreams bracelet which encourages you to follow Mary Kay Ash's lead and "Do It Now." So throw on your diamonds, grab your boots and come celebrate your dreams at this unforgettable party!! You will earn these two wonderful rewards if you are:

- An Independent Beauty Consultant who achieves the Embrace Your Dreams Challenge in March, April, May & June.
- A NEW Independent Beauty Consultant whose Agreement is received and accepted by the Company in the March, April or May and who achieves the Embrace Your Dreams Challenge in the month her Agreement is accepted and each of the following months during the contest period. Agreements received and accepted by the Company in the month of June are not eligible.

To find out more about this exciting challenge, visit Mary Kay InTouch® Get ready to show off your new bracelet at Seminar 2017!



MARY KAY  
**SEMINAR**  
 2017

