

# Seminar Scoreboard

## Court of Sales Seminar 2009

Top 20

Name	YTD Retail	YTD PC Prem & Addnl Credit	YTD Total
1 Faith Walsh	\$15148.50	\$262.50	\$15411.50
2 Brooke Lewis	\$8767.00	\$52.50	\$8819.50
3 Emily Enockson	\$7748.00	\$0.00	\$7748.00
4 Oonagh David	\$6806.50	\$35.00	\$6841.50
5 Jeannene Jenks	\$6627.00	\$210.00	\$6837.00
6 Kathy Schuster	\$6550.50	\$175.00	\$6725.50
7 Kathy Fean	\$6511.50	\$52.50	\$6564.00
8 Ruth Brown	\$6392.00	\$17.50	\$6409.50
9 Sarell Hochstetler	\$6268.00	\$70.00	\$6338.00
10 Gretchen Feitz	\$5993.50	\$92.50	\$6086.00
11 Krista Lanham	\$5785.00	\$17.50	\$5802.50
12 Diane King	\$5359.00	\$52.50	\$5411.50
13 J. Lanpher-Waring	\$4993.50	\$87.50	\$5081.00
14 Kris Langel	\$4972.50	\$70.00	\$5042.50
15 Mary Lehman	\$4965.00	\$0.00	\$4965.00
16 Laura Issen	\$3990.50	\$0.00	\$3990.50
17 Susan Greene	\$3962.50	\$0.00	\$3962.50
18 Veronica Flores	\$3867.00	\$17.50	\$3884.50
19 Pam Bailey	\$3504.00	\$70.00	\$3574.00
20 Sharon Valentine	\$2623.50	\$17.50	\$2641.00



## Court of Sharing Seminar 2009

Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1 Kathy Fean	6	\$1376.34
2 Sarell Hochstetler	4	\$640.70
3 Faith Walsh	3	\$428.34
4 Gretchen Feitz	2	\$140.67
5 Brooke Lewis	2	\$84.43
6 Kris Langel	1	\$34.74
7 Veronica Flores	1	\$27.68



### Court of Sales

**National:** \$36,000 Retail/\$18,000 Wholesale  
**Cunnington Area:** \$24,000 Retail/\$12,000 Wholesale  
**Schlundt Unit:** \$12,000 Retail/\$6,000 Wholesale

### Court of Sharing

**National:** 24 Qualified Recruits  
**Cunnington Area:** 10 Qualified Recruits  
**Schlundt Unit:** 8 Qualified Recruits

## December Love Checks

### 13% Recruiter Commission Level

Kathy Fean	\$820.40
Faith Walsh	\$197.70

### 9% Recruiter Commission Level

Sarell Hochstetler	\$268.90
Sheri Hunter	\$93.35
Diane Schmucker	\$72.74
Leslie Lestinsky-Miller	\$19.73

### 4% Recruiter Commission Level

Marcy Chabina	\$113.90
Kris Langel	\$96.17
Cindy Skaggs	\$43.51
Brooke Lewis	\$38.92
Gretchen Feitz	\$37.51
Jeannene Jenks	\$32.61
Deb Platz	\$28.33
Veronica Flores	\$27.68
Tracy Hagen	\$18.53
Teri Erickson	\$13.68

### 4% Recruiter Commission Level

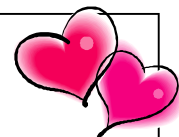
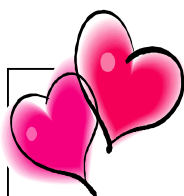
Danelle Bell	\$11.75
Susan Greene	\$10.12
J. Lanpher-Waring	\$10.02
Cheryl Miller	\$9.50
Julie Pickering	\$8.81
Susan Lestinsky	\$8.04
Dorothy Winn	\$8.03
Rebecca Maxwell	\$6.03
Janice Mikev	\$2.12



If you really believe you can do something, obstacles can never make you give up. But if you believe you

cannot do it, you will give up at the first sign of trouble. Dare to believe that you can achieve God's best and highest in your life.

~ Mary Kay





# Calendar of Upcoming Events



## January & February 2009

<b>4</b> Sharing Conference Call 9pm Eastern 641-715-3300 pin 354 515#	<b>5</b>	<b>6</b> Sharing Conference Call 9pm Eastern 641-715-3300 pin 354 515#	<b>7</b> Success Meeting 6-8pm Sunnyside Presb. 115 S Frances St	<b>8</b> NO Skin Care Class	<b>9</b>	<b>10</b>
<b>11</b> Sharing Conference Call 9pm Eastern 641-715-3300 pin 354 515#	<b>12</b>	<b>13</b> Sharing Conference Call 9pm Eastern 641-715-3300 pin 354 515#	<b>14</b> Success Meeting 6-8pm Sunnyside Presb. 115 S Frances St	<b>15</b> Skin Care Class 6:30-8pm 1619 E Jefferson Blvd. SB 46617. Julie's House. RSVP by Noon. Must have guest to attend	<b>16</b> BIG GIRLS CLUB for those who qualified	<b>17</b>
<b>18</b> Sharing Conference Call 9pm Eastern 641-715-3300 pin 354 515#	<b>19</b>	<b>20</b> Sharing Conference Call 9pm Eastern 641-715-3300 pin 354 515#	<b>21</b> Success Meeting 6-8pm Sunnyside Presb. 115 S Frances St	<b>22</b> Skin Care Class 6:30-8pm 1619 E Jefferson Blvd. SB 46617. Julie's House. RSVP by Noon. Must have guest to attend	<b>23</b>	<b>24</b>
<b>25</b> Sharing Conference Call 9pm Eastern 641-715-3300 pin 354 515#	<b>26</b>	<b>27</b> Sharing Conference Call 9pm Eastern 641-715-3300 pin 354 515#	<b>28</b> Success Meeting 6-8pm Sunnyside Presb. 115 S Frances St	<b>29</b> Skin Care Class 6:30-8pm 1619 E Jefferson Blvd. SB 46617. Julie's House. RSVP by Noon. Must have guest to attend	<b>30</b>	<b>31</b>
<b>1</b> Sharing Conference Call 9pm Eastern 641-715-3300 pin 354 515#	<b>2</b>	<b>3</b> Sharing Conference Call 9pm Eastern 641-715-3300 pin 354 515#	<b>4</b> Success Meeting 6-8pm Sunnyside Presb. 115 S Frances St	<b>5</b> Skin Care Class 6:30-8pm 1619 E Jefferson Blvd. SB 46617. Julie's House. RSVP by Noon. Must have guest to attend	<b>6</b> South Bend Career Conference Registration begins	<b>7</b>

### Attention!

Same Day & Number!

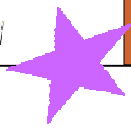
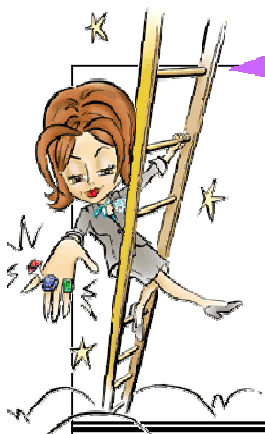
**DON'T FORGET TO TELL YOUR CUSTOMERS!!!**  
**Every Sunday & Tuesday night at 9:00pm EST, we have a 1/2 hour Sharing Conference Call.**  
**These are by appointment ONLY!**  
**641-715-3300, access code 354515#**

January Unit Goals:

**40 Interviews**  
**20 New Recruits**  
**3 DIQ's**  
**15 Red Jackets**



# Moving On Up!!!

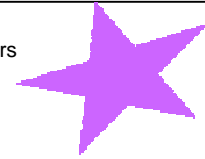


## Future Director / DIQ

8 Active Personal Team Members

### Rewards:

- \*Earn profits based on retail sales
- \*Earn a 9% or 13% commission
- \*Receive \$50 team building bonuses
- \*Earn the use of a Career Car or Cash Compensation option



Your name can be here!

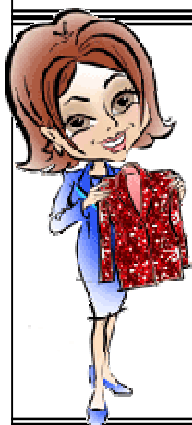
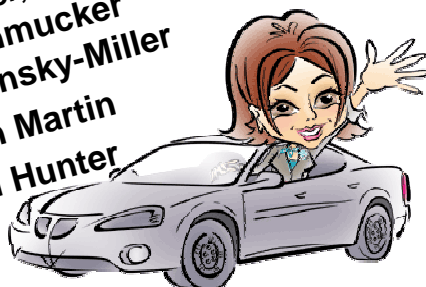
Faith Walsh, On-Target  
 Sarell Hochstetler, On-Target  
 Diane Schmucker  
 Leslie Lestinsky-Miller  
 Shawn Martin  
 Sheri Hunter

## Team Leaders

5-7 Active Personal Team Members

### Rewards:

- \*Earn profits based on retail sales
- \*Earn a 9% or 13% commission
- \*Receive \$50 team building bonuses
- \*Earn the use of a Career Car or Cash Compensation option



Danelle Bell  
 Debra Platz  
 Gretchen Feitz  
 Jeannene Jenks  
 Kris Langel

## Star Recruiters

3-4 Active Personal Team Members

### Rewards:

- \*Earn profits based on retail sales
- \*Earn a 4% commission on wholesale orders of personal team members
- \*Receive \$50 team building bonuses
- \*Receive a \$50 Red Jacket Rebate



## Senior Consultants

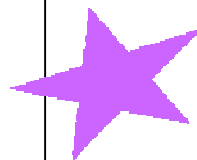
1-2 Active Personal Team Members

### Rewards:

- \*Earn profits based on retail sales
- \*Earn a 4% commission on wholesale orders of personal team members

Amber Hipskind  
 Brooke Lewis  
 Cheryl Millar  
 Cindy Skaggs  
 Debra Crissinger  
 Dorothy R. Winn  
 Janice Mikev  
 Jodie Wiseman  
 Judy Lanpher-Waring  
 Julie Pickering  
 Kelly Barrington

Lucy Wilson  
 Marcy Chabina  
 Margaret Rudd  
 Michele Young  
 Pamela Schilling  
 Peggy Checchio  
 Rebecca Maxwell  
 Susan Greene  
 Teri Erickson  
 Tracy L. Hagen  
 Brigit Caldwell



## SAVE THE DATE

### **Career Conference in South Bend, IN at Century Center is March 27 & 28.**

Registration begins February 6 and ends February 27. See InTouch for specific city details and more recognition opportunities. The cost is \$80 but you will receive a product giveaway equal to the cost of the registration enclosed in a reusable, environmentally friendly bag. You will receive AWESOME training from top directors and nationals. Mary Ash said, "Perhaps you are thinking, 'I can't afford to go.' From long experience, I believe that you can't afford NOT to attend, for at Career Conference you will discover the BIG PICTURE of what your Mary Kay business can be for YOU! Make your plans now. Use the profit from a few extra classes to pay your way."



### **Movin on Up Luncheon**

Independent Beauty Consultants who from Nov 30, 2008 through Feb. 28, 2009, achieve and maintain a new higher level on the career path of Star Recruiter, Team Leader, Future Independent Sales Director, or Independent Sales Director-in-Qualification will be invited to attend along with their Independent Sales Directors. Independent Sales Directors-in-Qualifications who debut as a new Sales Director by March 1, 2009, also will be invited to attend along with their Independent Senior Sales Director.



### **Sparkle and Shine!**

Add one new qualified team member between Dec. 1, 2008 to Feb. 28, 2009 and receive a genuine freshwater pearl and crystal necklace. Add two new qualified team members and receive a genuine freshwater pearl and crystal bracelet. Add three new qualified team members and receive genuine freshwater pearl and crystal earrings onstage at Career Conference. New team members will also receive genuine freshwater pearl and crystal earrings. Everyone who achieves the *Sparkle and Shine!* Team-Building Challenge will receive their jewelry *on-site*. So start planning now to attend!

Star Recruiters, Team Leaders, Future Independent Sales Directors, or Independent Sales Directors-in-Qualification will be invited to attend the **Emerging Leaders Workshop** 3:30-5pm prior to the General Session on Friday, March 27. Be sure to **Reach for Red** no later the **Feb. 28, 2009** to attend this class.

