

Andrea's Pace-Setting Angels

\$300,000 Circle of Achievement Unit

Saturn Vue Unit

February 2009 Newsletter (December 2008 News)

Andrea Pace Unit 0154 -- 4206 Southfield Road, Ellicott City, Maryland 21042

Phone: (410) 465-4442 or 1-800-863-2463; FAX: (410) 313-9294; Email: andrea@andreapace.com

Web site for Andrea's Consultants: <http://www.andreapace.com> (Password: 0154)

Customer Website: <http://www.marykay.com/andreapace>

Welcome Back to Andrea's Unit

Reinstated Consultants

Delma Aranda (Kermit, TX)

Sue Casedy (Camarillo, CA)

Lola Duran (La Jara, NM)

Linda Facio (Matairie, LA)

Rhonda Gover (Chestertown, MD)

Jennie Rodney (Rock Hall, MD)

Hall of Fame for February 2009



Kay Childers

\$2,006 whsle production



Phyllis Jones

\$1,044 whsle production



Andrea Pace

\$1,206 whsle production

December Scoreboard

Consultants Ordering In December

Michelle Allen	Ruby Hulett
Delma Aranda	Phyllis Jones
Donna Canada	Margie Kitten
Sue Casedy	Mary McNamee
Christine Castioni	Nancy Norris
Kay Childers	Andrea Pace
Patricia Colbert	Linda Richardson
Donna Cox	Jennie Rodney
Lola Duran	Montrella Ruffner
Linda Facio	Carolyn Simms
Rhonda Gover	Vicki Thompson
Donna Gray	Gabriele Trujillo
Nancy Grissom	Claudia Tufano
Beverly Guthrie	Ellen Wallace
Bee Hamlin	Mary Welter
Jackie Hatcher	Susan Wesner
Doreta Higginbotham	Julie White
Patricia Hopkins	

Queen Kay Childers -- \$2,006



**Phyllis Jones -- \$1,044
Patricia Colbert -- \$604**

Andrea Pace -- \$1,206

Year to Date Retail Production

July 1, 2008 to December 31, 2008

1	Kay Childers	\$10,191.50
2	Patricia R. Colbert	\$7,641.50
3	Phyllis A. Jones	\$7,398.00
4	Jackie Hatcher	\$4,668.00
5	Nancy G. Grissom	\$3,954.00
6	Eileen Hanson	\$3,591.00
7	Donna Canada	\$3,292.50
8	Christine T Castioni	\$3,258.00
9	Dolores M. Montoya	\$3,140.00
10	Nancy L. Norris	\$2,710.50
11	Donna G. Cox	\$2,697.50
12	Doreta Higginbotham	\$2,350.00
13	Teresa G. Rubio	\$2,190.00
14	C. Anderson Fagan	\$2,148.00
15	Sharon A. Edwards	\$2,125.00
16	Candace D. Entingh	\$1,779.50
17	Rachel E. Jimenez	\$1,774.00
18	Ellen H. Wallace	\$1,720.00
19	Jana R. Morgan	\$1,666.00
20	Mary C. McNamee	\$1,653.50

Andrea Pace \$12,941.50

Consultants with December Recruiter Commissions

9% Recruiter Commission Level

Andrea Pace
Beryl Greenawalt

4% Recruiter Commission Level

Ruby F. Hulett
Jackie Hatcher
Donna Canada
Montrella L. Ruffner
Candace D. Entingh
Sharon A. Edwards
Phyllis A. Jones
Mary L. Welter



Dear Angels,

As I am typing the newsletter, the big event is happening tomorrow where our new President will take office and the power of our great United States will be changing hands. My prayer is that all will be done safely and I know in my heart that God is watching over all of us. We are so blessed to be living here in America. My heart is filled full of remembered blessings that God has granted all of us.

Your Birthday and Anniversary Cards and Gifts for December and your November Promotional Prizes will be going out this week. Daila had her baby Shower on 1/17/09 and I had to finish a cross stitch Winnie the Pooh Blanket for our new grandson "Mason Miles Bufford" who will be born around 2/26/09, the Lord willing. I finished it on Friday before leaving for Lancaster, PA on Saturday for the shower. I am so excited about this event, so you will need to be a little bit patient with me. I am a little bit giddy!

I will be attending Mary Kay Leadership Conference for all Directors the end of January to find out the latest information of significance for you. I did find out that the new Director Suits will be Navy at Seminar 2009. I will be able to find out about new product launches and any changes you need to be aware of.

Our unit continues to prosper as women want to look their best. It always makes me feel better when I take care of my skin. During this cold winter, thanks to Mary Kay, my face and body does not feel dry and chapped and my lips are moist. My clients are no different. They love how Mary Kay takes care of their skin.

Preferred Customer Sign Up – January 16 – February 15th 2009. Be sure to sign up your clients to receive the new Look Book. The gift with Purchase is a Mini TimeWise Microdermabrasion Set. The sampler is Limited-Edition Coastal Colors Collection Lip Glosses. The new Hostess Gift is the Beauty Carryall.

From: Hilary Fiskeaux - Mary Kay Independent Beauty Consultant

Here it is ladies — the result of three months of effort!

How many of you have had friends, family, or prospective customers ask you, "Isn't Mary Kay the same as those other brands? It's kind of expensive." We all *know* it's cheaper than "those other" brands, but *you have no idea how cheap*. (Of course, the price comparison doesn't even take into account MK's long-lasting use-up rate.) We're not just less expensive, either; it actually takes fewer bottles cluttering your counter to reap the many benefits of Mary Kay's excellence. And get this: other brands *can't* compare because they don't even offer comparable products! How glad are you to be with MK instead of some other company?!?

Want proof to show your skeptical family members? Just check out the attachment. The brands selected are the ones I hear most often when women say, "Oh, I already use _____ exclusively." And let me tell you, 5 minutes on some of their websites will make you run screaming back to your user-friendly MK personal website. THANK YOU, Mary Kay!!! Also many thanks to Director Phyllis Ditleau for sharing with us this information.)

Love to you all, *Andrea*

Recruiters and their Teams (as of December 31, 2008)

Team Leaders



Recruiter: Beryl A. Greenawalt

Lilian T. Alade
Bee A. Hamlin
Nancy L. Norris
Angela M. Sabourin
Norma Winchester
* Sharon L. Dixon

Star Recruiters



Recruiter: Donna Canada

Donna K. Gray
Cody Hanagan
Linda S. Richardson
Teresa G. Rubio
* Sherri L. Allen



Recruiter: Jackie Hatcher

Donna G. Cox
Joyce Johnson
Sandra L. Schillizzi
Susan C. Wesner
* Helen Westlund

Star Recruiters



Recruiter: Christine T. Castion

Eileen Hanson
Dolores M. Montoya
Cruz P. Torres
Lisa M. Walker
* Dorothy Greenwood



Recruiter: Montrella L. Ruffner

Michelle E. Allen
Becky L. Farris
LaRon Fulbright
Vicki J. Thompson



Recruiter: Phyllis A. Jones

Christy Fagan
Margie J. Kitten
Ellen H. Wallace

Senior Consultants

Recruiter: Bonnie N. Montgomery

Nancy G. Grissom
Doreta Higginbotham
* Debra D. Southerland

Recruiter: Candace D. Entingh

Tena K. McElvain
Mary L. Welter

Recruiter: Delma C. Aranda

Pat Carrasco

Recruiter: Margot Howard

Bonnie Morrison
* Justine Schaeffer

Recruiter: Mary L. Welter

Gabriele I. Trujillo
* Magdalena T. Arguello

Recruiter: Ruby F. Hulett

Phyllis A. Jones

Recruiter: Sharon A. Edwards

Sue C. Casedy
Julie K. White



Recruiter

BUILDING YOUR BUSINESS WITH THE MODEL PORTFOLIO

Melinda Mercedes Balling,

One of the easiest ways to meet and book people when you're "out and about" (warm chatter booking) is to ask them to be your "face model". It is so flattering to her and fun for both of you.

If you haven't put together your portfolio yet, you'll just need a 3 ring notebook and plastic sheet dividers. You might want to also purchase dividers and break up in categories, for example Fall/Holiday Looks (current Look Book) Looks.. Set a goal to have several models per look...for example: A red head, model "over 40", brunette, bronze skin tone, etc.

Following is suggested dialogue you can use while you are out shopping, running errands, etc.

"Excuse me, but I couldn't help but notice (what pretty skin you have, how great your make-up looks, how wonderful that color looks on you, etc... "whatever" you notice about her so you can pay a sincere compliment). "Are you by any chance wearing Mary Kay?" (Note: this lets you know right away if she already has a beauty consultant). If she says "yes", say "Great! I'm an independent Mary Kay Beauty Consultant, who is your consultant?" This lets you know if she has a consultant who is currently servicing her. Sometimes you will run into people who have "lost their consultant". If she says "No", you can say, "I'd love to introduce myself" ...AS YOU ARE HANDING HER YOUR CARD, "My name is _____. I teach skin care and make-up artistry for Mary Kay and I am involved in an exciting Company project. I am looking for attractive women who might enjoy being a face model. I would love to feature you as a face model in my portfolio." When appropriate you can add, "I need a beautiful Red head, or your eye shape is perfect for modeling our new eye looks, "etc. May I give you the details"? If she is receptive, continue with, "I would give you a complimentary facial, we would take a before picture, do a color makeover, and then take the after picture. You would receive a gift certificate as my thank you (*this could be \$10 or if you prefer, you could give her a product gift or past PCP gift*). Does this sound like Fun?... Great!" If possible, schedule her on the spot (prevents "telephone tag").

Continued.....

After getting her commitment, you will want to say, "_____, I almost forgot to mention that you are welcome to bring a friend. Sometimes it's fun to share your appointment with a girlfriend. She'll also receive a free facial and makeover, but I want YOU in my model portfolio.

Give her the current Look Book, point out the 4 "Looks". Ask her to take the Look Book with her and select the Look she likes best. Note, this also give her an opportunity to look at our great brochure and see our product line. Make sure your business card is attached to the front (double stick tape works great).

Look her in the eye, smile and say "_____ I will reserve this time just for you. I'll be calling you to find out which Look you selected before we get together on _____. (This also allows you to "confirm" the appointment.) _____, If something should change on your end, please let me know as soon as possible so I can schedule in another model and we can reschedule you. I look forward to seeing you on _____. We're going to have a great time."

If you have an opportunity to schedule models in at your weekly Success Meeting, you could have a qualified class each week just by inviting women you meet while you're "out and about". For example, why not set a goal to have 6 models confirmed each week. You are then likely to have at least 3 show up. That's an extra class each week! Great way to use your time!

Have fun creating your portfolio and building your business with this fun approach! Set a personal goal each week for new faces!

HAPPY BOOKING !!

This good advice only helps if you apply it.

Be a smart MK woman and use these insights!

THE ULTIMATE BRAND COMPARISON

How much would you need to spend to match Mary Kay's benefits? How many bottles would clutter your countertop?

MARY KAY	ESTÉE LAUDER	CLINIQUE	LANCÔME	MERLE NORMAN
TimeWise 3-in-1 Cleanser \$18	Clean Cleanser \$19 AND Clean Toning Lotion \$19.50 AND So Polished Exfoliating Scrub \$22 (NONE ARE ANTI-AGING)	Cleanser \$17.50 AND Clarifying Lotion \$11 AND Exfoliating Scrub \$17.50 (NONE ARE ANTI-AGING)	Absolue Premium Bx Advanced Replenishing Cream Cleanser \$55 AND Absolue Premium Bx Advanced Replenishing Toner \$45 AND Pure Focus Exfoliator \$24	Luxiva Foaming Cleanser \$19 AND Luxiva AHA Toner \$16 (NONE ARE ANTI-AGING, NO EXFOLIATION)
TimeWise Age-Fighting Moisturizer \$22	Future Perfect Anti-Wrinkle Radiance Lotion \$65	Superdefense SPF 25 Age Defense Moisturizer \$42.50	Rénergie Oil-Free Lotion \$77	Luxiva Wrinkle Smoother \$45
TimeWise Day Solution SPF 25 \$30	Perfectionist [CP+] Wrinkle Lifting Serum \$55 (NO SUN PROTECTION)	Advanced Stop Signs \$38.50 (NO SUN PROTECTION)	High Résolution Collaser-5X \$65 (NO SUN PROTECTION)	NO COMPARABLE PRODUCT OFFERED
TimeWise Night Solution \$30	Advanced Night Repair Protective Recovery Complex \$46.50	Repairwear Intensive Night Cream \$48.50	Rénergie Night \$91	NO COMPARABLE PRODUCT OFFERED
Skin Care System: \$100.00 (JUST \$104 WITH FOUNDATION)	Skin Care System: \$227.00 (LACKS 2 MAJOR BENEFITS)	Skin Care System: \$175.50 (LACKS 2 MAJOR BENEFITS)	Skin Care System: \$357.00 (LACKS MAJOR BENEFIT)	Skin Care System: \$80.00 (LACKS 2 BENEFITS & PRODUCTS)
TimeWise Microdermabrasion Set \$55	Idealist Micro-D Deep Thermal Refinisher \$46 AND Idealist Pore Minimizing Skin Refinisher \$46.50 (NOT CALMING OR ANTI-IRRITATING)	Turnaround 15-Minute Facial \$34.50 AND Turnaround Concentrate Visible Skin Renewer \$36.50 (NOT CALMING OR ANTI-IRRITATING)	Resurface-C Microdermabrasion \$88	Luxiva Micro-Refiner \$45 (NOT CALMING OR ANTI-IRRITATING OR RENEWING)
TimeWise Age-Fighting Eye Cream \$26	Future Perfect Anti-Wrinkle Radiance Eye Creme \$42	Repairwear Intensive Eye Cream \$38.50	High Résolution With Fibrelastine \$52	Luxiva Wrinkle Smoother Eye \$30
TimeWise Even Complexion Essence \$34	Hydra Bright Skin-Tone Perfecting Moisturizer Lotion \$40	Even Better Skin Tone Corrector \$39.50	Bright Expert Intense Brightening Spot Correcting Serum \$90	Luxiva Brilliant-C \$46
TimeWise Targeted-Action Line Reducer \$40	Perfectionist Correcting Concentrate for Deeper Facial Lines/Wrinkles \$42	Repairwear Deep Wrinkle Concentrate For Face and Eye \$55	High Résolution Collaser-5x \$65	Luxiva Fine Line Minimizer \$46.50 (NO INSTANT BENEFITS)
TimeWise Visibly Fit Body Lotion 8oz \$22	Body Performance Firming Body Crème 6.7oz \$37.50	NO COMPARABLE ANTI-AGING BODY PRODUCTS OFFERED	NO COMPARABLE ANTI-AGING BODY PRODUCTS OFFERED	NO COMPARABLE ANTI-AGING BODY PRODUCTS OFFERED
Foundation, Liquid \$14	Individualist Natural Finish Makeup \$33.50	Perfectly Real Makeup \$22.50	Color Ideal \$37	Luxiva Flawless Effect Foundation \$30
Foundation, Mineral Powder \$18	NO MINERAL FOUNDATION OFFERED	NO MINERAL FOUNDATION OFFERED	NO MINERAL FOUNDATION OFFERED	Luxiva Purely Mineral Makeup \$25
Loose Powder \$14	Lucidity Translucent Loose Powder \$30	Blended Face Powder \$18.50	Photôgenic Sheer Loose Powder \$33	Luxiva Flawless Effect Loose Powder \$26
Concealer \$10	Smoothing Creme Concealer \$20	Advanced Concealer \$14	Effacernes \$27.50	Cover Up \$12
Facial Highlighting Pen \$18	Ideal Light Brush-on Illuminator \$24.50	Airbrush Concealer \$19.50 (NOT OFFERED FOR BRONZE/EBONY SKIN TONES)	Flash Retouche \$28 (NOT OFFERED FOR BRONZE/EBONY SKIN TONES)	NO COMPARABLE PRODUCT OFFERED

MARY KAY	ESTÉE LAUDER	CLINIQUE	LANCÔME	MERLE NORMAN
Oil-Free Eye Makeup Remover 3.75oz \$14	Gentle Eye Makeup Remover 3.4oz \$15.50	NO REMOVER OFFERED THAT DOESN'T REQUIRE RINSING	Bi-Facil Double-Action Eye Makeup Remover 4.2oz \$26	Luxiva Dual Action Eye Makeup Remover 4oz \$14.50
Ultimate Mascara \$15	TurboLash All Effects Motion Mascara \$30	High Impact Mascara \$14	Fatale \$23	Luxiva Supreme Lash Mascara \$14
3 Mineral Eye Colors \$19.50	3 Pure Color EyeShadows \$52.50 (SEPARATE COMPACTS)	3 Color Surge Eye Shadows \$42 (SEPARATE COMPACTS)	3 Color Design Shadows \$49.50 (SEPARATE COMPACTS)	3Lasting Eyecolors \$36 (SEPARATE COMPACTS)
Eyeliners \$10	Automatic Eye Pencil Duo \$23.50	Quickliner for Eyes \$14.50	Le Stylo Waterproof \$23.50	Automatic Definitive Eye Pencil \$12.50
Eye Primer \$12	Double Wear Stay-in-Place EyeShadow Base \$15	NO COMPARABLE PRODUCT OFFERED	Aquatique Waterproof Eyecolour Base \$23	Luxiva Perfecting Eye Base \$11
Mineral Cheek Color \$10	Estée Lauder Signature Silky Powder Blush \$26 (SEPARATE COMPACT)	Soft-Pressed Powder Blusher \$18.50 (SEPARATE COMPACT)	Blush Subtil \$29.50 (SEPARATE COMPACT)	Purely Mineral Cheeks \$16.50 (SEPARATE COMPACT)
Mineral Bronzing Powder \$12 (CHOOSE FROM 4 DIFFERENT DUOS)	Bronze Goddess Soft Duo Bronzer \$30 (ONE DUO AVAILABLE)	True Bronze Pressed Powder Bronzer \$23.50 (3 SINGLE SHADES AVAILABLE)	Star Bronzer Poudre Soleil \$35.50 (5 SINGLE SHADES AVAILABLE)	Luxiva Purely Mineral Bronzing Powder \$16.50 (loose; one shade available)
Crème Lipstick \$13	Estée Lauder Signature Hydra Lustre Lipstick \$19.50	Different Lipstick \$14	Color Fever Lipstick \$25	Luxiva Age Defying Lipcolor \$15
Nourishine Lip Gloss \$13	Pure Color Gloss \$18	Superbalm Moisturizing Gloss \$13.50	Color Fever Gloss \$23	Luxiva Delites \$15
Lip Liner \$10	Automatic Lip Pencil Duo \$23.50	Quickliner for Lips \$14	Le Crayon Lip Contour \$22	Definitive Lip Liner \$12
TimeWise Age-Fighting Lip Primer \$22	Perfectionist Correcting Concentrate for Lip Lines \$35	Repairwear Intensive Lip Treatment \$25	Primordiale Lip Skin Recharge \$33	Luxiva Wrinkle Smoother Lips \$27
Customizable Compact \$18	NO COMPLETE COMPACT OFFERED	NO COMPLETE COMPACT OFFERED	NO COMPLETE COMPACT OFFERED	NO COMPLETE COMPACT OFFERED
Brush Collection in case \$48	purchased separately \$142 (NO BROW BRUSH, NO CASE)	purchased separately \$112 (NO BROW BRUSH, NO CASE)	purchased separately \$172.50 (NO BROW BRUSH, NO CASE)	purchased separately \$95 AND Brush Case \$18
Full Collection Listed: \$567.50 24 items (compact holds 5 of the cosmetic products)	Full Collection Listed: \$1,019.50 33 ITEMS (LACKS 7 MAJOR BENEFITS & 4 PRODUCTS)	Full Collection Listed: \$745.00 30 ITEMS (LACKS 7 MAJOR BENEFITS & 7 PRODUCTS)	Full Collection Listed: \$1,210.50 31 ITEMS (LACKS 4 MAJOR BENEFITS & 5 PRODUCTS)	Full Collection Listed: \$643.50 31 ITEMS (LACKS 10 MAJOR BENEFITS & 5 PRODUCTS)

As you can see, it's just not possible to match the quality, value, and benefits of Mary Kay's product line!

The most comparable items were chosen from each brand's own website. Prices were current as of Winter 2008.

Red February Promotion

February 1 – 28, 2009



\$200 Whls. Order
Fashion Earrings



\$400 Whls. Order
Red & Crystal Bracelet



\$600 Whls. Order
Red Bracelet in Silver Bag



\$1,000 Whls. Order
Red Necklace & Earrings

Andrea will give every new Consultant who comes in with a \$600 wholesale order or greater a set of Glamour Brushes!

December Prizes Won: Fantastic!

\$800 Whls. Order
Stretch Bracelet
Kay Childers
Phyllis Jones

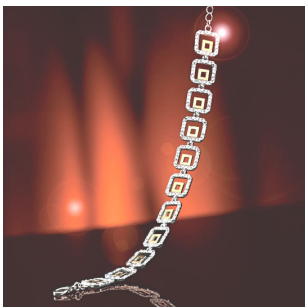
\$600 Whls. Order
Gittering Gold/Silver Pen
Patricia Colbert

\$400 Whls. Order
Two Tone Drop Earrings with a Pearl
Donna Cox
Nancy Grissom
Jackie Hatcher

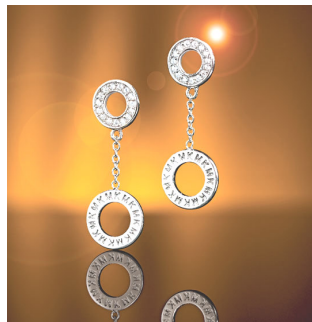
\$200 Wholesale
Crown Necklace Set

Michelle Allen, Delma Aranda, Donna Canada, Sue Casedy, Christine Castioni, Lola Duran, Linda Facio, Rhonda Gover, Donna Gray, Beverly Guthrie, Doreta Higginbotham, Patricia Hopkins, Ruby Hulett, Margie Kitten, Nancy Norris, Jennie Rodney, Montrella Ruffner, Carolyn Simns, Vicki Thompson, Claudia Tufano, Mary Welter, Susan Wesner, Julie White

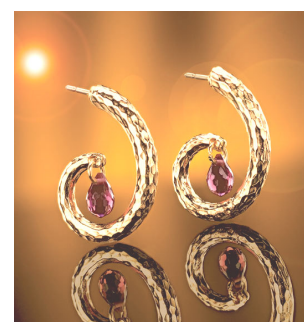
2009 Seminar Prizes You Can Earn!



Queen of Sales in
Wholesale Production



Top Ten in
Wholesale Production



Everyone in the Pace Unit
who attends Seminar 2009

Happy Birthday

<u>December</u>	<u>Day</u>
Patricia R. Hopkins	1
Rochelle L. Bennis	9
Becky L. Farris	15
Marilyn Nguty-Nkeng	20
Billie J. Beckham	27

Mary Kay Anniversary

<u>December</u>	<u>Years</u>
Jackie Hatcher	30
Clara L. Eng	21
Gloria K. McCutcheon	21
Patricia R. Colbert	11
Veronique Anglade	4
Jennifer M. Melcher	2
Norma J. Rauls	2

Your Guide to What's Inside

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Plans and Goals

Have you set goals for your business in 2009? Do you know what you want to achieve before Seminar?

Have you made plans to lead you to achieve your goals? Yes, thinking ahead is ***hard work***, but it is the way to success. Whether you want to become a MK Director and enjoy all the benefits and financial rewards of that position, or you merely want to use your business as an income supplement and convenient way to reduce cosmetics cost for you and some friends, plans and goals are helpful.

Take time now to review(and revise if needed) your goals and plans (or to make them if you have not yet) so that 2009 will be the best possible year for your MK business.

Ps. Andrea is available to help if you need it.

Andrea Pace, Future Executive Senior Sales Director

4206 Southfield Road

Ellicott City, Maryland 21042-5906

(410) 465-4442 or 1-800-863-2463

Fax No. (410) 313-9294

E-Mail Address – andrea@andreapace.com

Web Site for Andrea's Consultants:

<http://www.andreapace.com>

Customer Website:

<http://www.marykay.com/andreapace>



“The Lord says, “I made myself known to people who were not looking for me. I was found by those who were not asking me for help.” Isaiah 65:1