

Andrea's Pace-Setting Angels Chevy Equinox Unit

February 2010 Newsletter (December 2009 News)

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

Welcome Back -- Reinstated Consultants

Carla Villyard (Katy, TX)

Hall of Fame for February 2010



Nancy Grissom

\$1,912 whsle production



Ruth Hise

\$1,316 whsle production



Kay Childers

\$1,203 whsle production



Judi Liles

\$1,011 whsle production

December 2009 Scoreboard

Consultants Ordering In December 2009

| | |
|--------------------|-------------------|
| Michelle Allen | Ruth Hise |
| Delma Aranda | Ruby Hulett |
| Christa Brack | Phyllis Jones |
| Donna Canada | Margie Kitten |
| LaJoyce Cannon | Judi Liles |
| Christine Castioni | Gloria McCutcheon |
| Kay Childers | Bonnie Montgomery |
| Ann Cobb | Nancy Norris |
| Donna Cox | Andrea Pace |
| Lola Duran | Linda Richardson |
| Sharon Edwards | Sue Robertson |
| Candace Entingh | Teresa Rubio |
| Christy Fagan | Nancy Sweet |
| LaRon Fulbright | Gabriele Trujillo |
| Donna Gray | Carla Villyard |
| Beryl Greenawalt | Joker Ward |
| Nancy Grissom | B.J. Watson |
| Beverly Guthrie | Mary Welter |
| Bee Hamlin | Julie White |
| Eileen Hanson | Pamela White |
| Jackie Hatcher | |

Year to Date Retail Production

July 1, 2009 to December 31, 2009

| | | |
|----|----------------------|--------------------|
| 1 | Kay Childers | \$10,433.50 |
| 2 | Phyllis A. Jones | \$8,744.503 |
| 3 | Judi Liles | \$8,484.50 |
| 4 | Nancy G. Grissom | \$7,744.00 |
| 5 | Gloria K. McCutcheon | \$5,390.50 |
| 6 | Ruth H. Hise | \$4,897.00 |
| 7 | Eileen Hanson | \$4,087.50 |
| 8 | Donna Canada | \$3,496.50 |
| 9 | Dolores M. Montoya | \$3,261.50 |
| 10 | Christine T Castioni | \$3,170.00 |
| 11 | Donna G. Cox | \$3,106.50 |
| 12 | Teresa G. Rubio | \$3,010.00 |
| 13 | Jackie Hatcher | \$2,917.00 |
| 14 | Mary L. Welter | \$2,406.50 |
| 15 | LaJoyce M. Cannon | \$2,106.50 |
| 16 | Christy Fagan | \$2,005.00 |
| 17 | Becky L. Farris | \$1,958.50 |
| 18 | Beverly L. Guthrie | \$1,945.50 |
| 19 | Nancy L. Norris | \$1,865.50 |
| 20 | Patricia R. Colbert | \$1,854.50 |
| | Andrea Pace | \$16,792.50 |

Queen Nancy Grissom -- \$1,912



Ruth Hise -- \$1,316
 Kay Childers -- \$1,203
 Judi Liles -- \$1,011
 Teresa Rubio -- \$925
 Andrea Pace -- \$690

Court of Sharing (Year to Date)

Eileen Hanson – 1 qualified Christiane
 Christine Castioni -- 1
 Sharon Edwards – 1
 Margot Howard – 1
 Phyllis Jones -- 1
 Lynn Leonard -- 1
 Judi Liles – 1

Qualified = \$600 wholesale order

Consultants with

December Recruiter Commissions

9% Recruiter Commission Level

Andrea Pace
 Judi Liles

4% Recruiter Commission Level

Bonnie N. Montgomery
 Donna Canada
 Helen Bearden
 Jackie Hatcher
 Christine T Castioni
 Ruby F. Hulett
 Cheri Akers
 Candace D. Entingh
 Beryl A. Greenawalt
 Phyllis A. Jones
 Sharon A. Edwards
 Mary L. Welter

| |
|--|
| <p>Total Unit Retail Production December 2009 -- \$34,011 Year to Date -- \$163,933</p> |
|--|

Recruiters and their Teams (as of November 30, 2009)

Future Sales Director



Recruiter: Judi Liles

- Cheri Akers
- Helen Bearden
- Brandy M. Blount
- LaJoyce M. Cannon
- Iris Cummins
- Jo L. Henderson
- Virginia L. Jones
- Barbara Kelly
- Martha J. Lange
- Robbie F. Litzman
- Marilee Mandernach
- Carla A. Villyard
- B.J. Watson
- Melba J. Williams
- * Jody O. Colwell
- * Brenda Green
- * Patricia A. Holt
- * Bobbie L. Merritt

Star Team Builders



Recruiter: Christine T. Castion

- Carol A. Estebo
- Sandy Flores
- Eileen Hanson
- Dolores M. Montoya
- * Lisa Heenan
- * Anita L. Lucero
- * Cruz P. Torres

Star Team Builders



Recruiter: Beryl A. Greenawalt

- Sandra Gutierrez
- Bee A. Hamlin
- Nancy L. Norris
- Crystal D. Watson



Recruiter: Jackie Hatcher

- Yvette A. Birch
- Donna G. Cox
- Sandra L. Schillizzi
- Helen Westlund
- * Joyce Johnson
- * Susan C. Wesner



Recruiter: Donna Canada

- Donna K. Gray
- Linda S. Richardson
- Teresa G. Rubio
- * Cody Hanagan

● = inactive Consultant

Star Team Builders



Recruiter: Mary L. Welter

- Magdalena T Arguello
- Kenda J. Thvedt
- Gabriele I. Trujillo



Recruiter: Phyllis A. Jones

- Christy Fagan
- Margie J. Kitten
- Ellen H. Wallace
- * Elisabeth Scott

Senior Consultants

Recruiter: Bonnie Montgomery

- Nancy G. Grissom
- Debra D. Southerland

Recruiter: Candace D. Entingh

- Mary L. Welter
- * Tena K. McElvain

Recruiter: Cheri Akers

- Pamela White

Recruiter: Helen Bearden

- Ruth H. Hise

Recruiter: Lynda I. Boland

- Beverly L. Guthrie

Recruiter: Lynn Leonard

- Gingmon T. Randolph
- * Jennifer A. Gustin

Recruiter: Ruby F. Hulett

- Phyllis A. Jones

Recruiter: Sharon A. Edwards

- Julie K. White

Star Consultant Contest Status (as of January 25, 2010)

For contest ending March 15, 2010

***** needed for *****

| Consultant | In for Star | Sapphire | Ruby | Diamond | Emerald | Pearl |
|--------------------|-------------|------------|------------|------------|------------|------------|
| Teresa Rubio | \$925.25 | \$874.75 | \$1,474.75 | \$2,074.75 | \$2,674.75 | \$3,874.75 |
| Phyllis Jones | \$893.75 | \$906.25 | \$1,506.25 | \$2,106.25 | \$2,706.25 | \$3,906.25 |
| Eileen Hanson | \$655.75 | \$1,144.25 | \$1,744.25 | \$2,344.25 | \$2,944.25 | \$4,144.25 |
| Jackie Hatcher | \$649.50 | \$1,150.50 | \$1,750.50 | \$2,350.50 | \$2,950.50 | \$4,150.50 |
| Ruth Hise | \$602.50 | \$1,197.50 | \$1,797.50 | \$2,397.50 | \$2,997.50 | \$4,197.50 |
| Sue Robertson | \$564.25 | \$1,235.75 | \$1,835.75 | \$2,435.75 | \$3,035.75 | \$4,235.75 |
| Susan Wesner | \$513.00 | \$1,287.00 | \$1,887.00 | \$2,487.00 | \$3,087.00 | \$4,287.00 |
| Judi Liles | \$505.75 | \$1,294.25 | \$1,894.25 | \$2,494.25 | \$3,094.25 | \$4,294.25 |
| Donna Canada | \$505.00 | \$1,295.00 | \$1,895.00 | \$2,495.00 | \$3,095.00 | \$4,295.00 |
| Christine Castioni | \$494.00 | \$1,306.00 | \$1,906.00 | \$2,506.00 | \$3,106.00 | \$4,306.00 |
| Dolores Montoya | \$480.00 | \$1,320.00 | \$1,920.00 | \$2,520.00 | \$3,120.00 | \$4,320.00 |
| Jana Morgan | \$400.50 | \$1,399.50 | \$1,999.50 | \$2,599.50 | \$3,199.50 | \$4,399.50 |

Dear Angels

Leadership in San Diego was wonderful. I got to room with my sister Angela Colson who is also a Future Executive Director and Martha Brown is an Executive Director. Martha is 84 years old and makes \$7,000 to \$8,000 a month. She worked her business smart and is now reaping the rewards. I want to share a few things with you.

Preferred Customer Opened for registration on January 16 and ends on February 15, so be sure and get your Customers signed up for this Program.

Did you know that if you get a Smart Phone, - one that will give you internet access, you can google MKITGO.com and you enter your password and you can get your customers information? I think that is so wonderful. Mary Kay told us that we needed to get computer savvy 10 years ago or we would be left behind and I certainly can see that now. So jump in and learn this new technology. It will keep you young learning new and exciting ways to increase your business.

You can join the CD a Month Club from Mary Kay. Each month the CD only cost \$5.00 and you can listen to it all month. Just put it in your car and as you drive all over the place, learn from each CD!

I took a class from Kirk Gillespie and here are some of her thoughts! It is not who you are, but whose you are. You are God's child. You are the kings child! (I liked that!) Our Company has the highest standard. All corporate decisions are made with A HEART FOR YOU! You can have 100% confidence in our products. You don't have to defend it – just let them try it. The product will sell itself. The path to Director is not for the chosen few, but for the few that choose. A confident woman will never be arrogant. 87% of illness is due to toxic thoughts! Confident women learn to bounce back after each set back. You are only a failure if you quit trying. My past does not define my future. Confident women know that you don't have to compare. We all have something we are working on.

Here are Red Flags: Blaming others – take responsibility. Not being a woman of your word. Procrastination will rob you of your power. What will go undone if we don't do it. Unwilling to grow, to stretch, to get out of your comfort zone.

School is never out for the Pro. Be an authentic leader – claim to be debt free. Have financial freedom – be a good steward of money. Hold 10 parties in February. Action – Action girls, Action!

You are the best, Andrea

Star Consultants

For the contest that ended December 15, 2009



Andrea Pace
Pearl Star -- \$4,804 whsle



Phyllis Jones
Diamond Star -- \$3,034 whsle



Judi Liles
Ruby Star -- \$2,845 whsle



Kay Childers
Ruby Star -- \$2,439 whsle



Nancy Grissom
Sapphire Star -- \$1,912 whsle



Ruth Hise
Sapphire Star -- \$1,820 whsle

The “CLASS” y Way To Succeed In Mary Kay!

“PRICE”



| | Classes | Interviews | Team Members |
|-----------------|---------|------------|--------------|
| Sr. Consultants | 4 | 8 | 1-2 |
| Red Jackets | 8 | 15 | 3-4 |
| Team Leader | 12 | 25 | 5 |
| Fut. Dir. / DIQ | 25 | 50 | 10 |
| Grand Achiever | 35 | 70 | 14 |
| Director | 33 | 65 | 24 |

Perfect Start

Power Start



5 Classes
In
2 Weeks



10 Classes
In
30 Days

Senior Consultant



4
Classes

1-2 Active Team Members

Red Jacket



8
Classes

3-4 Active Team Members

Team Leader



12
Classes

5 Active Team Members

Future Director DIQ



25
Classes

10 Active Team Members

Grand Achiever



25
Classes

14 Active Team Members

Director

Once you have completed 25 parties and entered DIQ you and your team members each hold 3 parties to complete Directorship.
10 Team Members + Yourself = 11
33 / 11 = 3 Parties/Team Member



33
Classes

24 Active Team Members

The means to EVERY end in Mary Kay is contained within the Skin Care “Class”!!!

What You Say Is What You Get

Many thanks for Director Phyllis Ditleau for sharing

Being positive is absolutely necessary to walk a life that is full of vitality and accomplishment. You all have heard these famous statements:

- 1. A glass is either half full or half empty**
- 2. If you think you can, you can. If you think you can't, you're probably right.**
- 3. Life and death are in the power of the tongue.**
- 4. I can, I will, I must.**
- 5. You can do it!!**

The first positive attitude teacher I read and heard about was Norman Vincent Peale. Born in 1898, he died in 1993. His book, "The Power of Positive Thinking" was one of the first books in this arena in this century. Then along came Zig Zigler and Robert Schuller and many others. Mary Kay Ash was one of the most influential women whose life reflected living out the principles of positive attitudes. She became a mentor to women around the world and her teachings will forever be attributed to changing women's thinking. Of course, the oldest and most widely read book on a positive life style is the Bible and such verses as, "as a man thinketh in his heart, so is he."

Do words really make a difference in our attitudes and behaviors? Is this true----sticks and stones can break my bones but names can never hurt me.? No, of course not. The Bible has a lot to say about the power of the tongue. It has been proven that children who are raised with a "You can do it" environment grow into adults programmed to believe they can. A perfect example is our own Mary Kay.

With that said, let's take a look at our talk throughout the day. Let's start with waking up. What are the first words out of your mouth?

1. This morning the first thing I said was:_____.

This propells you into your day. From our first statements we build our momentum. Let's look at this from a business point of view. You pick up your list of "Things to do today" and the first on your Mary Kay list is:

1. Call 6 customers.

Now----your attitude is on trial! You either say something like this:

1. Oh, I just know these customers are going to buy and book appointments and offer referrals.
- OR

2. Oh, gosh, I know these customers don't want to be bothered so why don't I just forget it?

Put a check mark beside the one that fits your response to your list.

What makes the difference in how you see your list? Is it:

- A. Learning that a positive attitude produces positive results.
- B. I really don't care if I make a sale or not.

You can see that successful people have thought patterns that are trained to look at every challenge, activity or job with an expectation of success.

What You Say Is What You Get (continued)

OK. So we don't live in a world that is positive, fun, fruitful and magnificent. What can we do individually to make our day a delightful experience?

1. Train our thoughts.
 - A. Feed your mentality with good news
 - B. Read great books
 - C. Include positive people in your circle
 - D. Tell yourself daily: "I can do it".
 - E. Speak encouraging and uplifting words to those around you.

2. Watch your vocabulary
 - A. It's a great day. Don't dwell on the negative weather, etc.
 - B. It's a challenge, not a chore
 - C. That could be more interesting - not "That's so boring."
 - D. I need to rest - not "I'm so tired"
 - E. I'm losing weight - not "I'm so fat"

There's an old song: Accentuate the positive, eliminate the negative, and don't mess with Mister In Between.

Your challenge is to: Track your Talk. Here is an outline to assist you:

1. In the first hour of my day:
I used ___positive words.
I used ___negative words.

2. By noon I did a check up from the neck up. My attitude was (check one)
 Better than usual
 About the same
 worse than usual

3. At bedtime I was sure I:
 Had a great day and was looking forward to deep sleep and sweet dreams.
 Couldn't decide if I was in charge of my thinking or not.
 Was sure I need more help in being a positive thinker.

**Call me with your successes! Your
positive thinking Director Andrea Pace -
1-800-863-2463**

February 2010 Prizes



\$250 Wholesale *Swiss Army Knife*
\$450 Wholesale *Red Heart Photo Album*
\$600 Wholesale *MS Wonderful Doll with Messages*



\$800 Wholesale *Red Wallet Cutch*
\$1,000 Wholesale *Simulated Tortoise Shell Bangle Watch*

Star Consultant Prize

While I was in California at the Leadership Conference I came across some gorgeous Brighton Silver Bracelets. To help Mary Kay with her goal of 50,000 Star Consultants, I have decided for this quarter ending March 15, all of you who become a Star Consultant with \$1800 accumulated wholesale from December 16 to March 15 will receive a **Brighton Silver Bracelets**. So work hard to finish out your Star Consultant and win Mary Kay's prize plus a beautiful Brighton Silver Bracelet.

December Prize Winners:

\$1000 Wholesale - Blue Moreno Style Glass Bead Necklace & Earrings Set
Kay Childers, Nancy Grissom, Ruth Hise, and Judi Liles

\$800 Wholesale - Green & Brown Stone Necklace & Earrings Set
Teresa Rubio

\$600 Wholesale - Jeweled Frog Bracelet
Gloria McCutcheon, Eileen Hanson, Jackie Hatcher, and Phyllis Jones

\$450 Wholesale - Multi Colored Shell Bracelet
Sue Robertson

\$250 Wholesale - Ribbon & Bead Book Mark
Donna Canada, Christine Castioni, Ann Cobb, Sharon Edwards, Donna Gray, Beverly Guthrie,
Linda Richardson, Joker Ward, Mary Welter, Pamela White

Happy Birthday

| February | Day |
|---------------------|------------|
| Patricia R. Hopkins | 1 |
| Patricia A. Holt | 2 |
| Virginia L. Jones | 2 |
| Barbara Kelly | 2 |
| LaJoyce M. Cannon | 4 |
| Bobbie L. Merritt | 8 |
| Becky L. Farris | 15 |
| Marilyn Nguty-Nkeng | 20 |
| Billie J. Beckham | 27 |

Mary Kay Anniversary

| February | Years |
|----------------------|--------------|
| Jackie Hatcher | 31 |
| Melba J. Williams | 28 |
| Cheri Akers | 23 |
| Gloria K. McCutcheon | 22 |
| Patricia R. Colbert | 12 |
| Jennifer M. Melcher | 3 |

Your Guide to What's Inside

| |
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The Modern Age

We live in an age of electronic marvels, which many of us take for granted. The capabilities that most families now have can enhance your MK business.

- A navigation system, whether part of your car, in a handheld device, or in a smart phone, gives the MK Consultant help in finding her way to the homes of her clients, especially new ones. It should create new opportunities for some who were hesitant to travel to unfamiliar locations.
- Your computer and smart phone permits clients (and your Director) to contact you by email as well as by the phone. That can provide a convenient way for clients to order and provide you with a more lasting record of the order than memory or a message in your voice mail box.
- The InTouch website makes a tremendous amount of current relevant information available to support your business. Make checking it a regular part of your business activity.

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II Corinthians 4:18 - "We set our eyes not on what we see but on what we cannot see. What we see will last only a short time, but what we cannot see will last forever."