

Andrea's Pace-Setting Angels \$300,00 Circle of Achievement Unit Chevy Equinox Unit

November 2010 Newsletter (September 2010 News)

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

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

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

Welcome New Consultants

Brenda Green (Dallas, TX) – Sponsored by Judi Liles

Welcome Back -- Reinstated Consultants

Taffee Anhder (Colorado Springs, CO) **Jo Henderson** (McKinney, TX)

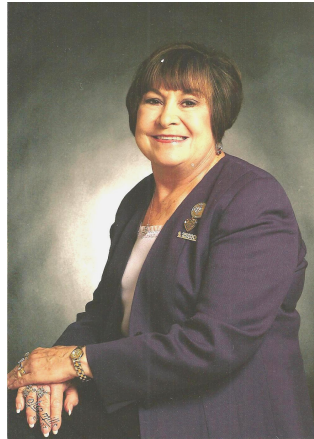
Bonnie Hobson (Lacygne, KS) **Sue Robertson** (Chestertown, MD)

Justine Schaeffer (Ellicott City, MD) **Ellen Wallace** (Lubbock, TX)

Hall of Fame for November 2010



Kay Childers
\$1,561 wholesale production



Judi Liles
One September Recruit



Andrea Pace
\$1,124 wholesale production

**Color Version of Newsletter
is available on Andrea's website
in both Word and pdf versions**

September 2010 Scoreboard

Consultants Ordering In September 2010

Cheri Akers	Ruby Hulett
Michelle Allen	Phyllis Jones
Taffee Anhder	Nina Mack
Magdalena Arguello	Gloria McCutcheon
Donna Camada	Bobbie Merritt
Kay Childers	Bonnie Montgomery
Ann Cobb	Dolores Montoya
Patricia Colbert	Nancy Norris
Sharon Edwards	Andrea Pace
Joyce Foster	Sue Robertson
LaRon Fulbright	Cruz Torres
Rhonda Gover	Gabriele Trujillo
Cody Hanagan	Ellen Wallace
Eileen Hanson	Joker Ward
Jackie Hatcher	B.J. Watson
Jo Henderson	Mary Welter
Ruth Hise	Melba Williams
Bonnie Hobson	Justine Zchaeffer

Queen Kay Childers -- \$1,561



Phyllis Jones -- \$643
Eileen Hanson -- \$603

Andrea Pace -- \$1,095

Court of Sharing (Year to 9/30/2010)

Beryl Greenawalt -- 1
Judi Liles -- 1

Year to Date Retail Production thru 9/30/2010

1	Kay Childers	\$7,156.00
2	Judi Liles	\$5,552.00
3	Jackie Hatcher	\$4,046.50
4	Eileen Hanson	\$3,964.00
5	Phyllis A. Jones	\$3,734.00
6	Ruth H. Hise	\$3,713.00
7	Dolores M. Montoya	\$3,408.00
8	Donna Canada	\$3,051.50
9	Gloria K. McCutcheon	\$2,954.50
10	Nancy G. Grissom	\$2,705.50
11	Patricia R. Colbert	\$2,266.50
12	Michelle E. Allen	\$2,230.00
13	Beryl A. Greenawalt	\$1,971.00
14	Christine T Castioni	\$1,906.00
15	Donna G. Cox	\$1,533.50
16	Teresa G. Rubio	\$1,447.50
17	Sharon A. Edwards	\$1,297.00
18	Bee A. Hamlin	\$1,257.50
19	Jana R. Morgan	\$1,226.00
20	Joker Ward	\$1,216.00
	Andrea Pace	\$8,185.00

Consultants with September Recruiter Commissions

9% Recruiter Commission Level

Judi Liles
Jackie Hatcher
Beryl A. Greenawalt

4% Recruiter Commission Level

Christine T Castioni
Andrea Pace
Mary L. Welter
Ruby F. Hulett
Phyllis A. Jones
Sharon A. Edwards
Candace D. Entingh
Donna Canada

Total Unit Retail Production September 2010 -- \$24,059 Seminar Year -- \$94,677

Recruiters and their Teams (as of September 30, 2010)

Future Sales Director Team Leaders



Recruiter: Judi Liles

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



Recruiter: Jackie Hatcher

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

Star Team Builders



Recruiter: Mary L. Welter

- Taffee Anhder
- Magdalena T Arguello
- Gabriele I. Trujillo

Team Leaders



Recruiter: Beryl A. Greenawalt

- Lilian Alade
- Sharon L. Dixon
- Bee A. Hamlin
- Nancy L. Norris
- Clola M. Robinson
- Angela M. Sabourin
- * Crystal D. Watson



Recruiter: Christine T. Castion

- Eileen Hanson
- Lisa Heenan
- Dolores M. Montoya
- Cruz P. Torres

●= inactive Consultant

Senior Consultants

Recruiter: Bonnie Montgomery

- Nancy G. Grissom
- * Debra D. Southerland

Recruiter: Candace D. Entingh

- Tena K. McElvain
- Mary L. Welter

Recruiter: Cheri Akers

- Pamela White
- * Karen R. Meno

Recruiter: Donna Canada

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

Recruiter: Helen Bearden

- Ruth H. Hise
- * Kaye Richardson

Recruiter: Lynda I. Boland

- Beverly L. Guthrie

Recruiter: Margot Howard

- Bonnie S. Morrison
- Justine Schaeffer

Recruiter: Phyllis A. Jones

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

Recruiter: Ruby F. Hulett

- Phyllis A. Jones

Recruiter: Sharon A. Edwards

- Bonnie L. Hobson
- * Julie K. White

Star Consultant Contest Status

For Contest Ending December 15, 2010 (as of October 20, 2010)

***** Needed for Star *****

Consultant	In for Star	Sapphire	Ruby	Diamond	Emerald	Pearl
Phyllis Jones	\$916.00	\$884.00	\$1,484.00	\$2,084.00	\$2,684.00	\$3,884.00
Andrea Pace	\$711.25	\$1,088.75	\$1,688.75	\$2,288.75	\$2,888.75	\$4,088.75
Patricia Colbert	\$465.25	\$1,334.75	\$1,934.75	\$2,534.75	\$3,134.75	\$4,334.75
Christine Castioni	\$452.50	\$1,347.50	\$1,947.50	\$2,547.50	\$3,147.50	\$4,347.50
Sue Robertson	\$452.25	\$1,347.75	\$1,947.75	\$2,547.75	\$3,147.75	\$4,347.75
Laron Fulbright	\$427.75	\$1,372.25	\$1,972.25	\$2,572.25	\$3,172.25	\$4,372.25
Dolores Montoya	\$424.50	\$1,375.50	\$1,975.50	\$2,575.50	\$3,175.50	\$4,375.50
Ann Cobb	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50

Dear Angels,

This newsletter is pack full with good information.

Read all about the new TimeWise Liquid Foundations which you will be able to order on January 19, 2011. The enclosed article will give you all the facts. It is very exciting to me and I can hardly wait to start using and selling these new foundations.

I am thrilled over the article entitled "The Fountain of Youth! I have always used the Microdermabrasion 3 times a week and my skin looked fabulous. Always apply to a wet face. I use it immediately after cleansing my face. Now I plan to use the this every other day and the in between days use the Even Complexion Mask. It is so easy to use. While I let it dry for the 10 to 15 minutes, I too get more stuff done. I sure want to look as good as Denise!

Now did you know that you can "Build your own Travel Bag" for your Shows. Sometimes I am a slow learner where computers are concern. When you do this on your own computer, your own name will come up where it says, "Contact me to order!" To get the "Get Set For Beauty" log into Intouch. Click on Business Tools, Choose - Build your Own - Brochure - Travel Roll-Up Bag. Add the Sets in this order. Time-Wise Replenishing Serum+C (this will go in A section), next Even Complexion Mask (this will go into the B section), next TimeWise Body Care Set (this will go into C section), next complete Color Set (this will go into the D and F sections), and last Oil and Blemish Control Set (this will go into the E section.) Then click on next step. There you have it. Save and Print!!!! Fabulous!

I plan to hold my Open House on November 13th. I keep my open house extremely simple. I just offer all my Customers 20% off of everything. This is my thank you gift to them for their continued business all year long. I will let you know how it turns out.

Have a blessed Thanksgiving. It is wonderful being with all our families,

Andrea

New TimeWise Liquid Foundations Are Coming!

By now you may have already heard the news that new age-fighting foundations will be added to the Mary Kay line in which you can order on January 19, 2011.

These new TimeWise Liquid foundations (TimeWise Luminous-Wear for normal to dry skin and TimeWise Matt-Wear for combination to oily skin) will provide additional choices to customers and allow you to become expert foundation finders, matching each woman to the product that's right for her! What's more, the age-fighting benefits of these foundations will make them an essential "fifth step" of the TimeWise Miracle Set and boost your sales potential!

TimeWise Liquid Foundations Formulas - These foundations are formulated to help fight the signs of aging and include a patented blend of collagen-building peptides and vitamin E. These beauty multitaskers provide skin care benefits along with beautiful coverage and come in 23 shades to match a wide variety of skin tones. Both products also provide many benefits that complement the benefits of the Mary Kay TimeWise Miracle Set.

TimeWise Luminous-Wear Liquid Foundation - Visibly reduces the appearance of pores, fine lines, wrinkles and skin imperfections. A moisturizing complex enriched with skin-loving jojoba delivers lasting comfort and hydration. Provides immediate hydration and leaves skin with a touch of radiance, luminosity and brightness. Suggested retail price: \$20.

TimeWise Matt-Wear Liquid Foundation - Visibly reduces the appearance of pores, fine lines, wrinkles and skin imperfections. Special microspheres work all day to absorb oil and control shine without a heavy makeup look or feel. Provides immediate mattifying benefits and leaves skin with a satin, matte finish. Suggested retail price: \$20.

New TimeWise Liquid Foundation samplers (strip of six; three each Luminous Wear and Matte-Wear, \$1) will be available on Section 2.

A Flawless Finish - A new **Mary Kay Foundation Primer** and **Mary Kay Liquid Foundation Brush** will launch along with the new TimeWise Liquid Foundations.

The Mary Kay Foundation Primer enhances foundation benefits and extends the wear of foundation. It can be used with any Mary Kay foundation and glides on like a dream so makeup applies smoothly and blends easily. The Mary Kay Foundation Primer has a suggested retail price of \$20.

The Mary Kay Liquid Foundation Brush works like a paintbrush on canvas, depositing the right amount of product for a precise, even and smooth application. It works well with any Mary Kay liquid foundation and has a suggested retail price of \$10.

Managing Your Inventory - In preparation for the addition of these new products to the line in early 2011, we'll make the following changes you'll want to keep in mind.

Mary Kay Medium-Coverage Foundation will continue to be offered; however, you can expect a \$1 price increase in December 2010.

Due to low sales, **Mary Kay Full-Coverage Foundation** will phase out in December 2010. The TimeWise Luminous-Wear Liquid Foundation is a great option to offer your normal to dry skin customers who are looking for a liquid foundation.



I feel that I have discovered

THE FOUNTAIN OF YOUTH!

by Independent Senior Sales Director Denise Kucharski

OK, I have a story ... my good friend on MK staff, Ellen Thurman, stopped me backstage at Seminar and asked, "Are you speaking on stage today?" I said, "Nooooo?" Then she lowered her voice and asked, "Have you had some 'work' done?" I said, "Nooo!"

She said, "I would swear you had the backstage professional makeup artists do your makeup, or you'd had some work done!!"

My answer: "It's something even better ... I feel as if I've discovered the **FOUNTAIN OF YOUTH!** Guess what! I did what I tell my customers to do. A week before Seminar ... Monday I used Microdermabrasion, Tuesday I used Even Complexion Mask, Wednesday micro, Thursday ECM, Friday micro, Saturday ECM ... and voila, I have a new face and a new neck!!!! (I even kept it going during the busy pace of Seminar, and since I've gotten home.) Ellen was amazed and so am I!

Now, my routine is to think of Monday as "Micro Monday" ... I do Microdermabrasion M,W,F, alternate it with Even Complexion Mask on T, Th,Sat, and let my skin rest on Sunday. It can be done morning or evening. For my schedule, I prefer mornings. And I love Mask day, because I race around during the 10 minutes it stays on, to see how many things I can get done in that 10 minutes ... make the bed, brush my teeth, choose my clothes for the day, etc. It's like a game!

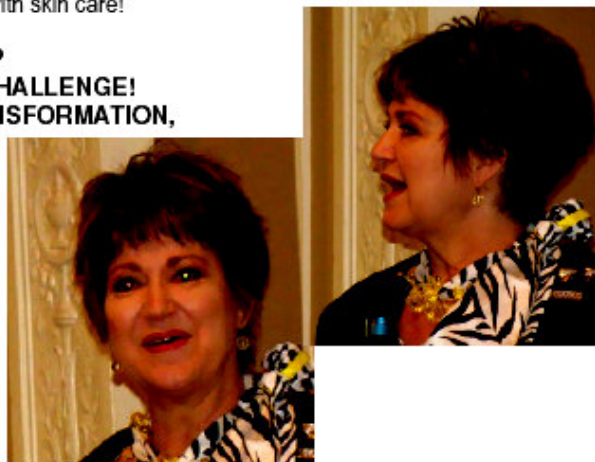
As I met with long time customers in Wichita Falls for 3 days after Seminar, I shared my **FOUNTAIN OF YOUTH** story, called it "True Confessions of your MK Consultant" and they laughed there are 3 essential parts, the **Miracle Set, Serum C, and the story above.** I challenged my customers to do a "7 DAY TEST" alternating Micro & ECM for 7 days, keep their Miracle Set and Serum C going, and see what it does for them. Since then, I've had story after story from customers that they are thrilled with the results! Now I am sharing it with customers of a "certain age" or "any age" who want to go all the way with skin care!

**ARE YOU INSPIRED?
IF SO, I GIVE YOU THE 7 DAY CHALLENGE!
LET ME KNOW ABOUT YOUR TRANSFORMATION,
AND THEN WHAT IT DOES FOR YOUR
BUSINESS TO SHARE
YOUR TESTIMONIAL WITH CUSTOMERS.**

At age 55, I'm thrilled!

*Never underestimate the power of
your personal testimonials!*

Denise Kucharski



Fountain of Youth



Order of Application

Suggestion:
Microdermabrasion on M,W,F
ECMask on T,Th,Sat
Let your skin rest on Sunday!
Can be done morning or night.

Morning

Timewise 3-in-1 Cleanser-

(can alternate micro and ecm in mornings, instead of evenings, if you prefer)

Replenishing Serum + C
Even Complexion Essence
Day Solution
Moisturizer
Firming Eye Cream
Oil-Free Hydrating Gel
TA Line Reducer
Foundation

Evening OptEye Makeup Remover

Timewise 3-in-1 Cleanser

Alternate nights (or mornings)

Microdermabrasion Step 1 & 2

or

Even Complexion Mask

Replenishing Serum + C
Even Complexion Essence
Night Solution
Moisturizer
Firming Eye Cream
Oil-Free Hydrating Gel

Fountain of Youth



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Evening OptEye Makeup Remover

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Alternate nights (or mornings)

Microdermabrasion Step 1 & 2

or

Even Complexion Mask

Replenishing Serum + C
Even Complexion Essence
Night Solution
Moisturizer
Firming Eye Cream
Oil-Free Hydrating Gel

MARY KAY® get set for beauty



Keep your products organized and close at hand with the Travel Rollup Bag. (Set prices do not include the travel rollup bag)

Ultimate Miracle Set™ From **\$175** Add your choice of foundation from **\$14**

- TimeWise® Age-Fighting Moisturizer
- TimeWise® 3-In-1 Cleanser
- TimeWise® Day Solution Sunscreen SPF 25*
- TimeWise® Night Solution
- Mary Kay® Foundation
- TimeWise® Microdermabrasion Set
- TimeWise® Firming Eye Cream



* Over-the-counter drug product

Contact me to order!
Andrea Pace
410-465-4442

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

Miracle Set®, From **\$90***

- TimeWise® 3-In-1 Cleanser
- TimeWise® Age-Fighting Moisturizer
- TimeWise® Day Solution Sunscreen SPF 25†
- TimeWise® Night Solution
- Your choice of Mary Kay® foundation



*As shown \$118

†Over-the-counter drug product

TimeWise® Replenishing Serum+C, **\$55**

- Give collagen a boost*.
- Help skin bounce back.



*Based on in vitro test

TimeWise Body™ Body Care Set, **\$46**

Take the fight against aging beyond your face with:

- TimeWise Body™ Hand and Décolleté Cream
- TimeWise Body™ Sunscreen SPF 15*
- TimeWise Body™ Targeted-Action® Toning Lotion



*Over-the-counter drug product

Oil and Blemish Control Set, **\$40**

- Blemish Control Toner 3*
- Acne Treatment Gel*
- Oil Mattifier
- Beauty Blotters® Oil-Absorbing Tissues



*Over-the-counter drug product

* All prices are suggested retail

Age-Defying Set, **\$85**

- TimeWise® Firming Eye Cream
- TimeWise® Microdermabrasion Set



Even Complexion Power Pair, **\$55**

- TimeWise® Even Complexion Mask
- TimeWise® Even Complexion Essence

Get the best of both worlds – the immediate skin tone brightening benefits of TimeWise® Even Complexion Mask and the long-term, even skin tone benefits of TimeWise® Even Complexion Essence.



Complete Color Set, **\$113.50**

- Mary Kay® Mineral Eye Colors (3)
- Mary Kay® Mineral Cheek Color
- Mary Kay® Creme Lipstick
- Mary Kay® Compact (unfilled)
- Compact Cheek Brush
- Eye Applicators (pack of two)
- Mary Kay® Lip Liner
- Mary Kay® NouriShine® Lip Gloss
- Mary Kay® Eyeliner
- Mary Kay® Ultimate Mascara™



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November Prize Promotion

"Pandora" Look alike Bracelet & Beads

(Inspired by Pandora Bracelets. Bead selection will vary from above pictured example.)

1 Bead	2 Beads	3 Beads	4 Beads	5 Beads
\$250 Whls.	\$400 Whls.	\$600 Whls.	\$800 Whls.	\$1,000 Whls.

ALSO

Receive a bead for each active team member you bring in. (Active = \$200 whls. order in the same month as her agreement went in.

Receive 3 Beads for Completing Star Consultant by December 15th, 2010.

Have you seen these EXPENSIVE but beautiful bracelets? Would you LOVE to have your own? Well, now you can! Starting in the month of October, you can win your bracelet and begin to fill it up with these fabulous beads throughout this Seminar year. WOW! Build - A - Bracelet! Build - A - Business!



Keep a record of your Shows or Parties you Hold this Seminar Year. On holding your 10th Show, you will receive this beautiful Silver Inspirational Bracelet Watch. Just do this in this Seminar Year. Let's all help Ryan Rogers, Mary Kay's Grandson, reach our company Goal of 5 Billion in Sales by 2013. All you have to do is just call me and say "I DID IT!"

September 2010 Prize Winners:

\$1,000 Wholesale - Moreno Glass Dark Blue Heart Set- Kay Childers

\$600 Wholesale - 2 Glass Bracelets- Phyllis Jones and Eileen Hanson

\$450 Wholesale - Jackie Hatcher

\$250 Wholesale - Taffee Anhder, Donna Canada, Sharon Edwards, LaRon Fulbright, Bonnie Hobson, Gloria McCutcheon, Ellen Wallace, and Joker Ward

Star Consultant Purse Winners: Judi Liles, Eileen Hanson, Jackie Hatcher, and Kay Childers

Wonderful!

Happy Birthday

<u>November</u>	<u>Day</u>
Kathi Heering	1
Brenda Green	3
Ruby F. Hulett	16
Sandra Gutierrez	17
Jana R. Morgan	19
Betty M. Everett	20
C R. Akins	27

Mary Kay Anniversary

<u>November</u>	<u>Years</u>
Lynn Leonard	36
Christine T Castioni	29
Joyce M. Foster	24
Judith F. Weiner	22
Eileen Hanson	22
B.J. Watson	17
Nancy Sweet	16
Bobbie L. Merritt	16
Mary L. Welter	16
Claudia K. Tufano	16
Sharon L. Dixon	12
Phyllis A. Jones	7
Cynthia J. Ostermann	5
Elisabeth Scott	1

Your Guide to What's Inside

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You can now start signing up for the Preferred Customer Program.
The deadline to enroll is November 15, 2010.

Andrea Pace, Future Executive Senior Sales Director
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Web Site for Andrea's Consultants:
<http://www.andreapace.com>
Customer Website:
<http://www.marykay.com/andreapace>



“But if people want to brag, let them brag that they understand and know me. Let them brag that I am the Lord, and that I am kind and fair, and that I do things that are right on earth. This kind of bragging pleases me,” says the Lord.” Jeremiah 9:24