

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

September 2010 Newsletter (July 2010 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;

Cell Phone: (443) 980-7353; Email: andrea@andreapace.com

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

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

Welcome New Consultants

Lilian Alade (Clarksville, MD) – sponsored by Beryl Greenawalt

Welcome Back -- Reinstated Consultants

Sherri Allen (Artesia, NM) **Iris Cummins** (Forney, TX) **Lola Duran** (La Jara, NM)
Nancy Grissom (Seminole, TX) **Lisa Heenan** (Clovis, NM) **Nancy Little** (Memphis, TN)
Marilyn Nguty-Nkeng (Upper Marlboro, MD) **Angela Sabourin** (Catonsville, MD)

Hall of Fame for September 2010



Nancy Grissom
\$1,310 wholesale production



Eileen Hanson
\$1,279 wholesale production

**Color Version of Newsletter
is available on Andrea's website**



Beryl Greenawalt
One July Recruit

July 2010 Scoreboard

Consultants Ordering In July 2010

| | |
|--------------------|---------------------|
| Sherri Allen | Patricia Holt |
| Donna Canada | Phyllis Jones |
| LaJoyce Cannon | Margie Kitten |
| Christine Castioni | Judi Liles |
| Donna Cox | Nancy Little |
| Iris Cummins | Nina Mack |
| Lola Duran | Dolores Montoya |
| Candace Entingh | Jana Morgan |
| Christy Fagan | Marilyn Nguty-Nkeng |
| Becky Farris | Andrea Pace |
| Beryl Greenawalt | Angela Sabourin |
| Nancy Grissom | Vicki Thompson |
| Eileen Habsib | B.J. Watson |
| Sandra Hauer | Mary Welter |
| Lisa Heenan | Julie White |

Queen Nancy Grissom-- \$1,310



Eileen Hanson -- \$1,279
Judi Liles -- \$600

Court of Sharing (Year to 7/31/2010)

Beryl Greenawalt - 1

Year to Date Retail Production (thru July 31st)

| | | |
|----------|----------------------|-------------------|
| 1 | Judi Liles | \$3,835.50 |
| 2 | Nancy G. Grissom | \$2,705.50 |
| 3 | Eileen Hanson | \$2,696.50 |
| 4 | Donna Canada | \$2,286.50 |
| 5 | Dolores M. Montoya | \$2,041.00 |
| 6 | Christine T Castioni | \$1,324.00 |
| 7 | Phyllis A. Jones | \$1,317.00 |
| 8 | Julie K. White | \$916.00 |
| 9 | Lola M. Duran | \$882.00 |
| 10 | Jana R. Morgan | \$825.50 |
| 11 | Donna G. Cox | \$818.00 |
| 12 | Sherri L. Allen | \$666.00 |
| 13 | Margie J. Kitten | \$659.50 |
| 14 | Mary L. Welter | \$638.00 |
| 15 | Candace D. Entingh | \$628.50 |
| 16 | Nancy C. Little | \$589.00 |
| 17 | B.J. Watson | \$576.00 |
| 18 | Beryl A. Greenawalt | \$573.00 |
| 19 | LaJoyce M. Cannon | \$573.00 |
| 20 | Vicki J. Thompson | \$503.00 |

Andrea Pace \$2,450.00

Consultants with July Recruiter Commissions

9% Recruiter Commission Level

Judi Liles
Jackie Hatcher
Andrea Pace
Donna Canada
Beryl A. Greenawalt

4% Recruiter Commission Level

Christine T Castioni
Ruby F. Hulett
Phyllis A. Jones
Candace D. Entingh
Sharon A. Edwards

| |
|-------------------------------------|
| Total Unit Retail Production |
| July 2010 -- \$20,025 |
| Seminar Year -- \$20,025 |

Recruiters and their Teams (as of July 31, 2010)

Future Sales Director Team Leaders



Recruiter: Judi Liles

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



Recruiter: Jackie Hatcher

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



Recruiter: Donna Canada

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

Star Team Builders



Recruiter: Christine T. Castion

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

Senior Consultants

Recruiter: Bonnie Montgomery

- Nancy G. Grissom
- Debra D. Southerland
- * Doreta Higginbotham
- * Jana D. Laubscher

Recruiter: Candace D. Entingh

- Tena K. McElvain
- Mary L. Welter

Recruiter: Cheri Akers

- Karen R. Meno

Recruiter: Delma C. Aranda

- Pat Carrasco

Recruiter: Eileen Hanson

- Geneva D. Trujillo

Recruiter: Helen Bearden

- Ruth H. Hise
- Kaye Richardson

Recruiter: Mary L. Welter

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

Recruiter: Phyllis A. Jones

- C. Anderson Fagan
- Margie J. Kitten
- * Ellen H. Wallace

Recruiter: Ruby F. Hulett

- Phyllis A. Jones

Recruiter: Sharon A. Edwards

- Julie K. White

Team Leaders



Recruiter: Beryl A. Greenawalt

- Sharon L. Dixon
- Bee A. Hamlin
- Nancy L. Norris
- Angela M. Sabourin
- Crystal D. Watson
- * Lilian Alade
- * Betty M. Everett
- * Sandra Gutierrez
- * Clola M. Robnson

●= inactive Consultant

3rd Quarter Star Consultant Promotion

Promotion starting 6/16/10 - ending 9/15/10 (as of August 26, 2010)

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

| Consultant | For Star | Sapphire | Ruby | Diamond | Emerald | Pearl |
|---------------------------|------------|-------------|------------|------------|------------|------------|
| Judi Liles | \$1,909.25 | STAR | \$490.75 | \$1,090.75 | \$1,690.75 | \$2,890.75 |
| Jackie Hatcher | \$1,426.25 | \$373.75 | \$973.75 | \$1,573.75 | \$2,173.75 | \$3,373.75 |
| Nancy Grissom | \$1,310.75 | \$489.25 | \$1,089.25 | \$1,689.25 | \$2,289.25 | \$3,489.25 |
| Eileen Hanson | \$1,279.25 | \$520.75 | \$1,120.75 | \$1,720.75 | \$2,320.75 | \$3,520.75 |
| Ruth Hise | \$1,124.00 | \$676.00 | \$1,276.00 | \$1,876.00 | \$2,476.00 | \$3,676.00 |
| Gloria Mccutcheon | \$1,114.25 | \$685.75 | \$1,285.75 | \$1,885.75 | \$2,485.75 | \$3,685.75 |
| Phyllis Jones | \$1,042.75 | \$757.25 | \$1,357.25 | \$1,957.25 | \$2,557.25 | \$3,757.25 |
| Beryl Greenawalt | \$882.00 | \$918.00 | \$1,518.00 | \$2,118.00 | \$2,718.00 | \$3,918.00 |
| Andrea Pace | \$827.75 | \$972.25 | \$1,572.25 | \$2,172.25 | \$2,772.25 | \$3,972.25 |
| Teresa Rubio | \$715.75 | \$1,084.25 | \$1,684.25 | \$2,284.25 | \$2,884.25 | \$4,084.25 |
| Donna Canada | \$705.00 | \$1,095.00 | \$1,695.00 | \$2,295.00 | \$2,895.00 | \$4,095.00 |
| Christine Castioni | \$701.00 | \$1,099.00 | \$1,699.00 | \$2,299.00 | \$2,899.00 | \$4,099.00 |
| Bee Hamlin | \$628.75 | \$1,171.25 | \$1,771.25 | \$2,371.25 | \$2,971.25 | \$4,171.25 |
| Jana Morgan | \$605.00 | \$1,195.00 | \$1,795.00 | \$2,395.00 | \$2,995.00 | \$4,195.00 |
| Lola Duran | \$559.75 | \$1,240.25 | \$1,840.25 | \$2,440.25 | \$3,040.25 | \$4,240.25 |
| Dolores Montoya | \$558.50 | \$1,241.50 | \$1,841.50 | \$2,441.50 | \$3,041.50 | \$4,241.50 |
| Candace Entingh | \$535.50 | \$1,264.50 | \$1,864.50 | \$2,464.50 | \$3,064.50 | \$4,264.50 |
| Patricia Colbert | \$503.00 | \$1,297.00 | \$1,897.00 | \$2,497.00 | \$3,097.00 | \$4,297.00 |
| Julie White | \$450.00 | \$1,350.00 | \$1,950.00 | \$2,550.00 | \$3,150.00 | \$4,350.00 |
| Nancy Sweet | \$409.00 | \$1,391.00 | \$1,991.00 | \$2,591.00 | \$3,191.00 | \$4,391.00 |
| Donna Cox | \$401.00 | \$1,399.00 | \$1,999.00 | \$2,599.00 | \$3,199.00 | \$4,399.00 |

Dear Angels,

I am so excited! I ordered a new Beauty Case! Any of you that want to do this, just let me know and I will order the \$100 Beauty Case for you. Just give me your Credit Card Number and we will be good to go.

Since I last emailed you, I have 9 woman who will bring a couple of their friends over for a facial. Wonderful! My first party, I held after arriving home at midnight from visiting my sisters and nieces in California. (It seems we are calling them parties instead of shows now.) So much has changed since my last Beauty Case. The mirrors and trays are so cute and easy to use. I just followed the flip chart. My sister Angela told me that she started out by saying, "We were going to play like we are in the third grade. I will read to you and you will look at the pictures and turn the pages in your Beauty Book.

It was so simple and a piece of cake. *Of course I asked for God's help that I would be able to help them with their skin care needs.* I truly had no expectation on the sales amount. I did tell my hostess that she had a choice of 10% of my profit to her favorite charity or 50% off of anything she wanted to buy. I also gave her a small gift in front of everyone.

Well we all had a ball and my sales were \$400. I was thrilled and Dale was too. He just clapped his hands for me. I had 5 ladies there and three of them purchased skin care TimeWise. The others just bought different supplements and glamour. It was fun and I encourage you to do this for Mary Kay's grandson, Ryan. I feel she was watching me from heaven and was smiling down on me with my efforts to help her grandson and our company reach our goals. Just see what it will bring to you and your family in extra income and personal satisfaction. Love to you all,

Andrea

Holding Shows - Operation Profit from Liz Daniels

Consultants I know many of you are working to build your inventory and a nice customer base. Thought you would enjoy some of Liz's blogging that she has done this month in making her \$1285 house payment NOT from her nice Cadillac, \$500,000, unit club Director check but from her sales without recruiting commission.

If you were at our Monday Night meeting last week, you heard my passion on the topic of seeing a profit in your business. In light of what each person is working for (I challenged every Consultant to decide on a profit amount you want weekly with your business and then decide what you are going to do with the money!), I have decided to let you gals take a peek at my profit for the month of July. I announced to the group that my goal is to have the profit from my sales and pay my mortgage for my August 1st payment! **My payment is \$1285 and here is how things are going:**

5 classes held so far: \$1275 Reorders: \$338 Faces: 33 (not counting any at events for Consultants)
Hours: 13 Total Sales: \$1613 Reorder Total: \$900 Profit: \$645 (yippee! half of my house payment)
Income per hour: \$49.60 an hour

Today is the 19th and I have 4 possibly 5 more classes on my books for July. This business does work when it is worked!

Just a side note to how I have arrived with 10 classes on my date book in July. In April, the only thing I focused on was a power start - 30 faces. At each appointment, my goal was to get 2 bookings. My face total in April was 24! In May, again my only focus was to do 30 faces and 2 bookings from each class. I did 32 faces! June, what a lovely month! I did 65 faces and held 10 classes. My sales were over \$4000! Again, this business works when it is worked! Rome was not built in a day! I built upon my April activity to make my power start a power zoom! Now I stand in July with 10 classes on my books and 6 already on my books for August! My only complaint is that I am having to hire more help! What an excellent problem to have! I made a decision. What is yours? What type of weekly profit do you want or need for your family? Are you scratching your head right now wandering about how you are going to buy school clothes, school supplies? You should see my kids list! **Don't be starving in an orchard.**

Now let's review the profit on a star week. Choose you this day which profit you want! I know that together, we can make great things happen:

***Keep in mind that there are 12 weeks in a quarter (3 months): Sell \$275 a week to be a Sapphire Star.** Hey Beelievable Achievable! This is only one class per week with reorders. One Consistent class per week - That is \$110 in profit for week and \$440 for the month.

Sell \$350 a week to be a Ruby Star - Hey Girl! That isn't even 2 classes a week and reorders...Go for it! Consistent class per week...That is a profit of \$140 a week and \$560 a month - bill money!

Sell \$500 a week to be a Diamond Star - Diamonds are a girl's best friend! This is 2 classes a week - Consistent classes per week! That is a profit of \$200 a week and \$800 a month...That would be a house payment!

Sell \$600 a week to be an Emerald Star - You are movin' and groovin' now! This is 2 to 3 classes a week and a minimum of \$240 profit a week for an extra \$960 cash a month for your family. That is almost \$1,000 bucks! What would you do with it?

Sell \$750 a week to be a Pearl Star - Holy Smokes! You have arrived at some serious cash! This is 2 to 3 classes per week with a minimum of \$300 profit a week and an extra \$1200 in cash a month for your family! Consistency is the key...bee consistent!

This is not for the chosen few...but the few who choose!



BUILD-a-BAG WITH MARY KAY























SELECT A BAG - Buy 3 pkgs. Get 1 FREE!

Roll-Up Travel Bag (value \$40)
 Roll-Up Brushes with Bag (value \$48)
 3 Quilted Cosmetic Bags (value \$35)
 Compact Pro-aka MK Laptop (value \$35)

OR SELECT PACKAGES

2 Pkgs = \$99
 4 Pkgs = \$189
 6 Pkgs = \$279
 8 Pkgs = \$369

| | | | | |
|---|---|---|---|---|
| <input type="checkbox"/> TIMWISE SKINCARE \$54 - \$58 Cleanser Moisturizer Foundation  | <input type="checkbox"/> DAY and NIGHT SOLUTION \$60 Miracle Set- +TW Skincare \$104 - \$108  | <input type="checkbox"/> MICRODERM \$55  | <input type="checkbox"/> SERUM +C \$55  | <input type="checkbox"/> MIRACLE + SERUM TRAVELER \$59 Trial Miracle Vial of Serum  |
| <input type="checkbox"/> POWER PAIR \$55 Even Complexion Mask Even Complexion Essence  | <input type="checkbox"/> LOVE YOUR LIPS \$53 TW Lip Primer Satin Lips Mask/Balm Tinted Lip Balm with spf 15  | <input type="checkbox"/> LIP SMAKERS \$49 Lipstick Liquid Lipcolor Lip Gloss Lip Liner  | <input type="checkbox"/> EYE DEAL \$59 TW Firming Eye Cream OF Eye Makeup Remover Soothing Eye Gel  | <input type="checkbox"/> ON-THE-GO GIRL \$53 Lash-Lengthen Mascara Face Cloths Tinted Moisturizer Eyesicle  |
| <input type="checkbox"/> EYE CASE \$59.50 Compact with 6 Eye Colors Brushes  | <input type="checkbox"/> FACE CASE \$65.50 Compact with 3 Eye Colors Cheek Color Lip Color Brushes  | <input type="checkbox"/> FLAWLESS \$64 Compact with Powder Highlighter Concealer  | <input type="checkbox"/> EYE TOOLS \$54 Ultimate Mascara 2 Eye Colors Brow Tools Eye Liner Eye Primer  | <input type="checkbox"/> DASH-OUT THE-DOOR CASE \$57.50 Compact with Highlighter Bronzer Lip Glass  |
| <input type="checkbox"/> BODY SPA \$57 2-in-1 Shave and Shower Sugar Scrubs Toning Lotion  | <input type="checkbox"/> Super-Duper SATIN HANDS \$52 Satin Hands Set Hand and Decollette Cream  | <input type="checkbox"/> TEEN TALK \$55 Velocity Cleanser and Moisturizer Acne Treatment Blemish Toner  | <input type="checkbox"/> MK MEN \$60 Shaving Cream Face Bar Moisturizer After Shave  | <input type="checkbox"/> ESSENCE OF SPF \$49 Body spf 30 Tinted Lip Balm TW Moisturizer spf 15  |

Check Out...just check off the pkgs desired, add tax.

Check, Cash or Charge
 Earn Half Price as a Consultant
 Earn for FREE as a Hostess
 Payment Plans available



Words to use for Julie's Build a Bag Packages

TW Skincare - \$54 or \$58 with Mineral powder: Basic to get started on good skin care - Like an aerobic workout, but sometimes you need to spot treat. Use with the foundation for maximum results.

Day/Night Solution - \$60: This is your Repair and Prevention. Day Solution brightens, blocks uva-uvb rays while relaxing facial lines. Night Solution has unique encapsulated vitamins and antioxidants that stimulates collagen to firm the skin.

Microdermabrasion Step 1 and 2 - \$55: Immediately fights fine lines, refines pores and smoothes your skin with a Refine polish than a botanically filled Replenish serum.

Replenishing Serum + C - \$55: Packed with 5h Super Fruits to give your collagen a boost. Leaves your skin lifted, more toned, looking younger and enhanced.

Miracle Plus Serum Traveler - \$59: Trial/Travel size of the Miracle plus a Vial of the Serum. Great for trips or to give it a try and you'll see the results.

Power Pair: Even complexion Mask and Essence for \$55: Mask pampers, brightens and softens with Melacep Brightening complex and 90% saw softer/brighter skin. Essence has Lucentrix Complex to restore skin tone with. 84% saw improvement.

Love Your Lips: Primer, Satin Lips and Tinted Lip Balm with spf 15 in a color of your choice - \$53: Primer minimizes lines and keeps lip color on longer. Satin Lips is a 2 step scrub and balm then top with spf protection and a tint of color.

Lip Smakers: Lipstick, Liquid Lip Color, Lip Gloss and Lip Liner - \$49: Create a variety of options.

Eye Deal: Firming Eye Cream, Eye Make Up Remover, Soothing Eye Gel - \$59: Moisturize and Firm the eye area. Remove makeup gently, then pamper with the Gel Filled with botanicals like cucumber and green tea plus increases moisturization up to 130%.

On the Go Girl: Facial Cleansing cloths, Tinted Moisturizer, Mascara and Eyesicle - \$53: Quick wash of the face and add a Tinted Moisturizer with spf 15 then Eyesicle and Mascara - out the door you go!

Eye Case: Compact with 6 eye colors - \$59.50: Fill up your sleek Compact with all Eye colors. For just 6.50 each you can add 5 more to the brush area for 11 eye colors. Brow gel fits in the top!

Face Case: Compact with 3 eye colors, Cheek color, Lip Gloss/Color and brushes for \$65.50: Magnetized Compact lets you create/recreate new looks. And the mirror is large enough for your whole face.

Flawless: Pressed mineral powder in a compact with sponge plus Highlighter and Concealer - \$64: Get an airbrushed look with these 3 Amigos. Powder to freshen up your foundation. Highlighter for eyes and fine lines. Concealer for blemishes and unwanted spots.

Eye Tools: Ultimate Mascara, 2 eye colors, brow tools, eyeliner, eye primer - \$54: Perfect set to create the perfect eye look. You can add more colors or a compact for more fun.

Dash Out the Door Case: Highlighter and Bronzer plus Lip Gloss - \$57.50: Highlighter and Bronzer has strips of color for cheeks & for the eyes. Finish with Gloss and maybe some mascara and you are on your way.

Body Spa: 2 in 1 Shave and Shower gel with Sugar Scrubs and TimeWise Toning Lotion - \$57: Talk about the ultimate! Shave and shower then Scrub away the dead skin. Top with the Targeted Toning Lotion and your skin will never feel the same. Lotion will firm, tone, define, soften and hydrate for 24 hours! Powered by Super fruits and caffeine.

Super Duper Satin Hands: 3 step Satin Hands plus TimeWise Hand and Decollete Cream - \$52: Satin hands for the ultimate hand and feet pampering is paired with the Hand and Decollete cream with spf15. Powered by Super Fruits to minimize crepiness, reduce dark spots and super hydrate hands and chest.

Teen Talk: Velocity Cleanser and Moisturizer designed for skin under 25 plus Acne Treatment and Blemish Control toner - \$55: MK's version of Proactive. Controls and zaps acne while cleansing, hydrating and controlling excess oil. This is great for boys too especially since orange and "velocity".








MK Men: Shaving Cream, Face Bar, Moisturizer with spf 25 and Cooling After-Shave - \$60: Don't forget about the man in your life - keep him looking as young as you & providing a comfort zone while shaving.








Essence of SPF: Body with spf 30, Tinted Lip Balm with spf 15 & TimeWise Moisturizer with spf 15 - \$49: From Head, Lips to Toes - protect your skin from daily damage of walking your dog to driving your car.

Andrea's Inner Circle








New for the Seminar 2011 Year! Do at least **two of the five**, to qualify for Andrea's **Inner Circle** each month! Your picture will be in Andrea's Hall of Fame for that Month in the newsletter on the front page and you will receive a special gift from me. Completing the **Elite Inner Circle** - all five of the challenges will help you build your business quickly and you will be awarded something extra special! This will certainly make you a "Woman of Excellence". **Fill out this page with names and retail sales and wholesale amounts and return to me at the end of each month to receive your rewards!**

Put product on at least 8 people:

 1. _____  2. _____  3. _____  4. _____  5. _____  6. _____  7. _____

 8. _____  9. _____  10. _____  11. _____  12. _____  13. _____  14. _____

Team Building: 2 or more interviews or guest who listen to marketing plan:

 1. _____  2. _____  3. _____  4. _____  5. _____  6. _____  7. _____

One New Team Member:  1. _____

\$800 or more in Retail Sales: Total sales amount \$ _____

\$400 or more in Wholesale Orders: Total wholesale amount \$ _____

I am a Member of Andrea's Inner circle: _____
(Sign Your Name)

September 2010 Prize Promotion



\$250 Wholesale
Glitz Coin Purse



\$450 Wholesale
Money Bag



\$600 Wholesale
2 Glass Bracelets



\$800 Wholesale
Moreno Black
Metallic Necklace



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



When you **Hold your 10th Party** with at least 3 people at each Party, you will receive a beautiful Silver Bracelet Watch with words of Faith, Hope, and Love on the Side of the Watch. This will help Ryan Rogers, Mary Kay's Grandson in His goal of leading our company to the 5 Billion in Sales by 2013 - our 50th Anniversary! Just call me and let me know that you have held the shows and entered them on MK Intouch show count.



New Yearly Consistency Award: The first year you can earn the White Gold Add-A-Diamond Ring. Each year after, you earn a 5 point Diamond to be added to your Ring.

To win the Yearly Consistency Award you must order at least **\$250 wholesale per month for 9 of the 12 months. You also must have a total of \$4,800 wholesale (\$9,600 retail) by the end of the year to win the Add-A-Diamond or to win the 5 pt. Diamond.** You may order as many months as you need to total \$4,800 wholesale/\$9,600 retail for the year. Watch this area of the newsletter for the updated list of all consultants on pace for the 2010-2011 Consistency Contest! Consultants whose total wholesale of \$18,000/36,000 retail will earn a 15 pt. Diamond. Consultants on target in July are below:

July 2010 Prize Winners:

\$1,000+ wholesale - *Murano Glass Earrings* - Nancy Grissom and Eileen Hanson

\$600+ wholesale - *Extreme in Silver Earrings* - Judi Liles

\$250+ wholesale - *Western Jeans Earrings* - Sherri Allen, Donna Canada, LaJoyce Cannon, Christine Castioni, Donna Cox, Lola Duran, Candace Entingh, Beryl Greenawalt, Phyllis Jones, Nancy Little, Jana Morgan, Vicki Thompson, and Mary Welter

Star Consultants:

Achieve by September 9/15/2010 and receive "Cute Handbag".

Happy Birthday

| <u>September</u> | <u>Day</u> |
|---------------------|------------|
| Linda S. Richardson | 1 |
| Justine Schaeffer | 1 |
| Joker Ward | 2 |
| Lynda I. Boland | 17 |
| Koreasa M. Williams | 21 |
| Judith F. Weiner | 28 |

Mary Kay Anniversary

| <u>September</u> | <u>Years</u> |
|---------------------|--------------|
| Andrea Pace | 44 |
| Becky L. Farris | 33 |
| Jana R. Morgan | 28 |
| Sharon A. Edwards | 25 |
| Dolores M. Montoya | 24 |
| Patricia A. Holt | 21 |
| Beverly L. Guthrie | 20 |
| Bee A. Hamlin | 11 |
| Gingmon T. Randolph | 5 |
| Kenda J. Thvedt | 5 |
| Sandra Gutierrez | 4 |
| Iris Cummins | 1 |
| Justine Schaeffer | 1 |

Your Guide to What's Inside

September Hall of Fame (page 1)
 July Scoreboard (page 2)
 Recruiter & their Teams (page 3)
 Contest Status/Dear Angels (p. 4)
 Holding Shows (page 5)
 Build a Bag with MK (page 6)
 Words to Use (page 7)
 Andrea's Inner Circle (page 8)
 Sept Promo/Prizes Won (page 9)
 Birthdays/Anniversaries (page 10)

Preferred Customer Unit Participation for the Fall/Holiday 2010

| | | | |
|----------------|------------------|-------------------|----------------|
| Michelle Allen | Beryl Greenawalt | Phyllis Jones | Jana Morgan |
| Christa Brack | Bee Hamlin | Judi Liles | Andrea Pace |
| Kay Childers | Eileen Hanson | Gloria McCutcheon | Claudia Tufano |
| Donna Cox | Sandra Hauer | Mary McNamee | B.J. Watson |
| | | | Susan Wesner |

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; Cell Phone: (443) 980-7353
 E-Mail Address – andrea@andreapace.com
 Web Site for Andrea's Consultants:
<http://www.andreapace.com>
 Customer Website:
<http://www.marykay.com/andreapace>



Proverbs 27:19 "As water reflects your face, so your mind shows what kind of person you are."