

Andrea's Pace-Setting Angels Chevy Equinox Unit

April 2010 Newsletter (February 2009 News)

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

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

Welcome Back -- Reinstated Consultants

Sharon Dixon (Columbia, MD) **Doreta Higginbotham** (Abilene, TX)
Bonnie Hobson (Lacygne, KS) **Linda King** (Tucson, AZ) **Nina Mack** (New Milford, CT)
Karen Meno (Rockwall, TX) **Cynthia Ostermann** (Crestview, FL)
Sharon Slaughter (Camarillo, CA) **Geneva Trujillo** (Albuwuerque, NM)

Hall of Fame for April 2010



Donna Canada
One February Recruit



Ruth Hise
\$1,200 whsle production



Judi Liles
One February Recruit

Use all resources to increase your MK business: Check Andrea's website: <http://www.andreapace.com>

The unit number (0154) is the key to enter it.

You can get copies of the newsletter and pages from it that you can use on your computer to help you in your business. Use it to help you.

The site is organized simply. Buttons at the top of each page can take you to items of interest to you.

February 2010 Scoreboard

Consultants Ordering In February 2010

Christy Akins	Judi Liles
Helen Bearden	Nina Mack
Donna Canada	Phyllis Jones
LaJoyce Cannon	Linda King
Christine Castioni	Margie Kitten
Kay Childers	Karen Meno
Donna Cox	Dolores Montoya
Sharon Dixon	Cynthia Ostermann
Sharon Edwards	Andrea Pace
Candace Entingh	Teresa Rubio
Doreta Higginbotham	Sharon Slaughter
Ruth Hise	Geneva Trujillo
Bonnie Hobson	B.J. Watson
Jackie Jatcher	Mary Welter

Queen Ruth Hise -- \$1,200



Phyllis Jones -- \$663
 Judi Liles -- \$660
 Jackie Hatcher -- \$654

Andrea Pace -- \$657

Court of Sharing (Year to Date)

Eileen Hanson – 1 qualified Consultant

Judi Liles – 3

Donna Canada – 2

Christine Castioni -- 1

Sharon Edwards – 1

Beryl Greenawalt - 1

Margot Howard – 1

Phyllis Jones -- 1

Lynn Leonard -- 1

Qualified = \$600 wholesale order

Year to Date Retail Production

July 1, 2009 to February 28, 2010

1	Phyllis A. Jones	\$11,928.50
2	Kay Childers	\$11,868.00
3	Judi Liles	\$11,699.00
4	Ruth H. Hise	\$8,522.50
5	Nancy G. Grissom	\$7,744.00
6	Gloria K. McCutcheon	\$5,843.00
7	Dolores M. Montoya	\$5,112.50
8	Donna Canada	\$4,759.50
9	Christine T Castioni	\$4,362.50
10	Jackie Hatcher	\$4,254.00
11	Eileen Hanson	\$4,087.50
12	Donna G. Cox	\$4,052.50
13	Teresa G. Rubio	\$3,472.50
14	Mary L. Welter	\$3,263.00
15	Susan C. Wesner	\$2,731.50
16	Candace D. Entingh	\$2,650.00
17	LaJoyce M. Cannon	\$2,640.50
18	Jana R. Morgan	\$2,539.50
19	Patricia R. Colbert	\$2,312.00
20	Becky L. Farris	\$2,308.00

Andrea Pace \$19,081.50

Consultants with

February Recruiter Commissions

9% Recruiter Commission Level

Jackie Hatcher

Andrea Pace

Donna Canada

4% Recruiter Commission Level

Helen Bearden

Judi Liles

Ruby F. Hulett

Bonnie N. Montgomery

Christine T Castioni

Candace D. Entingh

Phyllis A. Jones

Beryl A. Greenawalt

Sharon A. Edwards

Eileen Hanson

Kay Childers

Total Unit Retail Production
February 2010 -- \$21,026
Seminar Year to Date -- \$202,974

Recruiters and their Teams (as of February 28, 2010)

Star Team Builders



Recruiter: Judi Liles

- Helen Bearden
- LaJoyce M. Cannon
- Carla A. Villyard
- B.J. Watson
- * Cheri Akers
- * Brandy M. Blount
- * Iris Cummins
- * Jo L. Henderson
- * Virginia L. Jones
- * Barbara Kelly
- * Martha J. Lange
- * Robbie F. Litzman
- * Marilee Mandernach
- * Carol F. Sanders
- * Melba J. Williams



Recruiter: Christine T. Castion

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



Recruiter: Beryl A. Greenawalt

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

Team Leaders



Recruiter: Jackie Hatcher

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



Recruiter: Donna Canada

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

● = inactive Consultant

Senior Consultants

Recruiter: Bonnie Montgomery

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

Recruiter: Candace D. Entingh

- Tena K. McElvain
- Mary L. Welter

Recruiter: Cheri Akers

- Karen R. Meno
- Pamela White

Recruiter: Delma C. Aranda

- Pat Carrasco

Recruiter: Eileen Hanson

- Geneva D. Trujillo

Recruiter: Helen Bearden

- Ruth H. Hise
- Kaye Richardson

Recruiter: Kay Childers

- Linda King

Recruiter: Lynda I. Boland

- Beverly L. Guthrie

Recruiter: Mary L. Welter

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

Recruiter: Phyllis A. Jones

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

Recruiter: Ruby F. Hulett

- Phyllis A. Jones

Recruiter: Sharon A. Edwards

- Bonnie L. Hobson
- Julie K. White

Dear Angels

We have three months left till the end of our Seminar year. So gird up your loins and complete your goals. I have another beautiful prize for all of you who complete their final Star Consultant for this Seminar year.

You will love it!!!!

It is a surprise!

The Diamond Division Seminar starts August 1st and ends on August 4th. We are checking into the hotel on July 31st which is a Saturday. Be sure and let me know if you are planning to attend so I can make hotel reservations for you. I am finalizing them as I write this newsletter and our next newsletter will have all the details about this event.

Inside this newsletter is nothing but pure dee excitement. Natalie Reed has shared with us a fabulous article about 2010 Product knowledge. It is quite lengthy, so this newsletter only has the first page. I will get the rest of the article to you in our next newsletter. It is a page turner and so informative.

Diane Autry shared the Career Path. I tell you all the time that when you work consistently in your business, have the products on hand and deliver by mail or personally in a timely manner, customers will flock to your door. That has been true for me and many of you are also experiencing this fact. Because so many companies are letting employees go, Mary Kay is a viable choice for them to own their own business. Check out Mary Kay's "It's In the Bag Promotion". Offer your opportunity to other women and help them reap the income offered by Mary Kay.

We had FIVE STAR CONSULTANTS . I am so excited for our Unit. We are helping Mary Kay achieve her goal. Our Star Consultants were Kay Childers, **Judi Liles**, **Phyllis Jones**, **Ruth Hise** and **myself**. Congratgulations Angels!

You are wonderful,

Andrea



Star Consultants

First Quarter Promotion Ending 3/15/10

Winners of the Brighton Silver Bracelets plus Mary Kay's Prize



Kay Childers
Ruby Star Consultant
\$2,404 Wholesale



Judi Liles
Sapphire Star Consultant
\$1,848 Wholesale



Phyllis Jones
Sapphire Star Consultant
\$1,804 Wholesale



Ruth Hise
Sapphire Star Consultant
\$1,802 Wholesale



Andrea Pace
Sapphire Star Consultant
\$1,911 Wholesale



It's In The Bag!

Seminar 2010 Team-Building Challenge

**Add three qualified*
new personal team members.**
You receive a super-trendy black handbag, a name badge ribbon, an invitation to the It's in the Bag reception and standing recognition at *Project SuperStar Seminar 2010*.



**Add four qualified*
new personal team members.**
You will receive the awards mentioned above, **Plus an invitation** to the It's in the Bag Luncheon at *Project SuperStar Seminar 2010*

**Add five qualified*
new personal team members**
to receive all the awards mentioned above, **Plus a matching wallet** that can double as a clutch purse you can take on the go!



#1



#2



#3



#4



#5

A qualified personal new team member is one whose initial order with the Company is \$500 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

MARY KAY

Career Path



Sales Director and above

24+ Unit Members
9-13% Unit Commission +
9-13% Personal Team Commission +
Bonuses starting at \$500/m and much more!
\$100 Bonus each qualified New Team Member

DIQ (Director in Qualification)

10+ Active Team Members
Star Consultant consistency
9-13% Personal Team Commission
\$50 Bonus each qualified New Team Member

Car Driver (Grand Achiever)

14+ Active Team Members + production
4 months to qualify
9-13% Personal Team Commission
\$50 Bonus each qualified New Team Member

Future Director

8+ Active Team Members
9-13% Personal Team Commission
\$50 Bonus each qualified New Team Member

Team Leader

5+ Active Team Members
Eligible to go On-Target for earning Career Car
9-13% Personal Team Commission
\$50 Bonus each qualified New Team Member

Star Team Builder

3+ Active Team Members
Eligible to wear the coveted Red Jacket
4% Personal Team Commission
\$50 Bonus with 4th qualified New Team Member

Senior Consultant

1-2+ Active Team Members
4% Personal Team Commission

Independent Beauty Consultant

Star Consultant, Company and Unit Prizes
Bonus Products
These Benefits + more as you advance Career Path.
50% discount on all Section-1 products.
50% profit with each customer product purchase.

2010 Product Knowledge

Based on the content presented by Dr. Beth Lange, Dr. Michelle Hines and Yvette Franco, Vice President of U.S. Marketing and shared by Ex. Senior Sales Director Natalie Reed. (This is page 1 – the other pages will be in next month's newsletter.)

Q: Why is it so important to protect your skin from aging?

A: Your skin tells so much about you! You may think that when you first meet people they pay attention to your warm personality, but they are really checking out your skin. Everyone Unconsciously does this. Why? From your skin they can tell your age, your health and whether you are stressed or friendly. Your skin gives off clues that you don't even realize. You don't want people to think that you are older than you really are based on your looks. You can prevent this by preventing some of the signs of aging. Here are the primary signs of aging:

- Fine lines and wrinkles
- Uneven skin tone (age or sun spots)
- Rough texture
- Sagging skin

Q: What is another way to tell someone's age?

A: Look at the hands. Women often forget to protect their hands and décolleté from sun damage, and this area cannot be hidden easily behind makeup.

Q: Why do we consider the TimeWise Miracle Set to be so essential?

A: The Miracle Set is the only set of products that is tested and sold as a set to deliver 11 age-fighting benefits. This makes it unique in the marketplace. From a competitive standpoint, consumers will be hard pressed to match these 11 age-fighting benefits in four products for the suggested retail price (\$90 plus the cost of foundation starting at \$14).

Q: Scientifically, why does the TimeWise Miracle Set work?

A: It is truly a one-of-a-kind skin regimen! The cleansing beads help to gently exfoliate and freshen the skin and work perfectly along with our TimeWise Age-Fighting Moisturizer to hydrate and soften the skin. The sun protection and nourishing extracts in TimeWise Day Solution SPF 25* help to energize your skin and they work in perfect tandem with TimeWise Night Solution which contains age-fighting peptides to help rebuild and reduce fine lines and wrinkles. When we talk about the TimeWise Night Solution, we also talk about the "Pronewal System" which combines the "protection" and "renewal" benefits which this fantastic regimen provides to your skin. The Miracle Set is the foundation for all skin care for every woman at every stage in her life.

Q: When should a woman begin to use the Miracle Set?

A: The Miracle Set is for allwomen starting as early as the age of 20. Twenty is not too early to start using an age-fighting regimen.

Q: What is the primary benefit of the TimeWise Miracle Set for someone in her 20's, especially when it's possible for her skin to look so good at that age?

A: Of the 11 age fighting benefits in the Miracle Set, the number one benefit is the sun protection we get from TimeWise Day Solution SPF25*. In our mind 20's, although skin degradation is not clearly visible, we are already on the decline. This natural aging is then combined with a period in our lives where many of us engage in the risky gbehavior of tanning. To protect our skin, it is important to start using a daily sunscreen protection as well as a skin healthregimen, suchas the Miracle Set, to keep skin looking young for the long term. In our 20's and throughout our lives, sun protection is the key to healthy, youthful-looking skin.

April 2010 Prize Promotion

While I was attending Mary Kay Leadership in San Diego, CA in January, I saw this gorgeous jewelry that I wanted to share with you. These gem stones are Lapis Lazuli. They are just beautiful! Here is how I can offer them to you as a prize.



\$250 Wholesale
Pink Cadillac Pin



\$450 Wholesale
Lapis Earrings

\$600 Wholesale
Lapis Bracelet

\$800 Wholesale
Lapis Necklace

\$1,000 wholesale
Lapis Earrings,
Bracelet & Necklace

February 2010 Prize Winners

\$1000 Wholesale - *Simulated Tortoise Shell Bangle Watch*

Ruth Hise

\$600 Wholesale - *MS Wonderful Doll with Messages*

Jackie Hatcher, Phyllis Jones, and Judi Liles

\$450 Wholesale - *Red Heart Photo Album*

Donna Cox and Candace Entingh

\$250 Wholesale - **Donna Canada, LaJoyce Cannon, Christine Castioni,**

Kay Childers, Sharon Dixon, Doreta Higginbotham,

Bonnie Hobson, Margie Kitten, Dolores Montoya

Cynthia Ostermann

Happy Birthday

<u>April</u>	<u>Day</u>
Phyllis A. Jones	1
Norma -. Winchester	1
Jody O. Colwell	5
Bonnie L. Hobson	7
Angela M. Sabourin	7
Sue Robertson	8
Gingmon T. Randolph	9
MaryAnn Youngblood	9
Donna G. Cox	18
Lisa Heenan	18
Margie J. Kitten	22
Lola M. Duran	23
Michelle E. Allen	24
Loretta A. Fisher	25
Mary L. Welter	25
Patricia R. Colbert	28

Mary Kay Anniversary

<u>April</u>	<u>Years</u>
Ann B. Cobb	29
Judi Liles	29
Ruth H. Hise	23
Lynda I. Boland	22
Nancy C. Carpenter	22
Pamela White	20
Kimberly A. Bauer	16
Beryl A. Greenawalt	13
Virginia L. Jones	13
MaryAnn Youngblood	13
Jennie L. Rodney	7
Sharon L. Slaughter	6
Martha J. Lange	2
C. Anderson Fagan	2
Betty M. Everett	1
Brenda Green	1

Your Guide to What's Inside

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Tips on your Email: When you receive an email, if you do not know who it is from, delete it immediately. Each day, remove all the junk mail – store advertisements etc. Emails you want to keep can be put in a file folder on your computer. Sometimes you do not receive my “Very Important” emails because your Email Box is full and cannot accept any more emails. Dale has taught me to clean out my email box every day. It is a good practice to look at your emails at least once a day. I look at mine a lot, because you might need something. The reason being also is that more and more of our customers are learning to send their orders to us that way. It is just like a phone message. How would you feel if you did not get a reply to your request for an order? Pretty soon, you would find another consultant. We sure don't want that to happen to our business. So check your emails frequently, delete the garbage, and file the good stuff. You Can Do It! Love you, Andrea

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“God began doing a good work in you, and I am sure he will continue it until it is finished when Jesus Christ comes again.” Philippians 1:6