

# Andrea's Pace-Setting Angels

## \$300,00 Circle of Achievement Unit

### Chevy Equinox Unit

#### December 2010 Newsletter (October 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

**Darchelle Colbert** (Jacksonville, FL) – Sponsored by Patricia Colbert

**Judith Weiner** (Dover, DE) – Sponsored by Andrea Pace

#### Welcome Back -- Reinstated Consultants

**Jody Colwell** (Wortham, TX)      **Doreta Higginbotham** (Abilene, TX)

**Linda King** (Tucson, AZ)      **Cynthia Ostermann** (Crestview, FL)

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

### Consultants Participating in Preferred Customer Program

Michelle Allen	Christy Fagan	Donna Canada	Kay Childers
Patricia Colbert	Beryl Greenawalt	Bee Hamlin	Eileen Hanson
Margot Howard	Phyllis Jones	Margie Kitten	Judi Liles
Mary McNamee	Jana Morgan	Andrea Pace	Claudia Tufano
B.J. Watson	Susan Wesner		



**Smart women let Mary Kay Corporate help them keep in touch with their best customers by participating in PCP, the Preferred Customer Program.**

**PCP helps a Mary Kay Consultant avoid the paper overload shown here.**

**If you do not participate in PCP, be like the smart women named above and start participating at the next opportunity.**

## **October 2010 Scoreboard**

### **Consultants Ordering In October 2010**

Delma Aranda	Ruth Hise
Helen Bearden	Phyllis Jones
Christa Brack	Linda King
Donna Canada	Margie Kitten
LaJoyce Cannon	Lynn Leonard
Christine Castioni	Judi Liles
Kay Childers	Jana Morgan
Ann Cobb	Nancy Norris
Patricia Colbert	Cynthia Ostermann
Jody Colwell	Andrea Pace
Candace Entingh	Linda Richardson
Becky Farris	Sue Robertson
LaRon Fulbright	Nancy Sweet
Brenda Green	Claudia Tufano
Beryl Greenawalt	B.J. Watson
Bee Hamlin	Mary Welter
Sandra Hauer	Susan Wesner
Doreta Higginbotham	Helen Westlund
	Pamela White

### **Queen Phyllis Jones -- \$872**



Mary Welter -- \$739

### **Court of Sharing (to 10/31/2010)**

**Beryl Greenawalt – 1  
Judi Liles -- 1**

### **Year to Date Retail Production thru 9/30/2010**

<b>1</b>	<b>Kay Childers</b>	<b>\$7,674.00</b>
2	Judi Liles	\$6,110.50
3	Phyllis A. Jones	\$5,577.00
4	Ruth H. Hise	\$4,538.00
5	Jackie Hatcher	\$4,046.50
6	Eileen Hanson	\$3,964.00
7	Donna Canada	\$3,757.50
8	Dolores M. Montoya	\$3,408.00
9	Gloria K. McCutcheon	\$2,954.50
10	Christine T Castioni	\$2,849.00
11	Nancy G. Grissom	\$2,705.50
12	Patricia R. Colbert	\$2,574.50
13	Mary L. Welter	\$2,254.00
14	Michelle E. Allen	\$2,230.00
15	Beryl A. Greenawalt	\$2,174.50
16	LaRon Fulbright	\$1,963.50
17	Candace D. Entingh	\$1,704.00
18	Jana R. Morgan	\$1,678.50
19	Donna G. Cox	\$1,533.50
20	Bee A. Hamlin	\$1,459.50

Andrea Pace                      \$8,826.00

### **Consultants with September Recruiter Commissions**

9% Recruiter Commission Level  
Andrea Pace  
Judi Liles  
Beryl A. Greenawalt

4% Recruiter Commission Level  
Ruby F. Hulett  
Candace D. Entingh  
Jackie Hatcher  
Bonnie N. Montgomery  
Helen Bearden  
Phyllis A. Jones  
Donna Canada  
Kay Childers  
Cheri Akers

<b>Total Unit Retail Production</b> <b>October 2010 -- \$20,798</b> <b>Seminar Year -- \$125,618</b>
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## Recruiters and their Teams (as of October 31, 2010)

### Future Sales Director



#### **Recruiter: Judi Liles**

- Cheri Akers
- Helen Bearden
- LaJoyce M. Cannon
- Jody O. Colwell
- Brenda Green
- Jo L. Henderson
- Barbara Kelly
- Martha J. Lange
- Bobbie L. Merritt
- Carol F. Sanders
- B.J. Watson
- Melba J. Williams
- \* Brandy M. Blount
- \* Iris Cummins
- \* Carla A. Villyard

### Team Leader



#### **Recruiter: Beryl A. Greenawalt**

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



### Star Team Builders



#### **Recruiter: Jackie Hatcher**

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



#### **Recruiter: Mary L. Welter**

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



#### **Recruiter: Christine T. Castion**

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

● = inactive Consultant

### Senior Consultants

#### **Recruiter: Bonnie Montgomery**

- Doreta Higginbotham
- \* 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**

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

#### **Recruiter: Helen Bearden**

- Ruth H. Hise
- \* Kaye Richardson

#### **Recruiter: Kay Childers**

- Linda King

#### **Recruiter: Lynda I. Boland**

- Beverly L. Guthrie

#### **Recruiter: Margot Howard**

- Bonnie S. Morrison
- Justine Schaeffer

#### **Recruiter: Phyllis A. Jones**

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

#### **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 November 22, 2010)

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

Consultant	In for Star	Sapphire	Ruby	Diamond	Emerald	Pearl
<b>Andrea Pace</b>	\$2,431.25	*****	<b>STAR</b>	\$568.75	\$1,168.75	\$2,368.75
<b>Phyllis Jones</b>	\$2,416.50	*****	<b>STAR</b>	\$583.50	\$1,183.50	\$2,383.50
<b>Dolores Montoya</b>	\$971.00	\$829.00	\$1,429.00	\$2,029.00	\$2,629.00	\$3,829.00
<b>Judi Liles</b>	\$938.25	\$861.75	\$1,461.75	\$2,061.75	\$2,661.75	\$3,861.75
<b>Mary Welter</b>	\$776.00	\$1,024.00	\$1,624.00	\$2,224.00	\$2,824.00	\$4,024.00
<b>Christine Castioni</b>	\$732.00	\$1,068.00	\$1,668.00	\$2,268.00	\$2,868.00	\$4,068.00
<b>Patricia Colbert</b>	\$715.25	\$1,084.75	\$1,684.75	\$2,284.75	\$2,884.75	\$4,084.75
<b>Donna Canada</b>	\$695.50	\$1,104.50	\$1,704.50	\$2,304.50	\$2,904.50	\$4,104.50
<b>Laron Fulbright</b>	\$651.75	\$1,148.25	\$1,748.25	\$2,348.25	\$2,948.25	\$4,148.25
<b>Candace Entingh</b>	\$645.00	\$1,155.00	\$1,755.00	\$2,355.00	\$2,955.00	\$4,155.00
<b>Lynn Leonard</b>	\$486.00	\$1,314.00	\$1,914.00	\$2,514.00	\$3,114.00	\$4,314.00
<b>Sue Robertson</b>	\$452.25	\$1,347.75	\$1,947.75	\$2,547.75	\$3,147.75	\$4,347.75
<b>Becky Farris</b>	\$417.25	\$1,382.75	\$1,982.75	\$2,582.75	\$3,182.75	\$4,382.75
<b>Doreta Higginbotham</b>	\$408.75	\$1,391.25	\$1,991.25	\$2,591.25	\$3,191.25	\$4,391.25
<b>Ruth Hise</b>	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50
<b>Ann Cobb</b>	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50
<b>Teresa Rubio</b>	\$400.25	\$1,399.75	\$1,999.75	\$2,599.75	\$3,199.75	\$4,399.75

***Dear Angels,***

This is such an exciting time of the year for all of us. I have been making gifts all year long for my loved ones. This year I have made a couple of Rag Quilts, and a bunch of hot stamped embroidery kitchen towels. That relaxes me in the evening from my busy day. Dale puts a fire in the fireplace and I am all cozy and warm and just work like crazy. I also love to do small cross stitch table cloths. One of my neighbors put us up when we were without power for 6 days last February when we had 2 huge snow storms. So, I am making her a table cloth. Someone once asked why I didn't sell my work, but there is no amount of money that you could pay me for the hours I put into a project. Besides, that would take away from me the joy of making something special for someone special. I also love to give my Mary Kay as gifts. I have gotten a lot of customers that way. When I see that someone needs something in my product line I give it to her, and before you know it, she begins ordering product from me. They don't all buy, but most do.

The more you give in the lives of others, comes back into your own, pressed down, shaken together will it be given back to you. That's why I love this season in remembering what Jesus did for all of us. In my small way, I do what I can to make a new friend feel good about themselves.

Oh I am so excited, I have to tell you about my Open House. I had non-stop customers all day long and 7 deep waiting to get their orders filled. I had cooked all day on Friday, so I had them entertained with food, Hot Wessel, visiting with one another, and writing down on order sheets what they wanted. My sales were \$3,350. I was thrilled. Dale helped me out by refilling all the food trays. God is good. I am grateful and yes, I was one tired Consultant.

Inside is great information on fragrances. Be sure and keep this for your files.

Also do your best to make sure your orders are \$250 plus so you can begin earning your Pandora Look-A-Like Beads. I have the October Beads in and they will soon be in the mail to you.

In January I will be attending Leadership Conference in Houston, Texas. I get to room with Director Helen Fellows. This will be a great education event for the both of us. Plus we always have so much fun together. Have a Merry Christmas and a Wonderful New year, ***Andrea***

# Music In Fragrance

Nothing creates a signature style like fragrance. Choose from a collection of Mary Kay fragrances for women & men that range from romantic florals to energetic fruity scents to woody musks.

NOTES measure the performance of Fragrance. There are THREE levels to a Note:



## Top Note

The **Top Note** is the very first impression one receives from fragrance, and it is the most identifiable. It evaporates but it never altogether disappears. Instead, it softens. The **Top Note** is the brightest note in a fragrance.



## Middle Note

The **Middle Note** is the ♥ of the fragrance. As a fragrance begins to blend with your body chemistry (after about 10 minutes of applying), the essence of a fragrance reaches its deepest intensity.



## Bottom Note

The **Bottom Note** is the final stage. A fragrance usually lasts 1 to 3 hours after application. This is when the fragrance is most harmonious, a point when all the notes have molded gently together.

**Consultants:** When selling fragrance, it's important to have an understanding of fragrance families to help you understand how your costumers choose their scents. It will help you determine which Mary Kay fragrance a customer might prefer.

There are 3000 materials a fragrance house may choose from to create a fragrance. Usually takes 75-200 different ingredients. Mary Kay may take up to 2 years to create our special fragrance.

### Mary Kay Women's Fragrances



♥ The first is the floral fragrance family, which is the most popular today. There are **sheer floral** which contain a light translucent blend of floral notes.

#### **Mary Kay® Journey® Eau de Parfum**

Journey® is a light, translucent blend of sheer, floral notes. A sheer floral fragrance Life is yours to explore!



♥ Second are **fruity florals** family which include floral notes with added fresh or sweet fruit.

#### **Velocity® Eau de Parfum**

Fruity floral scent. The fragrance of Velocity® Eau de Parfum bursts onto the scene with something you won't find in any other fragrance—a top note of rare banana flower. Unique shape bottle leans so slightly. Claims to turn your worlds upside down!!



♥ Third is the **floral fruity** category. These have fruity notes with added florals.

#### **Bella Belara® Eau de Parfum**

This floral fruity parfum captivates immediately. It's more than a fragrance – it's a beautiful feeling. A sister to Belara!



♥ The last fragrance type with in the floral family is **creamy**. It contains a blend of floral, and creamy notes.

#### **Belara® Eau de Parfum**

It is in the creamy floral fragrance family. A perfectly balanced, sheer fragrance that fits the perfectly balanced woman



♥ The last family is oriental. **Fruity Floriental** is a joyful scent of floral notes accented with succulent fruits and warm comforting vanilla and woody notes.

#### **Thinking of You® Eau de Parfum**

the fruity floriental fragrance has universal appeal, and feminine florals, and warm, comforting undertones. There's no time like the present to turn a moment into a memory. The keepsake charm is unexpected and can be attached to a bracelet, necklace zipper-pull or purse. A "message in a bottle," underneath the top of the "gift-wrapped" carton is an area for a personalized message, personal touch to any gift-giving moment. Tell a friend, I appreciate you. Celebrate a special event, or better yet, create a new one. Say thank you to someone for everything they do.

### Women's Fragrance Families Chart

Fragrance Type		Attributes
FLORAL:	Sheer	Light, translucent blend of floral notes
	Fruity Floral	Floral notes with added fresh or sweet fruit
	Floral Fruity	Fruity notes with added florals
	Creamy	Blend of floral, creamy notes.
ORIENTAL:	Fruity Floriental	A joyful scent of feminine floral notes accented with succulent fruits and warm, comforting vanilla and woody notes.



Fragrance Type	Mary Kay® Fragrance	Other Fragrances in This Category
Sheer Floral	Journey® Eau de Parfum	L'Eau d'Issey Pleasures Cool Water
Fruity Floral	Velocity® Eau de Parfum	Clinique Happy J'Adore Be Delicious Gucci Envy Me Ralph
Floral Fruity	Bella Belara™ Eau de Parfum	Juicy Couture Pleasures Intense Romance Miracle
Creamy Floral	Belara® Eau de Parfum	Noa Fleur Glow Ralph Lauren Blue
Fruity Floriental	Thinking of You™ Eau de Parfum	Belong by Celine Dion Ted Lapidus Silk Way Victoria Secret Dream Angels Wish

**Perfume:** Longest lasting & strongest form; contains highest concentration of essential oils (18-25%)

**Eau de Parfums** (oh-deh-parfoom) substantial version of fragrance with lower concentration of fragrance oil than perfume.

**Eau de Toilette** (oh-de-taleitte) contains 10-15% concentration of essential oils.

**Cologne:** Lighter version, contains 7-12% concentration of essential oils.

**Scented Bath Products:** Body wash, scrubs, powders, talc, lotions, & creams provide a hint of soft fragrance.

### Mary Kay "Eau de Toilette" Collection



#### Every-day wearable scents (L to R)

- o Mary Kay® Forever Orchid™ (Floral)
- o Mary Kay® Warm Amber® (Warm Oriental)
- o Mary Kay® Simply Cotton® (Clean)
- o Mary Kay® Exotic Passionfruit® (Juicy)



Fragrance Type	Mary Kay® Fragrance	Other Fragrances in This Category
Fresh Fougere	Domain® Cologne Spray	Azzaro Cool Water Curve Eternity Pleasures Polo Sport Tommy
Woody Fougere	Velocity® for Him Cologne	Acqua de Gio Curve Crush Polo Blue Kenneth Cole Black
Leathery Chypre	Tribute® for Men Spray Cologne	Aramis Perry Ellis Michael Polo
Ambery Oriental	MK High Intensity™ Cologne Spray	Armani Code Burberry Brit for Men Stetson Old Spice

Created by Sales Director Vicki O'Bannon

### Fragrance Facts

- Did you know that 90% of all women today use fragrances?
- 75% annual fragrance sales are made in Nov. & Dec.
- The fragrance market is \$11 billion world wide! That's currently larger than the skin care & color market.
- Fragrance can make you feel sensual, sheik, important & confident, mysterious, sexy, & natural.
- Mary Kay spends up to 2 years to create each of our very special fragrances.
- There are 3000 materials a fragrance house may choose from to create a fragrance. Usually takes 75-200 different ingredients.
- The fragrance you admire on someone else may not be as pleasing as when you try it on yourself. Our body chemistry may react differently to the fragrance. Fragrances react uniquely to every woman's body chemistry.
- Most fragrances linger no more than a few hours, usually four.
- Fragrances can help change your mood.
- Empty fragrance bottles work well as sachets.
- Birth control pills and other medications can affect fragrance on the skin.
- When your skin does not hold fragrances well, apply after bath while the skin is still moist. The moisture will help hold fragrance on the skin. Balms, cream or lotion formula work well for a women whose fragrances never seem to last.
- Dreams and memories create a fragrance!

**Mary Kay Men's Fragrances**

♥ The first family is fougere (fu-ghair). Have a blend of cool-warm notes of citrus & lavender balanced with fresh outdoor accords.



**Mary Kay® Domain Cologne** A contemporary blend of fresh outdoors notes fresh fougere (fu-ghair). Wrap him in the scent of hearth and home with Domain® Cologne.

♥ Woody fougere (fu-ghair) fresh & watery with woody undertones.



**Velocity® Velocity For Him Cologne**

Woody Fougere (fu-ghair). Velocity® for Him Cologne, an invigorating, fun-loving fragrance just for guys. This airy fragrance captures the freshness of mountain air and the crisp, clean scent of wooded forests.

♥ Next is the chypre fragrance family. The fragrance type has a composition of dry-smoky, woody undertones.



**Mary Kay® Tribute Spray Cologne**

A leathery Chypree (che-pra) A masculine blend of dry-smoky, wood scents. He loves denim jackets, overstuffed leather sofas – and you. A sporty, masculine blend.

♥ The last fragrance family for men's fragrances is oriental. The fragrance type with in this family is an ambery oriental. It has a blend of ambers and wood with a hint of spicy and soft leathery notes.



**Mary Kay® MK High Intensity™ Cologne Spray**

MK High Intensity™ Cologne Spray is an ambery oriental you'll find as irresistible as the man who wears it.

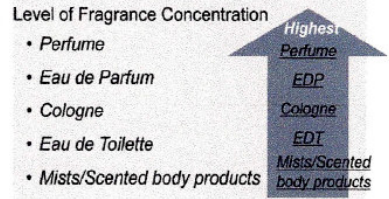
**Men's Fragrance Families Chart**

Fragrance Type		Attributes
FOUGERE (fu-ghair):	Fresh	A blend of cool-warm notes of citrus and lavender balanced with fresh outdoor accords.
	Woody	Fresh and watery with woody undertones.
CHYPRE (she-pra):	Leathery	Composition of dry-smoky, woody notes.
ORIENTAL:	Ambery	A blend of ambers and wood with a hint of spicy and soft leathery notes.

After sharing about each fragrance give guest the fragrance comparison chart. Before you share info below, ask if anyone is allergic to fragrance. Most likely someone will be. To demo fragrance, I have small spice jars & label with name of each fragrance. Place cotton inside each spice jar & spray fragrance. Pass coffee beans in between fragrances. I have full size fragrance on display to demo after my presentation. Choosing a fragrance is a personal decision. Allow the guest to choose the scent that expresses her own individuality. It is important that you not steer her toward YOUR favorite fragrance. Let it be her choice. Suggest she only try 2 fragrances at a time. After you pass around fragrances, share fragrance facts on the handout. Show some of your holiday sets, sell your service 50 percent down and balance on delivery. Cash, check charge or free! Book a holiday show with me!

**Fragrance strength depends on the form of fragrance selected:**

- Perfume:** Longest lasting & strongest form; contains highest concentration of essential oils (18-25%)
- Eau de Parfums:** (oh-deh-parfoom) substantial version of fragrance with lower concentration of fragrance oil than perfume.
- Eau de Toilette:** (oh-de-talelte) Contains 10-15% concentration of essential oils.
- Cologne:** Lighter version, contains 7-12% concentration of essential oils.
- Scented Bath Products:** Body wash, scrubs, powders, talc, lotions, & creams provide a hint of soft fragrance.



**How can I make my fragrance last longer?"**

**Apply to key pulse points: Neck, wrist, inside the elbows, behind the knees.**

**By using the technique the French call "layering." As one layer of fragrance fades out, it is replaced by the next layer.**

**Layering is the application of layers to achieve a fuller, richer deeper effect.**

**Layering:** By using just one fragrance product, may be difficult to achieve a fragrance level that is long lasting; but, by layering a fragrance and using different forms of it, will achieve a longer lasting fragrance. *Begin to layer your fragrance in the bath or shower. Same fragrance with a body scrub or sugar scrubs will add an additional layer. Moisturize with a layer of the fragrance lotion, after you towel off. Add a layer of perfumed body powder. Finish with a spray of your fragrance.*

The **Bliss Point** is the point at which fragrance reaches its optimal level. The point when the fragrance base note has kicked in – the point at which it smells the prettiest, and if you going to layer your fragrance all of those products with which you layer arrive at the bliss points at different times during the day. As one layer fades another comes alive.

**Today I am going to highlight a type of Character to have..... Perseverance**

"We must not become tired of doing good. We will receive our harvest of eternal life at the right time if we do not give up". Galatians 6:9

Another version states it this way:" Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up". Galatians 6:9

"My brothers and sisters, when you have many kinds of troubles, you should be full of joy, because you know that these troubles test your faith, and this will give you patience". James 1:2-3

**God Blesses Endurance**

Are you close to quitting? Please don't do it. Are you discouraged as a parent? Hang in there. Are you weary with doing good? Do just a little more. Are you pessimistic about your job? Roll up your sleeves and go at it again. No communication in your marriage? Give it one more shot. Can't resist temptation? Accept God's forgiveness and go one more round. Is your day framed with sorrow and disappointment? Are your tomorrows turning into nerves? Is hope a forgotten word?

Remember, a **finisher** is not one with no wounds or weariness. Quite to the contrary, He, like the boxer, is scarred and bloody.

The Land of Promise, says Jesus, awaits those who **endure**. It is not just for those who make the victory laps and drink champagne. No way. The Land of Promise is for those who simply remain until the end.

Like me I am sure that you've been through seasons when one crisis seems to roll in behind another, when you are faced with losses beyond what your heart can bear. I am not glad when these troubles happen. I do not rejoice over loss. However, when my heart is sore, I am aware that it is still beating...I am still alive and life is strangely abundant. Had God not taught me His word...and I am glad that He still is teaching me, I think that I might of quit. If you, too, tend to fear having your heart broken, ask God to redirect your energies toward faithfulness instead. Change your focus OFF of yourself and onto another person.

**My Prayer for you** is for you to gain strength through the truth of the word and that with that strength, you persevere through your trials. There is Peace at "the end of the tunnel"

"Let the beauty of the LORD our God be upon us, and establish the work of our hands for us; yes, establish the work of our hands" Psalm 90:17

Love and Blessings, Sales Director Trish Meier





## December Prize Promotion

### "Pandora" Look-a-like 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 15<sup>th</sup>, 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 10<sup>th</sup> 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!"

# October 2010 Prize Winners:

\$800 Wholesale - 4 Beads with Bracelet - Phyllis Jones

\$600 Wholesale - 3 Beads with Bracelet - Mary Welter

\$400 Wholesale - 2 Beads with Bracelet - Christine Castioni, Ann Cobb, LaRon Fulbright, Doreta Higginbotham, Ruth Hise, and Sue Robertson

\$250 Wholesale - 1 Bead with Bracelet - Christa Brack, Donna Canada, LaJoyce Cannon, Kay Childers, Candace Entingh, Margie Kitten, Judi Liles, and Claudia Tufano

# Wonderful!

**Happy Birthday**

<u>December</u>	<u>Day</u>
Judi Liles	1
Sherri L. Allen	2
B.J. Watson	3
Candace D. Entingh	11
Sharon L. Dixon	14
Carol F. Sanders	18
Donna K. Gray	20
Marilee Mandernach	26
Cynthia J. Ostermann	29

**Mary Kay Anniversary**

<u>December</u>	<u>Years</u>
Delma C. Aranda	31
Nina G. Mack	28
Helen Westlund	28
Nancy G. Grissom	20
Marilee Mandernach	20
Karen R. Meno	13
Susan C. Wesner	11
Mary C. McNamee	8
Nancy L. Norris	7

**Your Guide to What's Inside**

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**Serious Cash Essentials...for great profits this holiday Season**

- Holiday Skin Care Classes – Holiday Coffees – Holiday On the Go Appointments
- 12 Days of Christmas – Holiday Open Houses
- Employee Gifts, a special service for doctors, dentists, and other professionals
- Wish Lists – give them to customers and call their “Santa” and give them list
- Silent Holiday Hostesses – offices, clubs and schools – Private Holiday Makeover
- Pillow Gifts – a special gift to give Christmas night on her pillow
- Emergency Giftgts – for hostesses, or friend who brings you unexpected gift
- Gifts for the office – the boss, secretary, fellow employees, secret Santas
- Personal Gift Giving – buy your gifts for 50% off!



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“I tell you, God will help his people quickly. But when the Son of Man comes again, will he find those on earth who believe in him?” Luke 18:8