

Andrea's Pace-Setting Angels Chevy Equinox Unit

January 2010 Newsletter (November 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

Lola Duran (La Jara, NM) **Sandy Flores** (Rio Rancho, NM)

Sandra Gutierrez (Elkridge, MD) **Clara Johnson** (Cuba, NM)

Margie Kitten (Lubbock, TX) **Gingmon Randolph** (San Francisco, CA)

Jennie Rodney (Rockhall, MD) **Debra Southerland** (Duncan, OK)

Crystal Watson (Pasadena, MD)

Hall of Fame for January 2010



Phyllis Jones

1 new recruit (November)



Andrea Pace

\$1,022 whsle production

Memorize and Use the 4 Point Recruiting Plan!

It is the Key to building your team, adding excitement to your business and increasing your monthly commissions!

1. When you arrive early, be sure to ask the hostess who's coming who she thinks would be good doing what you do.
2. Give a short, fun "I Story" telling why you came into Mary Kay, and why you're staying in Mary Kay!
3. Select at least 2 women at the class and tell them why you think they'd be good doing Mary Kay. Give them some information to take home and follow up within 2 days to invite to the next unit meeting or guest event.
4. Ask the hostess if she has ever thought about doing what you do – since she has held a class, chances are she would be a great candidate herself!

Newsletter/items in it can be downloaded in color from Andrea's website: <http://www.andreapace.com>.

For many, it will be more convenient to get something from the website than from the paper version of the newsletter when you want to make copies of it for your use.

November 2009 Scoreboard

Consultants Ordering In November 2009

Cheri Akers	Clara Johnson
Michelle Allen	Phyllis Jones
Magdalena Arguello	Margie Kitten
Christa Brack	Lynn Leonard
Donna Canada	Judi Liles
Christine Castioni	Dolores Montoya
Kay Childers	Jana Morgan
Iris Cummins	Nancy Norris
Lola Duran	Andrea Pace
Candace Entingh	Gingmon Randolph
Carol Estebo	Linda Richardson
Christy Fagan	Jennie Rodney
Becky Farris	Debra Southerland
Sandy Flores	Vicki Thompson
LaRon Fulbright	Claudia Tufano
Sandra Gutierrez	Ellen Wallace
Jackie Hatcher	Crystal Watson
Jo Henderson	Julie White
Margot Howard	

Queen Phyllis Jones -- \$866



Kay Childers -- \$605

Andrea Pace -- \$1,022

Court of Sharing (Year to Date)

Eileen Hanson – 1 qualified

Christiane Castioni -- 1

Sharon Edwards – 1

Margot Howard – 1

Phyllis Jones -- 1

Lynn Leonard -- 1

Judi Liles – 1

Qualified = \$600 wholesale order

Year to Date Retail Production

July 1, 2009 to November 30, 2009

1	Kay Childers	\$7,813.50
2	Phyllis A. Jones	\$7,436.00
3	Judi Liles	\$6,399.00
4	Gloria K. McCutcheon	\$3,883.50
5	Nancy G. Grissom	\$3,696.00
6	Dolores M. Montoya	\$3,261.50
7	Donna Canada	\$2,996.50
8	Donna G. Cox	\$2,727.50
9	Eileen Hanson	\$2,696.00
10	Christine T Castioni	\$2,636.00
11	Ruth H. Hise	\$2,111.00
12	Becky L. Farris	\$1,958.50
13	Patricia R. Colbert	\$1,854.50
14	Nancy L. Norris	\$1,730.00
15	Mary L. Welter	\$1,707.50
16	Jana R. Morgan	\$1,698.50
17	Susan C. Wesner	\$1,645.50
18	LaJoyce M. Cannon	\$1,629.50
19	Christy Fagan	\$1,601.00

Andrea Pace \$15,356.50

Consultants with

November Recruiter Commissions

9% Recruiter Commission Level

Christine Castioni

Andrea Pace

Judi Liles

4% Recruiter Commission Level

Ruby F. Hulett

Phyllis A. Jones

Donna Canada

Lynn Leonard

Jackie Hatcher

Candace D. Entingh

Total Unit Retail Production

November 2009 -- \$20,997

Year to Date -- \$129,922

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
- Jody O. Colwell
- Iris Cummins
- Jo L. Henderson
- Virginia L. Jones
- Barbara Kelly
- Martha J. Lange
- Robbie F. Litzman
- Marilee Mandernach
- Melba J. Williams
- * Brenda Green
- * Patricia A. Holt
- * Bobbie L. Merritt
- * B.J. Watson

Team Leader



Recruiter: Christine T. Castion

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

Star Team Builders



Recruiter: Beryl A. Greenawalt

- Sandra Gutierrez
- Nancy L. Norris
- Crystal D. Watson
- * Sharon L. Dixon
- * Betty M. Everett
- * Bee A. Hamlin



Recruiter: Jackie Hatcher

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



Recruiter: Donna Canada

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

•= inactive Consultant

Star Team Builders



Recruiter: Mary L. Welter

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



Recruiter: Phyllis A. Jones

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

Senior Consultants

Recruiter: Bonnie Montgomery

- Debra D. Southerland
- * Nancy G. Grissom

Recruiter: Candace D. Etingh

- Tena K. McElvain
- * Mary L. Welter

Recruiter: Helen Bearden

- Ruth H. Hise

Recruiter: Lynda I. Boland

- Beverly L. Guthrie

Recruiter: Lynn Leonard

- Gingmon T. Randolph
- * Jennifer A. Gustin

Recruiter: Margot Howard

- Justine Schaeffer

Recruiter: Ruby F. Hulett

- Phyllis A. Jones

Recruiter: Sharon A. Edwards

- Julie K. White
- * Bonnie L. Hobson

Dear Angels

You are doing such a great job in your sales. We are on target for the Unit Circle of Achievement Award for the end of the year at Seminar. We are up 17% over last year which is a difference of \$23,264.41 retail. Whoopee! You all are working smart.

Now that we are entering a new year 2010, I want to continue to encourage you to take advantage of the business practices that will net you even more gain in the coming year. You have heard of them before, but I always remember Mary Kay reminding us over and over again at Seminar what we needed to do to be successful.

No. 1 - Take advantage of the **Preferred Customer Program** even if you only have 10 or 25 customers. You will reap the rewards of more business. Think about how many times you get a catalogue from the same retailer over and over again. Perhaps you have been thinking about calling and purchasing an item, but you just put it off. You receive another brochure from that store and you say, "Today I am going to stop and call in an order." It is that simple. Your brochure needs to be in front of them. I sign up for all three PCP options and I also order extra brochures and I put one in every order.

No. 2 - **Send samples** of other products out to your customers when they order product. I always order the Color Cards for \$1.50 and they give you 5 cards which includes an eye, lip and cheek shade with application tips. It comes in 7 different shades. Put a couple of those shades in there. When I started sending product and glamour samples out, my sales increased. This is truly a no brainer.

No. 3 - Always have your **Answering Machine** available to pick up your phone when you are unavailable to answer it. The best one for me is through the phone company. It is low in price and a tax write off for your business. The minute you are available to take calls, pick up your home and you will hear a beeping sound to let you know you have calls to answer. Be prompt in answering all calls even when you are out of town. Check your phone once a day so you can get back with your customers/recruits. Let them know you got their call and when you will be able to mail or deliver their product.

No. 4 - **Deliver promptly!** This is the way to keep your customers from going to someone else.

These are easy simple tiny business procedures that will net you tremendous gains with your business along with holding shows, recruiting and reaching for your dreams in Mary Kay.

You are the best,

Andrea

OUR PRODUCT MARKETING GROUP SAYS,

“ With a little brow know-how and the right tools from Mary Kay, your brows can perfectly frame your eyes, enhance your features and balance your face. ”

This multitasking clear brow gel is flake-proof, dries quickly with a matte finish and conditions your brows to keep them looking healthy.

The applicator wand was designed to apply just the right amount of gel for a light hold, keeping brows in place without leaving them feeling stiff or hard.



It fits perfectly in the lipstick well of the Mary Kay® Compact and Compact Pro™.

It works great with brow pencils, Mary Kay® Mineral Eye Color that doubles as a brow powder or by itself to enhance the color of your brows and keep them well groomed with a fuller appearance.

FACT: Do you want to look younger by changing only one thing? Well-groomed brows can give you the illusion of an instant facelift by enhancing your features and balancing your face.

PRODUCT POSITIONING

This multitasking clear brow gel quickly conditions brows with a matte finish that keeps groomed brows in place without flaking and with a fuller appearance.

BENEFITS AND CLAIMS

- Controls and holds brows in place
- Shapes and defines brows
- Flake-proof, quick-drying formula
- Clear, translucent gel that dries to a matte finish
- Conditions brows and gives them a thicker, fuller appearance
- Locks in brow color

TARGET CUSTOMER

- Any woman who wants to complement her brows and create a well-groomed appearance.
- New and existing customers who want to enhance their features with great brows.

How It Works

- Mary Kay® Brow Gel was formulated to condition brows while holding them in place without flaking. It leaves a matte finish and locks in brow color. The applicator wand was designed to apply the right amount of gel to keep brows in place without leaving them feeling stiff or hard.

KEY INGREDIENTS AND FUNCTIONS

Panthenol	Conditioner: Improves the appearance of skin (e.g. skin looks softer, smoother, etc.).
Camellia Sinensis Leaf Extract	Antioxidant: Known as free radical scavengers, these ingredients are included in products to help protect the skin from the effects of free radicals generated by the environment. Soothing Agent: Known for its calming and soothing properties

APPLICATION INSTRUCTIONS

- Use together with the Mary Kay® Brow Tools for a polished look.
- Begin by using the mini spoolie brush to comb your brows into a desired shape.
- Use the mini tweezers to remove unwanted hairs from the brow area, being careful not to over-tweeze.
- Then, use the mini angle brush to apply Mary Kay® Mineral Eye Color that can double as a brow powder or use a Mary Kay® Brow Definer Pencil to add color to your brows. Use a shade close to your current hair color.
- Then, use the mini spoolie brush to remove any excess powder and reshape the brow.
- Finish by applying the Mary Kay® Brow Gel to lock in color and hold the brows in place.

CROSS-SELLING OPPORTUNITIES

- Mary Kay® Brow Tools
- Mary Kay® Mineral Eye Color
- Mary Kay® Brow Definer Pencil
- Mary Kay® Compact and Compact Pro™

CHARACTERISTICS

✓	Clinically tested for skin irritancy and allergy
✓	Fragrance-free
✓	Oil-free
✓	Suitable for contact lens wearers
✓	Non-comedogenic

USE-UP RATE

- Depends on customer's brow gel usage.

Complete Shade Comparison Guide January 2010

Medium / Full Foundations	Tinted Moisturizer w/SPF 20	Mineral Powder Foundation	Crème - To-Powder Foundation	Optional Crème Foundations	Concealer	Facial Highlighting Pen	Sheer Mineral Pressed Powder	Loose Powder
Ivory 100	Ivory 1	Ivory 0.5 Ivory 1	Ivory 1		Ivory 1	Shade 2	Ivory 1	Ivory 1
Ivory 104	Ivory 1	Ivory 0.5 Ivory 1	Ivory 0.5		Ivory 2	Shade 1	Ivory 1	Ivory 1
Ivory 105	Ivory 1	Ivory 1			Ivory 2	Shade 1	Ivory 1	Ivory 1
Ivory 200	Ivory 2	Ivory 2		Antique Ivory	Ivory 2	Shade 2	Ivory 2	Ivory 2
Ivory 202	Ivory 2	Ivory 2		Antique Ivory	Ivory 1	Shade 2	Ivory 2	Ivory 2
Ivory 204	Ivory 2	Ivory 2	Ivory 2	Antique Ivory	Ivory 1	Shade 1	Ivory 2	Ivory 2
Beige 300	Beige 1	Beige 0.5 Beige 1	Beige 3	Buffed Ivory Bisque Ivory	Ivory 2	Shade 2	Beige 1	Beige 1
Beige 302	Beige 1	Beige 1			Ivory 2	Shade 2	Beige 1	Beige 1
Beige 304	Beige 1	Beige 1 Beige 1.5	Beige 1 Beige 2	Buffed Ivory Bisque Ivory	Ivory 2	Shade 1	Beige 1	Beige 1
Beige 305	Beige 1	Beige 1 Beige 1.5		Blush Ivory Delicate Beige	Ivory 2	Shade 1	Beige 1	Beige 1
Beige 400	Beige 2	Beige 1 Beige 1.5		Almond Beige	Beige 1	Shade 2	Beige 2	Beige 2
Beige 402	Beige 2	Beige 1.5	Beige 4	Almond Beige	Beige 1	Shade 3	Beige 2	Beige 2
Beige 404	Beige 2	Beige 1.5 Beige 2		Almond Beige	Beige 1	Shade 1	Beige 2	Beige 2
Bronze 500	Bronze 1	Bronze 1	Bronze 0.5	Mocha Bronze	Beige 2	Shade 3	Bronze 1	Bronze 1
Bronze 504	Bronze 1	Bronze 1	Bronze 1	Mocha Bronze	Beige 2	Shade 3	Bronze 1	Bronze 1
Bronze 507	Bronze 1	Bronze 1 Bronze 2		Mocha Bronze	Beige 2	Shade 3	Bronze 1	Bronze 1
Bronze 600	Bronze 2	Bronze 2 Bronze 3		Rich Bronze	Bronze 1	Shade 4	Bronze 2	Bronze 2
Bronze 607	Bronze 2	Bronze 3 Bronze 4		Rich Bronze	Bronze 1	Shade 4	Bronze 2	Bronze 2
Bronze 708	Bronze 2	Bronze 5			Bronze 2	Shade 4	Bronze 2	Bronze 2
Bronze 808	Bronze 2	Bronze 5	Bronze 2		Bronze 2	Shade 4	Bronze 2	Bronze 2

New Winter Products

Early ordering 12/10 for PCP Participants • All Consultants order 12/15



LTD. ED.! *Mineral Eye Color Bundle:* Each bundle includes 3 mineral eye colors, Eye Applicators (pk./2) and application tips \$19.50

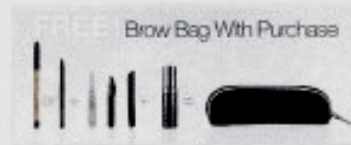
Mary Kay® Eye Definer/Eye Crease Brush: This two-in-one professional-quality brush combines two brushes from the Mary Kay® Brush Collection...\$12.00



TimeWise® Even Complexion Mask: Formulated with the patent-pending MelaCEP™ Brightening Complex, this botanical-infused mask is the perfect solution for tired, dull skin that needs a burst of radiance... \$20.00



Mary Kay® Brow Gel: Whether you use brow powder or a brow pencil, this multi-tasking clear brow gel quickly conditions brows to appear fuller, then dries to a matte finish to keep groomed brows in place without flaking...\$10.00



Satin Hands® Fragrance-Free Pampering Set: Includes Satin Hands® Satin Smoothie® Hand Scrub, Hand Softener, and Satin Hands® Hand Cream in a gender-neutral bag...\$34.00 Also sold separately, *Satin Hands Hand Cream*...\$10.00

LTD. ED.! *Mechanical Mary Kay® Brow Liner:* Blonde...\$10.00

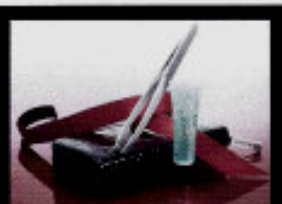


Build Your Own Brow Kit with the NEW Mary Kay® Brow Gel and NEW Brow Tools!



Brow Tools: These travel-friendly tools are perfectly sized for the Mary Kay® Compact and include mini tweezers for shaping, mini spoolie brush for grooming brow hairs and a mini angle brush for applying brow powder... \$4.00

LTD. ED.! *Gift Set Romantic Petals™:* Includes Eau de Toilette Spray, Body Soufflé, Shower Gel and Netted Body Sponge in a decorative gift box...\$32



CUSTOMER FREE GIFT WITH \$40 PURCHASE
LTD. ED. Premium Tweeze and Soothe Set. This gift with purchase includes a pair of stainless steel premium tweezers and a mini tube of Indulge® Soothing Eye Gel that can be applied after tweezing to help soothe skin. Pack of five...\$20

Mary Kay® Mineral Powder Foundation: Now available in six new shades for a total of 12...\$18.00



January 2010 Prize Promotion



\$250 Wholesale
Solar Powered
Calculator



\$450 Wholesale
Black Pearl Bracelet
with Silver Fireball



\$600 Wholesale
Black Pearl Necklace
with Silver Fireball
and Earrings



\$800 Wholesale
Black Pearl Necklace,
Bracelet, and Earrings



\$1,000 Wholesale
Black Cuff Watch

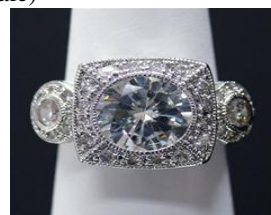
Prizes For Recruiting (active means \$200 or more wholesale)



1 Active Recruit
Crystal Bee Pin



3 Active Recruits
Pink Cadillac Bracelet



5 Active Recruits
Estate Ring - Gorgeous

November, 2009 Prizes Won

\$800 Wholesale – 4 Hand-Painted Christmas Angels – Phyllis Jone

\$600 Wholesale – Snowflake Pendant Necklace – Kay Childers

\$450 Wholesale – Necklace – Debra Southerland

\$250+ Wholesale – Silver Christmas Tree Pin with Gold Star – Christa Brack, Donna Canada, Christine Castioni, Lola Duran, Carol Estebo, Christy Fagan, Becky Farris, LaRon Fulbright, Jennie Rodney, Vicki Thompson, and Ellen Wallace

You Are Fantastic!
You Are Fantastic!

Happy Birthday

<u>January</u>	<u>Day</u>
Kay Childers	9
Susan C. Wesner	9
Melba J. Williams	12
Pat Carrasco	17
Crystal D. Watson	23
Elisabeth Scott	25
Cruz P. Torres	26
Bee A. Hamlin	28

Mary Kay Anniversary

<u>January</u>	<u>Years</u>
Cruz P. Torres	12
Jody O. Colwell	7
Holly M. Pritchett	5
Clara M. Johnson	4
Ellen H. Wallace	2

Your Guide to What's Inside

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Give a Little to Get “Mighty Returns – Booking is the Lifeline of our business!”

1. Always wear your Mary Kay – skin care and glamour where ever you go. Women notice because many women don't take care of themselves and they notice when you do.
2. I like to develop friends where ever I go. It starts with a name. I love the sound of someone speaking my name. “By the way, what is your name? My name is Andrea.”
3. When I meet someone new and I find myself with her a lot, I listen to her for skin care needs. As a new friend, I give her in product what she needs as a gift, like eye primer, or lipstick or hand cream. She is surprised, and grateful. We develop a friendship. Before you know it, she wants to invite her friends over for you to share your product with them.
4. The women you are sharing your products with already think you are wonderful, so just share. Maybe you are not perfect at presenting the product. I never have been, but I just truly want them to try Mary Kay. I ask them what they are interested in and we go from there.
5. This business just gets easier and easier. It is a great for me. I am headed for Queens Court of Sales again this year. It will be my six time. We have great products as they sell themselves. So have a wonderful year and Give a little to get “Mighty Returns”.

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“No one has ever seen this, and no one has ever heard about it. No one has ever imagined what God has prepared for those who love him.” 1 Corinthians 2:9