

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

July 2010 Newsletter (May 2010 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 New Consultants

Jana Laubscher (Odessa, TX) – sponsored by Bonnie Montgomery

Welcome Back -- Reinstated Consultants

Patricia Holt (Dallas, TX) **Clara Johnson** (Cuba, NM)

Virginia Jones (Trinidad, TX) **Marilee Mandernach** (Forney TX)

Jennie Rodney (Rock Hall, MD) **Crystal Watson** (Pasadena, MD)

Helen Westlund (Thousand Oaks, CA)

Preferred Customer Program Participation

Michelle Allen
Christa Brack
Donna Canada
Kay Childers
Patricia Colbert
Donna Cox

C. Fagan
Bee Hamlin
Jackie Hatcher
Margot Howard
Phyllis Jones
Judi Liles

Mary McNamee
Jana Morgan
Andrea Pace
Claudia Tufano
Susan Wesner

Star Consultants (as of June 15, 2010)



Kay Childers

Ruby Star Consultant

\$2,2461 wholesale production

Received a matching necklace to her

Brightone Bracelace that she won last Quarter



Andrea Pace

Emerald Star Consultant

\$4,052 wholesale production

May 2010 Scoreboard

Consultants Ordering In May 2010

Delma Aranda	Patricia Holt
Magdalena Arguello	Clara Johnson
Helen Bearden	Phyllis Jones
Christa Brack	Virginia Jones
Christine Castioni	Judi Liles
Kay Childers	Marilee Mandernach
Patricia Colbert	Nancy Norris
Donna Cox	Andrea Pace
Sharon Dixon	Linda Richardson
Candace Entingh	Jennie Rodney
Carol Estebo	Carolyn Simms
Becky Farris	B.J. Watson
Beryl Greenawalt	Crystal Watson
Jackie Hatcher	Mary Welter
Jo Henderson	Helen Westlund

Queen Donna Cox -- \$458



Andrea Pace -- \$1,379

Court of Sharing (Year to Date)

Eileen Hanson – 1 qualified Consultant

Judi Liles – 3

Donna Canada – 2

Margot Howard – 2

Christine Castioni – 1

Kay Childers -- 1

Sharon Edwards – 1

Beryl Greenawalt - 1

Phyllis Jones -- 1

Lynn Leonard – 1

Bonnie Montgomery -- 1

Qualified = \$600 wholesale order

Year to Date Retail Production (thru May 31st)

1	Kay Childers	\$17,156.50
2	Phyllis A. Jones	\$15,215.50
3	Judi Liles	\$13,874.50
4	Ruth H. Hise	\$8,522.50
5	Nancy G. Grissom	\$7,744.00
6	Dolores M. Montoya	\$6,701.00
7	Gloria K. McCutcheon	\$6,371.00
8	Jackie Hatcher	\$6,310.00
9	Christine T Castioni	\$5,984.00
10	Donna G. Cox	\$5,913.50
11	Eileen Hanson	\$5,547.00
12	Donna Canada	\$5,301.50
13	Mary L. Welter	\$4,506.50
14	Patricia R. Colbert	\$3,978.00
15	Susan C. Wesner	\$3,657.50
16	Jana R. Morgan	\$3,503.00
17	Teresa G. Rubio	\$3,472.50
18	Candace D. Entingh	\$3,461.50
19	Joker Ward	\$3,421.00
20	Nancy L. Norris	\$3,280.50

Andrea Pace \$26,810.50

Consultants with

May Recruiter Commissions

9% Recruiter Commission Level

Judi Liles

Jackie Hatcher

Beryl A. Greenawalt

Andrea Pace

4% Recruiter Commission Level

Candace D. Entingh

Ruby F. Hulett

Mary L. Welter

Donna Canada

Christine T Castioni

<p>Total Unit Retail Production May 2010 -- \$16,044 Seminar Year to Date -- \$274,570</p>

Recruiters and their Teams (as of May 31st, 2010)

Future Sales Director Team Leaders



Recruiter: Judi Liles

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

Team Leaders



Recruiter: Beryl A. Greenawalt

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



Recruiter: Jackie Hatcher

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

Star Team Builders



Recruiter: Christine T. Castion

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



Recruiter: Mary L. Welter

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

Star Team Builders



Recruiter: Bonnie Montgomery

- Doreta Higginbotham
- Jana D. Laubscher
- Debra D. Southerland

Senior Consultants

Recruiter: Candace D. Entingh

- Tena K. McElvain
- Mary L. Welter

Recruiter: Donna Canada

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

Recruiter: Lynda I. Boland

- Beverly L. Guthrie

Recruiter: Margot Howard

- Bonnie S. Morrison

Recruiter: Phyllis A. Jones

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

Recruiter: Ruby F. Hulett

- Phyllis A. Jones

Recruiter: Sharon A. Edwards

- Julie K. White
- * Bonnie L. Hobson

●= inactive Consultant

Dear Angels,

As I am writing this newsletter we just made the \$300,000 Circle of Achievement Unit Club. Thank you so much from the bottom of my heart. I am so proud of all of you and your own individual achievements. You are one in a million!

Well it is summer time and we all like to go on a vacation! Right! Well what do we do with our customers and recruits who need us while we are away? I will share what Dale, my business minded husband, suggested that I do when I travel and it is so easy and has endeared my customers to me and you who have needed me while I am away. But first of all, let me tell you about my trip!

Dale and I just returned from a trip of a lifetime. We flew to Vancouver, Canada and spent the night. The next morning we boarded the Rocky Mountaineer Train and traveled through the Canadian Rockies. We were on the Gold Leaf train where they treated us like royalty. It was just like being on a cruise ship. The food and the service were fabulous. We saw vistas that were breathtaking. We spent the night in Kamloops, Canada. The ironic thing was that most of the people were from Australia and England. There were very few from the United States. The next morning we got back on the train and rode it to Calgary, Canada. We spent the night there and flew to Salt Lake City, Utah. The next day we were driven to Yellowstone National Park. We saw grizzly bears, a cub, bison, elks, eagles, osprey, wolves, coyotes, rivers and waterfalls. Of course, we saw Old Faithful too! It was just so much fun. The scenery was awesome.



One of the best things I did for my business was to purchase a cell phone that is called a "Smart Phone", I think. The reason it was so smart is that I could get my emails from all of you. My Blackberry made it possible to help you with your needs. I regularly checked messages on my home phone so I could return calls daily. Each night before going to bed, I checked emails and phone messages. It is such a simple and easy thing to do. Your customers will really appreciate you doing this for them. Once they knew that I had gotten their phone call and returned it, they were happy to wait until I returned home to receive their products. My customers were so surprised that I called them from Canada, Utah, and Wyoming. A few of you needed me also and I was able to help you out. Dale brought along a small lap top computer, so that I could even help you with orders that needed to be placed. Try these ideas when you are on vacation this summer.

Love you,

Andrea

Color Cosmetic Update June 2010

USA

Summer June – September 2010

Limited Edition

Lipstick

Warm Colors

Confidence

Cool Colors

Inspiration
Compassion

NEW! Regular Line

Liquid Lip Color

Chocoholic
Malted
Sherbet

Cherry Coffee
Raspberry Ice
Royal Plum

Tinted Lip Balm Sunscreen SPR 15

Apricot
Blush
Natural

Poppy
Rose

Warm Colors

Cool Colors

Eye Shadow

Almond
Amber Blaze
Cinnabar
Chocolate Kiss
Crystalline
Copper Glow
Hazelnut
Honey Spice
Ivy Garden
Lemongrass
Sienna
Silky Caramel
Spun Silk
Sweet Cream

Cheek Color

Cinnamon Stick
Sparkling Cider
Sunny Spice
Golden Copper
Shy Blush

Lip Gloss

Beach Bronze
Bronze Bliss
Cream & Sugar
Gold Rush
Melon Sorbet
Starry (Neutral)
Sweet Raisin

Lip Pencils

Cappuccino
Chocolate
Coral
Neutral
Cinnamon
Dark Chocolate

Eye Pencils

Bronze
Deep Brown
Olive
Taupe

Eye Shadow

Azure
Black Pearl
Blue Metal
Coal
Denim Frost
Emerald
Espresso
Granite
Iris
Lavender Fog
Midnight Star
Moonstone
Peacock Blue
Precious Pink
Silver Satin
Sweet Plum
White Lily

Lipsticks

Apple Berry
Berry Kiss
Black Cherry
Blaze
Boysenberry
Dusty Rose
Frosted Rose
Hibiscus
Midnight Red
Pink Passion
Pink Satin
Pink Shimmer
Red
Raisinberry (Neutral)
Rich Fig
Sheer Blush
Whipped Berries

Eye Pencil

Amethyst
Black
Navy
Steely

Cheek Color

Berry Brown
Bold Berry
Cherry Blossom
Citrus Bloom
Strawberry Cream

Lip Gloss

Berry Sparkle
Coral Rose
Fancy Nancy
Pink Diamonds
Sugarberry
Starry (Neutral)

Lip Pencils

Dusty Pink
Pink
Plum
Raspberry
Dark Berry

Lipsticks

Amber Glow
Amber Suede
Apricot Glaze
Bronzed
Copper Star
Downtown Brown
Gingerbread
Hot Mocha
Icy Peach
Maple
Mocha Freeze
Nutmeg
Raisinberry (Neutral)
Shell
Sunny Citrus
Sunset
Sunlit Sand
Sweet Nectar
Toffee
Whisper

Shades without Shimmer or Pearl

Personal Accountability

I am going to grow from this experience and become a woman of honor, success and Accountability

- I will have more control over my destiny.
- I will become an active contributor rather than a passive observer.
- I will gain a reputation as a problem solver.
- I will enhance my career opportunities.
- I will enjoy the satisfaction that comes from getting thing done.
- I will experience less anger, frustration and helplessness all leading to better physical health.

JULY IS THE FIRST MONTH OF OUR NEW SEMINAR YEAR 2011. LET'S REACH FOR OUR DREAM GOAL! DARE TO DREAM!

This is so important so I am printing it for you to Memorize.

When you place your next order, be sure and order #037797 "Team Building Brochure", Pk.6 for 1.75.
"Discover how to turn products women love into EXTRA INCOME".

You can do a recruiting interview with them and get all the information out to your possible recruit. It is the Key to building your team, adding excitement to your business and increasing your monthly commission!

1. When you arrive early for your show, 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 would be good doing Mary Kay. Give them some information to take home and follow up within 2 days to invite them to the next Unit meeting or Mary Kay event.
4. Ask 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!

Determination Makes the Difference

Each fall, Monarch butterflies in Main began an unbelievable journey to a hilltop in Mexico. How do they do it? They FOCUS on the goal, not the difficulties. Each day they set out allowing their instincts and desire to steer them. They accept what comes. Some winds blow them off course, others speed them along. Regardless of the obstacles, they keep flying until....they arrive! Where will you be on June 30, 2011?

Understanding Ordering

By Natalie Reed, Future Executive Senior Sales Director

One of the first decisions a new Consultant must make is to decide if she wants to stock inventory for on the spot delivery or take orders, collect the money, and then place an order, delivering when the product comes in. Customers have often commented to me that they appreciate the fact that I have a full inventory and can deliver anything to them. If you are an experienced consultant and cannot do this, you might need to reconsider and read this too. My suggestion to all consultants is to have a full inventory if you want to have a successful business.

Should I order Inventory? Consider the following when making your decision:

You have the choice in Mary Kay to service your customers in one of two manners:

- Deliver products to your customers as soon as they place their order. You carry product in your home which you have purchased in advance to sell to your customer, or
- Customers place their products orders to you and you accumulate their orders and then place an order to the company to service your customers for the products they need.

A decision to purchase Inventory depends on two factors:

- Resources - Do you have the capability to make the purchase? If you do not have it, can you borrow it?
- Goals - what level you choose should depend on your business goals!

The single most important issue involved is that you make a decision that you are happy with, so that you are able to focus on succeeding in your Mary Kay business. Choose to carry inventory, what level of inventory, or place orders to the company to service customers. Be happy with your decision.

Benefits of stocking inventory in your home:

- **Higher Sales** - women want their products as soon as they try them. Your sales will be 50% higher if you carry inventory to give immediately to the customers.
- **Less Returns** - Woman do not usually change their minds once they have the products in their hands. If they have to wait for products, they can change their minds about their order due to Money, stress, or husbands.
- **Confidence** - You are more likely to actively work your business if you have products on your shelf. You will feel professional and have more confidence in your sales ability.
- **Motivation** - Your inventory will motivate you to do your business when you lack self-motivation. Product sitting on your shelf will get you out there selling! It's instant cash.

Understanding Ordering (continued)

- **Profit** - You will see a profit quicker when carrying inventory. If you have to place orders, it takes longer to see profit.
- **Higher Reorders and Less Customer Drop-off** - If you are able to immediately service your customers once they run out, they will learn to depend on you. If you have to place an order to the company, they may look for another consultant who carries inventory.
- **Less Frustration** - the Consultants who do not carry products tend to get frustrated with their business and sometimes to the point of quitting. Not carrying inventory is one of the most common reasons for consultant dropout.

Continuing to Build your Inventory

Your goal is to build to a level of inventory suitable for the size of business you intend to have. I assume you joined Mary Kay to make money. If that is the case, then you will want to build to a full inventory, which is at least \$3,600 wholesale or more. I personally maintain an inventory of \$8,000 plus wholesale. Whether you begin with no inventory, a small inventory, or a complete inventory, your goal is to maintain enough products so that you can deliver to your customers on the spot.

Until you are at that inventory level, I suggest you reinvest all your profits back into more inventory, so you can grow to the inventory level to meet your needs. You have been living without Mary Kay money until now. The wisest money management practice to assure a successful business is to forego profit while you build your inventory. How does that work?

- You begin with \$600 wholesale. (I am not even considering the free bonus products you receive with your order.)
- You sell \$500 retail for the week.
- Your cost of the product sold is \$250 and your profit starts with the other \$250, minus hostess credit, etc.
- Rather than paying yourself what is left of the \$250 and then adding back the other \$250, you would take the entire amount and order more products. This would be like replacing what you just sold. Now you have \$850 on your shelf. Continue to reinvest profits until you have an inventory that will maintain your sales level.

(Thank you Natalie for this great article! So many times in my career, customers have come to me because I have the products on hand and they receive their products in a timely manner. I wholeheartedly agree with what Natalie has written.)

July 2010 Prize Promotion



\$250 Wholesale
Western Jeans Earrings



\$450 Wholesale
See Through in Silver



\$600 wholesale
Extreme in Silver



\$800 wholesale
2-Tone Tiffany Style



\$1,000 wholesale
Murano Glass

May 2010 Prize Winners

\$450 Wholesale – *Black Yurmanesque Crystal Earrings*
Donna Cox

\$250 Wholesale – *Door Knocker Earrings*
**Christa Brack, Kay Childers, Sharon Dixon, Clara Johnson,
Phyllis Jones, Judi Liles, Nancy Norris, and B.J. Watson**

Star Consultant by 9/15/2010



Cutier than Cute Handbag

Chose your color in black, tan, turquoise or orange!

Happy Birthday

<u>July</u>	<u>Day</u>
Bonnie N. Montgomery	4
Sandy Flores	6
Clola M. Robinson	8
Linda King	13
Donna Canada	14
Ruth H. Hise	14
Nancy Sweet	17
Gabriele I. Trujillo	18
Julie K. White	19
Christine T Castioni	24
Sharon L. Slaughter	27
Karen R. Meno	30

Mary Kay Anniversary

<u>July</u>	<u>Years</u>
Donna Canada	28
LaJoyce M. Cannon	26
Sandy Flores	8
Vicki J. Thompson	4
Carla A. Villyard	3

Your Guide to What's Inside

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Be Smart

Use Andrea's MK website (<http://www.andreapace.com>). Remember the Unit number (0154) to get into the website.

You can down load the newsletter or parts of it to use in your business. You can also see a *color* version of the newsletter on the website. You can also find back copies of the newsletter and other things on the website.

It is easy to use. The top buttons take you directly to where you want to go.

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“I praise the Lord because he advises me. Even at night, I feel his leading. You will teach me how to live a holy life. Being with you will fill me with joy; at your right hand I will find pleasure forever.”

Psalm 16:7 and 11