

# Andrea's Pace-Setting Angels Chevy Equinox Unit

## June 2010 Newsletter (April 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

**Bonnie Sue Morrison** (Florence, SC) – sponsored by Margot Howard

### Welcome Back -- Reinstated Consultants

**Rhonda L. Gover** (Chestertown, MD)

**Barbara Kelly** (Rowlett TX)

**Mary C. McNamee** (Baltimore, MD)

**Bobbie L. Merritt** (Combine, TX)

**Carolyn Simms** (Rock Hall, MD)

**Melba J. Williams** (Mesquite, TX)

**MaryAnn Youngblood** (Dallas, TX)

## Hall of Fame for June 2010



**Margot Howard**  
One April Recruit



**Bonnie Montgomery**  
One April Recruit

## **April 2010 Scoreboard**

### **Consultants Ordering In April 2010**

Cheri Akers	Phyllis Jones
Michelle Allen	Barbara Kelly
Helen Bearden	Margie Kitten
Lynda Boland	Martha Lange
LaJoyce Cannon	Jana Laubscher
Christine Castioni	Mary McNamee
Kay Childers	Bobbie Merritt
Ann Cobb	Bonnie Montgomery
Patricia Colbert	Dolores Montoya
Sharon Edwards	Jana Morgan
Candace Entingh	Bonnie Morrison
Christy Fagan	Nancy Norris
Sandy Flores	Andrea Pace
Joyce Foster	Carol Sanders
LaRon Fulbright	Carolyn Simms
Rhonda Gover	Debra Southerland
Beverly Guthrie	Nancy Sweet
Sandra Gutierrez	Gabriele Trujillo
Bee Hamlin	Joker Ward
Eileen Hanson	Mary Welter
Jackie Hatcher	Susan Wesner
Sandra Hauer	Melba Williams
Jo Henderson	MaryAnn Youngblood

### **Queen Jackie Hatcher -- \$729**



Phyllis Jones --\$647  
Kay Childers -- \$607

Andrea Pace -- \$615

### **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**

<b>1</b>	<b>Kay Childers</b>	<b>\$16,656.50</b>
2	Phyllis A. Jones	\$14,485.50
3	Judi Liles	\$12,953.00
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	\$5,827.00
9	Christine T Castioni	\$5,576.00
10	Eileen Hanson	\$5,547.00
11	Donna Canada	\$5,301.50
12	Donna G. Cox	\$4,971.50
13	Mary L. Welter	\$4,236.00
14	Susan C. Wesner	\$3,657.50
15	Patricia R. Colbert	\$3,578.00
16	Jana R. Morgan	\$3,503.00
17	Teresa G. Rubio	\$3,472.50
18	Joker Ward	\$3,421.00
29	Candace D. Entingh	\$3,096.50
20	LaJoyce M. Cannon	\$3,077.50

Andrea Pace \$23,833.50

### **Consultants with**

#### **April Recruiter Commissions**

9% Recruiter Commission Level

Judi Liles

Beryl A. Greenawalt

Andrea Pace

4% Recruiter Commission Level

Ruby F. Hulett

Bonnie N. Montgomery

Christine T Castioni

Candace D. Entingh

Lynda I. Boland

Jackie Hatcher

Mary L. Welter

Margot Howard

Phyllis A. Jones

<p><b>Total Unit Retail Production</b>  <b>April 2010 -- \$25,131</b>  <b>Seminar Year to Date -- \$258,526</b></p>
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## *Recruiters and their Teams* (as of April 30, 2010)

### *Future Sales Director*



**Recruiter: Judi Liles**

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

### *Team Leaders*



**Recruiter: Beryl A. Greenawalt**

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

•= inactive Consultant

### *Star Team Builders*



**Recruiter: Jackie Hatcher**

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



**Recruiter: Donna Canada**

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



**Recruiter: Christine T. Castion**

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



**Recruiter: Phyllis A. Jones**

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

### *Star Team Builders*



**Recruiter: Bonnie Montgomery**

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

### *Senior Consultants*

**Recruiter: Candace D. Entingh**

- Mary L. Welter
- \* Tena K. McElvain

**Recruiter: Cheri Akers**

- Karen R. Meno
- \* Pamela White

**Recruiter: Eileen Hanson**

- Geneva D. Trujillo

**Recruiter: Helen Bearden**

- Ruth H. Hise
- \* Kaye Richardson

**Recruiter: Kay Childers**

- Linda King
- \* Koreasa M. Williams

**Recruiter: Lynda I. Boland**

- Beverly L. Guthrie

**Recruiter: Margot Howard**

- Bonnie S. Morrison

**Recruiter: Mary L. Welter**

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

**Recruiter: Ruby F. Hulett**

- Phyllis A. Jones

**Recruiter: Sharon A. Edwards**

- Bonnie L. Hobson
- Julie K. White

# Star Consultant

Status for contest started 3/16/2010 and ends 6/15/2010

\*\*\*\*\* Needed for Star (as of May 24<sup>th</sup>)\*\*\*\*\*

Consultant	For Star	Sapphire	Ruby	Diamond	Emerald	Pearl
Andrea Pace	\$1,680.75	\$119.25	\$719.25	\$1,319.25	\$1,919.25	\$3,119.25
Phyllis Jones	\$1,365.25	\$434.75	\$1,034.75	\$1,634.75	\$2,234.75	\$3,434.75
Jackie Hatcher	\$970.50	\$829.50	\$1,429.50	\$2,029.50	\$2,629.50	\$3,829.50
Donna Cox	\$880.50	\$919.50	\$1,519.50	\$2,119.50	\$2,719.50	\$3,919.50
Dolores Montoya	\$783.50	\$1,016.50	\$1,616.50	\$2,216.50	\$2,816.50	\$4,016.50
Joker Ward	\$661.50	\$1,138.50	\$1,738.50	\$2,338.50	\$2,938.50	\$4,138.50
Patricia Colbert	\$622.25	\$1,177.75	\$1,777.75	\$2,377.75	\$2,977.75	\$4,177.75
Kay Childers	\$607.50	\$1,192.50	\$1,792.50	\$2,392.50	\$2,992.50	\$4,192.50
Christine Castioni	\$586.75	\$1,213.25	\$1,813.25	\$2,413.25	\$3,013.25	\$4,213.25
Carol Estebo	\$568.25	\$1,231.75	\$1,831.75	\$2,431.75	\$3,031.75	\$4,231.75
Doreta Higginbotham	\$523.50	\$1,276.50	\$1,876.50	\$2,476.50	\$3,076.50	\$4,276.50
Nancy Norris	\$504.00	\$1,296.00	\$1,896.00	\$2,496.00	\$3,096.00	\$4,296.00
Mary Welter	\$486.50	\$1,313.50	\$1,913.50	\$2,513.50	\$3,113.50	\$4,313.50
MICHELLE ALLEN	\$455.25	\$1,344.75	\$1,944.75	\$2,544.75	\$3,144.75	\$4,344.75
JANA MORGAN	\$454.25	\$1,345.75	\$1,945.75	\$2,545.75	\$3,145.75	\$4,345.75
BEVERLY GUTHRIE	\$436.00	\$1,364.00	\$1,964.00	\$2,564.00	\$3,164.00	\$4,364.00
SUSAN WESNER	\$435.50	\$1,364.50	\$1,964.50	\$2,564.50	\$3,164.50	\$4,364.50
LARON FULBRIGHT	\$421.50	\$1,378.50	\$1,978.50	\$2,578.50	\$3,178.50	\$4,378.50
CANDACE ENTINGH	\$405.75	\$1,394.25	\$1,994.25	\$2,594.25	\$3,194.25	\$4,394.25

**Dear Angels,** New Products will be coming out in June 16. But to do this Mary Kay must remove from our line certain products that have proven to be less popular with our customers. They are:

The MK Body Care Collection in Red Tea & Fig and in Lotus & Bamboo (Nourishing Body Lotion, Loofah Cleanser, Shower Gel and Deo Body Spritzer), MK Eau de Toilette collection in Sparkling Honeysuckle (Eau de Toilette, Body Lotion, Shower Gel, Sugar Scrub, Affection Eau de Parfum and Elige Eau de Parfum will be discontinued (in September) due to low sales, along with their corresponding samplers, MK Retractable Lip Brush, and TW Cellu-Shape Moves to Last Chance Section. Our new TW Body Targeted Action Toning Lotion replaces the features and benefits of the Cellu-shape in just one step.

**Lipsticks** – Golden, Paradise Pink, Pink Melon, Rich Cocoa, Sunburst, and Tanned Lipstick shades have been discontinued. We will add these new shades – Tawnies - (Icy Peach, Sunny Citrus), Metals – (Copper Star and Sunlit Sand), Pinks – (Pink Passion), Neutrals – (Maple and Whisper), Chocolates – (Hot Mocha), Berries – (Boysenberry), and Reds – (Blaze and Midnight Red)

**New MK Liquid Lip Color** - a Mint flavor has a cooling, sip-energizing sensation. Cherry Coffee, Chocoholic, Malted, Raspberry Ece, Sherbet and Royal Plum

**Cheek Color** – Pink Petals will be discontinued and Citrus Bloom will be added.

**Eye Colors** - Discontinued – Dusty Lilac, Golden Olive, Navy, Raisin, Steel, Sweet Pink, and Vintage Gold. New Eye colors added to our line are White Lily, Almond, Silver Satin, Midnight Star, Black Pearl, copper Glow, Peacock Blue, Lavender Fog, Emerald, and Azure.

**Peach Satin Hands Set** will get the new formulas like Fragrance-Free Satin Hands, with a Peachy scent. \$34 retail. Peachy scent Hand Cream also available separately \$10 retail.

**Forever Orchid** a scent of luscious florals featuring a unique blend of purple orchid and vanilla is new Eau de Toilette coming into the regular line. Available in Eau de Toilette, Body Lotion, Sugar Scrub and Shower Gel.

Oil-Free Eye Makeup Remover will change from \$14 to \$15. The first price change in 14 years.

I am sharing this with you so you can stock up for your customers who love these products. Call them and find out how many they want. This will certainly do them a favor and also help you increase your sales. **I encourage you to read your new Look Book from cover to cover to learn all about these new products.** You can finish up your Star orders on June 16 and order all these new products. They are fabulous. I have lots of good information in this newsletter. Enclosed are great ideas on products, giving women the right information to help them make extra money for their families and terrific booking ideas. I want to give many thanks to Natalie Reed and Diane Autry for sharing their ideas with all of us. Much love to all of you.

**Andrea**

## **New...Mary Kay Pedicure Set... Your cost is only \$11**



Get them while you can. They are Limited Edition. You may want to order 30 and that would be enough for 5-8 Pedicure parties with 4-5 guests plus some as gifts items.

Make it a Super Pedicure Saturday: 8:00am Toast and Toes Party, 10:00am Toast and Toes Party, and at 12:00pm, 2:00pm, 4:00pm, and 7:00pm. Do display all the Tropical Fruit Products because they are Super Sellers!

### **Did You Know?**

Women have about four times as many foot problems as men. High heels are partly to blame. The average person takes 8,000 to 10,000 steps a day, which adds up to about 115,000 miles over a lifetime. That's enough to go around the circumference of the earth four times. The foot contains 26 bones, 33 joints, and a network of more than 100 tendons, muscles and ligaments. One quarter of all the bones in the human body are in your feet. When these bones are out of alignment, so is the rest of your body.

Your customers can get the ultimate pedicure experience in three simple steps:

1. Cleanse: Cleanse and refresh feet in a bath of the Relaxing Foot Soak mixed in warm water for 15 minutes of sole-soothing pleasure.
2. Exfoliate: Brush off rough skin using the exfoliating Foot File/Brush.
3. Moisturize: Massage Soothing Foot Balm into feet for intense moisturization that soothes dry skin.

Why not treat your customers to a spa-like experience at a Pedicure Party? You can generate interest in hosting a Pedicure Party by having a Pedicure Set on hand at skin care and color parties to show customers.

- When booking a Pedicure Party remember to emphasize that it is a fun way to get together with friends for a little extra pampering, just in time for sandal season.
- For the party, each guest will need a plastic tub to soak her feet in as well as a towel. A fresh white towel will contribute to the spa atmosphere of the party.
- Allow guests to soak their feet for 5 to 10 minutes.
- While feet are soaking, you may want to treat guest to the TimeWise Even Complexion Mask to pamper their skin, too.

Be sure to bring some Mint Bliss Energizing Lotion for Feet and Legs for the ultimate pedicure experience.

# Why Mary Kay?

19 Reasons to consider MK as a part-time, spare or full-time Business Opportunity.  
You have nothing to lose and so much to gain by just giving it a try!!



**#1 Rock Solid Company:**  
No Stockholders and NO Debt...so No Bankruptcy or Bail Outs needed!

**#2 Sales = 50% profit**  
Best way to show is at a make-over or party but books and web sales are good too.

**#3 Not a Pyramid**  
Team Building commissions are 4-13% and come from MK. Directors earn equally on entire unit and Consultants on just their team.

**#4 No Sales Quota- No Auto Ship**  
Place a minimum \$200 order once a year...NO Auto-ship and Auto-Charges

**#5 Consumable Product**  
MK Products are used up DAILY...reorders ave. \$10 a mo. per client. 100 clients=\$500 profit

**#6 Recession Proof Product**  
Women won't go without Foundation, mascara or Lip gloss no matter the economy.

**#7 Large Target Market**  
From Babies to Teens to Men and Women ...everyone with skin is a potential client.

**#8 Priorities**  
Faith FIRST, FAMILY second and then the career. Balance to live YOUR life.

**#9 No Territories**  
Move your business with you AND your clients can take YOU with them.

**#10 Actual Car Program**  
True Company Car...no lease payment, tax or tags...or qualifying for loan.

**#11 Self-Promotions**  
Promote yourself based on your activity NOT someone's opinion of your activity!

**#12 Tax Deductions**  
With Inventory, you get full home office tax deductions, plus so much more!

**#13 On-Going Training**  
On your own or attending Conferences and Seminars...truly amazing training!!

**#14 Cinderella Prizes**  
Mary Kay believed when your confidence increases so will your esteem and then you'll be unstoppable!!

**#15 Positive Atmosphere**  
Filled with Christian principles like the Golden Rule and Can-do Attitude!!

**Mary Kay Gives BACK!**  
Corporate recycling and they have built 3 Habitat for Humanity homes to name a few. Mk Foundation funds Safe Homes around the US plus Cancer research. No Animal Testing. Donations to Haiti, Katrina, Military in Iraq plus so much more!

**#16 Business Bail-Out**  
Give up and return unused Inventory for 90% Buy Back! Unheard of in Direct Sales.



**#17 Satisfaction Guarantee**  
Products are 100% Satisfaction Guarantee for product confidence among Consultants!

**#18 ONLY \$100 to Join**  
\$330 in Retail Product Training cds, dvds and books Enough samples for a min of 30 makeovers



## **Need some bookings on your calendar? See all of the ideas below!**

- 1. Send a LOOK BOOK to a co-worker that has moved.**
- 2. Send a LOOK BOOK to your realtor...**
- 3. Post a LOOK BOOK in the teacher's lounge at your child's school.**
- 4. Post a LOOK BOOK in the employee lunchroom.**
- 5. Hold an open house.**
- 6. Have a booth at a school fair.**
- 7. Advertise in your alumni newsletter and/or local newspaper.**
- 8. Give a LOOK BOOK to the receptionist at your doctor's or dentist's office.**
- 9. Include a wrap or flyer with your bill payments.**
- 10. Call past hostesses.**
- 11. Put LOOK BOOK catalog or wrap in your neighbor's door. Include a 10% off coupon.**
- 12. Ask friends to have a party.**
- 13. Advertise in your church bulletin.**
- 14. Take a Satin Hands recipe to every potluck.**
- 15. Host an office party or brunch.**
- 16. Host a party before or during a PTA meeting.**
- 17. Mail out samples, LOOK BOOK and a wish list.**
- 18. Host your own party. Could even be fundraiser for your favorite charity.**
- 19. Get a list from Welcome Wagon. New people may be looking for a consultant or a new job in this area.**
- 20. Set up a display at a craft fair.**
- 21. Participate in a school fund-raiser.**
- 22. Have your husband or significant other promote the products at work.**
- 23. Have you and your family members wear a MK T-shirt or sweatshirt.**
- 24. Hold a "next holiday" Shopping Show for men (for Valentine's, Mother's Day, etc).**
- 25. Offer a Christmas/other holiday wish list to your guest and then call the gift giver and tell him what the guest wants.**
- 26. Set up a display at a dress shop for a drawing.**
- 27. Put a Mary Kay car decal on your car.**
- 28. Ask past hostesses at parties to talk about their free products.**
- 29. Hold an opportunity night nearby.**
- 30. Random mailings. Open a phone book and randomly choose.**
- 31. Mention hostess half-price gifts and other benefits at least 3 times per party.**
- 32. Hold up higher priced products and mention half-price products to encourage bookings.**
- 33. Mention how much your "average" hostess gets in products.**
- 34. At the beginning of your party, mention the hostess goal.**
- 35. Share upcoming specials at parties and during phone calls.**
- 36. Tell your hostess how much she saved by having her party.**
- 37. Encourage frequent customers to regularly plan parties.**
- 38. Encourage hostesses to rebook a party in 6-9 months. She'll be the first to see and try our new products at her next party.**
- 39. Treat hostesses to a special "Hostess Appreciation Tea".**
- 40. Encourage relatives to book a party.**

41. Call your Realtor with suggestions for "new home packages".
42. Offer to do a class for your local grocery store.
43. Start an E-mail address book of customers who want to know what the monthly specials are don't forget to mention the hostess specials. If there isn't one, create one.
44. Encourage your hostesses and guests to refer potential hostesses to you.
45. Offer a bridal registry.
46. Promote the Bridal Party class.
47. Describe and highlight the hostess plan during party.
48. Be friendly and enthusiastic.
49. Follow through on every booking lead.
50. ASK, ASK, ASK.
51. Use open-ended questions, especially when dealing with "booking concerns".
52. Use your products and samples at home, office, camping, parties, etc.
53. Read sales, self-improvement, and positive thinking books.
54. Call at least two potential hostesses every night.
55. Dream and imagine the possibilities.
56. Set goals and review them constantly. Post them where you can see them.
57. Ask friends to help you get started or reach a certain goal.
58. Use hostess flyers.
59. Use postcards and/or newsletters to continue to spark interest.
60. Follow up phone calls to particularly interested guests. They may decide later to have a party.
61. Have the hostess tell why she decided to host a party.
62. Give gift certificates for a facial to select a certain amount of products as gifts or donations.
63. Don't be shy talking about your products or your business.
64. Smile when talking on the phone.
65. Review orders from past parties - who have bought frequently, etc.
66. Be prepared to answer questions about your work.
67. Write down names of people who "owe you a favor" then follow up.
68. Call the most familiar people first.
69. Call potential hostesses who postponed or never booked.
70. Spend time every day working on some aspect of your business.
71. Be willing to share the business opportunity.
72. Call anyone who has said "maybe" or "sometime".
73. Contact schools
75. Leave your business cards on bulletin boards or in local businesses.
76. Talk about upcoming specials with everyone.
77. Keep a list of special requests and let those guests know when that product is on sale.
78. Suggest hosting a party to do Christmas/other holiday shopping without leaving home.
79. Offer a bonus for hostesses who book on days and/or months you need an extra party.
80. Give extra service and time to good customers - they will be repeat hostesses and potential consultants.
81. Carry a notepad to jot down names as you think of them.
82. Let guests keep a catalog or sales brochure to keep on hand.



# June 2010 Prize Promotion



\$250 Wholesale  
*Silver X Necklace*



\$450 Wholesale  
*Pink Yurmanesque  
Moonstone Necklace*



\$600 Wholesale  
*Crystal Star  
Necklace*



\$800 Wholesale  
*Austrian Crystal  
Cross Pin/Pendant*



\$1,000 Wholesale  
*Seed Pear & Gold  
Bead Necklace*

## April 2010 Prize Winners

\$600 Wholesale - Lapis Bracelet - Jackie Hatcher, Phyllis Jones, and Kay Childers  
\$450 Wholesale - Lapis Earrings - Dolores Montoya, Mary Welter, and Jana Morgan  
\$250 Wholesale - Pink Cadillac Pin - Christine Castioni, Patricia Colbert, Beverly Guthrie, Sandra Gutierrez, Barbara Kelly, Bonnie Morrison, Carol Sanders, Carolyn Simns, Debra Southerland, Nancy Sweet, Gabriele Trujillo, Joker Ward Susan Wesner, and Melba Williams

## Star Consultant Surprise Gift for Our Last Quarter this Seminar Year!

The last quarter started March 16 and ends June 15<sup>th</sup>. Be sure and complete Your Star Consultant qualifications - \$1800 Whls. for Sapphire, \$2400 Whls. For Ruby, \$3,000 Whls. for Diamond, \$3600 Whls. for Emerald and \$4,800 Whls for Pearl Star Consultant.

**Happy Birthday**

<u>June</u>	<u>Day</u>
Taffee Anhder	1
Nancy L. Norris	2
Nelly Kwok	12
Jennifer A. Gustin	17
Lynn Leonard	21
Pamela White	22
Sharon A. Edwards	24
Gloria K. McCutcheon	24
Bonnie S. Morrison	24
Carol A. Estebo	26
Delma C. Aranda	28

**Mary Kay Anniversary**

<u>June</u>	<u>Years</u>
Joker Ward	42
Kathi Heering	29
Barbara Kelly	21
Jo L. Henderson	19
Donna G. Cox	16
Rhonda L. Gover	15
Christa C. Brack	8
Linda King	3

**Your Guide to What's Inside**

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**Women are Angels**

And when someone breaks our wings,  
 We simply continue to fly.....on a broomstick.  
 We are flexible like that.

**Andrea Pace**, Future Executive Senior Sales Director  
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 Customer Website:  
<http://www.marykay.com/andreapace>



Proverbs 30:8-9 “Keep me from lying and being dishonest. And don't make me either rich or poor; just give me enough food for each day. If I have too much, I might reject you and say, 'I don't know the Lord.' If I am poor, I might steal and disgrace the name of my God.”