

Andrea's Pace-Setting Angels Chevy Equinox Unit

March 2010 Newsletter (January 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>

New Consultants

Christy Adkins (Piedmont, OK) – Sponsored by Donna Canada

Carol Frances Sanders (Quinlan, TX) – Sponsored by Judi Liles

Clola Robinson (Pikesville, MD) – Sponsored by Beryl Greenawalt

Welcome Back -- Reinstated Consultants

Sherri Allen (Artesia, NM) ----- **Angela Sabourin** (Catonsville, MD)

Hall of Fame for March 2010



Beryl Greenawalt

One January Recruit

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.

January 2010 Scoreboard

Consultants Ordering In January 2010

Sherri Allen	Lynn Leonard
Magdalena Arguello	Judi Liles
Lynda Boland	Gloria McCutcheon
Donna Canada	Dolores Montoya
Pat Carrasco	Jana Morgan
Christine Castioni	Nancy Norris
Kay Childers	Andrea Pace
Patricia Colbert	Clola Robinson
Becky Farris	Angela Sabourin
Joyce Foster	Nancy Sweet
Cody Hanagan	Cruz Torres
Sandra Hauer	Claudia Tufano
Jo Henderson	Joker Ward
Ruth Hise	Mary Welter
Phyllis Jones	Susan Wesner

Queen Phyllis Jones -- \$894



Judi Liles -- \$866

Ruth Hise -- \$602

Court of Sharing (Year to Date)

Eileen Hanson – 1 qualified Consultant

Donna Canada – 1

Christine Castioni -- 1

Sharon Edwards – 1

Beryl Greenawalt - 1

Margot Howard – 1

Phyllis Jones -- 1

Lynn Leonard -- 1

Judi Liles – 2

Qualified = \$600 wholesale order

Year to Date Retail Production

July 1, 2009 to January 31, 2010

1	Kay Childers	\$11,365.50
2	Phyllis A. Jones	\$10,602.00
3	Judi Liles	\$10,326.00
4	Nancy G. Grissom	\$7,744.00
5	Ruth H. Hise	\$6,142.00
6	Gloria K. McCutcheon	\$5,843.00
7	Dolores M. Montoya	\$4,261.50
8	Eileen Hanson	\$4,087.50
9	Donna Canada	\$4,006.50
10	Christine T Castioni	\$3,664.00
11	Donna G. Cox	\$3,106.50
12	Teresa G. Rubio	\$3,010.00
13	Jackie Hatcher	\$2,917.00
14	Susan C. Wesner	\$2,731.50
15	Mary L. Welter	\$2,616.00
16	Jana R. Morgan	\$2,539.50
17	Patricia R. Colbert	\$2,312.00
18	Becky L. Farris	\$2,308.00
19	Nancy L. Norris	\$2,193.50
20	LaJoyce M. Cannon	\$2,106.50

Andrea Pace

\$17,521.50

Consultants with January Recruiter Commissions

9% Recruiter Commission Level

Christine Castioni

Beryl Greenawalt

Andrea Pace

Donna Canada

Judi Liles

4% Recruiter Commission Level

Jackie Hatcher

Ruby F. Hulett

Cheri Akers

Candace D. Entingh

Mary Welter

Delma Aranda

Total Unit Retail Production

January 2010 -- \$18, 015

Year to Date -- \$181,948

Recruiters and their Teams (as of January 31, 2010)

Team Leaders



Recruiter: Judi Liles

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



Recruiter: Christine T. Castion

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



Recruiter: Donna Canada

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

Team Leaders



Recruiter: Beryl A. Greenawalt

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

Star Team Builders



Recruiter: Jackie Hatcher

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



Recruiter: Phyllis A. Jones

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

● = inactive Consultant

Senior Consultants

Recruiter: Bonnie Montgomery

Nancy G. Grissom
Debra D. Southerland

Recruiter: Candace D. Entingh

Tena K. McElvain
Mary L. Welter

Recruiter: Cheri Akers

Pamela White

Recruiter: Delma C. Aranda

Pat Carrasco

Recruiter: Helen Bearden

Ruth H. Hise
Kaye Richardson

Recruiter: Lynda I. Boland

Beverly L. Guthrie

Recruiter: Lynn Leonard

Gingmon T. Randolph
* Jennifer A. Gustin

Recruiter: Mary L. Welter

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

Recruiter: Ruby F. Hulett

Phyllis A. Jones

Recruiter: Sharon A. Edwards

Julie K. White

Star Consultant Contest Status (as of February 19, 2010)

For contest ending March 15, 2010

***** needed for *****

Consultant	In for Star	Sapphire	Ruby	Diamond	Emerald	Pearl
Jackie Hatcher	\$1,303.00	\$497.00	\$1,097.00	\$1,697.00	\$2,297.00	\$3,497.00
Phyllis Jones	\$1,230.00	\$570.00	\$1,170.00	\$1,770.00	\$2,370.00	\$3,570.00
Judi Liles	\$971.25	\$828.75	\$1,428.75	\$2,028.75	\$2,628.75	\$3,828.75
Teresa Rubio	\$925.25	\$874.75	\$1,474.75	\$2,074.75	\$2,674.75	\$3,874.75
Dolores Montoya	\$890.50	\$909.50	\$1,509.50	\$2,109.50	\$2,709.50	\$3,909.50
Donna Canada	\$829.50	\$970.50	\$1,570.50	\$2,170.50	\$2,770.50	\$3,970.50
Eileen Hanson	\$655.75	\$1,144.25	\$1,744.25	\$2,344.25	\$2,944.25	\$4,144.25
Andrea Pace	\$654.50	\$1,145.50	\$1,745.50	\$2,345.50	\$2,945.50	\$4,145.50
Donna Cox	\$627.50	\$1,172.50	\$1,772.50	\$2,372.50	\$2,972.50	\$4,172.50
Ruth Hise	\$602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
Sue Robertson	\$564.25	\$1,235.75	\$1,835.75	\$2,435.75	\$3,035.75	\$4,235.75
Susan Wesner	\$513.00	\$1,287.00	\$1,887.00	\$2,487.00	\$3,087.00	\$4,287.00
Lajoyce Cannon	\$505.50	\$1,294.50	\$1,894.50	\$2,494.50	\$3,094.50	\$4,294.50
Candace Entingh	\$501.00	\$1,299.00	\$1,899.00	\$2,499.00	\$3,099.00	\$4,299.00
Christine Castioni	\$494.00	\$1,306.00	\$1,906.00	\$2,506.00	\$3,106.00	\$4,306.00
Mary Welter	\$480.00	\$1,320.00	\$1,920.00	\$2,520.00	\$3,120.00	\$4,320.00
Kay Childers	\$451.00	\$1,349.00	\$1,949.00	\$2,549.00	\$3,149.00	\$4,349.00
Doreta Higgenbotham	\$448.50	\$1,351.50	\$1,951.50	\$2,551.50	\$3,151.50	\$4,351.50
Jana Morgan	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50

Dear Angels

I sure do hope you have all survived the cold winter weather. We were without power for 6 days. Dale bundled us up and we stayed at a nearby Hampton Inn. During that time I needed to have my ovaries and tubes taken out. I am very thankful as there was no cancer and so it was just an in that morning and out that afternoon. This all happen between two snow storms. We were without electricity, cable and phone. We sure were grateful that we both had charged cell phones. One huge tree limb fell on our lines. We were the only home affected in the neighborhood, so they took a little longer getting to us. Our good neighbors took us in for a couple of nights before the power was restores. Other neighbors also snow blowed our driveway and later brought food over. We are blessed indeed with good friends.

With this newsletter I am sharing a Roll Up Bag which will help you in closing your shows. Also Hostess ideas and Friends Referrals. I think they are excellent.

At Leadership Mary Kay introduced in our Limited Edition Line - Lip Nectar in Coconut, Passionfruit or Mango. They just glide on your lips because they contain mango butter. You will love the feel. They sell for \$13 each. Also two Cheek Glaze in Tangerine or Pomegranate for \$16 each. This Cheek Glaze applies beautifully sheer even though it looks intense. In addition they have given us a Cream Highlighter for \$14. When you purchase one lip nectar, 1 highlighter and 1 cheek glaze, Mary Kay will give you free a trend cosmetic bag for you or your customer.

New Regular Line Products: TimeWise Body Target Action Toning Lotion \$28. Get skin that's firmed. Toned. Defined. Hydrated for 24 hours. 8 fl. Oz. also TimeWise Body Hand and Decollete Cream sunscreen SPF 15, \$18. An amazing, age-defying wonder formulated specifically for hands and décolleté. 3 oz. Preferred Customer Consultants can ordered on March 10 and everyone else can order on March 16th. Be sure and finish up your Star Consultant orders by March 16th to receive your Brighton Silver Bracelets. You will be so glad you did.

Always remember I am only a phone call away if you need me.

Much Love, Andrea

Personalize your bag

Create Your Roll-Up Bag



Set #1

Basic Skin Care Set \$54
TimeWise 3-in-1 Cleanser
TimeWise Age Fighting Moisturizer
TimeWise Foundation



Set #2

Day/Night Care Set \$60
TimeWise Day Solution
TimeWise Night Solution



Set #6

Simply Satin Set \$52
Satin Hands Pampering Set
Extra Emollient Night Cream,
Satin Smoothie Hand Scrub and Hand Cream
Satin Lips Set (Mask & Balm)



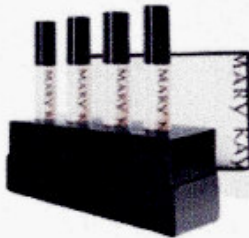
Set #3

**TimeWise®
Microdermabrasion Set \$55**
Step 1: Refine
Step 2: Replenish



Set #7

Basic Color Set \$65.50
Custom Compact, 1 Lipstick or Gloss,
3 Eye Colors, 1 Cheek Color, and
Applicators



Set #4

**TimeWise® Replenishing
Serum+C \$55**
four weekly vials



Set #8

Color Accents Set \$53
MK Signature Highlighting Pen,
Ultimate Mascara, MK Signature Lip
Liner, MK Signature Eye Liner



Set #5

Eye Deal Set \$56
Oil Free Eye Makeup Remover
Firming Eye Cream
Signature Eye Primer

Set #9 Brush Collection \$48

Powder Brush, Cheek Brush
Definer Brush, Crease Brush,
Eyeliner/Eyebrow Brush
and Organizer Bag



Queen of Everything



Choose any 6 Sets
& receive the Travel
Roll-Up Bag **FREE!**
BONUS:
One additional set at 1/2 price

\$299
Up to a
\$383 value



Princess of Quite-a-lot

Choose any 4 Sets
& receive the Travel
Roll-Up Bag **FREE!**
BONUS:
One additional product at 1/2 price

\$199
Up to a
\$268 value

Busy Woman's Miracle

The TimeWise Miracle Set:
3-in-1 Cleanser
Age Fighting Moisturizer
Day Solution SPF 25
Night Solution
TimeWise® Foundation

only \$98
Up to a
\$104 value



Hostess Rewards *program*

Participate in the Mary Kay Hostess Rewards Program by hosting a Mary Kay party!!

Earn FREE product AND ...Fabulous Prizes!

EARN Your Choice of Booking Prizes

booking prizes

Option 1:

When 2 New Bookings are scheduled from your party!*

Choose either the Quilted Travel Set or the Magnifying Mirror



booking prizes

Option 2:

Or when 3 or more New Bookings are scheduled from your party!*

Get a FREE Mary Kay Signature Brush Set



* Note: New Bookings must be scheduled within 14 days from your party!

EARN a FREE Mary Kay Custom Compact

For inviting 10 or more guests and filling in the guest list with names/addresses & phone numbers.



EARN a FREE Mary Kay Compact Pro

When there are 5 outside orders obtained prior to your event!



Note: Compacts Pro comes empty. Other products sold separately.

EARN Your Choice of Hostess Credit:

(Choose one)

- \$10 FREE MK for each guest who purchases \$25 or more at your Mary Kay party!
- \$75 Retail in product for \$25 (5 guests over the age of 18 must attend)
- 50% off shopping spree (5 guests over the age of 18 must attend)

All Prizes & Offers Redeemable only with:

Independent Mary Kay Beauty Consultant

~ The Beauty of Friendship ~

Fill out the grid with 9 names & numbers of your most fun adult friends
Who would enjoy some special pampering & love great customer service!
~ When the person you've named has an appointment with me,
YOU will receive the product shown in the box above their name for FREE

Please be assured that I treat each referral with the utmost care & respect.

Name: _____ Phone: _____  FREE LIPSTICK	Name: _____ Phone: _____  FREE LIP GLOSS	Name: _____ Phone: _____  FREE LIP LINER
Name: _____ Phone: _____  FREE MASCARA	Name: _____ Phone: _____  FREE EYE COLOR	Name: _____ Phone: _____  FREE EYE LINER
Name: _____ Phone: _____  FREE CONCEALER	Name: _____ Phone: _____  FREE BLUSH	Name: _____ Phone: _____  FREE EYE COLOR

Your Name: _____ Phone Number _____

"Magic Words" to help you Recruit!

- Are you happy doing what you're doing .. Do you want to do it the rest of your life?
- You are so sharp .. I would never forgive myself if I passed up the opportunity to give you my business card and tell you about what I do.
- You might think I'm crazy .. Have you ever been approached to teach skin care?
- Mary Kay Cosmetics has asked us to expand in this area .. We are looking for sharp women to teach skin care and I'd love the chance to tell you about how it works. Have you ever tried our wonderful products?
- Excuse me, my business is looking for faces like yours .. I teach skin care for Mary Kay Cosmetics and I'd love to feature your face in my "Before and After portfolio."
- I couldn't held but notice how efficient you are .. you'd be so great doing what I do .. I teach skin care with Mary Kay Cosmetics and you are EXACTLY THE KIND OF WOMAN I'M LOOKING FOR!
- Would you consider hearing about what I do? I'd love to sit down over a cup of coffee and tell you why I love my business so much.
- I'll bet this is not the first time you've been approached to become a skin care consultant with Mary Kay Cosmetics is it? You are so attractive (*so sharp .. Or whatever it was that drew your attention to her.*)
- Excuse me, but I'm certain you must be in the glamour business the way you look .. (*wait for her reply.*) If she says "No", tell her she ought to be! Invite her to a model night or feature her in your portfolio.and, in closing your recruits!

- You'll never know if you never try.
- Think how many times in life that we hear people say "Oh how I wish I had," be an "I'm so glad you did it"
- If I taught you everything I knew, do you think you could learn? (*No one like to admit they're not trainable*)
- Look your possible recruit right in the eyes, touch her arm, have a sincere look on your face and say with conviction, "You be great doing what I do .. I look for people of your caliber every day! I'd love to work with you.
- What do you like about the job you currently have? What would you change? (That's the key question for your direct approach.)
- If you knew you would not fail, would you try Mary Kay? We've never had anyone we couldn't teach!
- We don't want sales people... just caring women to teach skin care.
- Are you ready???? For a new career??!!
- If something happened to your husband, could you take care of yourself and your family in the style you're accustomed to?
- How soon do you want to start making money? How long can you afford NOT to make money?
- Do you feel like you need a change in your life? I believe Mary Kay comes into our lives when we need it the most.
- \$100 won't change your standard of living... but it could change your life.
- When faced with any objection, the "Magic Words" are... "That's exactly why you need Mary Kay" Try in on. "I don't have any money" *** "That's exactly why you need Mary Kay!"

"I'm new in the area" **** That's exactly why you need Mary Kay!"

"I'm too shy" *** That's exactly why you need Mary Kay!"

"I work too much" *** That's exactly why you need Mary Kay!"

March 2010 Prize Promotion



\$250 Wholesale
Murano Glass
Heart Necklace



\$450 Wholesale
Believer Car
Antenna Ball



\$600 Wholesale
Silver Yurmanesque
Magnetic Bracelet



\$800 Wholesale
Designer Amber CZ
Necklace in Silver



\$1,000 Wholesale
Angel Purse Holder

Star Consultant Prize

While I was in California at the Leadership Conference I came across some gorgeous Brighton Silver Bracelets. To help Mary Kay with her goal of 50,000 Star Consultants, I have decided for this quarter ending March 15, all of you who become a Star Consultant with \$1800 accumulated wholesale from December 16 to March 15 will receive a **Brighton Silver Bracelets**. So work hard to finish out your Star Consultant and win Mary Kay's prize plus a beautiful Brighton Silver Bracelet.

January Prize Winners:

\$800+ Wholesale - Black Pearl Necklace, Bracelet and Earrings -
Phyllis Jones and Judi Liles.

\$600+ Wholesale - Black Pear Necklace with silver Fireball and Earrings -
Ruth Hise

\$450+ Wholesale - Black Pearl Bracelet with Silver Fireball
Kay Childers, Dolores Montoya and Susan Wesner

\$250+ Wholesale - Solar Powered Calculator -
**Sherri Allen, Donna Canada, Jana Morgan,
and Claudia Tufano**

Happy Birthday

<u>March</u>	<u>Day</u>
Geneva D. Trujillo	6
Beverly L. Guthrie	8
Cody Hanagan	11
Rhonda L. Gover	13
Dolores M. Montoya	13
Jennifer M. Melcher	17
C. Ciancio-Schor	20
Sandra S. Hauer	20
Andrea Pace	20
Ellen H. Wallace	21
Christa C. Brack	26
Teresa G. Rubio	27
Doreta Higginbotham	29
Nina G. Mack	31

Mary Kay Anniversary

<u>March</u>	<u>Years</u>
Bonnie N. Montgomery	26
Michelle E. Allen	18
Sue Robertson	16
Margot Howard	12
Linda S. Richardson	12
Janice F. Stephens	11
Loretta A. Fisher	11
Donna K. Gray	9
Magdalena T Arguello	8
Teresa G. Rubio	7
Cody Hanagan	3
C. Ciancio-Schor	1

Your Guide to What's Inside

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Preferred Customer Consultants

Michelle Allen	Bee Hamlin	Judi Liles	Claudia Tufano
Christa Brack	Eileen Hanson	Gloria McCutcheon	B.J. Watson
Donna Canada	Jackie Hatcher	Mary McNamee	Susan Wesner
Kay Childers	Sandra Hauer	Jana Morgan	
Beryl Greenawalt	Margot Howard	Andrea Pace	

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



“All you nations, praise the Lord. All you people, praise him because the Lord loves us very much, and his truth is everlasting. Praise the Lord.” Psalm 117