



Carlson Classics

Jodi Carlson-Glas, Future Executive Senior Sales Director

Unit Newsletter November 2009/October Results



Dear Record Breakers,

Wow, What an incredible month we had for October! With 5 New Recruits and production higher than we have had in 3 years of over 23,000.00! Yes, you are the BOMB!

People are talking about the movement we have and what fun is that?

Congratulations to **Duranda Jackson** and **Tami Stears** for both having new recruits, and I shared this opportunity with 3 new consultants!

With the holidays approaching, you want to take the time to plan out your business strategy. How many sales per week, per month. Do you have holiday coffee's planned, your Open House or even 12 days of Christmas! Every year I give myself a goal of selling 10, 12 days of Christmas! With the minimum of 200 each set, that is 2400. on delivery day! Party with a Purpose and register on line! Women are out there searching for new career jobs. Don't forget you have this to offer them. Don't you hear it daily on the TV?

Let's talk about moving on up! How many new business partners do you want to have to move up into your own Directors Suit! At this time you can go under either rules. Old or new. If you don't know the rules, go on InTouch under Advance On Line and read all about it.

Our directors will be heading to San Diego for Leadership Conference in Jan. Come and Join us! Take a minute while on line to look at how much money you could make as a director and make your plan. Call me with any questions about moving on up! Can't wait to have you with us! Please let me know what your goal is so I can be of help!

Happy Turkey Month!

Jodi

October Courts

Wholesale

Debra Putman

\$1,845.50

Sharon Jedd

\$1,373.25

Amanda Putman

\$677.50

Sharing

Duranda Jackson

1 New Team Member

Tami Stears

1 New Team Member

2009-2010 Seminar Goals

Daring to Double!

	<u>2009</u>	<u>2010</u>
Unit Club	\$400,000	\$800,000
Offspring Sales Directors	3	6
Unit Size (Active)	135	270
Red Jackets	6	12
Star Consultants	10	20



Let's Celebrate!

Welcome our Newest Unit Members!

Sara Dickinson

From Saugatuck, MI
Sponsored by **Jodi Carlson**

Alicia Atkinson

From Springdale, AR
Sponsored by **Duranda Jackson**



Bethany Jacobs

From Constantine, MI
Sponsored by **Tami Sears**



Pam Beck

From Uniontown, OH
Sponsored by **Jodi Carlson**

Jessica Conley

From Rogers, AR
Sponsored by **Jodi Carlson**

On-Target 2nd Quarter Stars

Debra Putman
Sapphire



Charlene Mayes
Sharon Jedd
Mary Hillman
Andree Drake
Alicia English
Susan Dill



Amanda Putman
LuAnne Yearwood



Melinda Fairchild
Duranda Jackson

Christine Reader
Maree Boeve



Adrienne Kirkeby
Rebecca Heinrich

Cathy Kimczak
Karen Doan



Denise Slaby

Veniace Cunningham

Georgia Boyle



Happy Birthday!

Laura A. Becraft	11/1
Alicia Donnell Atkinson	11/3
Dana Buttry	11/4
Lois Anderson	11/5
Ursula Keith	11/5
Ann Targonski	11/5
Christine Marie Reader	11/7
Kimberly A. Adams	11/8
Amanda Lea Putman	11/12
Francine Kieft	11/14
Raelene Warfield	11/19
Jackie L. Moran	11/22
Mariana L. Figuerola	11/23
Valerie K. Fingerhut	11/27



Happy

MK Anniversary!

Elaine St. Clair	29th
Pauline Lawhorne	29th
Lynde L. Wolffis	27th
Carol Holtzclaw	25th
Tami S. Anderson	20th
Ruth Fineout	14th
Lois Anderson	13th
Michele D. Randle	9th
Dawn C. Standish	8th
Susan Leslie Stick	7th
Michelle Renee Lepley	3rd



Sailing Towards Seminar 2010

Driving to Double!

SEMINAR 2010 NATIONAL COURTS



QUEEN OF COURTS



QUEEN'S COURT OF
PERSONAL SALES
\$36,000 RETAIL



QUEEN'S COURT OF
RECRUITING
24 QUALIFIED
TEAM MEMBERS

Unit Court of Sales

As of 10/31/09

Amanda S. Nunnally	\$5,385.00
Paula J. Hawkes	\$4,672.25
Debra A. Putman	\$4,246.50
Alicia R. English	\$3,889.00
Charlene T. Mayes	\$3,494.50
Sharon Jedd	\$3,343.00
Karri Ouwerkerk	\$2,499.00
Mary E. Hillman	\$2,492.50
Andree H. Drake	\$2,411.00
LuAnne Yearwood	\$2,261.50
Tami D. Stears	\$2,251.50
Melissa Brown	\$2,082.00

Unit Court of Sharing

As of 10/31/09

Duranda Jackson 2

Melissa Brown 1

*Who will you share the MK opportunity
with this month?*

Consistency is the Key!

Thank you to the following Consultants who invested in the Mary Kay Business in the month of October!

Debra Putman
Sharon Jedd
Amanda Putman
Karri Ouwerkerk
Amanda Nunnally
Adrienne Kirkeby
Karen Doan
Duranda Jackson
LuAnne Yearwood
Denise Slaby
Veniace Cunningham
Georgia Boyle
Tami Stears
Charlene Mayes
Robin Gambino
Jamie Maestri
Carolyn Lane

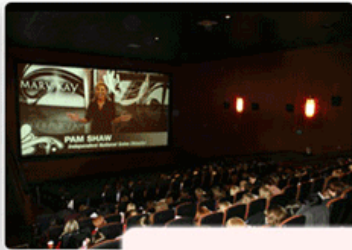
Paula Hawkes
Kathy Torrey
Barbara Wheelright
Jeanne Smith
Jodi Carlson
Alicia English
Mary Hillman
Deborah Meschke
Teresa Morgan
Angie Davis
Rachel Deback
Maree Boeve
Raelene Warfield
Wendy Nelson
Michelle Lepley
Jessica Conley
Dawn Standish

Pam Wiescinski
Brenda Schultz
Janis Smith
Danita Moore
Elaine St. Clair
Lois Anderson
Laura Carpentier
Cynthia Arango
Teresa Cunningham
Jackie Moran
Jennifer Cressey
Lenna Knight
Michelle Scott
Denise Casemier
Laura Becraft
Jeanie Armstrong
Carol Holtzclaw

Luba Patterson
Kimberly Parkhill
Jennifer Westphal
Pauline Lawhorne
Lorinda Niffenegger
Tracu Douthit
Mary Hall
Sherri Lipford
Shelly Ritter
Kathy Sommerfeldt
Stacy Thompson
Martha Duong
Christel Keeton
Melissa Ferez
Nancy Greer



Mary Kay at the Movies Satellite Education Event



JUST FOR YOU!
Come see Mary Kay leaders
Independent Executive National
Sales Director Carol Anton,
Independent Senior Sales Director
Menina Givens (in English), and
Independent Executive
National Sales Director Lupita
Ceballos and Independent Elite
Executive Senior Sales Director
Alma Orrostieta (in Spanish) share
their trailblazing expertise LIVE!



Don't miss the LIVE must-see experience!

December 5, 2009
11:00 PM - 1:00 PM CST

Registration:
October 26th
thru November 27th

Tickets
\$18 Oct 26th - Nov 15th
\$23 Nov 16th -27th

At Location Near You!
See MK InTouch for Locations

the look Preferred Customer Program Winter Enrollment



Enroll
Oct. 16 - Nov. 15
mails Dec 21st
65 cents each



Gift with Purchase
Premium Tweezer &
Soothe Set



Fragrance
Free
Satin Hands
Sampler

Second Mailer
Enroll
Oct. 16 - Nov. 15
Mails Jan 26
35 cents each



PCP will help you boost your business!
Enroll Today!

\$600 Wholesale Each Month Earns You a Fabulous Educational CD by NDS Sharon Bucks



October CD Winners

Debra Putman
Sharon Jedd
Amanda Putman

Karri Ouwarkerk
Amanda Nunnally



The Future Carlson-Glas Area

Come Sail Away With Me to NSD!

First Line Offspring Directors



Catherine Ahlgrim



Jan Geig



Debie Yacovazzi



**Who will be the Next Area Director...
Is it YOU????**

Second Line Offspring Directors



Beth Brinkley



Kim Kozar



Cyndi Daugherty



Cynthia Morrissey



On Their Way to Directorship

**Future Director/DIQ
8+ Active Team Members**

This could be you!

**Team Leader 5+ Active
Team Members**

Shelly Ritter
Denise Slaby
Debra Slager
Lynde Wolffis



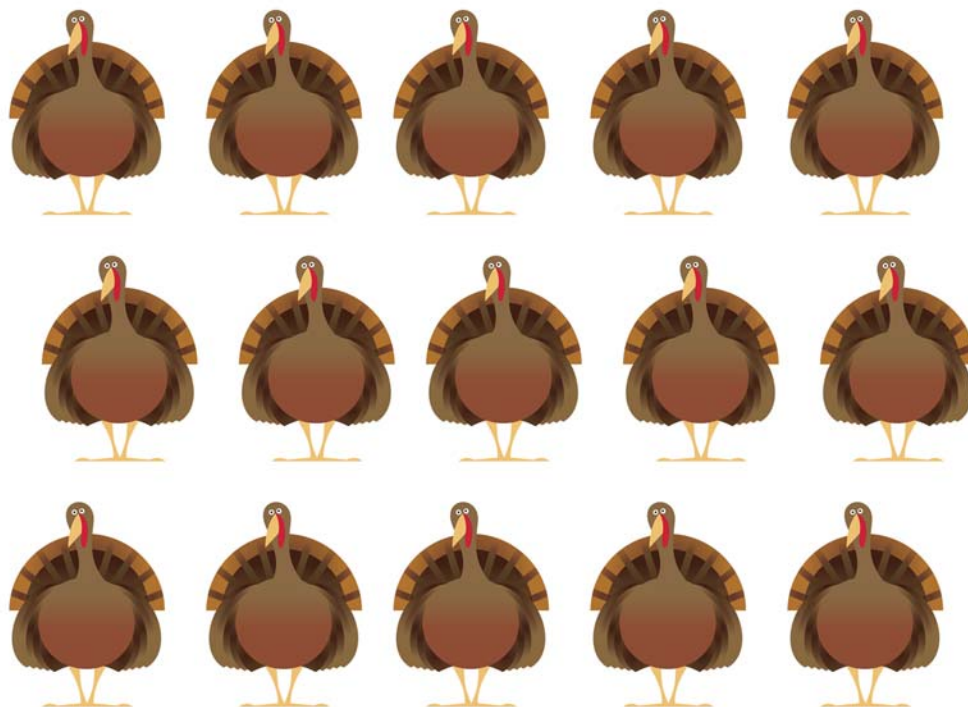
**Star Team Builder 3-4
Active Team Members**

Alicia English
Melissa Brown
Sharon Jedd
Jamie Maestri
Mary Hillman
Elaine St. Clair
LuAnne Yearwood

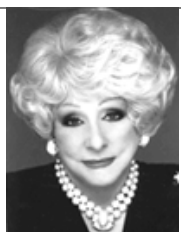
**Senior Consultant 1-2
Active Team Members**

Joanne Brophy
Angie Davis
Robin Gambino
Christel Keeton
Pauline Lawhorne
Amanda Nunnally
Ruth Fineout
Pam Wiescinski
Sally Peltz
Brenda Shultz

15 Faces and \$800 Wholesale in October = Tape Dispenser or Sunglasses or Pin Holder



Count your Blessings and Have a Bountiful Month!



Mary Kay
WISDOM

Every failure, obstacle or hardship is an opportunity in disguise. Success in many cases is failure turned inside out. The greatest pollution problem we face today is negativity. Eliminate the negative attitude and believe you can do anything. Replace "If I Can," "I hope" and "Maybe" with "I can, I will, I must."

**Weekly Summary Sheets
Help Keep You Focused!**

Enter your Weekly Summary Sheets online at www.MaryKayIntouch.com.

Go to *Business Tools*, then *Weekly Accomplishments*.

You can do this daily or weekly. Once you have completed the week be sure to click "*Submit My Accomplishments*" to send report to me. I use these reports to determine your eligibility for monthly prizes and recognition. You can print out a summary for your records also.

Weekly Accomplishment Reports for Oct

Melissa Brown

On the Go \$139

Duranda Jackson

On the Go \$125, PCP/Reorders \$134,
\$352 Facial , \$75 Class

holiday open house 101



The Holiday Preview Kit allows you to offer your customers a sneak peek at the **exciting limited-edition products** that will be available for them to purchase for the gift-giving season. You'll also want to make sure to have plenty of the regular-line products you know your customers already use and love, especially skin care. Combine this with the following suggestions from Independent Senior Sales Director **Anna Sempeles**, a Holiday Open House pro. They'll help you get your holiday sales soaring and that will help us achieve the 5 million party goal!

- 1 Get a guest list together.** Include everyone! Send your invitations two to three weeks in advance! Follow up with a phone call or e-mail reminder. Then give a small gift like a Mini Satin Hands® Hand Cream to the first 20 people who RSVP.
- 2 Use candles, music, festive lighting, food and pretty tablecloths.** Get creative! This event can establish you as a year-round gift source for your customers.
- 3 Offer prewrapped gifts** that vary from \$8 to \$20 and a few priced from \$25 to \$75. This takes the guesswork out of shopping and appeals to those who want a gift that's ready to go.
- 4 Have a table for stocking stuffers!** You could have several stockings laid out on a table with items already stuffed inside, like supplements or a Two-Minute Look or all products under \$10.
- 5 Create several looks to display in the Mary Kay® Compact and Mary Kay® Compact Pro®** with color products that have a special holiday look. Offer them as complete sets ready to grab and go.
- 6 Build on the momentum with booking incentives.** Ask customers to book a class in December or January, and as a bonus, offer a small gift on the spot.
- 7 Hold prize drawings.** Give away small product gifts throughout the open house to keep things energetic and fun.
- 8 Have a Virtual Makeover station** with a laptop set up where you can help customers create their own color looks.
- 9 Don't forget the guys!** Consider displaying the limited-edition MKMen® Grooming Set and the limited-edition body and hair shampoos in Domain® and MK High Intensity™ scents. Group them with their corresponding fragrances for the perfect gift.
- 10 Consider showing several fragrance set options.** For example, you could group a Bella Belara® Eau de Parfum with its corresponding limited-edition body lotion, a limited-edition fragrance solid compact with its corresponding limited-edition Shimmeriffic® body powder, or all four products together! This gives shoppers several price options.



Carlson Classics

Unit Prizes and Awards Seminar Year 2009 –2010



2010 UNIT SEMINAR AWARDS

National Queen Courts

Court of Sales: \$36,000 Retail
Court of Recruiting; 24 Qualified Team Members

Diamond Area Go-Give Awards

Court of Sales: \$20,000 Retail
Court of Recruiting: 12 Qualified Team Members

Carlson Classics

Court of Sales
Court of Recruiting
Miss Go-Give Award
Most Improved Award

Monthly Unit Promotion

\$800 Wholesale plus 15 Faces



Earn this Darling
Mary Kay Custom Tape Dispenser Set - Imprinted with "MK Enriching Women's Lives"

Or

Earn these Glamorous
Tortoiseshell Sunglasses with Case



Or

Earn this Stylish *Consultant Image Pin Holder*



Year Long Unit Promotion



\$300 Weeks earn a Darling Crystal Bee Pin

\$1000 Weeks earn a Beautiful Stunning Iridescent Bee Pin

Mary Kay Star Consultant Program

Each quarter you will receive a prize from Mary Kay according to your wholesale orders for the quarter. This Star Program was started to award consultants who ordered consistently... building their wholesale inventory level each quarter.

\$1,800	Sapphire
\$2,400	Ruby
\$3,000	Diamond
\$3,600	Emerald
\$4,800	Pearl



All 4 Quarter Star Consultants Earn a Ride in the Limo to the Magnificent Go Give Awards Night!



Daring to Double!



November 2009

SUN	MON	TUES	WED	THURS	FRI	SAT
<p>Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.</p> <p>1</p>	2	3	4	5	6	7
<p>Online Sales Director-In-Qualification Commitment Form available beginning 6 a.m. Central time.</p> <p>8</p>	<p>Kalamazoo Meeting Turkey Shuffle Bronson Health Club 6pm Models welcome. Fun!</p> <p>9</p>	<p><i>No Meeting</i></p> <p>10</p>	<p>Veterans Day observed. Postal holiday.</p> <p>11</p>	12	13	14
 <p>PCP Enrollment Deadline</p> <p>15</p>	<p>Kalamazoo Meeting 6pm Business Center off Coolidge/Center. Share with Fall/Holiday Models Fun!</p> <p>16</p>	<p>Holland Coffee 6:30 pm, 1 hour at Panera Bread</p> <p>17</p>	18	19	<p>October Career Car qualifier paperwork due to Company.</p> <p>20</p>	21
22	<p>Kalamazoo Meeting 6pm Business Center off Coolidge/Center. Share with Fall/Holiday Models Fun!</p> <p>23</p>	24	<p>Last day of the month for Independent Beauty Consultants to place telephone orders (until midnight Central time).</p> <p>25</p>	 <p>Happy Thanksgiving</p> <p>26</p>	<p>Company holiday. All Company and branch offices closed.</p> <p>27</p>	28
<p>Last day of the month for Independent Beauty Consultants to place online orders (until midnight Central time).</p> <p>29</p>	<p>Kalamazoo Meeting 6pm Business Center off Coolidge/Center.</p> <p>30</p>	<p>Ongoing This Month</p> <ul style="list-style-type: none"> • Beauty that Counts™ Initiative (through Dec. 15, 2009) • All-Star Star Consultant Consistency Challenge (through June 15, 2010) • Bee Focused Team-Building Challenge (through June 30, 2010) • Customers Count Challenge (through June 15, 2010) • Class of 2010 (through July 1, 2010) 				

***"Take a deep breath, count to ten, and tackle each task one step at a time."
Linda Shalaway***



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Jodi Carlson-Glas, Future Executive Senior Sales Director

Jodi Carlson-Glas

Future Executive Senior Sales Director

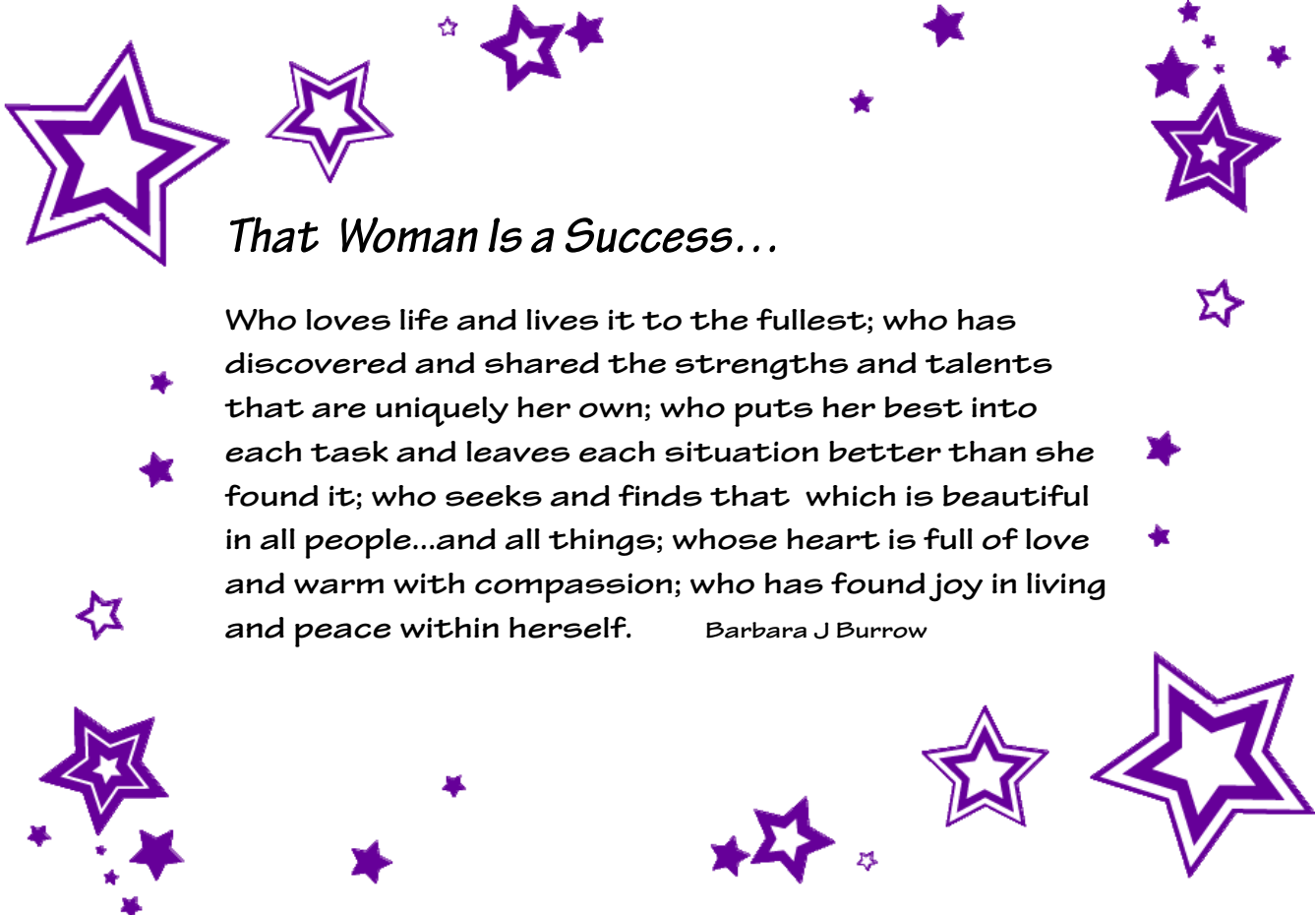
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That Woman Is a Success...

Who loves life and lives it to the fullest; who has discovered and shared the strengths and talents that are uniquely her own; who puts her best into each task and leaves each situation better than she found it; who seeks and finds that which is beautiful in all people...and all things; whose heart is full of love and warm with compassion; who has found joy in living and peace within herself.

Barbara J Burrow