



Ashlyn Couch
Sales Director

NEW
FACES
Take You
PLACES

DAZZLING DIAMONDS

JUNE 2018, MAY RESULTS



Queen of Sales



Shayla Henderson

CONGRATS MONTHLY ACHIEVERS!



#2 Sales

San
Thang



#3 Sales

Victoria
Flick



Queen of Sharing



Brianna Burke

Welcome
New
Consultants!

New Consultant

Shayla Henderson

Courtney Tackett

From

EDINBURGH, IN

INDIANAPOLIS, IN

Sponsored by

A. Couch

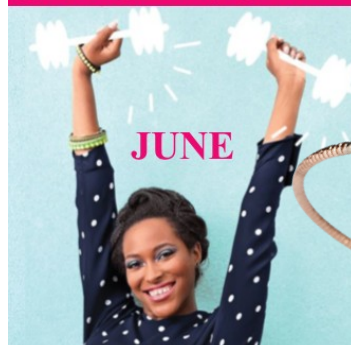
B. Burke

CONGRATULATIONS **STRENGTH**

to these consultants who earned the New
Faces Take You Places bracelet last month:

Shayla Henderson

Ashlyn Couch



June Bracelet Power Word:
STRENGTH

To earn the bracelet, just
place a \$600

Sale

order

wholesale





Building the Courage to Break Out of Your Comfort Zone

By Brian Tracy

There are several forms of courage that you can develop with practice. These forms of courage will help you to achieve the great success that is possible for you. They are all learnable with practice.

Dream Big Dreams

The first form of courage is the courage to dream big dreams and to set big goals. This is where most people are stopped. The very idea of setting big, challenging, exciting, worthwhile goals is so overwhelming that they quit before they even begin. But this is not for you. Sit down, write out your goals as if anything were possible for you, and never be afraid to dream big dreams.

Make a Commitment

The second type of courage is the courage to make a total commitment, throwing yourself wholeheartedly into whatever it is you decide to do. All successful people of my experience are people who are living fully engaged. They are fully involved in their lives and in their goals. They don't do things by half measures. They may have no guarantees, but they are not afraid to put their whole hearts into their activities. If they fail, they fail by trying greatly, not by playing it safe, wishing and hoping that everything will work out all right.

Move out of Your Comfort Zone

The third type of courage you need is the courage to move out of your comfort zone. It is the courage to move into your zone of *discomfort*, where you feel awkward, clumsy, and alone. The comfort zone is one of the greatest enemies of human potential. When people get into a comfort zone, they strive to stay in that comfort zone. Often their whole lives pass them by while they are furnishing and reinforcing their little rut of medium performance. You need the courage to continually move yourself in the direction of your biggest goals and ambitions. You need to be willing to face discomfort in order for you to grow.

Step Out in Faith

You need the courage to launch in faith with no guarantees of success. Someone once wrote, *"If every obstacle must first be overcome, nothing will ever get done."* Courageous people are those who have a dream and set a goal, make a plan and take the first step, with no assurances and no guarantees that their efforts will result in success. However, if you look upon every step forward as a learning experience and every setback as a valuable lesson that has been sent to you to make you stronger and better, you will not be afraid to launch in faith into the unknown.

Risk Failure

You need the courage to risk failure. You need the courage to endure constant setbacks, disappointments, and temporary defeats. You need to learn to deal with failure by realizing that it is an indispensable prerequisite for success. You need the courage to treat failure as an opportunity to more intelligently begin again. You need to overcome the fear of failure by doing the things you fear over and over again, and then by resolving to bounce rather than break when things don't work out for you.

Face Your Fears

You need the courage to turn toward danger continuously. Identify all the fear situations in your life that cause you stress or anxiety today. Decide what the worst possible outcome of each of these situations might be. Resolve to accept the worst, should it occur. And then take action to resolve each of those situations. Refuse to allow a fear situation to remain in your life, dominating your thinking and emotions and holding you back.

Be Willing To Make Mistakes

You need the courage to be willing to make mistakes and learn from them. All peak performers continually make decisions, make mistakes, learn from them, self-correct, and carry on. Successful people are not those who necessarily make the right decisions all the time, but they make their decisions right. If they make a mistake, they accept it, learn as much as possible from it, failing and **making mistakes**. The more you fail and the more mistakes you make, the smarter you become and the more likely it is that you will eventually achieve your goals.

Accept Complete Responsibility

You need the courage to accept complete responsibility for your life, which means to take ownership for results. You need the courage to refuse to make excuses or to defend yourself. You need the courage to say, over and over again, *"I am responsible!"* When something goes wrong, you focus on the solution rather than the problem. You ask, *"What do we do from here? What's the next step? What is the solution?"* You then pick yourself up and carry on, extracting the wheat from the situation and throwing away the chaff.

Persist Longer

The final courage you need is the courage to persist longer than anyone else. Persistence is the quality that will ultimately guarantee your success. Your willingness to persist in the face of every adversity can be your greatest asset. It can be the one factor that guarantees your success.

If you refuse to quit, you must ultimately succeed. Just as in baseball, you won't ultimately hit a home run unless you keep on swinging. In 30 years of studying successful people, I have discovered one fact over and over. No one was ever defeated until they accepted defeat as a reality. No one can ever defeat you but yourself.

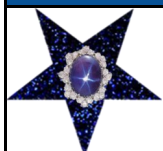
SHOOT FOR THE STARS

4th Quarter 2018: March 16 — June 15, 2018		Wholesale Production Needed For Star:				
Name	Current Wholesale	Sapphire ♥ \$1,800	Ruby ♥ \$2,400	Diamond ♥ \$3,000	Emerald ♥ \$3,600	Pearl ♥ \$4,800

Be sure to check on www.marykayintouch.com for the most current results!

ASHLYN COUCH	\$2,515.00	*****	STAR	\$485.00	\$1,085.00	\$2,285.00
SHAYLA HENDERSON	\$1,800.00	STAR	\$600.00	\$1,200.00	\$1,800.00	\$3,000.00
LAURA CARTER	\$851.50	\$948.50	\$1,548.50	\$2,148.50	\$2,748.50	\$3,948.50
VICTORIA FLICK	\$837.50	\$962.50	\$1,562.50	\$2,162.50	\$2,762.50	\$3,962.50
HEATHER LIMP	\$833.50	\$966.50	\$1,566.50	\$2,166.50	\$2,766.50	\$3,966.50
SAN THANG	\$765.00	\$1,035.00	\$1,635.00	\$2,235.00	\$2,835.00	\$4,035.00
CHELSEA HARRISON	\$601.00	\$1,199.00	\$1,799.00	\$2,399.00	\$2,999.00	\$4,199.00
MYSIA DEWITT	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
SOPHIA SANDMAN	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
CANDY DEWITT	\$488.50	\$1,311.50	\$1,911.50	\$2,511.50	\$3,111.50	\$4,311.50
JENNA HOLE	\$457.00	\$1,343.00	\$1,943.00	\$2,543.00	\$3,143.00	\$4,343.00

HOW TO BECOME A STAR CONSULTANT



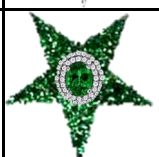
Sapphire: \$300 weekly retail sales, which equals \$600 wholesale orders monthly and \$1,800 wholesale per quarter.



Diamond: \$500 weekly retail sales, which equals \$1,000 wholesale orders monthly and \$3,000 wholesale for the quarter.



Ruby: \$400 weekly retail sales, which equals \$800 wholesale orders monthly and \$2,400 wholesale for the quarter.



Emerald: \$600 weekly retail sales, which equals \$1,200 wholesale orders monthly and \$3,600 wholesale for the quarter.

STAR CONSULTANT PROGRAM

MARCH 16 TO JUNE 15, 2018

FOR ALL THE SEASONS OF YOUR LIFE

sapphire 1800

Summer Beach Set (set of 3)

R.J. Graziano® Blue Necklace and Earrings Set

Quartz Stone-Top Table Tray

Statement Necklace and Earrings Set

Davidson Aluminum Coral Bowls (set of two)

Brooksstone® Floating Waterproof Bluetooth® Speaker

Coleman® Soft-Sided Cooler and Wheeled Cooler Set (set of two)

diamond 3000

Kitchenaid® Free Speed Blender

Kate Spade New York® Harding Street Stripe Small Riley Tote

ruby 2400

Acrylic Entertainment Set (set of four)

Navy Picnic Set

emerald 3600

Davidson Aluminum Coral Bowls (set of two)

Coleman® Soft-Sided Cooler and Wheeled Cooler Set (set of two)

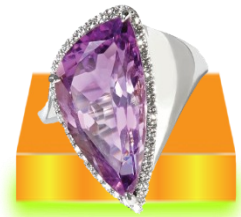
LET YOUR SUMMER SIZZLE!

SEE YOU AT THE TOP



QUEEN'S COURT OF SALES

#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Victoria Flick	\$8,271.00	\$0.00	\$8,271.00
2	Heather Limp	\$8,233.00	\$0.00	\$8,233.00
3	San Thang	\$5,918.00	\$0.00	\$5,918.00
4	Jenna G. Hole	\$4,837.00	\$0.00	\$4,837.00
5	Shayla Henderson	\$4,137.00	\$0.00	\$4,137.00
6	Jacqueline A. Phelps	\$3,002.00	\$0.00	\$3,002.00
7	Candy DeWitt	\$2,456.00	\$0.00	\$2,456.00
8	Candy M. Miller	\$2,391.00	\$0.00	\$2,391.00
9	Laura Carter	\$2,004.00	\$0.00	\$2,004.00
10	Nichole Lane	\$1,979.00	\$0.00	\$1,979.00
11	Kathy Ebbing	\$1,970.00	\$0.00	\$1,970.00
12	Dana Shepherd	\$1,727.00	\$0.00	\$1,727.00
13	Chelsea Harrison	\$1,483.00	\$0.00	\$1,483.00
14	Mysia DeWitt	\$1,481.00	\$0.00	\$1,481.00
15	Sophia Sandman	\$1,481.00	\$0.00	\$1,481.00
16	Rachel Rowe	\$1,403.00	\$0.00	\$1,403.00
17	Rayta Nelson	\$1,142.00	\$0.00	\$1,142.00
18	Ebony Mack	\$1,134.20	\$0.00	\$1,134.20
19	Tiffany Rushton	\$997.00	\$0.00	\$997.00
20	Erin Dobbs	\$934.00	\$0.00	\$934.00
21	Kayla Fulkerson	\$901.00	\$0.00	\$901.00
22	Ashlyn B. Couch	\$19,587.00	\$0.00	\$19,587.00



QUEEN'S COURT OF SHARING

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Heather Limp	3	\$510.14
2	Mysia DeWitt	1	\$24.00
3	Ashlyn B. Couch	8	\$1,834.99



TEAMWORK MAKES THE DREAM WORK

WHOLESALE ORDERS

These consultants invested in their business last month!

Name	Amount
Shayla Henderson	\$1,800.00
San Thang	\$297.00
Victoria Flick	\$258.00
Heather Limp	\$230.00
Rachel Rowe	\$229.50
Jenna G. Hole	\$228.00
Rayta Nelson	\$226.50
Tiffany Rushton	\$226.00
Kim Limp	\$225.50
Brianna Burke	\$225.50
Candy DeWitt	\$79.50
Courtney Tackett	\$44.00
Ashlyn B. Couch	\$934.50

TEAM BUILDING

Name	Recruits
Brianna Burke	1
Ashlyn B. Couch	1

CELEBRATING
55 YEARS
SEMINAR
Dallas, Texas

RUBY July 20 - 23
SAPPHIRE July 24 - 27
EMERALD July 28 - 31
DIAMOND Aug. 1 - 4
Registration is open now!



Finish Your Seminar Goals This Month!

Or, set and complete a different short-term goal this month!

Mary Kay said, *"Decide to take leadership over your future and set goals. The difference between top and bottom people is the difference between the goals that they set -- so become a goal-setting, goal-inspired, goal-achieving person."*

The Mary Kay Seminar Year ends June 30th. You can make magic happen in June with these easy tips:

Be Sure to Set "Smart" Goals:

S – Specific (or Significant)
M – Measurable (or Meaningful)
A – Attainable (or Action-Oriented)
R – Relevant (or Rewarding)
T – Time-bound (or Trackable)

I would love to talk to you about your goals for June! Every goal you accomplish in Mary Kay in June helps our unit!

LEADERS ON THE MOVE

Follow the Career Path to Success!

Senior Consultant

- 1+ Active Team Members
- 4% Commissions



Star Team Builder

- 3+ Active Team Members
- 4% commission
- \$50 bonuses
- **Wear The Red Jacket**



Team Leader

- 5+ Active Team Members
- 9-13% Commissions



On-Target for Car

- \$5000 wholesale
- Car or \$425/mo. CASH
- 5+ Active Team Members



Director In Qualification (DIQ)

- 8+ Active Team Members
- 9-13% Commissions



New Sales Director

- Class of 2018 Jewelry Collection
- See intouch for more perks!



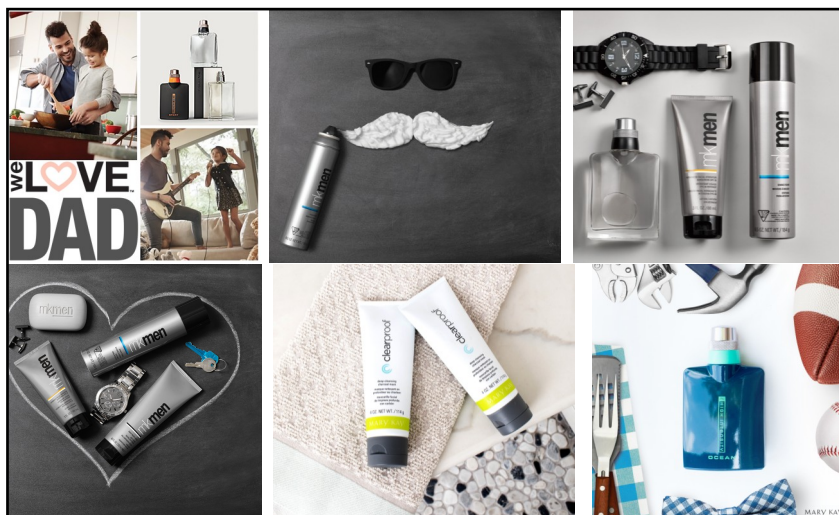
Team Leaders

Recruiter :Heather Limp
 Nichole Lane
 Kim Limp
 Ebony Mack
 Tiffany Rushton
 San Thang
 * Vicki Brown
 * Jacqueline A. Phelps
 * Amy Schetzle

Senior Consultants

Recruiter :Mysia DeWitt
 Brianna Burke
 Sophia Sandman
 Recruiter :Victoria Flick
 Rayta Nelson
 Recruiter :San Thang
 Tha H. Zing

**-Indicates Inactive, #-Indicates T Status.,
 Place a \$225 wholesale order to become active.*



LOVE CHECKS FROM MARY KAY

13% Recruiter Commission Level
 Ashlyn B. Couch

\$467.25

9% Recruiter Commission Level
 Heather Limp

\$67.37

4% Recruiter Commission Level
 Victoria Flick
 Mysia DeWitt

\$9.06

\$9.02

WHAT IS YOUR PLAN?

JUNE 2018 COMPANY DATES: (all times listed are CST)

1	<ul style="list-style-type: none"> Postmark cutoff: DIQ Commitment Forms Commitment Form available online at 12:01 a.m.
3	<ul style="list-style-type: none"> Deadline to submit DIQ Commitment Form online
15	<ul style="list-style-type: none"> Postmark deadline for Q4 Star Consultant contest. Deadline to make Q3 Star Consultant prize selections.
16	<ul style="list-style-type: none"> Q1 2019 Star Consultant quarterly contest begins. Online enrollment begins for Fall 2018 <i>The Look</i>, including exclusive samples (while supplies last).
17	<ul style="list-style-type: none"> FATHER'S DAY
20	<ul style="list-style-type: none"> Online prize selection open for Q4 Star Consultants
28	<ul style="list-style-type: none"> Last day of the month for Consultants' phone orders.
29	<ul style="list-style-type: none"> Last business day of the month. Mailed orders & Consultant Agreements must be received today to count toward June production.
30	<ul style="list-style-type: none"> Seminar 2018 contest period ends. Last day of the month for Consultants' online orders. Midnight deadline for Online Consultant Agreements

Selling TOOLS

Look for the [TimeWise® Miracle Set 3D™](#) page on *Mary Kay InTouch®* for these new or updated resources to help you build your confidence and sell, sell, sell!



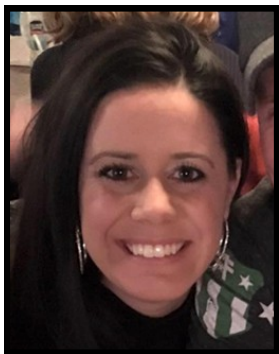
Words of Wisdom from Mary Kay

We are indeed changing this old world for the better. I've often said that we are doing something far more important than just selling cosmetics --- we are changing lives.

CELEBRATE IN JULY!

Birthdays	Day	Anniversaries	Years
Heather Limp	2	Candy M. Miller	1
Kathy Ebbing	10	Kelliana Coffman	1
Victoria Flick	12		
Cynthia Onyebinachi	14		





ASHLYN COUCH

Ind. Sales Director

**149 Robinson St.
Franklin, IN 46131**



DREAM BIG!

TimeWise® Miracle Set 3D™ Q&A

What are the products in the new TimeWise Miracle Set 3D and what is the price? *The suggested retail price for the entire set is \$110.00. It includes: 4-in-1 Cleanser; Day Cream SPF 30; Night Cream and Eye Cream.*

What is the individual retail price of each product in the Miracle Set 3D? *4-in-1 Cleanser is \$24; Day Cream SPF 30 is \$32; Night Cream is \$32 and Eye Cream is \$36. By buying the set, your customers will save \$14!*

For how long will I be able to order the current Miracle Set, and when will it be discontinued? *The current Miracle Set has been moved to the While Supplies Last section of the May 2018 Consultant order form. It will remain in the While Supplies Last section until supplies run out. It will not be available on Pink Sale.* *Please note that the Firming Eye Cream and 3-In-1 Cleansing Bar will NOT be discontinued.

Are there two versions of the 3D Day Cream? *Yes—SPF and non-SPF versions. The new Miracle 3D Set will contain Day Cream SPF 30, but the non-SPF version will be available for purchase on Section 1 for \$32.*

Will the Miracle Set 3D have a companion The Go Set? *Yes. It's available in Section 1 for \$25.*

Are there two formulas of the Miracle Set 3D? *Yes—Normal/Dry and Combination/Oily*

Does the Miracle Set 3D contain parabens? *No. This set does not contain parabens.*

Is the Miracle Set 3D fragrance-free and oil-free? *Yes.*

If the products are fragrance-free, why do I detect a scent? *You might notice a light scent when applying, but we have not added a traditional fragrance and every formula is fragrance-free and clinically tested for skin irritancy and allergy. The scent is coming from some of the ingredients carefully chosen to enhance the product's benefits.*

Are the Miracle Set 3D products gluten-free? *No. In general, we do not claim any products to be certified, gluten-free.*

For what type of customer is the Miracle Set 3D recommended? *For customers who have early-to-moderate signs of skin aging. It defends, delays and delivers younger looking skin and provides powerful antioxidant protection against free radicals.*

Are the Day and Night Creams considered moisturizers? *"Cream" is a description of a product form such as lotion, mousse or serum. "Moisturizer" is a general term of benefit. A moisturizer can take many forms with a variety of benefits. The TW Miracle Set 3D creams happen to be in a cream form that moisturizes and provides age-defying benefits.*

