

DAZZLING DIAMONDS

MAY 2018, APRIL RESULTS

Ashlyn Couch
Sales Director



Queen of Sales



Laura Carter

CONGRATS MONTHLY ACHIEVERS!



#2 Sales

Chelsea
Harrison

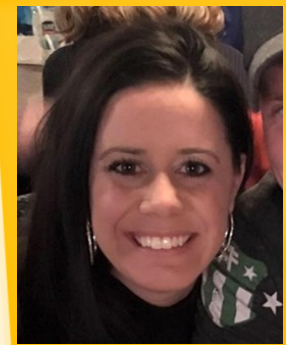


#3 Sales

Mysia
DeWitt



Queen of Sharing



Ashlyn Couch

Welcome
New
Consultants!

New Consultant

Mindy Balka
Brianna Burke
Laura Carter
Mysia DeWitt
Kim Limp
Mckayla Rumley
Sophia Sandman
Sheri Smith

From

WHITELAND, IN
FRANKLIN, IN
GREENWOOD, IN
FRANKLIN, IN
FRANKLIN, IN
NOBLESVILLE, IN
INDIANAPOLIS, IN
MORGANTOWN, IN

Sponsored by

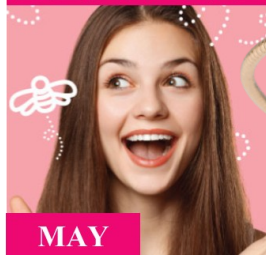
A. Couch
M. DeWitt
A. Couch
A. Couch
H. Limp
A. Couch
M. DeWitt
A. Couch

CONGRATULATIONS

to the following consultant who
earned the New Faces Take You
Places bracelet last month:

Laura Carter
Chelsea Harrison
Mysia DeWitt
Sophia Sandman
Ashlyn Couch

BELIEVE



MAY

May Bracelet Power Word: **BELIEVE**



To earn the
bracelet, just
place a
\$600 Sect. 1
wholesale order.



SHOULD I GO TO SEMINAR?

By Mary Pat Raynor

Every consultant in Mary Kay land is asking that question right now.

I remember so vividly 17 years ago when my Director told me to plan on going to seminar. It was a tough decision because:

- I had just quit my job to pursue MK full time and didn't have much income
- I was a brand new single mom
- I was paying all of our expenses including the mortgage and child care
- I was emotionally devastated from the breakup of my marriage
- I had no savings AND I had just submitted for DIQ, which meant that I would make additional trip to Dallas the month following seminar (we went before DIQ in the former system.)



Now, honestly, what would you be thinking? I had only been with the company around 6 months this point. Wouldn't you question the soundness of that decision? Besides, I had been to so many conferences and seminars in my educational background and, quite frankly, I didn't care for them.

Did I intend for Mary Kay to be my life's work? Yes! Was I nervous? Oh yes!!!! Did I go? YES! Think about this for a minute because your future lies in your thought process surrounding the following idea: your future success will always be in the Yes's of this business, never in the no's.

You are probably waiting to hear how much stronger I felt once the decision was made. I didn't. In fact, I cried most of the way down to seminar, hiding my tears from my team members. I was in a very fragile state emotionally, yet I knew my two little girls were counting on me to find the strength, courage and a way to go forward with our life. The thoughts kept creeping into my mind about the bills to be paid less than 4 days upon my return, including the mortgage, tuition and food! We had a yard sale to raise part of the money for my two trips. My faith wasn't even that strong at that time, but it was our dream. It was our future.

I share this because it is so easy to look at the Directors and assume that our road was easier than yours. To assume that we couldn't possibly know what you are going through—how it feels to leave your children, to raise the money when you are so in debt, or to leave home in the middle of one of life's difficult passages. Are you with me? However, when you decide to make a way, to find a way, to join us at seminar you will:

- Gain a new vision for what YOU can do with your business
- No longer question whether or not this business is for you
- Learn how to save time and manage time better
- See your energy level & focus on your goals increase dramatically
- Receive training that can double, even quadruple, your income
- Observe your thinking shift from "maybe" to "will"
- Be inspired to new heights of thinking and behaving
- Learn about your products & gain a new-found confidence in sharing them
- Make very special friendships with women who will share the career path with you **AND** you will have more fun than you can possibly imagine!



If your current boss told you that a business seminar would take place this summer and you would be expected to go what would you do? You would simply make the arrangements. This is exactly what I want you to do with Seminar. Please don't question attending the event that will be the most life-changing few days in your career. **Just make the arrangements.** The only acceptable reasons for not attending are death and dilation. :-)

Your future is much too important to ignore this. Remember, successful people are "find a way, make a way" women. They have complications, they have stresses, yet they base their decisions on the future and what it holds, not the present obstacles.

Imagine the future when your story, full of obstacles, will inspire other women! And it will all boil down to the fact that you simply made the arrangements and went to Seminar. I'm sending encouragement and Faith your way! Go to the web and register now! **Those who show up go up!!**

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	\$1,580.50	\$219.50	\$819.50	\$1,419.50	\$2,019.50	\$3,219.50
LAURA CARTER	\$851.50	\$948.50	\$1,548.50	\$2,148.50	\$2,748.50	\$3,948.50
HEATHER LIMP	\$603.50	\$1,196.50	\$1,796.50	\$2,396.50	\$2,996.50	\$4,196.50
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
VICTORIA FLICK	\$579.50	\$1,220.50	\$1,820.50	\$2,420.50	\$3,020.50	\$4,220.50
SAN THANG	\$468.00	\$1,332.00	\$1,932.00	\$2,532.00	\$3,132.00	\$4,332.00
CANDY DEWITT	\$409.00	\$1,391.00	\$1,991.00	\$2,591.00	\$3,191.00	\$4,391.00

TimeWise® Miracle Set 3D™ Suggested Dialogues

Beauty brands everywhere make changes to their products on a regular basis without providing guidance or a heads-up to their consumers. Luckily for your customers, they have a Mary Kay Consultant to help them transition any time one of their beloved products change! Check intouch for several suggestions on sharing the new TimeWise® Miracle Set 3D™ with existing and potential new customers. To get you started, below are some suggested dialogues.

Try calling, texting or even emailing the following: "Hi Suzy! It's Amy, your Mary Kay Consultant. I was just wondering ... Do you believe in miracles? Well, I do, and one is finally here: the new TimeWise® Miracle Set 3D™. It uses the latest skin care science to help you look younger longer. I'm so excited to share it with you. Are you available on Saturday at 1:00? I'd love for you to be one of the first to try this skin care miracle!"

"Hi Suzy! It's Amy, your Mary Kay Consultant. I know how much you love your TimeWise® Miracle Set®. So, I wanted to make sure to let you know that it's been upgraded! It's now called TimeWise® Miracle Set 3D™ and it's shown to provide improvement of the visible signs of aging in just 4 weeks!* I can't wait for you to try it. Are you available on Saturday at 1:00?"



All In with 8!

Jan. 1 – June. 1, 2018

A limited-time opportunity for entering and completing DIQ

For a limited time, you can enter DIQ with the All In With 8! DIQ promotion! A Future Sales Director will be eligible to enter the Director-in-Qualification program when she has 8 active personal team members.

Visit intouch for complete details.

Class of 2018
Suits &
Accessories:

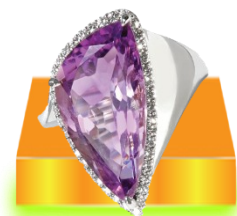


SEE YOU AT THE TOP



QUEEN'S COURT OF SALES

#	Name	YTD Retail	YTD PC Prem & Add'l Credit	YTD Total
1	Heather Limp	\$7,773.00	\$0.00	\$7,773.00
2	Victoria Flick	\$7,755.00	\$0.00	\$7,755.00
3	San Thang	\$5,324.00	\$0.00	\$5,324.00
4	Jenna G. Hole	\$4,381.00	\$0.00	\$4,381.00
5	Jacqueline A. Phelps	\$3,002.00	\$0.00	\$3,002.00
6	Candy M. Miller	\$2,391.00	\$0.00	\$2,391.00
7	Candy DeWitt	\$2,297.00	\$0.00	\$2,297.00
8	Laura Carter	\$2,004.00	\$0.00	\$2,004.00
9	Nichole Lane	\$1,979.00	\$0.00	\$1,979.00
10	Kathy Ebbing	\$1,970.00	\$0.00	\$1,970.00
11	Dana Shepherd	\$1,727.00	\$0.00	\$1,727.00
12	Chelsea Harrison	\$1,483.00	\$0.00	\$1,483.00
13	Mysia DeWitt	\$1,481.00	\$0.00	\$1,481.00
14	Sophia Sandman	\$1,481.00	\$0.00	\$1,481.00
15	Ebony Mack	\$1,134.20	\$0.00	\$1,134.20
16	Rachel Rowe	\$944.00	\$0.00	\$944.00
17	Erin Dobbs	\$934.00	\$0.00	\$934.00
18	Kayla Fulkerson	\$901.00	\$0.00	\$901.00
19	Tha H. Zing	\$795.00	\$0.00	\$795.00
20	Rayta Nelson	\$689.00	\$0.00	\$689.00
21	Ashlyn B. Couch	\$17,688.00	\$0.00	\$17,688.00



QUEEN'S COURT OF SHARING

#	Name	Seminar Qualified Recruits	Earned Recruit Commission Credit
1	Heather Limp	3	\$483.41
2	Mysia DeWitt	1	\$24.00
3	Ashlyn B. Couch	7	\$1,497.58



TEAMWORK MAKES THE DREAM WORK

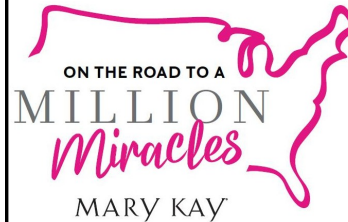
WHOLESALE ORDERS

These consultants invested in their business last month!

Name	Amount
Laura Carter	\$851.50
Chelsea Harrison	\$601.00
Mysia DeWitt	\$600.00
Sophia Sandman	\$600.00
Victoria Flick	\$387.00
Iris Leathers	\$321.00
Heather Limp	\$236.50
Ebony Mack	\$235.00
Jenna G. Hole	\$229.00
Nichole Lane	\$225.50
Ashlyn DeWitt	\$76.00
Dana Shepherd	\$72.00
Jacqueline A. Phelps	\$65.50
Rayta Nelson	\$10.00
Ashlyn B. Couch	\$1,536.00

TEAM BUILDING

Name	Recruits
Mysia DeWitt	2
Heather Limp	1
Ashlyn B. Couch	5



May 12 –
July 19,
2018



We're on the road to an amazing future, and it all begins with the game-changing TimeWise® Miracle Set 3D™. This innovation sensation is our key to a MILLION miracles. Join Nathan Moore, President, North America, as we journey toward record-breaking sales, memory-making events and earth-shaking excitement. If we achieve our goal of selling 1 million TimeWise® Miracle Set 3D™ sets, \$1 million will be donated to The Mary Kay Foundation, and we'll celebrate at Seminar! This is our year to let our dreams lead the way. *Where will the road take you this year?*

Get ready for the first stop on the tour! **May 4** President of North America Nathan Moore, Chief Marketing Officer Sheryl Adkins-Green and Chief Scientific Officer Dr. Lucy Gildea will meet with top beauty editors in New York City to introduce TimeWise® Miracle Set 3D™ to the beauty world! They will congratulate and celebrate with the winners of the Mary Kay® Try It Challenge at a reception in the winners' honor.

May 5 Nathan joins the Mary Kay® Try It Challenge winners at the Create & Cultivate Beauty Summit featuring Mary Kay. Sheryl will join other top beauty industry leaders on a panel, and Mary Kay Global Beauty Ambassador Luis Casco will show attendees that glowing skin is always in, thanks to TimeWise® Miracle Set 3D™. Dr. Gildea will answer skin care questions at the TimeWise® Miracle Set 3D™ booth.

Tune in to a Mary Kay Live Stream on Mary Kay InTouch® at 10 a.m. Central time (English) and 12 p.m. Central time (Spanish) to watch a special "Miracle Event on 34th Street" where Nathan and Independent Senior National Sales Directors Cyndee Gress and Evelinda Díaz will announce the exciting launch of TimeWise® Miracle Set 3D™! Start planning now to host a VIP-style watch event.

Plan now to tune in and watch Good Morning America® on Monday, **May 14**, between 8 and 9 a.m. in your time zone. This is big news! TimeWise® Miracle Set 3D™ will be on the show. And watch for a commercial spot too! Watch this week's TimeWise® Miracle Set 3D™ Spotlight Video featuring Independent Executive Senior Sales Director Karime Rosas. She shares helpful tips on managing your inventory and more.

Remember to print out the recently-updated On the Road to a Million Miracles tour-stop guide to help you schedule, plan and follow along!

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!



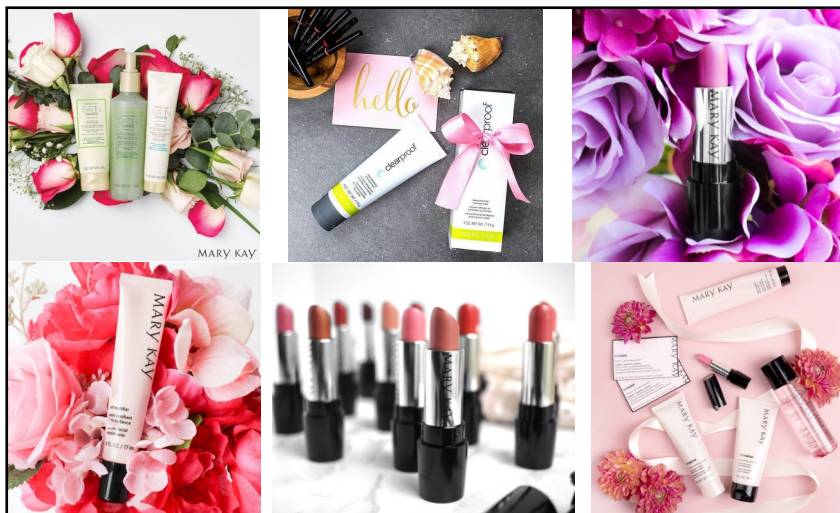
Team Leaders

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

Senior Consultants

Recruiter :Mysia DeWitt
 Sophia Sandman
 * Brianna Burke
 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

\$738.62

9% Recruiter Commission Level
 Heather Limp

\$62.73

4% Recruiter Commission Level
 Mysia DeWitt
 Victoria Flick

\$24.00
 \$0.40

WHAT IS YOUR PLAN?

MAY 2018 COMPANY DATES:

1	<ul style="list-style-type: none"> Postmark cutoff: Consultants' DIQ Commitment Forms Commitment Form available online at 12:01 a.m. CST
3	<ul style="list-style-type: none"> Deadline to submit DIQ Commitment Form online Form available until 11:59 p.m. CST
10	Early ordering of the new Summer 2018 promo items begins for Q2 Star Consultants and those who enrolled in <i>The Look</i> for Summer 2018
12	Mary Kay's birthday!
13	Mother's Day
15	<ul style="list-style-type: none"> Mailing begins for Summer 2018 edition of <i>The Look</i> Everyone can order the Summer 2018 promo items.
16	Summer 2018 promotion begins. Official on-sale date.
28	Memorial Day. Company offices closed. Postal holiday.
30	<ul style="list-style-type: none"> Last day of the month for Consultants' phone orders
31	<ul style="list-style-type: none"> Last day of the month for Consultants' online orders. Last business day of the month. Mailed orders & Consultant Agreements must be received today to count toward this month's production Online Consultant Agreements deadline 11:59 pm CST



Words of
Wisdom
from
Mary Kay

We must have a theme, a goal, a purpose in our lives. If you don't know where you're aiming, you don't have a goal. My goal is to live my life in such a way that when I die, someone can say, "She cared."

CELEBRATE IN JUNE!

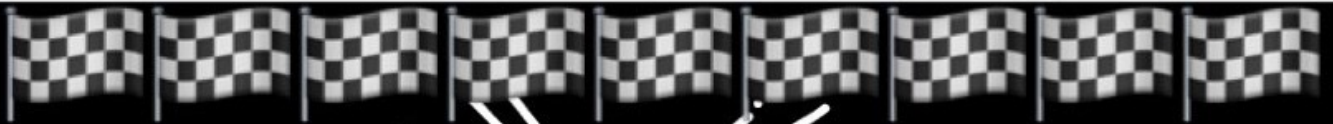
Birthdays	Day	Anniversaries	Years
Ebony Mack	4	Hannah Johnson	1
Emily Martindale	25	Olivia D. Jarvis	1
Brianna Burke	29	Kathy Ebbing	1
Ashlyn B. Couch	30	Taryn Hilsmeier	1
		Kayla Fulkerson	1
		Anna DeWitt	1
		Danielle Johns	1





MAY PROMOTION

1	2	3	4	5	6	7	8	9	10
11	12	13	14	15	16	17	18	19	20
21	22	23	24	25	26	27	28	29	30
31	32	33	34	35	36	37	38	39	40
41	42	43	44	45	46	47	48	49	50



FILL THE SQUARES AND WIN!!

**15- KEY CHAIN
30- NOTEBOOK
50- MUG**

1 SQUARE PER:
INTERVIEW
FACE
\$100 WS
1 NEW ACTIVE
TEAM MEMBER

Miracle May

Unit Building BONUS

*Dazzling
Diamonds*

When 10
women start
their business
in MAY

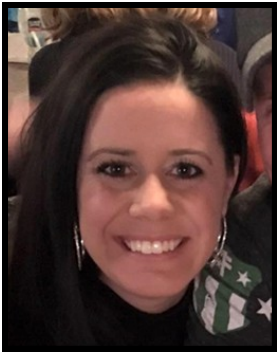


WIN-WIN



1 lucky NEW
Consultant or their
Recruiter will WIN
this Coach wristlet
or VISA gift card

WE DRAW AT 10



ASHLYN COUCH
 Ind. Sales Director
 149 Robinson St.
 Franklin, IN 46131



PINK CHANGING LIVES[®]

MARY KAY

NEW! Limited Time Offer

Be a part of beauty that gives back!

In the U.S., from April 26 to Aug. 15, 2018, MK Inc. will donate \$1 from each sale of MK Gel Semi-Matte Lipstick in Powerful Pink (\$18). Your purchase benefits The MK Foundation, including its support of women's shelters and survivors of abuse. MK is committed to bringing an end to domestic violence.

DREAM BIG!

CELEBRATING



55



YEARS
SEMINAR

Dallas, Texas



RUBY	July 20 – 23
SAPPHIRE	July 24 – 27
EMERALD	July 28 – 31
DIAMOND	Aug. 1 – 4

Registration opens April 30.

90-DAY SAVINGS PLAN

Seminar is three months away. Why not use a **portion of your party earnings** to help pay for your trip? Here's an example. Change it up to suit your needs:

**HOLD 3 PARTIES PER WEEK.
 SAVE \$20 FROM EACH PARTY.**

\$20 \$20 \$20

\$60 × 12 WEEKS

\$20	\$20	\$20	\$20	\$20	\$20
\$20	\$20	\$20	\$20	\$20	\$20
\$20	\$20	\$20	\$20	\$20	\$20
\$20	\$20	\$20	\$20	\$20	\$20
\$20	\$20	\$20	\$20	\$20	\$20
\$20	\$20	\$20	\$20	\$20	\$20

= \$720

That's \$720 you can spend on travel and expenses, all from holding parties!