

# Penelope's Precious Pearls Unit News



Penelope Mitchell, Independent Sales Director

July 2009/ June Results

## Precious Pearls Out to Win in 2010 Seminar Goals

**\$300,000 Unit Club**

**Cadillac Unit**

**30 Star  
Consultants**

**65+ Active  
Unit Members**

## Precious Pearls Coming OUT to WIN in 2010!

**Precious Pearls** coming **OUT** to **WIN** in 2010!! We're fighting the good fight of FAITH, we're doing the WORK and God's taking us to higher levels and deeper depths!! For God has not given us a spirit of fear but a sound mind and a pure heart as we STEP OUT into 2010 knocking down the enemy and WINNING every step of the WAY! Get excited, **ain't no time to play, it is time to work!!** If you work your business when you ought to then you can live like you want to the rest of your life. Financial Freedom is the cry of the heart these days, leaving a legacy for your children, grandchildren and great-grandchildren. What can we do?



Join me in leading ladies to levels of VICTORY that will ultimately change their lives forever. The **GOAL** is "financial freedom", the **VEHICLE** to get us there is our Mary Kay business, the **METHOD** or **STRATEGY** we use will be our **PLAN**.

**2010 Seminar Year Goals**  
**\$300,000 Unit Club, Circle of Achievement**  
**65+ Unit Size**  
**30 STARS**

When we reach these goals, Precious Pearls will be recognized at **ALL** of Mary Kay events, as well as your **personal** achievements. Can you get excited? It will put us on the map and move us among the top 20 units in the PEARL Seminar. I want this for us! DO YOU? Here's the Plan!

Ladies, it is time to be **accountable**, reflection of your work shows up in your "love check". We must move out of our comfort zones and push, push hard, like your life depended upon it to obtain financial freedom or whatever your desire may be. Once we get there, we can only climb higher and higher, it never ends. The oil is poured into lives of others one vessel at a time and it multiplies on and on and on.....

There isn't room enough to put all of the selling opportunities or discuss our methods here. However, there are our unit training calls on Sunday nights at 9pm and/or Sales meetings on Monday nights at 6:30pm. These are opportunities to gain tips, wisdom, and knowledge from Directors and Consultants in our Bea Powell Area aiming for the same Goals!

I am asking for a commitment from every one, regardless of what it entails. Please contact me by July 6<sup>th</sup> with your DESIRES. Let me HELP you make it Happen for ALL of US!!

Contact Information:  
706-627-2603 cell; 706-651-0674 home  
Email: pennyspreciouspearls@yahoo.com

Precious Pearls, we are going all the way, there is nothing that can hold us back, nothing that can stop us. Are you willing to do your part? Our minds are made up, there is no doubt about it, and we WILL WIN in 2010!! I am looking forward to your private/personal consultation on or before 7/6/2009.

With EXCITEMENT & BELIEF,

*Penny*



**Goals...**  
**Behind every  
achievement,  
large or small,  
lies a plan. If  
you really  
want to get  
things done,  
the sooner  
you learn how  
to plan, the  
better.**

## *News You Can Use...*



Receive this Beautiful "Yes" Pin when you contact Penny for your private personal consultation by July 6th!



Be the First Consultant in our Unit to reach the next level of your business (*Senior Consultant, Star Recruiter, etc*) and you will receive your choice of one of these beautiful "Peacock" Pins!



All July Recruiters and their New Team Members will receive this Fabulous Pen as a special gift.

***Perfect Start to a New Year...***

***15 New Customer Facials in 15 days!***



***Precious Pearls  
Coming OUT to WIN  
in 2010!***

**MONDAY NIGHT LIVE  
EVERY MONDAY AT 6:30 PM**

**MK LEADERSHIP CENTER,  
122 OLD EVANS ROAD, SUITE B**

**TRAINING , RECOGNITION, ANNOUNCEMENTS  
AND SO MUCH MORE...**

**"IF YOU ARE HAVING A BAD WEEK...  
YOU NEED THE MEETING!**

**IF YOU ARE HAVING A GREAT WEEK...**



# Precious Pearl Power Bucks

**YOU EARN 1 POWER BUCK FOR EVERY \$100 IN  
WHOLESALE PRODUCTION YOU ACHIEVE EACH MONTH!**

**SAVE 25 POWER BUCKS & REDEEM THEM FOR**

**ONE OF THE FOLLOWING:**

**\$25 DOLLAR GAS CARD**

**\$25 DOLLAR *BARNES & NOBLE* GIFT CARD**

**\$25 DOLLAR *MACY'S* GIFT CARD**

**\$25 *STARBUCKS*' GIFT CARD**

**\$25 IN SECTION 2 ITEMS**



**POWER BUCKS YOU EARN NEVER EXPIRE. POWER BUCKS WILL AUTOMATICALLY BE SENT TO YOU EACH MONTH. KEEP THEM IN A SAFE PLACE, REPLACEMENT POWER BUCKS WILL NOT BE ISSUED. CONSULTANT MUST TURN IN POWER BUCK WITH REDEMPTION REQUEST.**

**EARN 1 EXTRA POWER BUCK A MONTH BY ENTERING YOUR  
WEEK SUMMARIES ONLINE EACH WEEK ON MK INTOUCH!!**



Make a Difference with  
*Beauty That Counts*  
May 1 to December 31



**New Career Car Option  
for Grand Achievers**

**Chevy Malibu LS!  
or Cash Compensation**

## Unit Court of Sales

As of 06/30/09 -Top 6

Johnnie Bonner	\$3,336.00
Doris Beck	\$2,740.50
Melody Campbell	\$2,070.50
Annette Colombo	\$1,344.00
Lisa Willingham	\$1,318.00
Barbara Stehle	\$1,227.00

## Unit Court of Recruiting

As of 06/31/09

Visualize Your Name Here!

*"Nothing in this world can take the place of persistence. Talent will not; nothing is more common than unsuccessful people with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan 'press on' has solved and always will solve the problems of the human race." -- Calvin Coolidge*

# Share the Dream... Build a Team!

## Senior Consultant

**Sabrina Jenkins  
Johnnie Bonner**



**Sales Director 30+ Active Unit Members**

Rewards...

- 9% to 13% Personal Team Commissions
- \$100 Team Building Bonus
- Unit Volume Bonus up to \$5000
- Eligible to qualify for Premier Club or Cadillac Car status



**Future Sales Director 8+ Active Unit Members**

Rewards...

- 9% to 13% Personal Team Commissions
- \$50 Team Building Bonus
- Future Director Enhancer Pin
- Eligible to qualify for Grand Achiever status
- Eligible to go On target for Sales Director (DIQ)



**Team Leader 5 Active Unit Members**

Rewards...

- 9% to 13% Personal Team Commissions
- \$50 Team Building Bonus
- Team Leader Enhancer Pin
- Eligible to qualify for Grand Achiever status



**Star Recruiter 3 Active Unit Members**

Rewards...

- 4% Personal Team Commissions
- \$50 Team Building Bonus on 4th Qualified Recruit!
- Star Recruiter Pin Enhancer
- \$50 Rebate on Red Jacket



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

Rewards 1 Active Team Member...

- 4% Personal Team Commissions
- Senior Consultant Pin Enhancer
- Rewards 2 Active Team Members
- Red Jacket Pin/ Eligible to Order Red Jacket

## HAPPY BIRTHDAY

Barbara Stehle July 2  
Donna Copper July 7  
Florrie Middleton July 23  
Artila Mims July 23



## HAPPY MARY KAY ANNIVERSARY

Annette Colombo 2nd



# TIMEWISE® TARGETED-ACTION® LINE REDUCER

## OUR SCIENTISTS SAY,

"For the millions of women who want to get rid of lines and wrinkles in specific areas – also called "expression lines" – there are plenty of products that promise to "erase" them. Unfortunately, many of these products offer only temporary benefits that disappear the second you wash your face."

## BENEFITS & CLAIMS:

- See a difference in just 10 minutes.\*
- Up to 33% fewer forehead lines and wrinkles. Up to 50% fewer crow's-feet area lines and wrinkles. †

\*Just 10 minutes after TimeWise® Targeted-Action™ Line Reducer was applied, a leading dermatologist saw that lines and wrinkles on the forehead appeared less noticeable.

†Based on a single-application clinical study.

## HOW IT WORKS:

The face has wrinkle-prone areas that are often hard to treat. The forehead and crow's feet area are two places that are especially vulnerable to expression lines and wrinkles and often need extra help in fighting the signs of aging. There are also other places on your face where lines and wrinkles have a tendency to "settle," like between the brows, from the nose to the corner of the mouth (nasolabial folds), between the mouth and chin (marionette lines). That's why our scientists looked for ingredients that would deliver visible benefits to very specific areas on the face.

- o Light-reflecting microspheres act like thousands of tiny mirrors, deflecting light away from lines and wrinkles so they look softened and visually less pronounced within minutes of application.
- o Gliadin, a rich source of amino acids, invisibly "fills in" lines and wrinkles, firming and tightening skin without inhibiting facial expression.
- o Three extremely effective antioxidants – pomegranate extract and vitamin A and E derivatives – deliver benefits day after day by neutralizing the free radicals that can cause premature aging of the skin, helping to strengthen skin's natural defenses against negative environmental effects.
- o The formula contains three extremely effective antioxidants – pomegranate extract and vitamin A and E derivatives. Skin's natural defenses against negative environmental effects are strengthened.



# Product Knowledge

## order of application

Here is a handy application guide for your day and night skin care routines. More than likely, you will not use all of these products. Simply identify the products you do use and apply them in the following order for beautiful, glowing skin.

- ☀️ day
- 🌙 night
- 🔵 Oil-Free Eye Makeup Remover
- 🟡 & 🟢 TimeWise® 3-In-1 Cleanser **or**
- 🟡 & 🟢 TimeWise® 3-In-1 Cleansing Bar
- 🟡 & 🟢 TimeWise® Microdermabrasion Set\*
  - Step 1: Refine and
  - Step 2: Replenish
- 🟡 & 🟢 Acne Treatment Products
- 🟡 & 🟢 TimeWise® Even Complexion Essence
- 🟡 & 🟢 TimeWise® Day Solution Sunscreen SPF 25†
- 🟡 & 🟢 Mary Kay® SPF 30 Sunscreen†
- 🟡 & 🟢 TimeWise® Night Solution
- 🟡 & 🟢 TimeWise® Age-Fighting Moisturizer **or**
- 🟡 & 🟢 TimeWise® Age-Fighting Moisturizer Sunscreen SPF 15†
- 🟡 & 🟢 Mary Kay® Tinted Moisturizer With Sunscreen SPF 20†
- 🟡 & 🟢 Additional Moisturizers (Intense Moisturizing Cream, Oil-Free Hydrating Gel or Advanced Moisture Renewal® Treatment Cream)
- 🟡 & 🟢 Oil Mattifier
- 🟡 & 🟢 Satin Lips® (mask and balm)
- 🟡 & 🟢 TimeWise® Targeted-Action® Eye Revitalizer **or**
- 🟡 & 🟢 Indulge™ Soothing Eye Gel
- 🟡 & 🟢 TimeWise® Firming Eye Cream **or**
- 🟡 & 🟢 TimeWise® Age-Fighting Eye Cream
- 🟡 & 🟢 TimeWise® Targeted-Action® Line Reducer
- 🟡 & 🟢 Mary Kay® Concealer
- 🟡 & 🟢 Mary Kay® Foundation
- 🟡 & 🟢 Mary Kay® Eye Primer
- 🟡 & 🟢 TimeWise® Age-Fighting Lip Primer
- 🟡 & 🟢 Mary Kay® Facial Highlighting Pen
- 🟡 & 🟢 Mary Kay® Loose Powder
- 🟡 & 🟢 Color Cosmetics



\*Use day or night, two or three times per week. Do not follow with acne treatment products.  
†Over-the-counter drug product



**Have a party. Boost business.**  
**Reap rewards.**  
 Do it all with the  
**Customers Count Challenge!**  
**July 1, 2009, through June 15, 2010**

Independent Beauty Consultants and Independent Sales Directors who sell at least \$100 retail product to each of 36 new or existing customers each quarter of the contest period will receive an accessory from the Party Girl Essentials collection.

Plus, you'll have a blast while building your business, connecting with your customers and helping Mary Kay make history – 5 million parties by Seminar 2010!

**Recognition for Independent Beauty Consultants and Independent Sales Directors who sell at least \$100 retail product to each of 36 new or existing customers each quarter.**

Date	Prize From the Party Girl Essentials Collection	Event Recognition
July 1, 2009 - Sept. 15, 2009	Pair of beaded earrings	
Sept. 16, 2009 - Dec. 15, 2009	Bracelet	Name badge ribbon and standing recognition at Leadership Conference 2010. (Sales Directors only)
Dec. 16, 2009 - March 15, 2010	Clutch purse	Name badge ribbon and standing recognition at Career Conference 2010.
March 16, 2010 - June 15, 2010	Beaded necklace	Name badge ribbon and standing recognition at Seminar 2010.



Bee Earrings

Bee Necklace

**Bee fabulous!  
 Teach others  
 to fly!**

Mary Kay Ash loved the bee because it was a symbol of determination. So those determined to soar to success will want to take the Bee Focused! Challenge. Go on-target for the prestigious 2010 Queen's Court of Sharing and each phase of the challenge will help you break down your year-end goal into "bite-sized" pieces. Here's how it works:

**Qualifications and Rewards**

Independent Beauty Consultants and Independent Sales Directors who:

- Add at least 10 qualified\* new personal team members from July 1 – Nov. 30, 2009, will receive a stunning pair of gold and crystal bee earrings. Independent Sales Directors also will receive a name badge ribbon and an invitation to the Leadership Conference 2010 party.
- Add at least 16 qualified\* new personal team members from July 1, 2009 – Feb. 28, 2010, will be recognized\*\* at Career Conference 2010 and receive a beautiful gold and crystal bee necklace.
- Add at least 24 qualified\* new personal team members from July 1, 2009 – June 30, 2010, will be recognized\*\* onstage in the Queen's Court of Sharing at Seminar 2010. Qualifiers will receive their choice of a dazzling diamond bee pin, diamond bee ring or a bee charm bracelet

# Girl's Night Out Options

## **Mary Kay 101**

What Mary Kay is all about: keeping wrinkles away! Each guest will experience our wonderful skin care system on her face. Guests will also learn basic color techniques.

Group of 4-6

## **Before/After Color Clinic**

What every girl loves: playing in makeup! Guests will learn how to properly apply glamour and pick the best colors for her skin tone. And, be a model for a day in my makeover portfolio. Group of 6-8

## **Bahama Mama**

Do you love that look like you just came from the beach? I will share glamour techniques to accomplish that look and introduce our sun products while you soak your feet and enjoy a cool drink! Any size group

## **Traveling Trunk Boutique**

Shop from you seat not on your feet! Let me bring the store to you. I will show all of Mary Kay's product lines, and answer any questions you might have. We'll play games and win prizes, too! Any size group

## **Kiss and Tell**

Lips are the focus for this party! Try out Mary Kay's fabulous lip products and lip colors. Any size group

## **Shop at Home**

Forget the cleaning and the snacks, host an online or catalog party! Take orders using my website or catalog turn them into me by the set date.

Easy as 1-2-3.

## **Pajama Party**

Do you miss those slumber parties from your younger days? Well, let's do it again with a Pajama Party. Guests come dressed in their PJs or sweats and get their faces ready for bed. We'll also play in make-up just like the good 'ol days. Any size group

## **Las Vegas Legs**

Learn how to treat your legs right! Soak your feet and relax as you experience Satin Hands and Body in a whole new way. Be sure to wear a skirt or shorts, so we can pamper those legs! Group of 10-12

## **Eyes Cream Social**

Give your eyes a special treat! Guests will try the latest in eye care products and color cosmetics. We'll even enjoy a banana split! Any size group

## **Mother & Daughter**

Bring your teens and show them the right way to take care of their skin and apply make-up! A great treat for Mom, too. Group of 8-10

**Precious Pearls...  
Coming Out to WIN!**

# July 2009

MK Leadership Center is located at 122 Old Evans Road, Suite B

Sun	Mon	Tue	Wed	Thu	Fri	Sat
			1	2 Happy Birthday Barbara Steele! 	3 <u>Consistency</u> Send your \$200 Wholesale Order to Your Director with payment	4 
			<b>Pacesetter's Challenge July 1 –15 10 New Customers</b>			
5 <b>Unit Training Call</b> 7 pm 712-432-0111 Code 248795	6 Monday Night Live 6:30 PM Mk Leadership Center	7 Happy Birthday Donna Copper! 	8	9	10 <u>Consistency</u> Send your \$200 Wholesale Order to Your Director with payment	11
12 <b>Unit Training Call</b> 7 pm 712-432-0111 Code 248795	13 Monday Night Live 6:30 PM Mk Leadership Center	14	15 <i>How are you doing this month?</i> <b>Email, Phone or Text Message Penny to let her know!</b>	16	17 <u>Consistency</u> Send your \$200 Wholesale Order to Your Director with payment	18 Career Breakfast 9 am –11:30 am Clarion Hotel
19 <b>Unit Training Call</b> 7 pm 712-432-0111 Code 248795	20 Monday Night Live 6:30 PM Mk Leadership Center	21	22	23 Happy Birthday Florrie Middleton!  Happy Birthday! Artila Mims! 	24 <u>Consistency</u> Send your \$200 Wholesale Order to Your Director with payment	25
26	27	28	29	30	31 <u>Consistency</u> Send your \$200 Wholesale Order to Your Director with payment	
<b>Shine On! Pearl Seminar Dallas, Texas</b>						



**shine**  
**on!**  
seminar  
2009

Don't miss this OPPORTUNITY  
to SHINE in the spotlight,  
DISCOVER bright new  
BUSINESS IDEAS and attend  
the BEST PARTY of the year.

You can register onsite (space permitting,) for a registration fee of \$200. (Independent Beauty Consultants whose Independent Beauty Consultant Agreements are accepted by the Company in July and August 2009 can register onsite for \$175.) When you register for and attend Seminar, you will receive a personal product giveaway (a value of at least \$175, the cost of your registration fee FREE,) plus, an exclusive product party favor! **A real-live fairy godmother will grant fairy tale wishes throughout the event. And don't forget the special performances on Awards Night** by Joshua Allen, 2008 winner of *So You Think You Can Dance*; Jasmine Murray, a top 13 contestant on this year's *American Idol*; and Cassie Lebeau, 2004 *American Idol* contestant and star of the "Someone is Me" video. You might even win a backstage pass to meet the stars! So are you ready for a party like no other?



*"Seminar is the place where your dreams are given the power to move forward. You'll have more knowledge, information and inspiration to soar higher than you have ever before."*

— Mary Kay Ash



# Penelope's Precious Pearls



Penelope Mitchell  
Independent Sales Director  
1144 Parkside Trail  
Evans, GA 30809



## Superstar...

### Set your Goals for the 2010 Seminar Year

#### Weekly/Monthly Goal

# Facials:

# Classes:

# Interviews:

Sales:

Other:

#### Quarterly Goal

#### Star Consultant Level

1800 Sapphire

2400 Ruby

3000 Diamond

3600 Emerald

4800 Pearl

Other:



*All who have accomplished great things have had a great aim and fixed their gaze on a goal which was high, one which sometimes seemed impossible."*

*- Orison Swett Marden*