



Tammy's Treasures of Champions



September 2008

Hello my **CHAMPIONS!!!**

If you didn't notice...

I added "Champions" to our Unit name. I was running on the treadmill and was thinking about all the different kinds of personalities that are all together in our unit. It's then I realized everyone is a "**CHAMPION**" in one form or another. It might be because you have just joined us and are starting to spread your wings, or perhaps you received confidence in yourself, that you thought you never would. Or you started your own business because you knew other women needed our products. No matter what it is, or **WILL BE**, you are **ALL CHAMPIONS TO ME!!** I love you guys!!

I'm so excited about our GROWTH!! There are so many women out there that need this opportunity, even if it's just to get a piece of mind and hang with the girls. Remember to plant those seeds, while building your customer base. We are on the **MOVE** to becoming an **AWESOME UNIT!**

Remember...**UNIT = U N I T O G E T H E R !!**

Things to plan ahead for...

Yes, this is only September, but you need to start thinking about Holiday shoppers!! If you plan ahead you could make \$12,000!! I sure you read your **APPLAUSE** each month, right! If you look on page 23 it tells you how to prepare for the holidays.

I want you to pay close attention to the calendar... Tammy's Treasures of Champions are getting together on Tuesday, September 9th. This is causal!! If you want to go up, you need to show up to find out what's going on! Besides, the ones that show up get something special from me!!

Please hear me from the bottom of my heart... You need to know, that when you get discouraged or don't understand something, please come to me, I don't know how you are feeling if you don't communicate with me.

Believing in our ABC'S

ATTITUDE, BELIEF, & COMMITMENT!!!!

Your very proud Director,

Love,
Tammy

SEMINAR GOALS

- ◆ 100 Unit Members by Seminar
- ◆ Cadillac by Seminar '09
- ◆ 40 Star Consultants by Seminar '09
- ◆ \$300,000 Unit Club
- ◆ 10 Red Jackets
- ◆ 2 Grand Achievers
- ◆ 1 Off-Spring Sales

SHARING COURT

- ◆ Elizabeth Ziegler 1
- ◆ Tammy Snow 2



September, 2008



Sun Mon Tue Wed Thu Fri Sat

	1 No Mk meeting, LABOR DAY	2	3	4	5	6
7 Girl's Night out Reg Meeting/ Training @ 6:30	8 Treasures of Champions Meeting: My house (Causal) @ 6:30	9 Early Ordering for fall & holiday items!!	10	11	12	13 MARY KAY'S 45TH ANNIVERSARY!!!
14 End of Qtr. ALL fall & Holiday items available. GUEST Speaker Cleta Mitchell BRING GUESTS!! @6:30	15 Second Qtr. begins & Customer Count Challenge starts	16 RSVP for Bingo	17 BINGO @ 6:30 @ Center	18	19 RSVP for Teen Makeovers	20 TEEN MAKEOVERS @ Center 11-1:00 pm
21 Big Girls Club @ 5:30/Girls Night out Reg/Training @ 6:30	22	23	24	25	26	27
28 SPECIAL RECOGNITION FOR STARS & GRADS, ECT. @7:30 Reg/Training @ 6:30	29 Last Day of the Month: Orders must be done by Director	30 Birthdays: Bobbi Castro 1st Heather Thornburg 28th	Anniversaries: Lisa White Sept 14th			



10 Steps To Your Red Jacket

1. ATTEND ALL MARY KAY FUNCTIONS

Weekly Unit Meetings are a MUST. By attending you show support for your Director and sister Consultants. Plus a guest is bound to be more impressed when she sees a room FULL of people.

2. HAVE DAILY, WEEKLY, MONTHLY, AND YEARLY GOAL

This is important in all aspects of your life, including health, family, business, spiritual and social. Where do you want your business to be in one month (on target for Star Consultant, three new business associates or five appointments each week)?

3. SAY DAILY AFFIRMATIONS

“I am a booking machine, my date book is always full.” “I am healthy.” “I am enthusiastic.” “Everyone I meet is a prospect for my products and services.”

4. HAVE GOAL POSTERS IN YOUR CAR, OFFICE, MIRRORS, ETC.

To remind you of your goals that you want to achieve. And don't forget to put one on your refrigerator.

5. EVALUATE YOUR APPEARANCE

Which areas would you like to improve? Start walking or doing some other form of exercise. Get a new hairstyle, try a new hair color. Start by paying more attention to your wardrobe. Dress professionally more often, and let your makeup reflect your career.

6. ORGANIZE YOUR FAMILY

Make them realize you are serious about your Mary Kay career. You can do this by disciplining yourself. Be willing to give up a TV show to service customers and book classes. Talk with them about your goals for the family like vacations paid for with the money you've earned from your career.

7. COMPLETE WEEKLY PLAN SHEETS AND WEEKLY ACCOMPLISHMENT SHEETS

Write your goals in pencil and when you accomplish them, fill them in with pen. Determine how much you earn from classes, facials and reorders so you know when you are improving.

8. READ YOUR CAREER ESSENTIALS GUIDE & LISTEN TO THE CDs

Listen to the CDs while putting on your makeup, cooking and driving in your car. They are a wonderful source of inspiration, education, and motivation.

9. ORGANIZE YOUR OFFICE

It is simple. Shoeboxes are fine for skin care profiles. Use an answering machine. Make your message short and business-like. Record it yourself.

10. GO TO WORK!

Talk to people you meet daily. Practice, practice, practice. It will become simpler! Hand out business cards - five a day minimum. Put cards in bills, give them to the cashier at the grocery store, restaurants, anyone within arms length of you. Hand out Beauty Books with samples of glamour or fragrances. Be sure your name and phone number are on all the materials you give out. Get the prospective customer's name and numbers and follow up to get their opinion of Mary Kay's products. If you don't have a camera, buy a disposable one. Guests usually like “Before and After” photos. Attitude is 99% of your business. You can do all things right with the wrong attitude and fail, but with the right attitude you can do things wrong and succeed!

Aim for the Stars

On-Target \$tar Consultants

June 16th-Sept. 15, 2008

*Congrats
1st Quarter
Stars!*

Pearl-

4800-6000

7800-9600

Emerald-

3600

Diamond-

3000

Ruby-

2400

Sapphire-

1800

Consultant Name	Current Wholesale Production	Sapphire	Ruby	Diamond	Emerald	Pearl
Snow, Tammy	3738.25					1061.75
Perkins, Judeth	\$286.25	\$1,513.75	\$2,113.75	\$2,713.75	\$3,313.75	\$4,513.75
Stephenson, Sarah	\$227.00	\$1,573.00	\$2,173.00	\$2,773.00	\$3,373.00	\$4,573.00
Smith, Judy	\$206.50	\$1,593.50	\$2,193.50	\$2,793.50	\$3,393.50	\$4,593.50
Eoff, Margaret	\$205.50	\$1,594.50	\$2,194.50	\$2,794.50	\$3,394.50	\$4,594.50
Blair, Stephanie	\$202.50	\$1,597.50	\$2,197.50	\$2,797.50	\$3,397.50	\$4,597.50
Stevens, Deanna	\$202.75	\$1,597.25	\$2,197.25	\$2,797.25	\$3,397.25	\$4,597.25
Martin, Tracy	\$201.50	\$1,598.50	\$2,198.50	\$2,798.50	\$3,398.50	\$4,598.50
Thornburg, Heather	\$201.50	\$1,598.50	\$2,198.50	\$2,798.50	\$3,398.50	\$4,597.50

Your Biggest Obstacle is (insert your name here)

Fascinating huh? Or corny. Either way you look at it, it's the truth. You are your only obstacle. You are the only thing that is standing in the way between where you are and your wildest dreams. And that you should get you EXCITED. Why?

Because as bitter that pill may be to swallow, it's the most empowering belief you'll ever adopt. After all, only the person who created the obstacle has the power to uncreate it. So by you owning your role, taking 100% responsibility for every situation you've created until now, what you're also saying is that you have the ability to change and improve anything you want.

All you must do is make the decision to change, and then act on your decision. That's it!

Decision Followed by Action is All That Separates Significance From Mediocrity

It's all that separates wealth from poverty. It's what separates the top achievers from the mediocre players. So, what have you decided to do with your life? When?

Spotlight on Team Builders

Star Recruiters

Dawn Steel-

Brittany Joyce

Chris Andrew

Heather Steel

Angela Ward-

DoeDee Atkinson

Bobbi Castro

Michelle Neno

Senior Consultants

Sarah Stephenson

Elizabeth Ziegler

our adorable...

Samantha Goodall

Sarah White

Elizabeth Ziegler

Tina Brandle



The Consistent Club

Break it down:

Two Classes a week = Sapphire Star (pick your prize)

Sharing the opportunity will bump you up to Ruby and so on...

Just by "Sharing" you can pick any prize you want!!

Be Consistent all four Quarters - Travel with the Directors to FLORIDA!



"XTRME" TEAM

30 Faces
& \$600 Whls
In 1 Month

Month _____ Name: _____ Director: _____

30 Faces

Name	Sales
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
11.	
12.	
13.	
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26.	
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28.	
29.	
30.	

\$600 Wholesale Order

Total for Month: \$ _____

Complete 30 New faces & \$600 ws in 1 month and receive this bracelet with one crystal "X" the first month! Receive another "X" for each additional month you achieve 30 faces & \$600 ws!



Bonus

Complete 10 interviews in the same month and receive an additional "X" for your bracelet!!

10 Interviews

Name	Recruit Y/N
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	

Fax sheet at the end of each month to: _____ and to your Director!

"It is as honorable to sell as it is to buy!"
"Nothing happens until someone sells something"
~Mary Kay Ash

by Darlene Rutledge

Recruiting is Just A Transference of Feeling

So why not transfer those good feelings about Mary Kay to others? I didn't say share YOUR opportunity.... because you may not be working your business to its fullest extent. You are not giving her YOUR opportunity. You are giving her the Mary Kay opportunity. You are giving her an opportunity to become an NSD or a part-time or personal use consultant. The important thing is that you are giving her the chance to hear about the opportunity she can have with a Mary Kay Career and giving her a CHOICE of whether she decides to be a consultant. Your job is only to offer her a chance, and then if she fails (only way to fail in MK is to quit), it is not your fault. If she becomes that top NSD, you can't really take credit for that, but she will be forever grateful to you for giving her the opportunity choice!

There may be two types of consultants. **Type A** is wanting to move up the success ladder. You are the Team Builders and you will want to take on the recruiter responsibilities as you are in training for management. If you learn to lead your small team, you can lead a unit. *LEAD YOURSELF WITH YOUR HEAD--LEAD OTHERS WITH YOUR HEART.*

Type B has no career advancement goals at this time and doesn't want or cannot handle the recruiter responsibilities at this time. I ask you to still care about others enough to still share this opportunity with them. Care enough about your Director and your Unit to want to help it grow. It is so important to share this opportunity with others.

- How do you feel about your company, Mary Kay Cosmetics?
- Do you love it? Do you think it is the best company to work for?
- Do you enjoy being a consultant?
- Do you love seeing the changes in women's faces with the product?
- Do you enjoy seeing lives change with the opportunity?
- How DO You FEEL about the Mary Kay opportunity? GOOD?

Ladies, we are in a position to change lives. We can offer our services to pamper these poor, lost souls. They are silently screaming for MK consultants to offer them a FREE pampering session and an alternative lifestyle.

Are you listening????

- Many professional businesswomen today, especially those between the ages of 30 and 50, feel that the time to establish a good retirement income is running out.
- Salaries that looked good 10 or 20 years ago buy less today.
- Many of these women are bored with their careers and can't imagine doing the same thing for another 15 years.
- They are tired of the long hours away from their families that the corporate world expects. Often they are subjected to a lot of stress with little fun, excitement or recognition.
- If they begin to look for another job, they encounter other people who will work for less and are younger. Many are discovering that their secure jobs aren't really secure. Thousands of oil and gas company secretaries found this out the hard way.
- Where can you find these women? They are bank vice presidents, real estate agents, secretaries. They work in doctors' offices, schools, department stores. They are everywhere. Look around you! ...but you won't find them in your house.. unless you have a class there!

Did you know:

80% of employees do not want to go to work on Monday morning.

97% of workers, if they become financially independent, would not continue with their current employer or in their current occupation.

78% of workers wish they had more time to smell the roses.

49% of workers complain that they are on a treadmill.

24% of sick days are taken for illness.

75% of sick days are taken for other reasons.

70% of workers desire to own their own business.



This tells me at least 2 things:

1. **Women need more fun and pampering in their lives.**
2. **They need to be shown the alternative to the above.**

HOW TO BOOK SUCCESSFULLY!

BOOKING DILEMMAS

The CHALLENGE: Getting appointments ON THE BOOK!

The CONFLICT: Reaching people on the phone!

The SOLUTION: GO WHERE THE PEOPLE ARE!

Let's face it! In the days of "do not call list" mentality, caller ID phones, answering machines etc., if someone doesn't want to talk to you, they can certainly avoid it! So..... how can we work around this dilemma? Here are a few suggestions:

1. When you first get someone's number, get their WORK number and ask permission to call them at work. They must answer that phone! BUT..... make these calls quick and to the point!
2. Don't use a phone that comes up "Private number" or "Blocked". You are just setting yourself up for a no answer. Many people will not even answer these calls at all!
3. Consider your calling times..... I have found that the very best time to reach people is late Sunday afternoon or evening, or Saturday morning about 10:00 AM. Next best is about 5:30 in the afternoon, but keep these calls brief since that is getting towards dinner time!
4. Work "in person" whenever possible!

Get out of the mentality that you must book A CLASS for AN EVENING!

People don't live that way anymore! Here are a few booking idea times:

- A) A LUNCH BUNCH makeover at an office! It is simple enough to get 3-5 people in an office break room to do a quick lunch time makeover while eating! These have to be quick, though! You must be completely through in an hour, so be prepared to move quickly!
- B) An AFTERWORK get together at someone's home at about 5:30!
- C) A classroom party for teachers at 3:00 or 3:30!
- D) A mom's day out at a park! Take warm washcloths in an insulated bag! You can visit a park with YOUR kids, get some names and plan to come back the next day to hold the makeovers! Hire a sitter to watch everyone's kids!
- E) Clubs and other activities that women do often are opportunities to book! Do you know someone who is part of a scrapbooking club? Wouldn't it be fun for the women to have a makeover first, TAKE PICTURES of the event and then come back another week to scrapbook those pictures!
- F) Capitalize on women who are in to self improvement! Find them at the fitness centers, the hairdressers, the weight loss places! After you approach them, BOOK THEM for a definite day and time! Have your datebook with you and FOLLOW UP WITH A POST CARD!

Get creative!!! Think outside the box for booking opportunities!

Wherever there are women, there are BOOKINGS!



TEAMBUILDING: How to Win a Car in 25 Hours/Week

Lately I have been asked (a lot) how I won my car. Well, here is the Plan I used and learned from Director Connie Minneman. I was working 40 hrs at the hospital at the time. So, you CAN put this to use and KNOW it will work! Follow this plan to the T and... I'LL SEE YOU DRIVING FREE! Alice W. Brink

Here's "The Plan"

4 hours for 2 Skin Care Classes (That means have 4 scheduled! Overbook!)

1 hour for a Facial -

1 hour for clean up from appointments (it only takes longer if you "dawdle")

4 hours of phone time (see below)

2-2 1/2 hours for your Success Meeting

3 hours for 3 interviews (or follow up from interviews)

2 hours for Coaching and Pre-profiling

2 hours for deliveries and post office (deliver only if they are home...if not, mail it)

2 hours of paperwork (see below)

2 hours for an extra function i.e. PMS Night, Special Recruiting Meeting, etc.

Total **23** hours - That leaves a couple hours for anything that may take a bit longer.

Phone time includes:

- Bookings from women you meet while you're out and about
- Follow up calls
- Other bookings not made at classes (only if needed)
- Call to new recruits and team members

Paperwork includes: - 5-10 written correspondences a day (Non-People Time!)

- Thank you notes to guests at appointments and new customers
- Notes to referrals
- Birthday Cards
- At a girl notes (appreciation notes and supports notes to fellow consultants)
- Hostess reminder postcards
- Out of Town Recruiting packets
- Hostess Packets
- Notes to Team members

PLAN YOUR WORK AND WORK YOUR PLAN

Use a Weekly Plan Sheet or Color code your Date book to plan your next week



WIN
MARY KAY
PRIZE!

GAS
CARD

EARLY BIRD COUPON

Yes, I am organized and on top of things!

I ordered \$250 wholesale Section 1 (minimum) by the 15th.

Month _____ Amount _____

Please enter my name in the drawing for the prize reserved for

THOSE WHO GET IT DONE!

Name _____

GAS
CARD

*A New Year
A New You!
Your dreams
can come true!
What goals will
you choose to
accomplish in
the New Year?*

*Mary Kay
Ash*



Summer New Products

More friends for girls to blend with... and to inspire your sales! Maybe bold. Maybe natural or feminine. Now customers can really express their individuality with more eye and cheek colors from the Mary Kay® Mineral Color Collection!

NEW MARY KAY® MINERAL EYE COLOR

New Mary Kay® Mineral Eye Color is a shimmery, long-lasting, fade-resistant shade that looks gorgeous on any skin tone. Plus the oil-absorbing, mineral-based formula is easy to apply, provides excellent coverage and gives you intense, crease-resistant color in a single swipe. Designed to fit perfectly in the new Mary Kay® Compact.

NEW! MARY KAY® MINERAL CHEEK COLOR

The mineral-based formula is famous for its oil-absorbing properties, ease of application and excellent coverage. Plus, Mary Kay® Mineral Cheek Color is so versatile that, no matter what your skin tone, you can start with a natural glow and then build fade-resistant color as you like it. It is designed to fit perfectly in the new Mary Kay® Compact.



Tammy's Treasures

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