



Senior Director Pam Garner Moore's

YES Unit!

January Results & Recognition ★ March, 2011

In an effort of *Pink* going *green*, we will have a bonus section available online at pamgarnermoore.com!

He came that we might have life and have it more abundantly. John 10:10

Our Focus is YES...

say **YES** to the future we have waiting for us in MK, say **YES** to the commitment to learn the skill that will take us to the top. Say **YES** to stepping up to the plate and choosing accountability and excellence and leadership. Say **YES** to showing this product and sharing this opportunity..**YES, YES YES!!!**



On-Target \$tar Consultants!

December 16, 2010 - March 15, 2011

**Congrats
2nd
Quarter
STARS!**

DIAMOND

**Cara
Brown**

**Pam Garner
Moore**

SAPPHIRE

**Hannah
Cooper**

**Sheila
Gilbert**

**Shoot for
STAR this
Quarter!!**

Consultant Name	Current Production	Sapphire	—Wholesale Production Needed for Star—				Pearl
			Ruby	Diamond	Emerald		
CARRIE NICHOLSON	\$4,544.00	*****	*****	*****	STAR	\$256.00	
JENNIFER VENTERS	\$3,649.00	*****	*****	*****	STAR	\$1,151.00	
PAM GARNER MOORE	\$1,652.50	\$147.50	\$747.50	\$1,347.50	\$1,947.50	\$3,147.50	
TANYA BLAKENEY	\$926.00	\$874.00	\$1,474.00	\$2,074.00	\$2,674.00	\$3,874.00	
HANNAH COOPER	\$864.00	\$936.00	\$1,536.00	\$2,136.00	\$2,736.00	\$3,936.00	
JOYCE SMITH	\$821.25	\$978.75	\$1,578.75	\$2,178.75	\$2,778.75	\$3,978.75	
JEANNIE JOHNSON	\$670.50	\$1,129.50	\$1,729.50	\$2,329.50	\$2,929.50	\$4,129.50	
TERRI RICHARDSON	\$606.75	\$1,193.25	\$1,793.25	\$2,393.25	\$2,993.25	\$4,193.25	
BUFFY GRIGGS	\$594.00	\$1,206.00	\$1,806.00	\$2,406.00	\$3,006.00	\$4,206.00	
DEBBIE GARDNER	\$575.50	\$1,224.50	\$1,824.50	\$2,424.50	\$3,024.50	\$4,224.50	
TAMMY HIGGINBOTHAM	\$570.00	\$1,230.00	\$1,830.00	\$2,430.00	\$3,030.00	\$4,230.00	
DIAN SPENCE	\$566.00	\$1,234.00	\$1,834.00	\$2,434.00	\$3,034.00	\$4,234.00	
ANN KINGREY	\$490.75	\$1,309.25	\$1,909.25	\$2,509.25	\$3,109.25	\$4,309.25	
CHRystal DUNCAN	\$490.50	\$1,309.50	\$1,909.50	\$2,509.50	\$3,109.50	\$4,309.50	
ROBIN DAVIS	\$478.50	\$1,321.50	\$1,921.50	\$2,521.50	\$3,121.50	\$4,321.50	
TIFFANY KAGEBEIN	\$475.00	\$1,325.00	\$1,925.00	\$2,525.00	\$3,125.00	\$4,325.00	
DONNA STRICKLAND	\$474.00	\$1,326.00	\$1,926.00	\$2,526.00	\$3,126.00	\$4,326.00	
BRIDGETT DAVIS	\$470.50	\$1,329.50	\$1,929.50	\$2,529.50	\$3,129.50	\$4,329.50	
ROBIN WILLIAMS	\$470.00	\$1,330.00	\$1,930.00	\$2,530.00	\$3,130.00	\$4,330.00	
KIMBERLY CHURCHMAN DAVIS	\$463.75	\$1,336.25	\$1,936.25	\$2,536.25	\$3,136.25	\$4,336.25	
ANN PATTERSON	\$437.00	\$1,363.00	\$1,963.00	\$2,563.00	\$3,163.00	\$4,363.00	
GLENDA CARPENTER	\$426.00	\$1,374.00	\$1,974.00	\$2,574.00	\$3,174.00	\$4,374.00	
KAY WALLACE	\$400.25	\$1,399.75	\$1,999.75	\$2,599.75	\$3,199.75	\$4,399.75	

Pam's **YES** Unit

"Let's Set the Pace for Others to Follow"



THE BIG MO.... Momentum, gotta love it!!! And we are THERE! We have entered one of THE MOST MAGICAL times in a Mary Kay career, the final 120 days, 4 months of our Seminar year! This is where champions are born and made. Where dreams are realized, careers are built, lives and financial futures are forever affected and where the players feel more connected than ever before. KNOW THIS... EVERY single goal we have made or will EVER make will be finished in one \$200 order... it just might be YOURS this time. So everyone is important. No matter your level, friends and family or a leadership path moving you into directorship and Top directorship and beyond... WE are not US without YOU.

March has so much excitement beginning with the Lights, Action, FASHION team building challenge that EARNS you the NEW RED JACKET that you will want to wear every day it is so gorgeous and total CLASS. I am positioned to schedule share calls like crazy with all of you who want to wear that with pride! And the oh so awesome amethyst and diamond ring that is YOURS when you debut as a 2011 SALES director, presented to you by Ryan Rogers!!!! Follow that with the March 10th launch of our Spring line, The Weekender Collection that is RIGHT for the times and so much fun and includes our regular line compact mini that completes our compact line up. And the most important deadline we have this month, our STAR QUARTER 3 finish at March 15th. This is THE quarter that determines your SEMINAR priority seating and NO MATTER where you are now, a FINISH as a STAR is where you want to land on March 15th. Add in

Career Conference local to you and you round out a month that is FILLED to the brim with everything you need to take YOUR business to the next level.

What I want to ask you is this... in these 4 months of our STELLAR finish where we need more than we ever have, where will you find yourself? What WIN would thrill YOU? And can you share that with me please? My heart's desire is for YOU to have YOUR heart's desire. Your wildest MK dream come true is MINE..YOUR DREAM truly is MY JOB! So dig deep, think bigger, dream more and think.. what would that be? If no one would tell me NO and NOTHING would stand in my way, what would I want from this career... I truly believe that God has THAT and more for you and your family... There has never been a better time to be in this company... NOW is your future. THIS can be YOUR plan B, your next career, your nest egg or even your FUN money... Will you let me mentor you toward that? I would love to send you our new consultant Welcome packet to let you begin again (as I have many times) and feel the excitement, frustration, exhilaration, joy, and sense of accomplishment of BECOMING SKILLED... come on gang... Let's DO THIS THING...running with you as you say YES,

**YES
YES
Y'ALL**

Unit Focus:

25 Star Consultants
this Quarter

Imagine 
your way to beautiful



RETAIL QUEEN



Mittie
Byrd

SHARING QUEEN



Pam
Garner Moore
2

WHOLESALE QUEEN



Jennifer Y.
Venters
\$3,621.50

FINAL FOUR!

Spotlight On Team Builders!

Standings are updated as of January 31st —this will not reflect February orders or new team members.

*We are on a mission to move you to the next level!
I know you can do it!! Make this YOUR year!
Step Up To Director!!*



Your name here!! Your name here!! Your name here!! Your name here!! Your name here!! Your name here!! Your name here!!



Future Directors



Recruiter :Tanya Blakeney
Elizabeth J. Benson
Hannah C. Blakeney
Diana K. Cobb
Hannah R. Cooper
Denise R. Green
Buffy A. Griggs
Natalie M. Hedrick
Charlotte G. Rogers
Andrea L. Rowland
* Leslie W. Ward



Recruiter :Ann Patterson
Kay K. Bradford
Margie F. Burton
Bridgett M. Davis
Kathy C. Garner
Frances Miers
Kelly L. Pyle
MaryKay Schoonover
Kay A. Strickland
Cheryl S. Williams
* Angie F. Sherman
* Jill S. Tatum
* Linda P. Tucker

Star Recruiters



Recruiter :Judith Johnson Smith
Emily A. Briley
Wanda G. Hunter
Betty A. Johnson
Jeannie A. Johnson
* Shirley Ann Young



Recruiter :Kay B. Wallace
Chelle H. Cupit
Amanda Holmes
Wendy N. Petrus



Recruiter :Robin Williams
Christi L. Cornelius
Donna E. Horton
Gracie L. Williams

**To become ACTIVE
you must place a
\$200 wholesale order.*



We Invested in Product Last Month!

Jennifer Y. Venters	\$3,621.50	Brenda Parmley	\$234.50	Kathy E. Miller	\$178.00
Jeannie A. Johnson	\$670.50	Hannah R. Cooper	\$233.00	Buffy A. Griggs	\$177.00
Tanya R. Blakeney	\$639.50	Donna S. Strickland	\$227.50	Amanda Holmes	\$149.50
Debbie Gardner	\$575.50	Faye G. Fowler	\$226.50	Tiffany R. Kagebein	\$128.50
Joyce K. Smith	\$486.75	Denese T. Parker	\$226.25	Vickie Whitehead	\$115.50
Bridgett M. Davis	\$470.50	Chelle H. Cupit	\$225.50	Pamela J. Lopez	\$100.25
Robin Williams	\$470.00	Judy P. Guillory	\$223.25	Margie F. Burton	\$97.50
Carrie E. Nicholson	\$464.00	Glenda Carpenter	\$222.00	Christie R. McComas	\$97.50
Ann Patterson	\$437.00	Crystal K. Breen	\$218.50	Denise R. Green	\$71.50
Dian F. Spence	\$428.25	Amber M. Gates	\$215.75	Kay K. Bradford	\$64.00
Ann D. Kingrey	\$422.00	Jennifer B. Garner	\$214.25	Frankie M. Antis	\$55.50
Corie M. Williams	\$359.50	Faye W. Glover	\$214.00	Tammy Higginbotham	\$55.00
Chrystal Duncan	\$343.00	Emily A. Briley	\$213.75	Elizabeth K. Watts	\$48.50
Wendy N. Petrus	\$335.50	Staci D. Albritton	\$211.75	Leah K. Tyler	\$38.00
Megan L. Kyle	\$324.00	Jennifer D. Wilson	\$211.00	Jennifer L. Johnson	\$37.50
Keena B. Antley	\$317.25	Kay A. Strickland	\$210.00	K. Churchman Davis	\$30.00
Henrietta C. Watson	\$290.50	Natalie M. Hedrick	\$203.50	Shawn B. Corley	\$11.00
Andrea L. Rowland	\$285.25	Kathy C. Garner	\$203.25	Pam Garner Moore	\$647.25
Frances Miers	\$278.75	Brenda H. Rocconi	\$203.00		
Hannah C. Blakeney	\$271.00	Kim S. Anderson	\$202.50		
Wanda G. Hunter	\$271.00	Becky Hudson	\$202.25		
Terry L. Bickley	\$267.00	Pam S. Wilkins	\$201.50		
Cristy W. Halley	\$263.00	Tina Walker	\$200.75		
Robin Davis	\$260.00	J. Johnson Smith	\$200.50		
Jennifer A. Girard	\$254.50	Donna J. George	\$200.50		
Leigh A. Britt	\$253.00	MaryKay Schoonover	\$200.00		

Starting soon, I will be featuring the ladies who are ON PROFIT.

Prove it to me by doing an inventory with \$4,800 on shelf and turning it in. YOU can do it!

Girls Night Out Inner Circle



Come hang out with me every month at my house for some relaxed girl time!

Inner Circle

Do one of these things **AND a \$600 wholesale order** to be celebrated at Pam's at our Girls Night Out Inner Circle event :

- ◆ Complete a **Power Start** (30 faces in 30 days)
- ◆ Complete **6** marketing conversations with evaluations turned in (either by yourself or with my help)
- ◆ Add **one** new team member

PRIZE:

Newsletter Recognition, Website Recognition, Invitation to attend Special Conference Call, Attendance at our local girls night out inner circle party at my house

Elite Inner Circle

Complete your **Power Start Plus** (30 faces and 6 marketing conversations) **AND do 800 or more wholesale** during the month. You will have a **special gift** awaiting you at your dinner plate when you arrive at Pam's. If you are out of town, we will mail your gift. Complete **12 PSP's in a row** and earn your choice of a Designer handbag, or a Tiffany's bracelet.

PRIZE:

Front Page Newsletter Recognition, Website Recognition, Power Start Plus pin, Invitation to attend Special Conference Call, Attendance at our local girls night out inner circle party at my house.

Here We Grow Again!

(These new unit members signed Consultant agreements January 1-31)

Who said YES...

New Consultant

Michelle Chowns

Jennifer Y. Venters

From

RAYVILLE, LA

FARMERVILLE, LA

She made the difference...

Sponsored by

P. Garner Moore

P. Garner Moore



Glitz & Glam at Seminar 2011

When you debut as an Independent Sales Director from Feb. 1 through July 1, 2011, you'll receive a beautiful amethyst and diamond ring selected especially for you! You'll also receive an invitation to a very special Seminar 2011 Awards Night reception, an Awards Night sash and Class of 2011 name badge ribbon.



It's time to get focused gang!!

Who do you know who wants to JOIN you in living a life of Excellence...



Who Moved Up In RED...



Tanya Blakeney



Ann Patterson

ARE YOU READY TO MOVE UP??

Star Divas

\$1800+



NEW Jennifer Venters
\$3,621.50

Double Divas

\$1200+



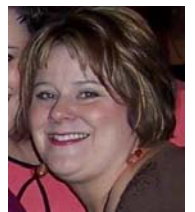
Your name here next month!!

Divas

\$600+



Jeannie Johnson
\$670.50



Tanya Blakeney
\$639.50

Dream Big!

Shoot for the Stars!

Our Goal is 25 Stars this Quarter!

I want to feature YOU here!!

JENNIFER
VENTERS

CARRIE
NICHOLSON

Dream!

FINAL FOUR!





Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level

Ann Patterson	\$137.16
Tanya R. Blakeney	\$111.71

4% Recruiter Commission Level

J. Johnson Smith	\$46.21
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I want to see your name here \$40+

Say **YES** to the future we have waiting for us in MK, say **YES** to the commitment to learn the skill that will take us to the top. say **YES** to stepping up to the plate and choosing accountability and excellence and leadership. Say **YES** to showing this product and sharing this opportunity..

10 Attitudes of Top Achievers!

By Brian Tracy, Author & Motivational Speaker

If you think the same way as the top achievers think, you can begin to get the same results they do. Here are 10 psychological and practical ways to mirror the attitudes of top achievers.

1. See yourself as a consultant rather than a salesperson. Believe that you are a problem-solver with regard to your product and how the client can best use it.
2. Become a doctor of selling. Act in the best interests of your "patients" and have a high code of ethics.
3. See yourself as the president of your own sales corporation. Accept 100 percent responsibility for your results.
4. Commit yourself to being the best in your field. Dedicate yourself to lifelong learning.
5. Be ambitious, hungry, and determined to use selling as a steppingstone to the success you want in life.
6. Have integrity. Be honest with yourself and others.
7. Engage in thorough preparation prior to every call.
8. Be an excellent listener; be extremely customer-focused.
9. Have tremendous courage. Be willing to face your fears of rejection and failure, and overcome them.
10. Be highly persistent. Start your workday earlier, work harder, and stay longer.

To make these changes work you must walk, talk and behave consistently with them every hour of every day. I believe you can be a Top Achiever! Make 2011 your year to shine!





Congrats to

Carrie

Nicholson!!

Our newest

Pearl winner!!

THIS IS THE QUARTER TO QUALIFY FOR SEMINAR arena SEATING AND PRIORITY REGISTRATION!!!



- ◆ Achieve Sapphire Star Consultant status with at least \$1,800 or more in personal wholesale Section 1 orders Dec. 16, 2010, through March 15, 2011.
- ◆ Be on-target for the Queen's Court of Personal Sales (\$24,000 in estimated personal retail production from July 1, 2010, through Feb. 28, 2011).
- ◆ Be on-target for the Queen's Court of Sharing (16 total new personal team members from July 1, 2010, through Feb. 28, 2011. New team members do not need to be qualified at that time).
- ◆ Be an Independent Sales Director (including March 1, 2011, debuts). Independent Sales Directors who debut in April, May, June or July are qualified to attend Awards Seminar on a first-come, first-served basis. Reserve your seat with Seminar 2011 Priority Registration!

For full details, go to www.marykayintouch.com and click on Recognition and then Contests.

So THAT'S What Recruiting is all About!

by Ann Vertel, www.unitcoach.com

So you think you hate sales and you're no good at it. Or perhaps recruiting (which is also sales) feels too "pushy." You don't like trying to convince someone to do something they don't want to. Then stop!

Where on earth did you get the idea that sharing the opportunity was about hogtying some poor unsuspecting soul, throwing them over your shoulder, and dragging them into a happy life? Did someone along the way tell you that you had to convince, connive, cajole, arm-twist, lie, fib, leave out details, put on a fake voice and a phony expression and do your level best to force someone into a decision to join the company?

There are two ways to look at recruiting. The first makes you feel like you are doing something smarmy and underhanded; that you are on one side of the table and your prospect is on the other side of the table and it's a big game of chess. Your prospect becomes your opponent and your mission becomes the defeat of all her objections until there are none left and she simply surrenders out of exhaustion. This is the mindset of scarcity and competition. A winner and a loser. A victim and a victor.

The second way to look at recruiting is through a mindset of abundance (there is plenty to go around) and collaboration (we are in this together).

Now don't discount the enormity of the difference between the two - it is huge. A chasm in fact.

If I showed you a gathering of 100 women and told you to go convince ten of them to join, it might seem like a daunting task. But if I told you that there were ten women in that group that didn't need convincing, they just needed to hear about the opportunity and they would jump at the chance to join, and all you had to do was go and find out which ten they were, could you do that? Of course you could (and I probably couldn't stop you!)

That's what recruiting is all about. It's not about convincing women to do something they don't want to do. It's about finding the ones that want to do what you have to offer.





Yes Unit ... those who showed up and said **YES** to product sales and **YES** to doing accomplishment sheets online!!



Pacesetters Weekly Sales

Mittie O. Byrd \$460.00
 Robin Williams \$150.50
 Robin Williams \$123.00



Pacesetters of PCP/Misc. Sales

Robin Williams \$150.50
 Robin Williams \$123.00



Pacesetters of On the Go Sales

Mittie O. Byrd \$460.00



**FINAL
FOUR!**



Results taken from Weekly
Accomplishment Sheets!

Career Conference

How Important is it?

Someone once said, "It only takes a spark ~ to get a fire going." How true! And that spark has been found hundreds of times at Career Conference. Perhaps you are thinking, "I can't afford to go." From long experience, I believe you can't afford NOT to attend, for at Career Conference you will discover the BIG PICTURE of what your Mary Kay career can be for YOU! Make your plans now. Use the profit from a few extra classes to pay your way.
~ Mary Kay Ash



**Career Conference
Schedule At-A-Glance**

Day 1—March 25, 26, 27, April 1 & 3

- 2 – 9 p.m. Registration (if space is available)
Packet Pickup (must have driver's license, other picture I.D.)
- 3:30 – 5 p.m. Independent Sales Director Workshop
- 3:30 – 5 p.m. Emerging Leadership Workshop (Star Team Builders, Team Leaders, Future Directors, & DIQs)
- 7 – 10 p.m. Opening General Session (all attendees)

Day 2—March 26, 27, 28, April 2 & 4

- 8 a.m. – 4:30 p.m. Registration (if space is available)
Packet Pickup (must have driver's license, other picture I.D.)
- 8:30 – 10:30 a.m. Independent Beauty Consultant and Independent Sales Director Classes
- 10:45 a.m. – Noon Morning General Session (all attendees)
- 12:15 – 1:45 p.m. *Puttin' on the Glitz Luncheon* (by invitation only)
- 2 – 4 p.m. Closing General Session (all attendees)



YES!

Pam Garner Moore

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Website: www.pamgarnermoore.com

Have Everyone You FACIAL go to
www.pamgarnermoore.com
under the opportunity page and fill out the online
Tell us what you think form to be in a drawing
for \$100 in FREE products!

Say YES to your Future!



Shoot for the Stars!

Our Goal is 25 Stars this Quarter!

Qualify for Seminar Arena Seating this Quarter!!

March 2011

Birthdays	Day	Anniversaries	Years
Elizabeth K. Watts	2	Kay A. Strickland	20
Andrea L. Rowland	4	Lela F. Silk	15
Leslie W. Ward	6	Glenda Carpenter	15
Marsha L. Hayes	10	Donna E. Horton	15
Sandy L. Hudson	11	Faye G. Fowler	14
Robin Williams	12	Donna J. George	9
Jessica Condon	13	Kathy E. Miller	7
Angela R. Daniels	13	Jill S. Tatum	6
Sheila N. Fleming	13	Natalie M. Hedrick	3
Maria Ybanez	16	Amber M. Gates	2
Judy P. Guillory	18	Tammy Higginbotham	2
Donna McKaskle	18	Michelle M. Gray	2
Amber M. Hoffer	20	Rita F. Harmon	2
Brenda Parmley	20	Kim Murphy	2
Jessica L. Beasley	22	Marsha L. Hayes	2
Kathy A. Gann	25	Amanda Bell	1
Michele S. Robinson	25	Tonya Cannon	1
Kay A. Strickland	27		