



Senior Director Pam Garner Moore's

YES Unit!

October Results & Recognition ★ December, 2010

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!

September 16 - December 15, 2010

Shoot for
STAR this
Quarter!!

YOU
Can Do It!!

There's still
time to
shoot for
STAR!!!



Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
CARA BROWN	\$3,000.50	****	****	STAR	\$599.50	\$1,799.50
PAM GARNER MOORE	\$1,290.75	\$509.25	\$1,109.25	\$1,709.25	\$2,309.25	\$3,509.25
SHELIA GILBERT	\$1,202.00	\$598.00	\$1,198.00	\$1,798.00	\$2,398.00	\$3,598.00
CHRISTAL DUNCAN	\$906.25	\$893.75	\$1,493.75	\$2,093.75	\$2,693.75	\$3,893.75
TIFFANY KAGEBEIN	\$700.50	\$1,099.50	\$1,699.50	\$2,299.50	\$2,899.50	\$4,099.50
DEBBIE GARDNER	\$690.00	\$1,110.00	\$1,710.00	\$2,310.00	\$2,910.00	\$4,110.00
TANYA BLAKENEY	\$671.50	\$1,128.50	\$1,728.50	\$2,328.50	\$2,928.50	\$4,128.50
KAY BRADFORD	\$626.50	\$1,173.50	\$1,773.50	\$2,373.50	\$2,973.50	\$4,173.50
DIAN SPENCE	\$562.25	\$1,237.75	\$1,837.75	\$2,437.75	\$3,037.75	\$4,237.75
CRYSTAL BREEN	\$557.50	\$1,242.50	\$1,842.50	\$2,442.50	\$3,042.50	\$4,242.50
ROBIN DAVIS	\$501.00	\$1,299.00	\$1,899.00	\$2,499.00	\$3,099.00	\$4,299.00
JEANNIE JOHNSON	\$492.50	\$1,307.50	\$1,907.50	\$2,507.50	\$3,107.50	\$4,307.50
LESLIE MCCRAW	\$491.25	\$1,308.75	\$1,908.75	\$2,508.75	\$3,108.75	\$4,308.75
AMANDA BETHEA	\$480.00	\$1,320.00	\$1,920.00	\$2,520.00	\$3,120.00	\$4,320.00
CRISTY HALLEY	\$459.75	\$1,340.25	\$1,940.25	\$2,540.25	\$3,140.25	\$4,340.25
ROBIN WILLIAMS	\$445.25	\$1,354.75	\$1,954.75	\$2,554.75	\$3,154.75	\$4,354.75
KIM GLOVER	\$441.00	\$1,359.00	\$1,959.00	\$2,559.00	\$3,159.00	\$4,359.00
DONNA STRICKLAND	\$433.75	\$1,366.25	\$1,966.25	\$2,566.25	\$3,166.25	\$4,366.25
EMILY BRILEY	\$428.75	\$1,371.25	\$1,971.25	\$2,571.25	\$3,171.25	\$4,371.25
DEBBIE CANNON	\$426.00	\$1,374.00	\$1,974.00	\$2,574.00	\$3,174.00	\$4,374.00
LEIGH BRITT	\$406.25	\$1,393.75	\$1,993.75	\$2,593.75	\$3,193.75	\$4,393.75
KAY WALLACE	\$400.50	\$1,399.50	\$1,999.50	\$2,599.50	\$3,199.50	\$4,399.50

Pam's **YES** Unit

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



WOW!!! I can hardly believe it!!! Happy Anniversary gang.. 28 years YOUNG as a unit!!! Boy how time flies when you are having fun and living life out LOUD! I am one grateful human to have the sheer honor and privilege of being your leader, of getting to hang out with you, and "do life" with you! Let's ROCK it OUT in DECEMBER and celebrate our BEST Month EVER!!

We have prizes in place to celebrate the anniversary month at every wholesale level! WE HAVE our QUARTER END at the 15th and my goal is even if you have not been a star in forever or if you are one EVERY quarter for us ALL to be one... sell 10 -15 guys \$100-\$150 pamper baskets and you are THERE!!! Pamper baskets include roll up bags, brush sets, microdermabrasion, satin lips, satin hands, targeted action and or visibly fit body lotion, energizing foot and leg cream, oil free hydrating gel... and always with EVERY GIFT, a little card (and your taking down their name and cell) with a Makeover gift and \$10 to spend the week between Christmas and New year's... So simple to make loads of CASH for you and your family this month!!!! Don't forget the gift card market.. It is endless!!

AND, you will get this by email or already have but I made a decision after being approved to EXTEND THE STARTER KIT offer of \$75... for ease of it, it will be a rebate to the consultant in the form of a check within days of when she purchases her \$100 starter kit mailed directly to her! This allows us to continue the momentum we created in November!!!

And, it allows you to build your team and get paid in YOUR SLEEP... I have some amazing training from NSD Linda Toupin on wealth management. Message me for your copies...

I want you to know something... there has NEVER been a better time to be IN MK, to be in Direct Sales, to work hard and outwork the economy than NOW!!! Our sales are out of the roof and YOU deserve your part. Whether you have a short term goal of an extra \$5000-10,000 or a long term goal of immediate and continued consistent LARGE income and advancement, NOW is the right time in the right company in the company of the right people with the right product. DUST off those dreams, dream BIGGER, work harder, SET A FACE GOAL because that is what will take you there... and lock arms with me as we all say YES to our dreams becoming goals and becoming reality... YOUR family's financial future will be forever affected and cemented by a few on purpose decisions today to get serious about having fun while you build your own company... marketing this amazing product and offering this premier opportunity. I am so grateful for the walk we personally have walked this past 14 months while Ri has been ill... and for a company that I could still make six figures while rearranging our schedules, having to make the choice to homeschool, traveling out of town to specialists and watching her see all of that and absorb that mk attitude and spirit. They truly get what is caught not taught... Thank you for working hard and for whatever place you see yourself... as friends and family consultants or as women on a mission working toward your own Six figure income. I love you and I am

Running with you as you say YES,

Pam

**YES
YES
Y'ALL**

HOUS 10

Unit Focus:

25 Star Consultants
this Quarter



RETAIL QUEEN



Glenda
Carpenter

SHARING QUEENS



Mittie
Byrd



Glenda
Carpenter

WHOLESALE QUEEN



Shelia J.
Gilbert
\$1,202.00

Spotlight On Team Builders!

Standings are updated as of October 31st — this will not reflect November 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 :Ann Patterson
 Kay K. Bradford
 Bridgett M. Davis
 Kathy C. Garner
 Frances Miers
 MaryKay Schoonover
 Angie F. Sherman
 Jill S. Tatum
 Linda P. Tucker
 Cheryl S. Williams
 Traci Willis
 * Margie F. Burton
 * Kelly L. Pyle
 * Kay A. Strickland

Team Leaders



Recruiter :Tanya Blakeney
 Diana K. Cobb
 Denise R. Green
 Buffy A. Griggs
 Natalie M. Hedrick
 Donna McKaskle
 Charlotte G. Rogers
 Leslie W. Ward
 * Elizabeth J. Benson

Star Recruiters



Recruiter :Amanda L. Bethea
 Marsha L. Hayes
 Tiffany R. Kagebein
 Denese T. Parker



Recruiter :Sandy L. Hudson
 Debbie Gardner
 Kimberly K. Haley
 Tanya L. Hudson



Recruiter :Judith E. Johnson Sm
 Emily A. Briley
 Wanda G. Hunter
 Jeannie A. Johnson
 Shirley Ann Young
 * Marsha J. Wilson

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



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.



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

9% Recruiter Commission Level

Tanya R. Blakeney \$123.73

Ann Patterson \$97.90



4% Recruiter Commission Level

I want to see your name here \$40+

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Team Building

Tip of the Month!

Independent Senior Sales Director LaChelle Seleski and Independent Senior Sales Director Amber Faulk

give you some team-building tips:

- ◆ LaChelle – "It all starts at the skin care class. Show guests how excited you are to be there with them and to be a part of the Mary Kay opportunity. One way you can convey that is to share your personal I-story. Why did you choose Mary Kay? What has your business meant to you? Your sheer excitement alone will show them how great the opportunity is. It's contagious!"
- ◆ Amber – "First you have to be committed in your own mind, so make a list of all the reasons why you want to start building a team. This will put a purpose behind your effort, and when you feel tempted to slack off, you can look back and see why you had your vision for it in the first place."

Here We Grow Again!

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

Who said YES...

New Consultant

Janet Mabry

Ashly Smyth

From

FIVE POINTS, AL

DAWSONVILLE, GA

She made the difference...

Sponsored by

G. Carpenter

M. Byrd



**It's time to get
focused gang!!**

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



ON THE GO

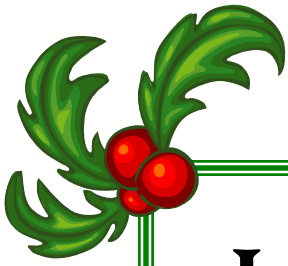
Carrying along wrapped and unwrapped gifts to all the appointments and social events you attend throughout the season can be a great way to promote sales of budget-friendly stocking stuffers and last-minute gifts. You'll be helping out your friends and customers with quick and easy sales - saving them time, effort and money!



**Preparing
for the
Holiday
To Do List!**

1. Decide on the gifts you want to offer and make your gift menu.
2. Order product needed to make your gifts.
3. Decide on your color theme & order "foo foo" gift bags, bows, ribbon, wire stars, etc. and keep it simple!
4. Shop for the extras you will need: Holiday picks, candy, small ornaments.
5. Print and cut out gift tags to place beside your gift displays with the price.
6. Select a day to make all your gifts.
7. Print out your wish lists for your customers to fill out for future reference.
8. Make up 10 guest folders for your shows: Gift Menu, wish list, pen & sales slip.
9. Book 5 Early Bird Gift Shows to be held in November or early December.
10. Check each item off as you finish and try to complete your list in the next couple of weeks.





Holiday Team Building



Director Vanessa McClearn of Littleton, CO, created the following top 10 list of reasons for starting a Mary Kay career during November or December. Her list is a great way to show prospective recruits that there's never been a better time to become a Mary Kay Beauty Consultant.

Top 10 Reasons to Start Your Consultant Career Now!

1. You could receive up to a 50% discount on holiday gifts to family and friends.
2. You'll be able to help friends and family spend money they received as gifts.
3. When you travel to visit long-distance friends and family, you can take your showcase and practice your skin care skills.
4. You can practice your Consultant skills on friends and family members visiting you.
5. You can help friends and family with a new look for that special holiday party.
6. Let friends and family know you can help them with last-minute stocking stuffers and holiday gifts already wrapped!
7. You'll be ready for the new year when women are looking for new looks, new opportunities and time-saving services.
8. You'll probably be seeing people you don't see very often. What a wonderful opportunity to tell them about your new career and book post-holiday classes!
9. When you make holiday telephone calls to friends and family members far away, you can tell them about your new career and offer them the opportunity.
10. You'll be ready to start your new year with a bang! You'll have a career that allows you to shoot for the stars without hitting the glass ceiling!



Dream Big!

Shoot for the Stars!

Our Goal is 25 Stars this Quarter!

I want to feature YOU here!!



Winter 2010 New Products



Limited-Edition*
Liquid
Illuminator
\$20 each



Cream Blush, \$13 each



Mechanical Brow Liner
In Blonde, \$10 each



Cream Eye Color, \$13 each



Limited-Edition* Women's
Eau de Parfum Wand, \$22 each



Cream Eye Color/
Concealer Brush, \$10



Liquid Foundation Brush
\$10



TimeWise®
Matte-Wear
Liquid
Foundation
\$20



TimeWise®
Luminous-
Wear
Liquid
Foundation
\$20



Foundation
Primer
\$16



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




Pacesetters Weekly Sales


Glenda Carpenter		\$507.00
Robin Williams		\$167.00
Robin Williams		\$152.00
Robin Williams		\$137.50




Pacesetters of PCP/Misc. Sales

Robin Williams		\$167.00
Robin Williams		\$152.00
Glenda Carpenter		\$129.00
Robin Williams		\$105.50

Pacesetters of Website Sales

Robin Williams		\$32.00
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Pacesetters of Facial Sales

Glenda Carpenter		\$40.00
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Pacesetters of On-The-Go Sales

Glenda Carpenter		\$152.00
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Pacesetters of Class Sales

Glenda Carpenter		\$186.00
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Results taken from
Weekly Accomplishment
Sheets!



Little Black Dress Event

Dec. 7th, 6-8pm
@ **PINK**



YES!

Pam Garner Moore

Sr. Sales Director
1606 Elizabeth
Ruston, LA 71270

Phone: 318-512-1634
E-mail: pgarnermoore@gmail.com
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!



Words* of* Wisdom*

Your attitude will be the most significant factor in your success, for with the right attitude you can do everything wrong and still succeed. But with the wrong attitude you can do everything right and fail. So if you think you can, you can! But if you think you can't, you're right. The greatest undeveloped territory in the whole world is right under your hat.

~Mary Kay Ash



December* 2010

Birthdays	Day	Anniversaries	Years
Denise R. Green	4	Kathy A. Gann	15
Crystal K. Breen	6	Diane Bush	11
Keena B. Antley	8	Kim L. Glover	9
Robin Davis	10	Henrietta C. Watson	9
Dian F. Spence	11	Staci D. Albritton	7
Amanda Bell	19	Becky L. Miller	1
Heather C. Hart	21		
Janet Mabry	21		
Hannah C. Blakeney	24		
Alicia R. Tano	27		
Faye W. Glover	28		
DeEtte M. Quinn	28		

Celebrate!!!

