



Senior Director Pam Garner Moore's

YES Unit!

March Results & Recognition ★ May, 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!

March 16 ~ June 15, 2011

**Congrats
3rd Quarter
STARS!**

PEARL

Carrie
Nicholson

EMERALD

Jennifer
Venters

DIAMOND

Pam Garner
Moore

SAPPHIRE

Hannah
Cooper

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
HANNAH COOPER	\$1,252.00	\$548.00	\$1,148.00	\$1,748.00	\$2,348.00	\$3,548.00
CARRIE NICHOLSON	\$1,100.75	\$699.25	\$1,299.25	\$1,899.25	\$2,499.25	\$3,699.25
JOYCE SMITH	\$872.25	\$927.75	\$1,527.75	\$2,127.75	\$2,727.75	\$3,927.75
HELEN SMITH	\$584.00	\$1,216.00	\$1,816.00	\$2,416.00	\$3,016.00	\$4,216.00
DEBBIE CANNON	\$511.75	\$1,288.25	\$1,888.25	\$2,488.25	\$3,088.25	\$4,288.25
ANN PATTERSON	\$479.00	\$1,321.00	\$1,921.00	\$2,521.00	\$3,121.00	\$4,321.00
TIFFANY KAGEBEIN	\$476.75	\$1,323.25	\$1,923.25	\$2,523.25	\$3,123.25	\$4,323.25
HEATHER GRAY	\$440.00	\$1,360.00	\$1,960.00	\$2,560.00	\$3,160.00	\$4,360.00
CHERYL WILLIAMS	\$430.50	\$1,369.50	\$1,969.50	\$2,569.50	\$3,169.50	\$4,369.50
KAY WALLACE	\$425.50	\$1,374.50	\$1,974.50	\$2,574.50	\$3,174.50	\$4,374.50
BUFFY GRIGGS	\$403.50	\$1,396.50	\$1,996.50	\$2,596.50	\$3,196.50	\$4,396.50
ROBIN WILLIAMS	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00
VICKIE WHITEHEAD	\$400.75	\$1,399.25	\$1,999.25	\$2,599.25	\$3,199.25	\$4,399.25
BRIDGETT DAVIS	\$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"



WOW!!! I have said and heard it said that I would rather be EXHAUSTED from success than rested from failure... and WE BLEW it out in April!!! 23 consultants added in 9 states with 7 people moving up!!! WOW! God is pouring his favor upon us and YOU are taking it and running with excellence and obedience! I would challenge you to get still TODAY for 20 minutes and listen to what He is saying.. What is YOUR wildest MK dream come true if you KNEW you could NOT fail? THAT is the real deal.. and not because it blesses JUST you.. it is who you become, who we become in the process and who we get to be used to bless by that obedience... It may be as simple as learning and perfecting the skill of holding a skincare class and a good night party.. so that you get to meet those girls who are looking for YOU!!!

May is going to totally ROCK! AMAZING May!!! We have TWO more months!!! With the HUGE momentum we have built, I would be willing to stretch and say that our unit size will DOUBLE... each one of us adding only ONE team member insures that!!! And Seminar opens up... If I could require only two things, they would be that you have a personal website and that you go to Seminar. There is something that becomes crystal clear about this amazing opportunity and the BIG picture comes ALIVE!!! What do YOU want to have happen by May month end? YOU can be on target for your CAR, be ready to go into DIQ, be a new Lights, Action, Fashion winner... you can have it all and it starts HERE: faces... one at a time in groups of fun...we get to build our business... not rocket science, not a birthright, but a SKILL.. and when this is a skill based

business and it IS...YOU can LEARN it and do anything you want!!!

May is about YOUR journey, your success story being written... and AS a by product, our unit's success added up from your individual victories will yield our HUGE goal of May... and DETERMINE our seating at SEMINAR...

So, what to do... first, REGISTER right away for Seminar online at MK.. don't get your hotel as I have our block and will have that to you right away. Next, decide now... what is your face goal.. where will you be in May for your real goal!? and third...Let's get you in YOUR star....so that you can be a part of our parade of stars this quarter.

I am in YOUR corner... and your biggest cheerleader... We have two months to knock this goal out and we need to add 30 new consultants each of those months and have 100 plus wholesale orders from our unit... TOGETHER, we can do anything and God will provide your client base AND your team as you listen to him...

watch your email.. for a HUGE prize offer... exactly as you asked for it... (hint: it involves an Ipad, a spa experience, or romantic dinner for two or ALL of the above)

I am running with you as you say YES to YOUR AMAZING May!!!

Love,

**YES
YES
Y'ALL**

Unit Focus:

25 Star Consultants
this Quarter

Imagine 
your way to beautiful



RETAIL QUEEN



?

SHARING QUEEN



Tiffany R.
Kagebein
1

WHOLESALE QUEEN



Hannah R.
Cooper
\$943.75

2 Month Stretch!!

Spotlight On Team Builders!

Standings are updated as of March 31st — this will not reflect April 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!!



Team Leaders



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



Recruiter :Ann Patterson
Kay K. Bradford
Bridgett M. Davis
Kathy C. Garner
Frances Miers
Glenda H. Robbins
MaryKay Schoonover
Kay A. Strickland
* Margie F. Burton
* Kelly L. Pyle
* Cheryl S. Williams

Star Team Builders



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



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

We Invested in Product Last Month!

Hannah R. Cooper	\$943.75	Frances Miers	\$235.75	Kim S. Anderson	\$75.50
Debbie Cannon	\$791.25	Rhonda Higginbotham	\$233.50	Dian F. Spence	\$65.00
Joyce K. Smith	\$779.25	Debbie Gardner	\$233.00	Chrystal Duncan	\$64.00
Pamela J. Lopez	\$484.50	Kay K. Bradford	\$226.25	K. Churchman Davis	\$62.50
Carrie E. Nicholson	\$467.50	Barbara Hinton	\$225.25	Patricia B. Sears	\$61.75
Ann Patterson	\$446.00	Keena B. Antley	\$223.00	Jennifer B. Garner	\$52.50
Kay B. Wallace	\$425.50	Tina R. Shepherd	\$221.25	Natalie M. Hedrick	\$50.25
Donita Torres	\$425.00	Henrietta C. Watson	\$213.50	Jennifer L. Johnson	\$40.00
Vickie Whitehead	\$400.75	Amanda Bell	\$211.00	Corie M. Williams	\$38.75
Bridgett M. Davis	\$400.25	Kathy A. Gann	\$210.50	Emily A. Briley	\$37.00
Donna S. Strickland	\$357.25	Deborah J. Knudson	\$209.50	Shawn B. Corley	\$36.00
Robin Davis	\$345.00	Valerie A. Warner	\$204.50	Staci D. Albritton	\$36.00
Jeannie A. Johnson	\$334.25	Kathy E. Miller	\$201.00	Diana K. Cobb	\$31.50
Gracie L. Williams	\$319.00	Diane Bush	\$200.00	Cristy W. Halley	\$11.50
Tiffany R. Kagebein	\$283.75	Jennifer Y. Venters	\$178.00	Terry L. Bickley	\$11.00
Michele S. Robinson	\$281.50	Marsha L. Hayes	\$158.00		
Tammy Higginbotham	\$274.00	Chelle H. Cupit	\$141.00		
Wendy Woodard	\$273.00	Ann D. Kingrey	\$122.50		
Mittie O. Byrd	\$265.50	Becky L. Miller	\$97.00		
Leigh A. Britt	\$251.50	Tanya R. Blakeney	\$82.25		
Michelle M. Gray	\$249.50	Kathy C. Garner	\$80.00		

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!



Love You Mom!

Show Mom how much you care this Mother's Day, May 8, with limited-edition sets – priced just right! At a special Mother/Daughter party you can offer your customers inexpensive ways to show their moms how much they are appreciated.

NEW! Limited-Edition Mary Kay Simply Cotton® Mother's Day Set

Give the gift of fragrance with Mary Kay Simply Cotton® Eau de Toilette and Mary Kay® Eau de Toilette Body Lotion in Simply Cotton®. Both in a fun denim Weekender bag with coordinating scarf. \$35

NEW! Limited-Edition Bella Belara® Mother's Day Set

Give Mom the scent-sational gift of Mary Kay® Bella Belara® Body Lotion and Mary Kay® Bella Belara® Eau de Parfum in a coordinating bag with satin ribbon pulls. She'll love layering for fragrance that lasts. \$45

Limited-Edition Mary Kay® Pedicure Set

Get feet sandal-ready with the perfect pedicure set. Your customers will love pampering Mom with the Relaxing Foot Soak and Soothing Foot Balm in a Rosemary Mint scent and the Pedicure brush with pumice stone. All in a coordinating zipper bag. \$22



Here We Grow Again!

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

Who said YES...

New Consultant

Debbie A. Meins

Irene D. Stanfill

From

STUTT GART, AR

WEST MONROE, LA

She made the difference...

Sponsored by

T. Kagebein

P. Garner Moore



**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...



**ARE YOU READY
TO MOVE UP??**

**Star Double
Divas Divas
\$1800+ \$1200+**

Divas \$600+



*Your name here
next month!!*



*Your name here
next month!!*



Hannah Cooper



Debbie Cannon



Joyce Smith

Dream Big!

Shoot for the Stars!

Our Goal is 25 Stars this Quarter!

I want to feature YOU here!!

YOUR NAME
HERE!!

YOUR NAME
HERE!!

YOUR NAME
HERE!!

Dream!





Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level

Tanya R. Blakeney	\$92.30
Ann Patterson	\$84.80

4% Recruiter Commission Level

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..

FINALLY — the SECRET of SUCCESS!

by Lloyd Campbell, Author & Motivational Speaker

What is the secret to continued success? If you want to move forward and achieve your dreams, then you need to focus on four characteristics. Inside you there is a God-given potential for greatness. That's not just success talk, that is a firm belief I have in an all-powerful God who has singularly created and uniquely gifted you to achieve your dreams.

But in order to achieve them you must possess these four characteristics: Passion, Mission, Vision, and Sacrifice.

Passion – Call it drive, desire, motivation ... it doesn't matter; it is the engine that propels you forward. Without passion you will achieve mediocrity at best.

Passion not only drives you, it drives everyone around you. People may not respond to your personality, but they can't help but react to your passion. If you will show your people drive and determination, they will more readily follow you.

Mission – I am a basketball fan, and I enjoy watching the NCAA Tournament. There is one rule in basketball that must not be broken or failure is almost guaranteed: Keep Your Eye On The Ball! It doesn't matter how fast, how strong, how skilled, or how eager, if you take your eye off the ball you can't play the game.

In life, you must keep your eye on your mission or you will fail. Do you remember the incident in Alice In Wonderland where Alice is a bit confused about her direction?

She asks the Cheshire cat, "Would you tell me, please, which way I ought to go from here?"

"That depends a great deal on where you want to go," replies the cat.

"I don't much care where," says Alice.

To which the feline replies, "Then it doesn't matter which way you go."

Some people don't have a clue where they are going ... and that's the reason they aren't getting anywhere!

Great military leader, General George S. Patton, would gather his soldiers into a room before every major battle and ask them this question: "What is your mission?" He knew that was the single most important piece of information every soldier had to know if victory was going to be won.

Vision – Disney World is the most popular tourist attraction on the planet. It sits on forty-three square miles of some of the most prime property in the entire state of Florida. It is twice the size of Manhattan Island. Originally, it took seven years to plan, and four and one-half years to build. Each year, more than forty million people pass through the turnstiles at Disney World alone.

Disney World was dedicated on October 1, 1971. During the ceremony someone turned to Mrs. Walt Disney and said, "Isn't it a shame that Walt didn't live to see this?" Mrs. Disney replied, "He did see it, that's why it's here."

It is amazing how much of our existence is touched by someone's vision. The medicine that you take, the car that you drive, the planes that we fly, the TV's that we watch, the computers that we use, are all the result of someone's vision. Look around you right now . . . everything you see—everything—began as a vision in someone's mind.

Sacrifice -- When your dreams are rooted firmly in your heart, there is no price that you won't be willing to pay.

There is no secret to success; what you need is passion, mission, vision, and sacrifice. When you have those characteristics in your life, your dreams can't be far away!

What is your passion and mission? I believe in your dreams!

You loved the Mary Kay® *Your Way to Beautiful™* Makeover Contest last fall, and you're REALLY going to love the **2011 Mary Kay® Makeover Contest**. *Get Beautiful. Give Back.* Three lucky consumers could feel beautiful inside and out! They could be the Grand Prize winners of a \$2,500 donation to the charity of their choice and \$2,500 for a beautiful weekend getaway!

MARY KAY®
**MAKEOVER
 contest**
Get Beautiful. Give Back.



Encourage your customers to visit you for a complimentary personalized makeover and enter the contest!

Entry/Submission: April 15 - June 15
Public Voting: June 16 - June 25
Private Judging: June 26 - July 15

Encourage your customers to enter early and you could win a great prize! See InTouch® for full details and complete contest rules.

Top 10 Reasons you should attend Seminar:



10. **Tour the Mary Kay World Headquarters** building and our world-renowned manufacturing facility.
9. **Visit the Seminar Expo** and not only learn more about upcoming product launches, but also about tools that are designed to help you reach out to hostesses and customers. Plus, you can visit the Mary Kay InTouch® booth for online guidance and support, and visit MKConnections® for business tools, supplies and more!
8. **The value you receive from the cost of your registration fee is worth the investment.** Nowhere else can you receive the wide range of education, along with the inspiration, recognition and motivation, plus product gift and meals!
7. **Spend quality time** with your Independent Sales Director and National Area!
6. **Share ideas with sister Independent Beauty Consultants and Independent Sales Directors** who, just like you, are eager to learn and grow in their Mary Kay businesses.
5. **Be among the first to try new Mary Kay® products** with the product gift you receive exclusively for you with your Seminar registration.
4. **Receive fabulous education** - in classes and from the stage - that will cover a wide range of topics, including what's new with the Mary Kay® products to the sold business-building techniques that can help you take your business onward and upward!
3. **Learn from the "best of the best"** of the Mary Kay independent sales force as top Independent National Sales Directors and Independent Sales Directors from across the nation come together to share their personal stories and secrets of success with you!
2. **It's a smart business decision.** Seminar is the perfect setting to think about the new goals you want to achieve for the new Seminar year!
1. **Celebrate** and receive well-deserved recognition for your accomplishments!

LIGHTS, ACTION, FASHION

TURN UP THE HEAT ON YOUR TEAM-BUILDING MOMENTUM.
DEBUT AS A **RED JACKET FASHIONISTA** AT SEMINAR 2011!

March 1 – June 30, 2011

Introducing
three **gorgeous**
red jackets*
for new
Star Team
Builders!



ADD THREE†

Receive your choice of one of the red jackets *plus* an invitation to the *Lights, Action, Fashion* Reception at Seminar 2011.

ADD FOUR†

Receive your choice of one of the red jackets, an invitation to the reception *plus* an invitation to the posh *Lights, Action, Fashion* Luncheon at Seminar 2011.

ADD FIVE†

Receive your choice of one of the red jackets, invitations to the reception and luncheon AND a stunning matching jewelry set.

Independent Sales Directors who add three, four or five new qualified† personal team members will earn a beautiful capelet (in place of a red jacket) to accompany the new Independent Sales Director suit, along with the corresponding Seminar rewards. **Visit the Mary Kay InTouch® website for complete contest details.**

*Available while supplies last

† A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month, between March 1 and June 30, 2011, that her Independent Beauty Consultant Agreement is received and accepted by the Company.



YES!

Pam Garner Moore

Sr. Sales Director
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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!



Words* of Wisdom*

Never give up, because you never know if the next try is going to be the one that works. Many times you will be surrounded by adversity, but no matter what, don't give up. Success is just around the corner for the person who refuses to quit.

~Mary Kay Ash



May 2011

Birthdays	Day	Anniversaries	Years
Tammy Higginbotham	2	Robin Williams	20
Lynne Jones	4	Faye W. Glover	17
Megan L. Kyle	4	Anita J. Morris	14
Chantay Tharp	15	Tracy F. Briley	7
Ashly Smyth	18	Charlotte G. Rogers	5
Faye G. Fowler	19	Linda P. Tucker	4
Frances Miers	19	Robin Davis	3
Blenda D. Suggs	20	Misti W. Sullivan	2
Cara L. Brown	24	Terry L. Bickley	1
		LaTonya J. Johnson	1

Celebrate!!!