

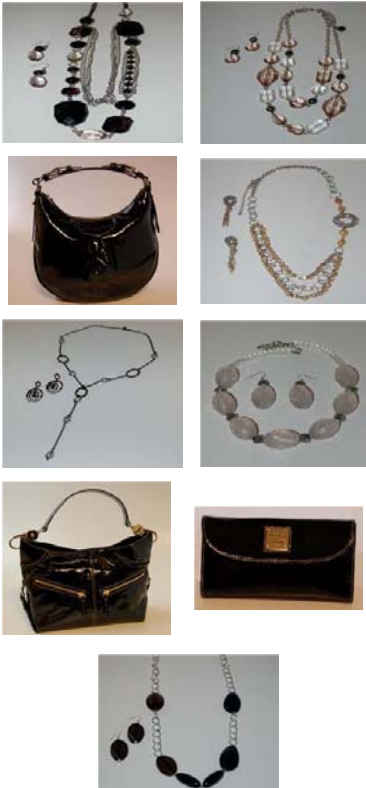


Seminar Results!

July 1, 2010— June 30, 2011

Great year! Let's beat our best this year!

Go Give Area Prizes:



QUEEN:
Carrie Nicholson

1. Carrie E. Nicholson
2. Hannah R. Cooper
3. Debbie Cannon
4. Robin Williams
5. Joyce K. Smith
6. Jennifer Y. Venters
7. Glenda Carpenter
8. Crystal K. Breen
9. Tiffany R. Kagebein
10. Tanya R. Blakeney
11. Kay B. Wallace
12. Pamela J. Lopez
13. Jeannie A. Johnson
14. Donna S. Strickland
15. Ann Patterson
16. Rhonda Higginbotham
17. Chrystal Duncan
18. Robin Davis
19. Bridgett M. Davis
20. Tammy L Higginbotham



Queen's Court of Sales!
\$36,000 retail
July 1, 2010— June 30, 2011
See website for more prizes!

Thanks for a great Mary Kay Year!!



Miss Go Give
Glenda Carpenter





Senior Director Pam Garner Moore's

YES Unit!

June Results & Recognition ★ August, 2011

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

Will you say YES to RUN with us this year?



Aim* for the Stars!



On-Target \$tar Consultants!

June 16 ~ September 15, 2011



Congrats 4th Quarter STARS!

DIAMOND

Carrie Nicholson

SAPPHIRE

Joyce Smith
Elizabeth Costley
Hannah Cooper
Debbie Cannon
Cristy Kelley
Veronica Viner
Pam Garner Moore

Shoot for STAR this Quarter!!

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
HEATHER DENTON	\$980.75	\$819.25	\$1,419.25	\$2,019.25	\$2,619.25	\$3,819.25
CARRIE NICHOLSON	\$756.50	\$1,043.50	\$1,643.50	\$2,243.50	\$2,843.50	\$4,043.50
JOYCE SMITH	\$722.25	\$1,077.75	\$1,677.75	\$2,277.75	\$2,877.75	\$4,077.75
NATALIE HEDRICK	\$700.00	\$1,100.00	\$1,700.00	\$2,300.00	\$2,900.00	\$4,100.00
DEBBIE WEDGEWORTH	\$606.50	\$1,193.50	\$1,793.50	\$2,393.50	\$2,993.50	\$4,193.50
DEBBIE CANNON	\$602.50	\$1,197.50	\$1,797.50	\$2,397.50	\$2,997.50	\$4,197.50
ROBIN WILLIAMS	\$601.75	\$1,198.25	\$1,798.25	\$2,398.25	\$2,998.25	\$4,198.25
JEANNIE JOHNSON	\$533.00	\$1,267.00	\$1,867.00	\$2,467.00	\$3,067.00	\$4,267.00
DIAN SPENCE	\$515.50	\$1,284.50	\$1,884.50	\$2,484.50	\$3,084.50	\$4,284.50
BUFFY GRIGGS	\$401.00	\$1,399.00	\$1,999.00	\$2,599.00	\$3,199.00	\$4,399.00



**Stars Drive Cars!!
Which Car is in Your Future?!**



PAM'S YES UNIT

WILL YOU SAY YES TO RUN WITH US THIS YEAR?



BEST.SEMINAR.EVER!!!

Gang... we are already one month into the new year and it is flying by.. Our goals are huge.. so huge they REQUIRE God and that is the only kind we should have. As my friend and MILLION dollar sales director Tammy Romage says..when we think small we serve and think of ourselves.. when we think BIG, we serve God and others. Who do you want to serve? Do you know that God has blessed YOU with gifts that ONLY you have, that when used to their fullest, he will multiply and bless many many people? I want YOU to have all your little girl dreams come true with Mary Kay as the vehicle. Mary Kay may not be your purpose but what it builds in integrity, financial security, a platform of success for influence may be the VERY thing that fulfills what He has called you to...

So, think this thought.. why not get really GOOD at faces!? Why not? It is ONLY a skill to be learned.. and when you step into a place you fear and do it ANYWAY, God moves and HE pours his favor upon that effort.. Because really we fool ourselves when we say we are in control.. We are not.. we control our ACTION, our ACTIVITY and those two CURE FEAR.. God is the only one to multiply results. What if someone is waiting to feel beautiful by your action? What if that someone is looking for a career she is only praying exists and YOU are the only path to that? Give her the chance to PASS you by...

August is FULL of opportunity.. Back to School, PCP sign up on the 15th (don't miss this one.. it is HOLIDAY and HUGE), full on Dooney and Burke and CASH challenge for Future Directors and Directors, RED jackets galore with new styling coming on Sept. 1 orders... gearing up for a huge holiday season by doing lots and lots of faces in August so you have more to market to in September... and so much more...

Use the tools you have, the GenX sheet, the face race sheet and the goal tracking that I have sent a couple of times in email.. Whether you want a solid and small client base or six figures and a pink Cadillac, I am in your corner and If you want to step UP to leadership, there is no other time but NOW... the company has it all in place and we are looking for 12 to move into that position by spring.. is it YOU??? I believe we have amazing leaders in our unit and I can't wait for you to find that out yourself. Let's RUN into this year head first making August THE MOMENTUM month.. the non negotiable NAIL it month.. the AMP it up in AUGUST month.. are you IN?

Running with you as you say YES,



New Year Focus: 100 Star Consultants



SHARING QUEEN



*Your name here
next month!!*

WHOLESALE QUEEN



Robin Williams
\$1,012.75

class of **2012**

SPOTLIGHT on YOU!

Aug. 1, 2011 - July 1, 2012



When you become an Independent Sales Director, you'll find rewards fit for a leader.

Look stunning in the new Modern Orchid Independent Sales Director suit collection with the gorgeous matching class ring when you debut from Aug. 1, 2011, to July 1, 2012.



Spotlight On Team Builders!

Standings are updated as of June 30th — this will not reflect July orders or new team members.

class of **2012**

SPOTLIGHT ON LEADERSHIP!

Aug. 1 – Dec. 1, 2011

Debut as an Independent Sales Director from Aug. 1 to Dec. 1, 2011, and you and your Independent Senior Sales Director who attend Leadership Conference 2012 will receive:

- ◆ An invitation to a reception on Day 0.
- ◆ Early admittance to each general session.
- ◆ A hot **red Dooney & Bourke™ handbag**.

Plus, as a new Independent Sales Director, you also will receive \$500!

STEP UP TO SUCCESS – IT'S YOUR TIME TO SHINE!



Future Directors



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



Team Leaders

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



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

Star Team Builders



Recruiter :Jennifer Y. Venters
Stephanie Bearden
Sonya G. Freeman
Connie Ginn
Cristy Kelley
* Sonya K. Gray



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

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

We Invested in Product Last Month!

<i>Robin Williams</i>	\$1,012.75	<i>Sheryl Love</i>	\$252.00	<i>Beverly F. Jenkins</i>	\$201.00
<i>Debbie Cannon</i>	\$679.50	<i>Crystal K. Breen</i>	\$251.75	<i>Deanna J. McDougal</i>	\$200.50
<i>Carrie E. Nicholson</i>	\$648.50	<i>Diana K. Cobb</i>	\$251.00	<i>J. Johnson Smith</i>	\$200.00
<i>Hannah R. Cooper</i>	\$612.50	<i>Connie Ginn</i>	\$244.75	<i>K. Churchman Davis</i>	\$189.25
<i>Debbie Wedgeworth</i>	\$606.50	<i>Kelly L. Pyle</i>	\$220.75	<i>Elizabeth Costley</i>	\$166.00
<i>Heather L. Denton</i>	\$602.00	<i>Debbie A. Meins</i>	\$220.75	<i>Jennifer B. Garner</i>	\$139.75
<i>Jeannie A. Johnson</i>	\$533.00	<i>Angie F. Sherman</i>	\$212.00	<i>Faye G. Fowler</i>	\$129.50
<i>Joyce K. Smith</i>	\$465.00	<i>Ann D. Kingrey</i>	\$210.50	<i>Staci D. Albritton</i>	\$111.00
<i>Tiffany R. Kagebein</i>	\$340.50	<i>Patricia B. Sears</i>	\$210.00	<i>Margie F. Burton</i>	\$109.50
<i>Tammy Higginbotham</i>	\$334.00	<i>Henrietta C. Watson</i>	\$208.00	<i>Amanda Holmes</i>	\$90.00
<i>Denese T. Parker</i>	\$313.00	<i>Suzanne Peyton</i>	\$207.25	<i>Cheryl S. Williams</i>	\$76.25
<i>Robin Davis</i>	\$311.50	<i>Natalie M. Hedrick</i>	\$205.75	<i>Cheryl Sims</i>	\$62.50
<i>Deborah J. Knudson</i>	\$302.50	<i>Irene D. Stanfill</i>	\$205.25	<i>Lori L. Laubach</i>	\$42.50
<i>Glenda Carpenter</i>	\$291.00	<i>Debbie Gardner</i>	\$204.50	<i>Donna J. George</i>	\$37.50
<i>Kay K. Bradford</i>	\$284.00	<i>Keena B. Antley</i>	\$204.00	<i>Shawn B. Corley</i>	\$28.00
<i>Emily A. Briley</i>	\$283.50	<i>Glenda H. Robbins</i>	\$203.75	<i>Tracy F. Briley</i>	\$20.00
<i>Chrystal Duncan</i>	\$276.50	<i>Tanya R. Blakeney</i>	\$203.50	<i>Marsha L. Hayes</i>	\$15.00
<i>Michelle Chowns</i>	\$271.75	<i>Cristy W. Halley</i>	\$203.50		
<i>Brenda Parmley</i>	\$268.00	<i>Rhonda Higginbotham</i>	\$203.50		
<i>Beth Golson</i>	\$266.50	<i>Becky Hudson</i>	\$203.25		
<i>Bridgett M. Davis</i>	\$266.00	<i>Chelle H. Cupit</i>	\$202.75		
<i>Donna S. Strickland</i>	\$264.25	<i>Amber M. Gates</i>	\$202.25		
<i>Helen E. Smith</i>	\$256.00	<i>Kay A. Strickland</i>	\$202.00		
<i>Lynne Jones</i>	\$254.50	<i>Linda P. Tucker</i>	\$201.50		

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!

Here We Grow Again!

(These new unit members signed Consultant agreements June 1-30)

New Consultant	From	Sponsored by
Beth Golson	CYPRESS, TX	P. Garner Moore



Welcome Back Reinstated Consultants!

New Consultant	From	Sponsored by
Lynne Jones	ARCADIA LA	P. Garner Moore
Deanna J. McDougal	WEST MONROE LA	
Suzanne Peyton	LITTLE ROCK AR	P. Garner Moore
Kelly L. Pyle	DOYLINE LA	A. Patterson
Angie F. Sherman	ZACHARY LA	A. Patterson
Linda P. Tucker	JUNCTION CITY AR	A. Patterson

New Year - New You!!
Make your plan for success!
I can show you how!



Will You RUN With Us?



BUILDING OUR NATIONAL AREA

12 FIRST LINE:



*Kim
Roberts*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*

8 SECOND LINE:



*Tami
Sikes*



*Deanne
Black*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*



*Your name
here!!*

*Will you say YES to
RUN with us this year?*



Hall of Fame

Who Moved Up in RED



Kay Wallace

Star Divas \$1800+

Double Divas \$1200+



Your name here!!



Your name here!!

Divas \$600+



Robin Williams



Debbie Cannon



Carrie Nicholson



Hannah Cooper



Debbie Wedgeworth



Heather Denton

BE THE STAR THAT YOU ARE!

Reasons To Become A Star Consultant!

1. **It's A Good Business Decision:** The best reason to be a Star Consultant is because it is a good business decision. When you have enough product on your shelf to provide a Roll Up for every guest at your skin care class you will sell more Roll Ups!
2. **It builds Self-Confidence:** As the president of your company, you have started your business smart, you have chosen to have products to sell from the beginning, giving you confidence in yourself. By keeping your shelves stocked you always have product availability. This gives your customers confidence in you as a professional, not an order taker when they can take their products home with them. This gives you a selling edge!
3. **Credit and credibility:** Inventory is proof of your investment in your career. If you need a loan to finance your initial inventory, you can establish credit in your own name and the interest becomes a business expense. It is possible for the revenue you make from one skin care class to more than cover the monthly loan payment. Avoid unnecessary interest expenses, by paying off any loans or credit charges a top priority.
4. **It Shows You are Committed:** Having a Star Consultant order on your shelf helps to make you committed. This becomes a business instead of a hobby. Remember, when you treat it like a business it will pay you like a business, if you treat your business like a hobby it will pay you like a hobby!
5. **Recognition:** This is strictly a right brain reason to be a Star Consultant, but it is the most fun reason. When you are a STAR you get recognized at every sales meeting by sitting up front. This is important for you, but more important for your recruits and prospective recruits, because it gives you credibility. Star Consultants also get special recognition at Seminar, and become celebrities by climbing the ladder of success.
6. **It makes you a Winner:** You win your ladder pin with a PEARL, EMERALD, DIAMOND, RUBY OR SAPPHIRE STAR. This is important because it shows the world and yourself that you are a winner. It is your visual symbol of your success. You also win the prize of your choice which gives you tangible evidence of your commitment to your career. People want to do business with a winner, and it makes you personally feel GREAT!
7. **It Shows Success:** Success attracts success. You will attract other sharp women who want to be successful. When you work your business smart by being a Star Consultant it gives you the believability that your recruits can do it also. You will realize how it builds self-confidence and that it is the best advantage your new recruits can give their business.





Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building

13% Recruiter Commission Level

Pam Garner Moore \$973.96

9% Recruiter Commission Level

Ann Patterson \$159.82

Tanya R. Blakeney \$97.54

J. Johnson Smith \$73.49

4% Recruiter Commission Level

I want to see your name here \$40+

Team Building

Tip of the Month!

Proven Script for 5 New Recruits:

- ◆ List 30 names of women—start with customer profiles, etc.
- ◆ 15 will agree to listen.
- ◆ 5 should join!

Use the following script to set up interviews and share the marketing plan!

Hi this is _____ with Mary Kay Cosmetics. Do you have a minute? I'm really excited because I've been challenged to share Mary Kay career information with _____ sharp women in the next _____ weeks. I thought of you! I don't know if this is anything that you would ever think about for yourself, but I will give you a \$10 Gift Certificate good for any of our fabulous products. All I need from you is 30 minutes to get your thoughts on the information. We can do it over the phone or we can meet for coffee. Will you help me meet my challenge? Let's set up a time to get together. I appreciate your time.

"Average people look for ways of getting away with it; successful people look for ways of getting on with it." ~Jim Rohn



Make it your passion to pass on the dream!

5%

Independent Sales Directors and Independent Beauty Consultants can be rewarded during this challenge that encourages unit growth. Rewards are based on increasing the unit's size by 5% each month from July 1 – Nov. 30, 2011!

Rewards for Independent Beauty Consultants!

★ Each month in which an Independent Sales Director achieves the **Way to Grow** goal, **each contributing unit member will receive a glamorous bangle bracelet for every new active* team member she adds!**

The bracelets come in three coordinating designs that can be worn alone or together for maximum impact.

For example, if a unit member adds three new active team members in July and the unit has achieved the July Way to Grow goal, she'll receive all three bracelets. Add more and receive more bracelets!*





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!

*I will focus on face race, STARS, moving
people up, Divas and REDS.. that is IT!!!*

Will you say YES to RUN with us this year?

Words of Wisdom

Decide today to build
your dream in your mind.
Make your goals realistic
but high enough so that
you will have to stretch to
reach them.

~Mary Kay Ash



August 2011

Birthdays	Day	Anniversaries	Years
Nora L. Buentello	1	Valerie A. Warner	15
Cheryl S. Williams	1	Angela R. Daniels	14
Leah K. Tyler	2	Brenda Parmley	14
Kathy H. Hopkins	3	Darla W. Milstead	11
Tina R. Shepherd	5	Nora L. Buentello	11
Kami Worley	7	Wanda G. Hunter	11
Glenda Carpenter	8	Chelle H. Cupit	11
Lori L. Laubach	8	Joyce K. Smith	11
Joyce K. Smith	8	Susan Orndorff	10
Jeannie A. Johnson	10	Sandy L. Hudson	9
Kathy E. Miller	11	Tina Walker	8
Leandra N. Knudson	14	Brenda H. Rocconi	7
Henrietta C. Watson	15	Cheryl Sims	3
Tonya L. Kidd	16	Kathy H. Hopkins	1
Donna E. Horton	17	Crystal K. Breen	1
Mona D. Smith	17	Sheila N. Fleming	1
Tracy F. Briley	18	Toni Stennett	1
Darla W. Milstead	25		
Irene D. Stanfill	27		
Mittie O. Byrd	29		
Christi T. France	29		
Brenda H. Rocconi	29		

Celebrate!!!