



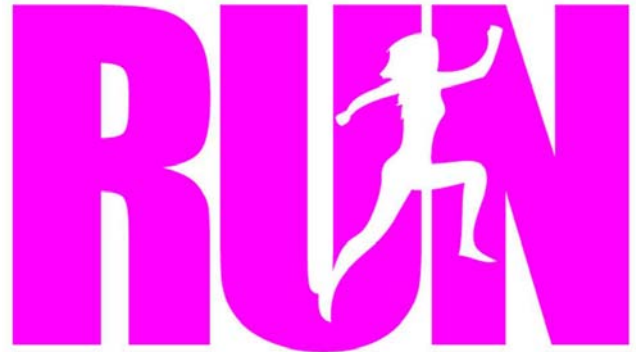
Senior Director Pam Garner Moore's

# YES Unit!

July Results & Recognition ★ September, 2011

**In an effort of *Pink* going *green*, we will have a bonus section available online at [pamgarnermoore.com](http://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	\$1,314.50	\$485.50	\$1,085.50	\$1,685.50	\$2,285.50	\$3,485.50
JOYCE SMITH	\$1,124.75	\$675.25	\$1,275.25	\$1,875.25	\$2,475.25	\$3,675.25
DEBBIE CANNON	\$1,119.00	\$681.00	\$1,281.00	\$1,881.00	\$2,481.00	\$3,681.00
CARRIE NICHOLSON	\$952.25	\$847.75	\$1,447.75	\$2,047.75	\$2,647.75	\$3,847.75
HANNAH COOPER	\$923.00	\$877.00	\$1,477.00	\$2,077.00	\$2,677.00	\$3,877.00
NATALIE HEDRICK	\$760.00	\$1,040.00	\$1,640.00	\$2,240.00	\$2,840.00	\$4,040.00
LELA SILK	\$727.00	\$1,073.00	\$1,673.00	\$2,273.00	\$2,873.00	\$4,073.00
DIAN SPENCE	\$686.25	\$1,113.75	\$1,713.75	\$2,313.75	\$2,913.75	\$4,113.75
BRIDGETT DAVIS	\$677.25	\$1,122.75	\$1,722.75	\$2,322.75	\$2,922.75	\$4,122.75
ANN PATTERSON	\$615.00	\$1,185.00	\$1,785.00	\$2,385.00	\$2,985.00	\$4,185.00
DEBBIE WEDGEWORTH	\$606.50	\$1,193.50	\$1,793.50	\$2,393.50	\$2,993.50	\$4,193.50
ROBIN WILLIAMS	\$601.75	\$1,198.25	\$1,798.25	\$2,398.25	\$2,998.25	\$4,198.25
TRUDY DRYE	\$601.25	\$1,198.75	\$1,798.75	\$2,398.75	\$2,998.75	\$4,198.75
GLENDA CARPENTER	\$586.50	\$1,213.50	\$1,813.50	\$2,413.50	\$3,013.50	\$4,213.50
TANYA BLAKENEY	\$550.75	\$1,249.25	\$1,849.25	\$2,449.25	\$3,049.25	\$4,249.25
PAMELA LOPEZ	\$542.75	\$1,257.25	\$1,857.25	\$2,457.25	\$3,057.25	\$4,257.25
JEANNIE JOHNSON	\$533.00	\$1,267.00	\$1,867.00	\$2,467.00	\$3,067.00	\$4,267.00
TIFFANY KAGEBEIN	\$512.50	\$1,287.50	\$1,887.50	\$2,487.50	\$3,087.50	\$4,287.50
ELIZABETH COSTLEY	\$492.25	\$1,307.75	\$1,907.75	\$2,507.75	\$3,107.75	\$4,307.75
BUFFY GRIGGS	\$483.25	\$1,316.75	\$1,916.75	\$2,516.75	\$3,116.75	\$4,316.75
CHARLOTTE ROGERS	\$440.75	\$1,359.25	\$1,959.25	\$2,559.25	\$3,159.25	\$4,359.25
ROBIN DAVIS	\$402.00	\$1,398.00	\$1,998.00	\$2,598.00	\$3,198.00	\$4,398.00



# PAM'S YES UNIT

## WILL YOU SAY YES TO RUN WITH US THIS YEAR?



SHUT the front door!!! We are EXPLODING in growth... TWO, count them TWO out of TWO months straight we have completed our Way to Grow unit challenge.. I believe we can ROCK it out and do all FIVE months of the contest... WHO do you know that you want to add to your team right now? Now is the time you can recruit someone who even wants to make extra Christmas cash.. or WHO wants a CAR by Christmas? Can you picture it.. a shiny new Malibu, Mustang, Camry, or Equinox.. with a BIG RED bow on it just in time to load the fam in to all those family Christmases... And I can just see your family and friends and team members at that dealership with you!!! I will bring the balloons.. What will you wear? What kind of fun pics will you take in and around that car and post on Facebook? Smell it.. can you smell that leather...? Can you see that PINK uplighting in that Hot new LIMITED mustang.. I CAN!!! Let's go girls...

September is KEY.. all about FACES.. The FACE RACE will take you to your wildest MK dream come true... SO, get that sheet out (find it at [pamgarnermoore.com](http://pamgarnermoore.com)) and use it for your guide... focus on something every day for your business.. REALIZE that everyone who tries or samples this product this month will be those you market Holiday items to for your huge Christmas profit season!!! AND, use the FREE but FABULOUS New York, New YOU model makeover contest where your winners and YOU get a FREE, all expense paid, luxury five star trip for TWO to New York!!! All it takes is you, their face, a before and after pic and submission to the company... with their words... the contest includes LARGE extra gifts based on our entries by September 15th!!! We get to market a contest we pay NOTHING for.. SMART business!!!

AND, let's talk about Hotlanta!!! Who wants to be a BRAVE babe and go with us?!!!! YOU can be a future director with 8 , A DIQ with 10 or a NEW director by December 1 and go with us to Atlanta.. where we are the QUEENS of mk and treated so royally.. My goal: are you ready... 3 new directors each with their own future director going and 7 other fds/diqs to go with us! I know, CRAZY huge but God given.. and we are working it... so, if you want on this train.. we are leaving the station.. and I want you to go with us!!!! All it takes is saying YES and stepping into the discipline and God will bless your efforts!!! You don't have to get rid of FEAR, you just have to do it in spite of FEAR and ACTION cures Fear by God's hand...

YOU, Your family , deserve the wealth that you can create in this business... God is ready to put you on a trampoline to His success.. a platform that will be used to influence for him...So, knowing deep in my heart that EVERYONE has a song to be sung, a God given talent and ability that is waiting to be developed and a passionate path He has put you on... will.....you....say...YES today? I hope so.. and get ready for God to BLOW your socks off.. it is going to be bigger than you could ever imagine or pray for... Ephesians 3:20...

Ready, Set, RUN...and know this: I am RUNNING with you!!!

## New Year Focus: 100 Star Consultants



### SHARING QUEEN



2+

*Who will it be next month?!*

### WHOLESALE QUEEN



\$1,000+

*Will you be here next month?*

# 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 July 31st — this will not reflect August 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  
 Bridgett M. Davis  
 Kathy C. Garner  
 Frances Miers  
 Kelly L. Pyle  
 Glenda H. Robbins  
 Angie F. Sherman  
 Kay A. Strickland  
 Linda P. Tucker  
 \* Margie F. Burton  
 \* Cheryl S. Williams



### Team Leaders

Recruiter :Tanya Blakeney  
 Diana K. Cobb  
 Hannah R. Cooper  
 Trudy D. Drye  
 Buffy A. Griggs  
 Natalie M. Hedrick  
 Charlotte G. Rogers  
 \* Denise R. Green



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

### Star Team Builders



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



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.*

# HALL OF FAME

## WHO MOVED UP IN RED!



Sandy Hudson



Star Divas \$1800+

Double Divas \$1200+



Your name here!!



Your name here!!

Divas \$600+



Joyce K. Smith



Heather L. Denton



Debbie Cannon



Carrie E. Nicholson



Trudy D. Drye

# We Invested in Product Last Month!

Joyce K. Smith	\$722.25	Pam S. Wilkins	\$242.75	Ann D. Kingrey	\$161.00
Heather L. Denton	\$688.75	Sandy L. Hudson	\$234.50	Nora L. Buentello	\$145.75
Debbie Cannon	\$616.50	Hannah R. Cooper	\$233.25	Kathy C. Garner	\$138.50
Carrie E. Nicholson	\$608.25	Kathy E. Miller	\$233.00	Cristy Kelley	\$123.50
Trudy D. Drye	\$601.25	Tina R. Shepherd	\$230.50	Donita Torres	\$121.00
Dian F. Spence	\$515.50	Debbie Gardner	\$230.00	Cristy W. Halley	\$113.50
Natalie M. Hedrick	\$494.25	Barbara Hinton	\$227.50	Elizabeth J. Benson	\$111.00
Bridgett M. Davis	\$411.25	Anita J. Morris	\$218.50	Tammy Higginbotham	\$61.00
Buffy A. Griggs	\$401.00	Amanda Holmes	\$216.50	Tiffany R. Kagebein	\$58.00
Kristen Oaks	\$320.25	Emily N. Adams	\$209.75	K. Churchman Davis	\$48.25
Ann Patterson	\$317.50	Vickie Whitehead	\$208.50	Faye G. Fowler	\$43.50
Wanda G. Hunter	\$309.50	Kathy A. Gann	\$208.25	Donna S. Strickland	\$35.00
Frances Miers	\$308.00	Mona D. Smith	\$206.75	Lori L. Laubach	\$20.00
Misti W. Sullivan	\$299.75	Linda S. Griffin	\$204.25	Linda P. Tucker	\$17.50
Glenda Carpenter	\$295.50	Staci D. Albritton	\$202.50	DeEtte M. Quinn	\$10.50
Tara Mcginty	\$269.25	Megan L. Kyle	\$202.00		
Faye W. Glover	\$259.50	Wendy N. Petrus	\$201.50		
Tanya L. Hudson	\$250.50	Tanya R. Blakeney	\$200.25		
Michele S. Robinson	\$250.25	Elizabeth K. Watts	\$200.00		
Leigh A. Britt	\$249.50	Kimberly K. Haley	\$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!



## LEADERSHIP CONFERENCE 2012

Find it in you to lead by example and pass on the dream! At Leadership Conference 2012, you'll reap the rewards for being a leader with advanced leadership learning, elevated recognition and fashionable entertainment. Be inspired and admired at this can't-miss event for those who pass it on!

### Coming to Atlanta:

- ◆ Jan. 8 – 11 Pearl, Sapphire and Ruby
- ◆ Jan. 11 – 14 Diamond, Emerald and Canada

Experience riveting recognition and fashionista fever at Leadership Conference 2012! Whether you're shaking it up at the Class of 2012 Reception, exploring exotic sea life at the Splash Bash or celebrating with the Mary Kay A-list during the MK® Rocks the Runway Banquet, you won't want to miss a minute! So rev up all that's fabulous in you and reap the rewards. Remember, success is sweeter when it's shared. Find it in you to lead by example and pass on the dream!



# 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?*



# Here We Grow Again!

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

New Consultant	From	Sponsored by
Trudy D. Drye	CARLISLE, AR	T. Blakeney
Shon G. Jenkins	MONROE, LA	P. Garner Moore
Tara Nordan	WEST MONROE, LA	P. Garner Moore



*We're ready to zoom into our new year with new goals and dreams! Where do you want this business to take you?*

## Welcome Back Reinstated Consultants!

New Consultant	From	Sponsored by
Faye W. Glover	HAMBURG AR	R. Higginbotham
Kimberly K. Haley	WEST MONROE LA	S. Hudson
Tara Mcginty	BENTON LA	
Anita J. Morris	HUNTSVILLE AL	
Mona D. Smith	MONROE LA	
Misti W. Sullivan	RAYVILLE LA	D. Cannon
Pam S. Wilkins	MONROE LA	



## Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



### 9% Recruiter Commission Level

*Tanya R. Blakeney* \$165.67

*Ann Patterson* \$78.77

*J. Johnson Smith* \$27.86

### 4% Recruiter Commission Level

*I want to see your name here . . .*

## Team Building

*Tip of the Month!*

**Be a Gold Medal Winner!**

By NSD Mollie Morrow

Share your opportunity with five people in one calendar month to win the Gold Medal!

1. Decide that you can be a Gold Medal Winner!
2. Skin care classes are the best way to find recruits. Book 7 per week so you'll have 5 classes.
3. Do the 4-Point Recruiting Plan at every skin care class.
4. Do at least 5 interviews each week.
5. Follow up, and follow up on the follow up. Take your prospects to Skin Care Classes with you. Call her and overcome her objection, see her husband, and answer his questions, etc.

Opportunity is knocking at your door!

"You may have a fresh start any moment you choose, for this thing we call 'failure' is not the falling down, but the staying down." ~Mary Pickford

# Sweet Dreams for your skin

MARY KAY

## TimeWise® Night Restore & Recover Complex

awakens the age-fighting potential of your skin at night with these benefits\*:

Activates  
collagen  
production\*

Targets the  
skin matrix\*

Helps skin  
recover from  
daily damage

Restores the  
skin barrier\*



**7 out of 10 women  
agree that after one week, skin feels younger.†**

In addition, during a 12-week independent consumer study:

**76% said skin feels firmer.**

**69% said they saw a reduction in the  
appearance of expression lines.**

**70% said they saw a reduction in  
the signs of premature aging.**

**71% said there was a reduction in the  
appearance of environmental damage.**

†Results reported during a 12-week independent consumer study

\*Based on in-vitro testing for key ingredients

All product prices are suggested retail.

# NEW

TimeWise® Night Restore &  
Recover Complex, **\$40**

(Available in normal/dry and  
combination/oily formulas)



**Expert insight from Dr. Beth Lange,  
Mary Kay Chief Scientific Officer**

*"Studies have shown that night is the best  
time to replenish the skin's dermal matrix  
and restore the skin barrier by giving skin  
what it needs to help it recover and restore  
itself from the stresses of everyday life."*

# Shooting for the Courts!

## Queen's Court of Sales!

**\$36,000 retail**

July 1, 2011 — June 30, 2012



## Queen's Court of Sharing!

**24 New Team Members**

July 1, 2011 — June 30, 2012



## Queens of the Courts!



## Top 20 in Retail Sales

(Based on verified wholesale orders placed to the company as of prior month-end)

Consultant	Total
1. Joyce K. Smith	\$1,492.50
2. Trudy D. Drye	\$1,479.00
3. Heather L. Denton	\$1,423.50
4. Debbie Cannon	\$1,271.00
5. Carrie E. Nicholson	\$1,254.50
6. Dian F. Spence	\$1,069.00
7. Natalie M. Hedrick	\$1,026.50
8. Bridgett M. Davis	\$860.50
9. Buffy A. Griggs	\$844.00
10. Kristen Oaks	\$644.50
11. Ann Patterson	\$635.00
12. Wanda G. Hunter	\$619.00
13. Frances Miers	\$616.00
14. Misti W. Sullivan	\$599.50
15. Glenda Carpenter	\$591.00
16. Tara Mcginty	\$558.50
17. Faye W. Glover	\$519.00
18. Michele S. Robinson	\$504.50
19. Tanya L. Hudson	\$501.00
20. Leigh A. Britt	\$499.00



## New Limited-Edition Products for Fall/Holiday Shopping!





# 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](http://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!



Will you say YES  
to RUN with us  
this year?

## Words of Wisdom

"Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember, you can achieve."

~Mary Kay Ash



## September 2011

Birthdays	Day	Anniversaries	Years
Heather L. Denton	1	Kay B. Wallace	14
Suzanne Peyton	1	Leigh A. Britt	14
Elizabeth J. Benson	2	Kami Worley	13
Beverly F. Jenkins	4	Kathy C. Garner	13
Wendy N. Petrus	7	Deanna J. McDougal	12
Donita Torres	7	Megan L. Kyle	9
Michelle Chowns	8	Leslie E. McCraw	9
Deborah J. Knudson	11	Wendy Woodard	7
Jill S. Tatum	13	Patricia B. Sears	6
Pamela J. Lopez	14	Buffy A. Griggs	5
Jennifer D. Wilson	14	Leslie W. Ward	2
Becky Hudson	15	Lynne Jones	2
Delia S. McNew	16	Elizabeth J. Benson	1
Chelle H. Cupit	18	Shelia J. Gilbert	1
Holly D. Montgomery	26	Jennifer B. Garner	1
Misti W. Sullivan	28	Christi T. France	1
Shirley Ann Young	28		