



Senior Director Pam Garner Moore's

YES Unit!

May Results & Recognition ★ July, 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...



Congrats 4th Quarter \$Stars!

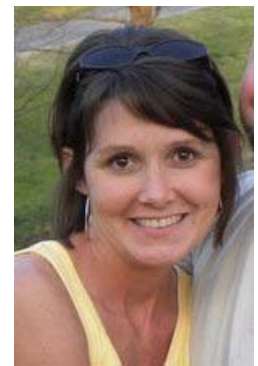
Contest Ended June 15, 2011



CARRIE NICHOLSON
DIAMOND STAR



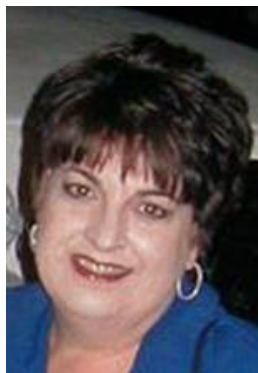
JOYCE SMITH
SAPPHIRE STAR



ELIZABETH COSTLEY
SAPPHIRE STAR



HANNAH COOPER
SAPPHIRE STAR



DEBBIE CANNON
SAPPHIRE STAR



CRISTY KELLEY
SAPPHIRE STAR



VERONICA VINER
SAPPHIRE STAR

Pam's **YES** Unit

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



HAPPY MK NEW YEAR!!!

New Year Focus:
100 Star Consultants

OH MY GOODNESS!!! YOU seriously ROCKED some June YES girls!!! We have had now 30 June finishes but NEVER a finish like this one. Now, before you ask, we did NOT make our goal.. BUT you know what.. some way more big , HUGE EVEN, things happened that touch me more deeply, move me more significantly than reaching a dollar goal... What I watched happen: Our girls who stepped into the position to lead a team for me in June were more than AMAZING.. AND they found things deep inside that I knew where there but THEY did not! THAT is huge. NEXT, we had 6 YES girls step into the DIVA position!!!! We have count them20 YES girls ON TARGET for this STAR quarter... our goal is 28 a quarter this year. We had people cheering each other on.. TEAM spirit on our YES girls group on Facebook... across the nation RUNNING together... toward being YOUR BEST. I could go on and on.. and it has been said that we often learn so much more in the goals we MISS than the ones we make. I happen to believe that this year was not about me, not even about US, but about who we are becoming so that we can add those team members we are supposed to know this year as YOU build your own teams, organizations and drive free!!! There is nothing like the thrill of RUNNING full out towards a goal together, tongues hanging out, exhausted from success instead of rested from failure...

What I know: The slate has been wiped clean... WE are ALL at zero today, July 1... How exhilarating is that.. to get to begin again with fresh goals, dusted off, polished up, hearts on fire to be more, to do more... together.

We have been coming HERE for a long time.. We have had HUGE success for years... so many years in the half million circle and above, 3 of those in the CIRCLE of EXCELLENCE in the TOP 20... and we are more cohesive and more in sync than ever before. I believe truly that God has been bringing us here together for a while. Our goals are huge but they are more than goals.. We are building lives, touching lives, doing life TOGETHER! And 2011-2012 just began and it holds our dreams.. the place you have only let yourself dream of.. is waiting for you to be realized... I am so grateful to be a part of this with YOU at this time. To get to RUN this Race with you.. and as we RUN together, to become more of what God planted inside of us.. As you read this, do something.. Ask yourself for me, what would you do, or have happen in MK if you knew you could not fail.. and write it on a piece of paper, take your picture with it on your cell and text it to me.. BE brave.. and lets DO this together. THERE is no tomorrow.. we must RUN today toward the abundance God has for you and your family..

It's not too late to go to Seminar.. it is not too late to start again and ask for a new consultant packet, it is not too late to build a habit of a power start, to develop accountability in Weekly Accomplishment sheets, face race sheets and fb group postings on YES girls.. TODAY is a new day and what a bright, shiny, fresh one it is!! I want to RUN this race with you! Let's start STRONG.. July is our first million dollar month of this new year.. We have done that before.. we will nail in in JULY as each of you RUN toward your own goals...

Tell me, ARE you in?

**YES
YES
Y'ALL**

Spotlight On Team Builders!

Standings are updated as of May 31st —this will not reflect June 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!! Goal this year is 10!*



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



Team Leaders



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

Star Team Builders



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



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



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



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

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

We Invested in Product Last Month!

Elizabeth Costley	\$1,811.75	Judy P. Guillory	\$239.75	Helen E. Smith	\$197.00
Cristy Kelley	\$1,801.50	Wanda G. Hunter	\$235.75	Tammy Higginbotham	\$182.50
Veronica L. Viner	\$1,800.25	Chrystal Duncan	\$232.00	Henrietta C. Watson	\$162.50
Carrie E. Nicholson	\$1,165.00	Rhonda Higginbotham	\$231.50	Kathy A. Gann	\$137.25
Lori L. Laubach	\$849.25	Hannah R. Cooper	\$221.25	Jennifer Y. Venters	\$109.50
Debbie Cannon	\$816.75	Delia S. McNew	\$220.00	Margie F. Burton	\$95.50
K. Churchman Davis	\$621.00	Donna E. Horton	\$216.50	Amanda Bell	\$85.00
Pamela J. Lopez	\$484.00	Sheryl Love	\$211.25	Elizabeth J. Benson	\$75.50
Donita Torres	\$482.75	Sonya G. Freeman	\$210.25	Kathy E. Miller	\$72.50
Marsha J. Wilson	\$436.00	Jennifer B. Garner	\$208.75	Elizabeth K. Watts	\$62.00
Ann D. Kingrey	\$363.75	Ann Patterson	\$206.00	Keena B. Antley	\$41.75
Robin Williams	\$359.00	DeEtte M. Quinn	\$205.00		
Joyce K. Smith	\$343.00	Marsha L. Hayes	\$204.25		
Faye G. Fowler	\$327.50	Donna J. George	\$204.00		
Tiffany R. Kagebein	\$298.50	Glenda Carpenter	\$204.00		
Robin Davis	\$291.00	Shirley Ann Young	\$203.75		
Charlotte G. Rogers	\$286.75	Stephanie Bearden	\$202.00		
Nora L. Buentello	\$267.00	Kathy C. Garner	\$201.50		
Beverly F. Jenkins	\$257.00	Jennifer L. Johnson	\$201.00		
Tracy F. Briley	\$253.50	Kimberly D. Boyd	\$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!

Here We Grow Again!

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

Who said YES...

New Consultant

Recie Sullivan

Debbie Wedgeworth

From

WEST MONROE, LA

FARMERVILLE, LA

She made the difference...

Sponsored by

P. Garner Moore

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...



Call me to find out how YOU can help the Team start out our Year with a BANG!

Hall of Fame

Who Moved Up in RED



Judith
Johnson Smith



Jennifer
Venters



Robin
Williams

Star Divas \$1800+

Double Divas \$1200+



Elizabeth Costley



Cristy Kelley



Veronica Viner



Your name here!!

Divas \$600+



Carrie Nicholson



Lori L. Laubach



Debbie Cannon



Kim Churchman Davis

Are you taking the time?

By NSD Pamela Shaw

Flexible doesn't mean INSTEAD OF. It means you choose the time. But you MUST choose the time AND do the work! Otherwise, you define **flexible and procrastinate** as the same. Or **flexible and denial** the same! The 'God, Family, Career' flag has been pulled by many a former consultant and director who really just didn't want to discipline herself to schedule herself, work with a 6 most priority to do list daily and make some advance preparation decisions to make changes that produce results, to create new habits and schedule herself to position herself to receive SUCCESS and promotion and abundance.

Many want the rewards; few take the responsibility. Many want the friendships and support; few give the positive energy to attract it. Many want Success; Few take the direction and guidance to receive it. (Unit meeting weekly with guests, Star Consultant order monthly, Power Start ALWAYS on the date book, clear goals and goal poster, education tapes playing always, holding themselves in accountability via Weekly Accomplishment sheets!)

Many want success but make up their own rules and disqualify themselves from the prize. Can you imagine saying you wanted to become a nurse (**Gloria's guest event analogy**) and just because you wanted to be a nurse ever since you were a little girl walking into a hospital one day and expecting to BE a nurse just because you WANT to be and because nurses work in hospitals! OR even going to Nursing School and telling your professors how you wanted to LEARN the skills. Forget the program and curriculum! You expect your professors to come to you when you feel like doing something vs. you going to class at a set time. Or you skip the lab because of the extra time required. Or when you miss class and your professor doesn't call and coddle you-you get an attitude. Well, I guess they just don't care about me; I'm not getting the support I need! "God first, Family second, Career third!"

WHO are we kidding! Success isn't for the CHOSEN FEW. It is for the FEW WHO CHOOSE.

I think back to 1986 and 87 when I worked to become a Sales Director while simultaneously teaching and coaching 80-90 hours a week. What I sacrificed (not compromised) to earn my Directorship, Career Cars. [social and sleep] I think of the years when Thomas was young, a nursing baby, a toddler, pre-school and how

very challenging it was to DISCIPLINE myself to schedule tightly so I could LIVE the values Mary Kay offers. BUT it didn't come to me. I WENT TO IT! I went to the Lord for wisdom, to my Director and NSD for practical skill advice, to meetings and workshops (God gives EVERY Biblical Leader a mentor AND accountability) and then regardless of feeling or mood or fear, or insecurity or lack --I worked! OH how I wish you could read this and TAKE it into your heart and soul. WHAT if I hadn't done this? Jerry would have died anyway. And what would my options be today? As a single, grieving parent.

Do you have any idea how many people have asked me "Are you staying in the house?" The real question they're asking is "**can you afford the house now that your husband is gone?**" What would your answer be? Gratefully, my answer is 'of course we are staying in the house'. Gratefully, 21 devoted years to my MK business preceded this day. Gratefully, I wasn't 'waiting for an easier time' to get disciplined. When would that have been?

- ◆ Single and dating
- ◆ Newly married
- ◆ Pregnant - nursing
- ◆ Pre-school toddler
- ◆ After we moved to KY
- ◆ When Jerry got sick
- ◆ After he is in heaven



WHEN? Please, please hear the plea of my heart. And GO TO WORK! 20-20 TODAY! 20 shows and 20 interviews) You can schedule it for THREE DAYS with many time slots and multiple hostesses in the slot.

Are you Really Consistently Working? In Power Start or Perfect Start mode? Taken the 20-20 challenge for June/July and the 10-20 challenge for the other-20 Classes + 20 Interviews and 10 Classes + 20 Interviews-or are you HOBBYING it and hoping for more?

Are you AT Your Unit MEETING?

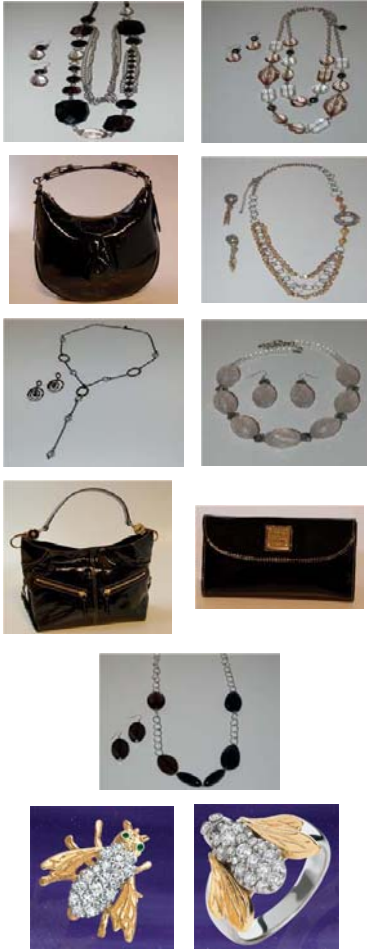
IS the way you work your business an attraction to others? Consistency? Profitability? Enthusiasm? What you say? What you do? Or are you on/off depending on the day.

I love you. I'm praying for your victory! Thank you for your goals and commitments both DIRECTORS and CONSULTANTS!

"...Work hard and cheerfully at whatever you do." Col. 3:23

Shooting for the Courts!

Go Give Area Prizes:



Queen's Court of Sharing!
24 New Team Members*
 (\$600 cumulative wholesale
 July 1, 2010— June 30, 2011)

Top 20 in Retail Sales

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

Consultant	Total
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Shhh...
 It's a
 secret
 until
 Seminar!!



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



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level
 Ann Patterson \$26.73

4% Recruiter Commission Level
 Jennifer Y. Venters \$88.55
 Glenda Carpenter \$72.47
 Carrie E. Nicholson \$53.28

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..

CONSISTENCY CLUB

JUNE • JULY • AUGUST



Oh so FAB
MK Sunglasses



GIFT CARD



Oh so FAB
MK Sunglasses

On 09/01/2011 go to your Sales Directors Website and fill out a prize voucher to claim your prize!



**MK Black
Croc Wallet**



MK Money Bag

Order \$250 (wholesale) or more in EACH of June, July & August and select YOUR CHOICE of these prizes



Are you up for the challenge?

by NSD & Million Dollar Director Tammy Crayk

Imagine your 50% profit being over \$1600 for 1 week! HOLY COW! There are REAL Women out there doing this with their Mary Kay businesses! I was so inspired by this story that I'm passing it along!

This Consultant did 55 faces in just 18 work hours, for a face average of \$51 and an hourly income of \$89, she was a STAR Consultant and kept a great paycheck!!

First, she made a list of 25 people, and then she called them all and said: "I am building a portfolio of before and after pictures of models and my goal is 100 by the end of February. I think you'd look so good in my book that I'd like to feature you, so could you do that?" Then she said, "I'm looking for different face shapes, skin tones and hair color, and of course, I need lots of faces this week, so if you know anyone who could come with you, that would be WONDERFUL! I have 12 places for ladies in each time slot, so if you could just bring one, or even two, that would be so helpful! What do you think? Who could you bring?" No one turned her down to be in her book, and some even brought a friend!

Her sales and faces were:

4 faces Monday - \$250 in sales	9 faces Tuesday - \$203 in sales	7 faces Wednesday - \$177 in sales
12 faces Thursday - \$531 in sales	7 faces Friday - \$867 in sales	20 faces Saturday - \$1074 in sales

Notice how her sales at the end of the week were higher than the first of the week??? I believe that is because her momentum built and her confidence increased. It was thereby reflected in her sales. As she said, "I started thinking of how many times over the past few years "I tried" to do 30 faces in a month or how many times I "tried" to schedule a high number of classes in a week and how many times it did not work out." But you know what? She has not given up, and in Mary Kay the only way a person can fail is to quit. Mary Kay has told us that numerous times. What was the difference this time? Why did people say "yes" when she had tried so many times before???

1. She made a decision that she was going to be successful - no matter what.
2. She didn't let herself even feel the fear. You leave your comfort zone to change someone else's life.
3. She used her family as a reason. She used her financial situation to her advantage. Instead of getting stressed over bills, she decided to "do" something about it.

Could You Get Excited About Your Business & Make Some Changes...If You Knew You Couldn't Fail?

By Elite Executive National Sales Director Gloria Mayfield-Banks



Everything we teach has some M.A.G.I.C. in it, and it always **WORKS if you do it.**

Track the activities and the results will follow.

We used this formula and in 17 months, six women debuted as National Sales Directors WOW!! That is a company record!!!!

It is the formula for you at all levels....

Part-time consultant building customers & team....

Full-time consultant building to Directorship...

and Directors building to Cadillac and NSD!!!

5 MANDATORY THINGS TO BE A....DIQ.....DIRECTOR...CADILLAC DIRECTOR!!

1. HAND OUT 5 CARDS A DAY!! Use this dialogue...."Excuse me, would you be offended if I offered you my business card?" (Then wait) Then say, "I am building an incredible book within my community and I am filling my book with Everyday Heroes. Can I tell you more about it?"
2. BOOK 2 EVERY DAY! Skin Care Classes or facial!
3. INTERVIEW 3-5 PEOPLE EVERY WEEK!
4. HAVE \$600 WEEKLY SALES with backed-up \$1200 wholesale monthly.
5. E-MAIL OR FAX YOUR WEEKLY ACCOMPLISHMENT SHEET each week and attend your meetings!!



YES!

Pam Garner Moore

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Ruston, LA 71270

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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*

August* 2011

Create a definite plan for carrying out your goal. When defeat comes, accept it as a signal that your plans are not sound. Rebuild those plans and set sail once more toward the goal you want to reach. Chart your course to the top. Goals are what keep us going. To be continually working is not enough. We must see clearly the next step. To keep moving after achieving our goal, we must set a new one. The key to momentum is always having something to look forward to.

~Mary Kay Ash



Birthdays	Day	Anniversaries	Years
Anita J. Morris	3	Pam Garner Moore	31
Donna S. Strickland	4	J. Johnson Smith	15
Leigh A. Britt	5	Beverly F. Jenkins	15
Kimberly Haley	10	Debbie Cannon	13
Debbie A. Joyner	10	Suzanne Peyton	13
Geraldine Brannen	15	Wendy N. Petrus	11
Betty A. Johnson	16	Betty A. Johnson	11
Denese T. Parker	16	Michele S. Robinson	10
Terry L. Bickley	17	Elizabeth K. Watts	8
Natalie M. Hedrick	19	Amanda Holmes	5
Patricia B. Sears	19	Denise R. Green	5
Jennifer L. Johnson	24	Barbara Hinton	3
Linda S. Griffin	25	Jessica L. Beasley	2
Wanda G. Hunter	26	Jessica Condon	1
Emily A. Briley	27	Denisse Lash	1
Pam Garner Moore	30		
Veronica L. Viner	30		
Vickie Whitehead	30		

Celebrate!!!