



Senior Director Pam Garner Moore's

YES Unit!

December Results & Recognition ★ February, 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!

December 16, 2010 - March 15, 2011

**Congrats
2nd
Quarter
STARS!**

DIAMOND

**Cara
Brown**

**Pam Garner
Moore**

SAPPHIRE

**Hannah
Cooper**

**Sheila
Gilbert**

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
CARRIE NICHOLSON	\$3,623.00	****	****	****	STAR	\$1,177.00
JENNIFER VENTERS	\$3,621.50	****	****	****	STAR	\$1,178.50
JOYCE SMITH	\$821.25	\$978.75	\$1,578.75	\$2,178.75	\$2,778.75	\$3,978.75
TANYA BLAKENEY	\$756.50	\$1,043.50	\$1,643.50	\$2,243.50	\$2,843.50	\$4,043.50
TERRI RICHARDSON	\$606.75	\$1,193.25	\$1,793.25	\$2,393.25	\$2,993.25	\$4,193.25
JEANNIE JOHNSON	\$600.00	\$1,200.00	\$1,800.00	\$2,400.00	\$3,000.00	\$4,200.00
BUFFY GRIGGS	\$594.00	\$1,206.00	\$1,806.00	\$2,406.00	\$3,006.00	\$4,206.00
ROBIN DAVIS	\$478.50	\$1,321.50	\$1,921.50	\$2,521.50	\$3,121.50	\$4,321.50
BRIDGETT DAVIS	\$470.50	\$1,329.50	\$1,929.50	\$2,529.50	\$3,129.50	\$4,329.50
ROBIN WILLIAMS	\$470.00	\$1,330.00	\$1,930.00	\$2,530.00	\$3,130.00	\$4,330.00
HANNAH COOPER	\$466.00	\$1,334.00	\$1,934.00	\$2,534.00	\$3,134.00	\$4,334.00
ANN PATTERSON	\$437.00	\$1,363.00	\$1,963.00	\$2,563.00	\$3,163.00	\$4,363.00
DIAN SPENCE	\$428.25	\$1,371.75	\$1,971.75	\$2,571.75	\$3,171.75	\$4,371.75
GLENDA CARPENTER	\$426.00	\$1,374.00	\$1,974.00	\$2,574.00	\$3,174.00	\$4,374.00
TIFFANY KAGEBEIN	\$424.00	\$1,376.00	\$1,976.00	\$2,576.00	\$3,176.00	\$4,376.00
KAY WALLACE	\$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"



Gang,

WOWOWOWOWOWOWOW! Have WE created a huge momentum or rather, have we participated in ACTIVITY as we watched God create a huge momentum!!!

What fun I am having running with each of you as you say YES to all this career has to offer you. Key things to remember RIGHT now: ALL of us can do this foundation stripe test.. all it takes is the cool little shade selection tool (section 2 \$5) and some willing faces and you are THERE. So join me as we SAVE the Nation with Foundation and commit to 30 stripe tests each. NEXT, WE all must attend a career conference of our choice across the nation. It is the least expensive, least time investment and highest yield thing you can do to feel back "in the loop" in MK plus they give us back the entire \$80 for registration in FREE product... no brainer as even a friends and family consultant... My goal is huge for our attendance but registration is NOW... so join me! Next is our PCP enrollment by the 15th... YOUR clients deserve the best from you. And next is a local meeting that serves your needs... come to ours locally OR if you do not have an adopted director, connect with our office so we can connect you with one...

February is a key month to move and so much is done for you through your personal website and intouch. Decide now where you want to be when the month closes... connect with me to start or restart... Significant income can be earned now and I cannot wait to support you as you sprinkle MK into your already busy crazy life. It is the REAL meal deal and YOU and YOUR family deserve it ALL! I love love love that I get to mentor women toward a life that lets them live the priorities that are planted by God deep inside of our hearts and not trade anything for that as they build an executive work from home income that blesses their family. Money does not buy happiness, it buys CHOICE...

What choices are you dreaming of today for your family..YOU plus 10 using this amazing product will create \$10,000 income a year... what are YOU leaving on the table...

The only two reasons someone does not succeed in MK is they are unskilled or unwilling. Are you willing to get skilled? I believe that you are...whether you want a little or a lot, let's NAIL THAT!!! I know you are here and you said YES for a reason... Keep up the amazing work or if you have a tiny dream that needs fire, dust it off, share it with me and let's rock it in a way that fits your family....

February will be RECORD breaking and HISTORY making!!! What February creates, YOUR star, our unit production, our team building... counts toward YOUR Career Conference recognition... What do you want your story to be? I can't wait to write it with you!

Know that I love you, want the hugest for you, and cannot wait to mentor you toward the success you deserve. I know that each of you are here for a reason and I love what God has put together in our team... YOU are my heartbeat and I will be standing in the audience, tears filling my eyes, applauding your successes as God writes YOUR success story this month! Come on, grab my hand.. lets run to it!

Love,

**YES
YES
Y'ALL**

Unit Focus:

25 Star Consultants
this Quarter

Imagine 
your way to beautiful



RETAIL QUEEN



Robin
Williams

SHARING QUEEN



Shelia J.
Gilbert

WHOLESALE QUEEN



Carrie E.
Nicholson
\$3,600.00

Spotlight On Team Builders!

Standings are updated as of December 31st —this will not reflect January 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 :Tanya R. Blakeney
Elizabeth J. Benson
Diana K. Cobb
Hannah R. Cooper
Denise R. Green
Buffy A. Griggs
Natalie M. Hedrick
Charlotte G. Rogers
Leslie W. Ward
* Donna McKaskle



Recruiter :Ann Patterson
Kay K. Bradford
Margie F. Burton
Bridgett M. Davis
Kathy C. Garner
Frances Miers
Kelly L. Pyle
Angie F. Sherman
Jill S. Tatum
Cheryl S. Williams
* MaryKay Schoonover
* Linda P. Tucker
* Traci Willis

Star Recruiters



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



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

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



We Invested in Product Last Month!

Carrie E. Nicholson	\$3,600.00	Diane Bush	\$242.50	Mona D. Smith	\$200.00
Pamela J. Lopez	\$872.75	Crystal K. Breen	\$237.50	Shawn B. Corley	\$200.00
Debbie Cannon	\$841.75	Hannah R. Cooper	\$233.00	Darla W. Milstead	\$189.00
Joyce K. Smith	\$730.25	Robin Davis	\$218.50	Faye G. Fowler	\$145.75
Shelia J. Gilbert	\$608.50	Tammy Higginbotham	\$215.00	Delia S. McNew	\$91.00
Terri J. Richardson	\$606.75	Charlotte G. Rogers	\$212.00	Donna J. George	\$89.00
Buffy A. Griggs	\$417.00	Michaele F. Dukes	\$208.75	Angie F. Sherman	\$85.00
Kay B. Wallace	\$400.25	Kathy H. Hopkins	\$207.75	Natalie M. Hedrick	\$78.00
Diana K. Cobb	\$392.00	Christie R. McComas	\$207.75	Ann D. Kingrey	\$68.75
Tanya R. Blakeney	\$371.00	Elizabeth K. Watts	\$206.50	Tina R. Shepherd	\$67.50
Cheryl S. Williams	\$330.50	Denise R. Green	\$206.50	Cristy W. Halley	\$32.75
Margie F. Burton	\$303.50	Keena B. Antley	\$204.50	Helen E. Smith	\$27.75
Tiffany R. Kagebein	\$295.50	Glenda Carpenter	\$204.00	Linda P. Tucker	\$25.00
Frankie M. Antis	\$264.75	Leah K. Tyler	\$203.00	Pam Garner Moore	\$1,567.50
Kathy E. Miller	\$264.00	Lynne Jones	\$202.00		
Vickie Whitehead	\$263.00	Kathy A. Gann	\$202.00		
Bridgett M. Davis	\$259.50	Christi L. Cornelius	\$201.75		
Kelly L. Pyle	\$255.50	Deborah J. Knudson	\$201.25		
Valerie A. Warner	\$252.00	Kimberly K. Haley	\$201.25		
Chrystal Duncan	\$245.00	Sheryl Love	\$200.50		

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!

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.

Here We Grow Again!

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

Who said YES...

New Consultant

Carrie E. Nicholson

Terri J. Richardson

From

SOUTHAVEN, MS

MURFREESBORO, TN

She made the difference...

Sponsored by

P. Garner Moore

S. Gilbert



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

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



Give cheeks a kiss of
Mary Kay® Cream Blush
in Cranberry or Sheer Bliss.



91%

**Of women would love it if
someone would help them
find the perfect foundation
match.**

THE CHALLENGE IS ON!

Find the perfect foundation for at least 30 women from Feb. 1-28, 2011! You can book *Flawless Face* parties to stripe test and formula match each woman. Your expertise can help them find the best Mary Kay® foundation and shade.

WOMEN ACROSS AMERICA NEED YOUR HELP!

Build your foundation customer base and establish yourself as a professional beauty adviser. Plus, you'll receive standing recognition and a name badge ribbon at *Achieve Your Way to the StarsSM* Career Conference 2011.

Dream Big!

Shoot for the Stars!

Our Goal is 25 Stars this Quarter!

I want to feature YOU here!!

JENNIFER
VENTERS

CARRIE
NICHOLSON

Dream!





Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level

4% Recruiter Commission Level

Tanya R. Blakeney \$138.47

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..

10 Attitudes of Top Achievers!

By Brian Tracy, Author & Motivational Speaker

If you think the same way as the top achievers think, you can begin to get the same results they do. Here are 10 psychological and practical ways to mirror the attitudes of top achievers.

1. See yourself as a consultant rather than a salesperson. Believe that you are a problem-solver with regard to your product and how the client can best use it.
2. Become a doctor of selling. Act in the best interests of your "patients" and have a high code of ethics.
3. See yourself as the president of your own sales corporation. Accept 100 percent responsibility for your results.
4. Commit yourself to being the best in your field. Dedicate yourself to lifelong learning.
5. Be ambitious, hungry, and determined to use selling as a steppingstone to the success you want in life.
6. Have integrity. Be honest with yourself and others.
7. Engage in thorough preparation prior to every call.
8. Be an excellent listener; be extremely customer-focused.
9. Have tremendous courage. Be willing to face your fears of rejection and failure, and overcome them.
10. Be highly persistent. Start your workday earlier, work harder, and stay longer.

To make these changes work you must walk, talk and behave consistently with them every hour of every day.

I believe you can be a Top Achiever!
Make 2011 your year to shine!





New Year Workshop & Midyear Awards January 8th



Congrats to Hannah Cooper!!

Our newest Pearl winner!!





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



Pacesetters Weekly Sales

Robin Williams \$462.80



Robin Williams \$60.00



Pacesetters of PCP/Misc. Sales

Robin Williams \$462.80



Robin Williams \$60.00

Results taken from Weekly Accomplishment Sheets!



Near You—For You—Career Conference!

Get ready to bring out your inner star! Get ready to shine. Career Conference 2011 can help you find the spark to make your dreams come true. This event is a supercharged event packed with inspiration, motivation and education – everything you need for a bright future. Register for Career Conference 2011, and discover the star power in you!

Attending *Achieve Your Way to the Stars™* Career Conference 2011 could be the smartest move you make! You won't want to miss this opportunity to learn from the best, discover new ways to work your business, and immerse yourself in the positive recognition and uplifting sisterhood that is the Mary Kay way.

Think big, set your goals and achieve your dreams! At Career Conference 2011, you'll receive education and encouragement on how to not only begin the work toward those goals, but how to "work smart" to complete them. You won't want to miss out on the motivation, education and recognition at Career Conference 2011.

Plan Ahead!

As Mary Kay Ash said, "Make your plans now. Use the profit from a few extra skin care classes to pay your way." And when you attend, you'll receive a product giveaway exclusively for you with a total value equal to your registration fee! You can't afford not to go!

Mark Your Calendar!

Look online for cities and locations. You can register online beginning in February on the Mary Kay InTouch® Web site.

- March 25-26
- March 26-27
- March 27-28
- April 1-2
- April 3-4



Let a spark ignite your dream. Find it at *Achieve Your Way to the Stars™* Career Conference 2011!



YES!

Pam Garner Moore

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Ruston, LA 71270

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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*

Success is being part of a
winning team. Are you sitting
on the sidelines of success?
Get yourself out on that field
and be part of it.

You can do it!

~Mary Kay Ash



February 2011

Birthdays	Day	Anniversaries	Years
Deanna J. McDougal	2	Dian F. Spence	18
Marsha J. Wilson	2	Becky Hudson	17
Diana K. Cobb	3	Margie F. Burton	16
Barbara Hinton	5	Gracie L. Williams	15
Michelle M. Gray	6	Heather L. Gray	15
Kay K. Bradford	7	Helen E. Smith	13
Amber M. Gates	8	Starlene Grayson	11
Amanda Holmes	9	Shirley Ann Young	11
Wendy Woodard	10	Kelly L. Pyle	9
Jennifer B. Garner	12	Donna S. Strickland	8
Shelia J. Gilbert	13	Chantay Tharp	8
Rhonda Higginbotham	16	Debbie Gardner	7
Chrystal Duncan	23	Tanya L. Hudson	6
Rita F. Harmon	23	Marsha J. Wilson	4
Chasity A. Grace	24	Kimberly D. Boyd	3
Tanya R. Blakeney	25	Frankie M. Antis	2
K. Churchman Davis	25	Donna McKaskle	2
Cristy W. Halley	28	Chasity A. Grace	1
		Beth Golson	1
		Holly Horncastle	1
		Amber M. Hoffer	1
		Briana N. Block	1
		Sheree Beck	1
		Christy S. Blackmon	1
		DeEtte M. Quinn	1

Celebrate!!!