

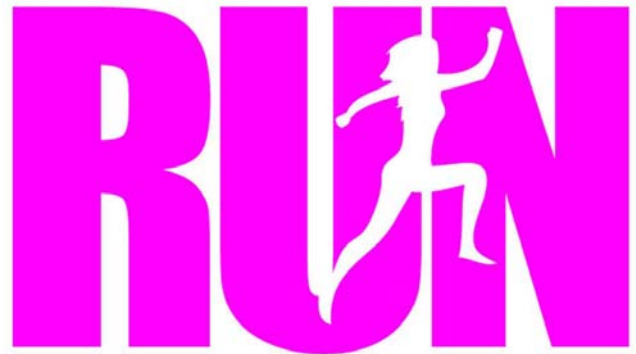


Senior Director Pam Garner Moore's

YES Unit!

September Results & Recognition ★ November, 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!



**Congrats
1st Quarter
STARS!**

RUBY

Tanya Blakeney
Hannah Cooper

SAPPHIRE

Carrie
Nicholson
Heather Denton
Trudy Drye
Robin Williams
Pam Garner
Moore
Debbie Cannon

Consultant Name	Current Wholesale Production	—Wholesale Production Needed for Star—				
		Sapphire	Ruby	Diamond	Emerald	Pearl
KAYLA HANCE	\$1,817.75	STAR	\$582.25	\$1,182.25	\$1,782.25	\$2,982.25
DONNA STRICKLAND	\$621.00	\$1,179.00	\$1,779.00	\$2,379.00	\$2,979.00	\$4,179.00
TRUDY DRYE	\$612.00	\$1,188.00	\$1,788.00	\$2,388.00	\$2,988.00	\$4,188.00
KIM GLOVER	\$578.25	\$1,221.75	\$1,821.75	\$2,421.75	\$3,021.75	\$4,221.75
BRIDGETT DAVIS	\$473.25	\$1,326.75	\$1,926.75	\$2,526.75	\$3,126.75	\$4,326.75
CARRIE NICHOLSON	\$471.25	\$1,328.75	\$1,928.75	\$2,528.75	\$3,128.75	\$4,328.75
HELEN SMITH	\$458.00	\$1,342.00	\$1,942.00	\$2,542.00	\$3,142.00	\$4,342.00
CHARLOTTE ROGERS	\$454.25	\$1,345.75	\$1,945.75	\$2,545.75	\$3,145.75	\$4,345.75
DENESE PARKER	\$431.00	\$1,369.00	\$1,969.00	\$2,569.00	\$3,169.00	\$4,369.00
ANN PATTERSON	\$408.50	\$1,391.50	\$1,991.50	\$2,591.50	\$3,191.50	\$4,391.50
WENDY WOODARD	\$405.25	\$1,394.75	\$1,994.75	\$2,594.75	\$3,194.75	\$4,394.75



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



PAM'S YES UNIT

WILL YOU SAY YES TO RUN WITH US THIS YEAR?



SHUT the front door!!! I was thinking near the end of October, WOW, wouldn't it be great as we were picking up steam, if the company extended the Refer a Friend event team building promotion through November... and POOF, they DID!!!! Can you even STAND IT? Oh my, EVERY single one of US knows at least ONE SOMEONE... who is looking for extra cash, tax benefits, good girlfriends, a diversion, a career transition, a plan B.. EVERY single ONE OF US!!! So, what would that look like if ALL of us added ONE new team member in November? CRAZY awesome! Our unit would double in one month!!! What if YOU decided, you know what, if MK is giving it, I want it... and moved to the FUTURE director position and headed to the ATL as a BRAVE BABE!!! We want YOU to go with us!!!

OH my, November will truly be one to REMEMBER.. We are calling it No FEAR November... What is something you have been afraid of that we can conquer together this month? Who do you know that you are scared to ask for a facial, to listen to our marketing... to try some samples... go ahead, ask your WHOLE chicken list as I call it.

And so much to remember to take care of this month. Don't dare miss the Look Book sign up on November 15th. Make sure to totally concentrate on all holiday sales, selecting three or so ideas you can run with to make your Christmas profits huge... Don't dare miss this chance to finish your star early and head to MK corporate with us in December for a fun filled day! Check out the holiday ideas we have emailed and posted on our site. One of my favs is encouraging your clients to gather the female family members around the computer on thanksgiving afternoon for a fun virtual makeover day... and have amazing results with web parties going on on thanksgiving day!!!

Whatever you do, realize that YOU are in the right company at the right time in the company of the RIGHT people. Our unit has a huge history of success and is poised to break records and Make history THIS year and we want YOU to be a part of that as we storm the stages at leadership conference and career conference and Seminar...

I want YOU to get EVERYTHING you dream of out of your MK career and let God use it as a tool to make you more of what He created you to be! IF you are achieving what YOU want in mk, that is SUCCESS to me.

I am so grateful, so incredibly thankful that God hand selected YOU to be on our team. YOU, our Yes girls, are my heartbeat in this business... I love hearing from you, loving pouring into you, love brainstorming with you, love hearing updates on your family... One woman should not be so blessed with such over the top, stellar, totally AMAZING women such as each of you. BUT I AM!!! And not one day goes by that I don't realize it. Thank you for saying YES so that I could have the huge honor and blessing of being your Sales Director. In this month of THANKS and every single day, I am grateful.

Running with you as you say YES,

New Year Focus: 100 Star Consultants



SHARING QUEEN



2+

*Who will it be
next month?!*

WHOLESALE QUEEN



Trudy D. Drye
\$1,208.00

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 September 30th — this will not reflect October orders or new team members.

class of **2012**



Your
**NEXT
BEST**

Step...

What is **THAT**?

Sr. Consultant,
STAR team builder,
Team Leader,
Future Director...

Let's take
THAT step!

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!

Team Leaders



Recruiter :Tanya Blakeney
Diana K. Cobb
Hannah R. Cooper
Trudy D. Drye
Buffy A. Griggs
Natalie M. Hedrick
Charlotte G. Rogers
* Kristen D. Bechard
* Hayley M. Weimaster



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

Star Team Builders



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



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

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

HALL OF FAME

WHO MOVED UP IN RED!



Your name here!!

Star Divas \$1800+

Double Divas \$1200+



Your name here!!



Trudy D. Drye

Divas \$600+



Carrie E. Nicholson



Tanya R. Blakeney



Robin Williams



Debbie Cannon



Heather L. Denton



Hannah R. Cooper

We Invested in Product Last Month!

<i>Trudy D. Drye</i>	\$1,208.00	<i>Charlotte G. Rogers</i>	\$275.25	<i>Jennifer D. Wilson</i>	\$200.25
<i>Carrie E. Nicholson</i>	\$1,018.25	<i>Megan L. Kyle</i>	\$245.50	<i>Vickie Whitehead</i>	\$187.25
<i>Tanya R. Blakeney</i>	\$991.50	<i>Kimberly D. Boyd</i>	\$233.75	<i>Glenda Carpenter</i>	\$176.50
<i>Robin Williams</i>	\$736.25	<i>Christie R. McComas</i>	\$227.00	<i>Henrietta C. Watson</i>	\$139.50
<i>Debbie Cannon</i>	\$612.00	<i>Donna J. George</i>	\$223.25	<i>Tina R. Shepherd</i>	\$126.75
<i>Heather L. Denton</i>	\$602.75	<i>Keena B. Antley</i>	\$223.25	<i>Staci D. Albritton</i>	\$109.75
<i>Hannah R. Cooper</i>	\$601.50	<i>Jennifer B. Garner</i>	\$221.00	<i>Jennifer Y. Venters</i>	\$79.50
<i>Kay K. Bradford</i>	\$504.00	<i>Faye G. Fowler</i>	\$216.25	<i>MaryKay Schoonover</i>	\$44.50
<i>Donna S. Strickland</i>	\$446.00	<i>Kathy H. Hopkins</i>	\$212.50	<i>Kim S. Anderson</i>	\$32.00
<i>Kami Worley</i>	\$406.00	<i>Crystal K. Breen</i>	\$209.25	<i>Tiffany R. Kagebein</i>	\$31.50
<i>Wendy Woodard</i>	\$405.25	<i>Joyce K. Smith</i>	\$209.00		
<i>Kay B. Wallace</i>	\$402.00	<i>Brenda H. Rocconi</i>	\$207.25		
<i>Cristy Kelley</i>	\$362.00	<i>Sheryl Love</i>	\$202.00		
<i>Kathy E. Miller</i>	\$333.75	<i>Kathy C. Garner</i>	\$202.00		
<i>Robin Davis</i>	\$326.50	<i>Linda S. Griffin</i>	\$202.00		
<i>Dian F. Spence</i>	\$323.50	<i>Cristy W. Halley</i>	\$201.00		
<i>Leslie E. McCraw</i>	\$308.00	<i>Margie F. Burton</i>	\$200.75		
<i>Frances Miers</i>	\$284.50	<i>Tammy Higginbotham</i>	\$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!

Top 3 Objections of Prospective Consultants



Your prospective recruit wants a better life and work she can love, but she will often have objections to starting. These objections are very real concerns for her. She may be scared, overwhelmed, or too bogged down in life "stuff" to see a clear picture of her future. You can help her make a life-changing decision by thinking of her objections as 'clues.'

When she objects to any part of becoming a Consultant, she is giving you a hint, a clue, a secret into what is holding her back. Acknowledge her objection and then follow it with a question that targets her concern. Remember, the average consultant will stop at the first "no"; the successful one will keep asking questions.

Objection: "I don't have time."

Possible responses:

"What would you do if your work gave you MORE free time?"

"Perfect! The best consultants were always way too busy to start!"

"Then let me show you how to get ahead of your busy schedule."

Objection: "I can't afford it."

Possible responses:

"We all have the money we need for what we really want. What do you want that financial independence will bring you?"

"Perfect! Let's first start working on getting you a financial reserve!"

"No problem. Let me show you how you can make twice your investment in the first 30 days!"

"What would have to happen for you to afford it?"

"Let's look at the difference between what it costs and what it's worth."

Objection: "I've already got a job."

Possible responses:

"What is your job not giving you that this opportunity will?"

"Do you have a financial goal or problem that would benefit from immediate extra income?"

"Wonderful! That will provide a terrific cushion until you become financially independent."

The key is to listen to the objection and use it to ask another targeted question that will address every one of her concerns.



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 September 1-30.)

New Consultant	From	Sponsored by
Kayla C. Hance	WEST MONROE, LA	P. Garner Moore
Debbie Lang	DERIDDER, LA	B. Jenkins
Julia D. Lash	BROWNSVILLE, TX	P. Garner Moore
Janice F. Pinkard	ALEXANDER CITY, AL	G. Carpenter
Toni Stennett	WEST MONROE, LA	P. Garner Moore



Welcome Back Reinstated Consultants!

New Consultant	From	Sponsored by
Christie R. McComas	MONROE LA	P. Garner Moore
Leslie E. McCraw	NORMAL IL	
Brenda H. Rocconi	STERLINGTON LA	P. Garner Moore
Kay B. Wallace	WEST MONROE LA	
Jennifer D. Wilson	WEST MONROE LA	E. Briley
Wendy Woodard	GALLATIN TN	
Kami Worley	MADISON MS	

Will You RUN With Us?



Thank You from Mary Kay

"Love Check" Commissions for Personal Team Building



9% Recruiter Commission Level

Tanya R. Blakeney \$187.63

Ann Patterson \$111.22

4% Recruiter Commission Level

I want to see your name here . . .

Team Building

Tip of the Month!

Questions to ask—

Did you know ...

- ◆ More than 200 Independent National Sales Directors in the United States have earned more than \$1 million in commissions?
- ◆ More than 120,000 independent sales force members have qualified or re-qualified for the use of a Career Car or elected the Cash Compensation option?
- ◆ Case studies on Mary Kay's business model have been shared at the collegiate level at several prestigious universities?
- ◆ Mary Kay Inc. was noted as one of the top companies in the world in online sales according to *Interactive Week* magazine, and *Women's Wear Daily* magazine listed Mary Kay as one of the Top 10 Most Visited Beauty Web Sites?

"Believe in yourself! Have faith in your abilities! Without a humble but reasonable confidence in your own powers, you cannot be successful or happy". ~ Norman Vincent Peale

Someone is waiting..Who is SHE...?



She is....
your best friend
your sister
your co-worker
your college roommate
your long lost sorority sister
your skin care class guest
your doctor
your dentist
your attorney
she is... waiting for you to ask..
and she is not the one you expect
She wants to say **YES**.. ASK her!

NO FEAR November!!!



DIVAS wanted!

BE a DIVA!!!

You choose what kind of **DIVA** you will be and you will achieve and earn **FREE PRODUCT** every single month!!

DIVA

\$600 wholesale during the **CALENDAR** month

\$1000 DIVA

\$1000 wholesale during the month

DOUBLE DIVA

\$1200 wholesale

NEW DIVA

Someone who is a new consultant and a **DIVA**

STAR DIVA

This **DIVA** has a star or more wholesale order during the month

Turn in your online **VOUCHER** between the 1st and 5th of the following month **ONLY**.

No **VOUCHER**, No **PRIZE**.

Special recognition for **DIVAS**.. Newsletter and Website photos

Shooting for the Courts!

Queen's Court of Sales!

\$36,000 retail

July 1, 2011 — June 30, 2012



Top 20 in Retail Sales

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

Consultant	Total
1. Trudy D. Drye	\$3,965.00
2. Debbie Cannon	\$3,946.00
3. Carrie E. Nicholson	\$3,885.00
4. Tanya R. Blakeney	\$3,667.50
5. Heather L. Denton	\$3,515.50
6. Hannah R. Cooper	\$3,227.50
7. Joyce K. Smith	\$2,735.50
8. Robin Williams	\$2,544.50
9. Dian F. Spence	\$2,077.50
10. Lela F. Silk	\$1,484.00
11. Charlotte G. Rogers	\$1,452.00
12. Patsy R. Odom	\$1,346.50
13. Robin Davis	\$1,296.00
14. Ann Patterson	\$1,230.00
15. Frances Miers	\$1,185.00
16. Natalie M. Hedrick	\$1,146.50
17. Cristy Kelley	\$1,146.00
18. Kathy E. Miller	\$1,133.50
19. Glenda Carpenter	\$1,119.00
20. Pamela J. Lopez	\$1,107.50

Queen's Court of Sharing!

24 New Team Members

July 1, 2011 — June 30, 2012



Queens of the Courts!



SELLING IS ALL AROUND YOU!

You can find customers all around you — from friends and family to co-workers and people you meet every day. And these customers may lead you to more new customers. It all starts with building relationships and setting the tone for a successful selling situation.

Consider the five suggested ways to market products:

1. On the Face — Skin care classes and facials
2. On the Go — Quick and easy, 15-minute appointments
3. Online — Sales through your Mary Kay® Personal Web Site
4. On Paper — Sales through catalogs and brochures or Preferred Customer Program mailings
5. On With the Show — Parties that preview product sets (collection previews, open houses, etc.)

Check out other fabulous selling ideas available on the InTouch® Web site under *LearnMK* that may help add a little extra excitement to your next selling opportunity.





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!



Will you say YES
to RUN with us
this year?

Words of Wisdom

Most people start out with good intentions and want to make significant achievements. But too often they fall short of their ambition because they lack discipline. Because it takes true commitment to fulfill a long-term goal, Mary Kay Cosmetics has a "ladder of success," with the way to take each step clearly defined in black and white. Each person, through her own efforts, promotes herself.
~Mary Kay Ash



November 2011

Birthdays	Day	Anniversaries	Years
Regina A. Morris	1	Tina R. Shepherd	9
Trudy D. Drye	5	Michaele F. Dukes	9
Julia D. Lash	6	Tara Mcginty	8
Beth Golson	11	Vickie Whitehead	8
Charlotte G. Rogers	11	Tanya R. Blakeney	6
Ashley K. Reeves	12	Keena B. Antley	5
Carrie E. Nicholson	13	Glenda H. Robbins	2
Valerie A. Warner	19	Veronica L. Viner	1
Tanya L. Hudson	20	Hannah R. Cooper	1
Christi L. Cornelius	25	Holly D. Montgomery	1
Diane Bush	27		
Heather L. Gray	27		
Linda P. Tucker	28		
Debbie Gardner	29		
Donna J. George	30		
Gracie L. Williams	30		

