



AMAZING GRACE DYNAMITES

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December 2011 November Results

This Month's Focus!



GIFT SERVICE

The mad rush is on for shoppers to get gifts they need. Interject some calm into their day by reminding them that you have gifts they need at prices they can afford **WITHOUT** waiting in line.



Glamour Shots

Schedule

customers for a glitz and glamour makeover they can wear to upcoming New Year parties.

Dear Super Amazing Dynamites,

It's unbelievable that, we have come to the end of another year. It has been a wonderful year and we thank God for every blessing He brought our ways.

I thank God for making you a part of my life and success. I am extremely grateful to God for blessing me with the most beautiful people in this business.

Join me in congratulating Karen Duncan of Laurel, Maryland for earning her 1st Marykay car and on her way to Directorship soonest!!!!

You will notice that, what you are seeing right now are the November results so if you finished your Star in December, you will see your name and picture in January Newsletter with December results.

Congratulations to Lauren Johnston of Kansas City, Kansas, our Queen of Sales in the month of November with a total of \$2,014 sales. I also applaud everyone that opened their Marykay store to sell something in the month of November. Remember nothing happens until you sell something.

We welcome all our newest unit members, welcome on board, you are in for success and greatness.

Christmas is a few days away, talk to everyone, the last minute shoppers are still out there, Sell! Sell!! Sell!!! Share the opportunity. The challenge is to recruit at least 1 person before the end of the year. You can recruit more than one if you have set a goal to be a red jacket or go on-target for your car / DIQ.

Let's end this year with a loud bang!!! Our next conference call is on the 29th of December, hope to hear everyone's voice. Please take time to read through the newsletter, it contains a lot of information that will help you. Thank you for being so wonderful! I wish you and yours a wonderful Christmas and an amazing New Year.

Make it Powerful!

Your Proud Coach, *Toyin*

Leading by Example



Queen
of Sales

\$2,014

Lauren Johnston



Queen of
Recruiting

5 New Team
Members

Karen Duncan

Unit Goals

- Seminar 2012 Goals By June 30th 2012
- Unit Circle Of Excellence
- 7 Offspring Directors
- 7 Car Drivers
- 100 Star Consultants
- Yes We Can! Through Christ Who Strengthens Us!!!!



Welcome New Beauty Consultants

New Consultant

Mary A. Adewumi (Baltimore, MD)..... R. Smith
 Dolapo B. Akinneye (Bladensburg, MD) .. A. Fabunmi
 Dorcas Cobbson (Silver Spring, MD)..... K. Duncan
 Miriam Duncan (Laurel, MD) K. Duncan
 Aline Fassinou Zankr (Silver Spring, MD).. K. Duncan
 Mariam Kamara (Laurel, MD) K. Duncan
 Dorance S. Libby (Roanoke, VA)..... T. John
 Alida Memgoto (Silver Spring, MD) K. Duncan
 Taiwo Y. Odusanya (Smyrna, GA) T. John
 LaToya K. Skillman (Kansas City, MO) ... S. Saunders
 Adebimpe A. Sonuga (Owings Mills, MD)..... R. Smith

Sponsored By

New Team Members

Dorine Sosso
 Scholastica Adeyemi

Sponsored by:

Teegee Akande



Working Women!

These consultants know the secret to satisfied customers! Sales and follow-up!



Christmas Sales Idea

FREE Gifts! People are prepared to spend their money, so it is sometimes just a matter of offering them incentive to come spend money with you. Offer free gifts to customers who spend a set amount (the PCP gift is useful for this purpose). Offer different levels of gifts for different purchase levels along with a chance to be entered into a drawing to win a larger prize.

New Consultants! Did you want to get off to a **GREAT START?**



Decide the amount of your initial product investment. You can earn **FREE** product based upon the amount you decide to begin with. Now who doesn't like things for **FREE??**



Begin scheduling parties. You will find your greatest success for selling will come from parties. Prepare for the parties by putting time into preparing your calendar and setting up hostesses.



Invest in yourself. When you do, you are investing in your business. Invest financially and with your time. Go to every function, and all the corporate conferences and every opportunity presented you can. And most important: **read every page in the Ready, Set, Sell! Brochure!**



Product Knowledge



Knowing about the products on your shelf can help your sales. When you provide customers with the benefits of a product, it might help them to purchase more!

Night Restore & Recover Complex

This product isn't for every customer. It's designed for those who have progressed beyond the early signs of aging and need to fight the more aggressive moderate signs of aging.

Used at night, this product activates collagen production, targets the skin matrix, helps skin recover from daily damage and restores the skin barrier.



TEAM BUILDERS

*=inactive



Senior Consultant:
•1-2 active personal team members



Star Team Builder:
•3-4 active
•4% love check



Team Leader
•5+ active
•9% or 13% love check



Future Director:
•8+ active
•9% or 13% love check
DIQ:
•10+ active



1st Time Moves up the Career Ladder!

Congratulations on your new level! I'm so proud of you!

DIQS

K. Duncan

Esther Y. Adonten
Louisa Asiedu Yirenk
Dorcas Cobbson
Miriam Duncan
Kodzo Dzidzonu
Aline Fassinou Zankr
Akou Houinato
Amevi Hounogbe
Jacqueline Jones
Alida Memgote
Lilian O. Nebo
Labia S. Nongnogo
Patricia Nyako
Elizabeth A. Ombija
Mercy A. Woadzro
*Juliana Akuffo
*Itunuoluwa Efunwoye
*Mariam Kamara
*Priscilla Oppong-aba
*Richard D. Otoo
*Patrick K. Sam

On Target Grand Achievers

Karen K. Duncan

Esther Y. Adonten
L. Asiedu Yirenkyi
Dorcas Cobbson
Miriam Duncan
A. Fassinou Zankran
Akou Houinato
Amevi Hounogbe
Jacqueline Jones
Alida Memgote
Lilian O. Nebo
Labia S. Nongnogo
Patricia Nyako
Elizabeth A. Ombija
Mercy A. Woadzro
*Juliana Akuffo
*Itunuoluwa Efunwoye
*Mariam Kamara
*P. Oppong-ababio
*Richard D. Otoo
*Patrick K. Sam

Star Team Builders

Lauren A. Johnston

Cartesha M. Carson
Sheila Pressoir

Sarah M. Saunders

*LaGail D. Taylor

Rita O. Smith

Fatmata Davies
Arapha Maiga
Brenda Marquez
*Mary A. Adewumi
*Isatu Kamara
*Tuwina Page-Johnson
*Adebimpe A. Sonuga

Senior Consultants

Amevi Hounogbe

Kodzo Dzidzonu

Julienne Yoboue

Nathalie C. Aka
Helene Mounquet
*C. Loukou d

Toyin M. Omolola

Muyiwa A. Elesho

Yasmina mami Ekue

Catherine Dawo
*T. Abalomensahdaku
*Valiana Abole
*Ayele Eklouyl
*Aurelia Missodey



Karen Duncan
New Car Driver

The road to any career level is through recruiting!



Christmas Sales Tip #2

December is the perfect time to have fun and build profits with Christmas gift shows. Create a portable gift display on a folding table to use when you are on the go!

Here's how to create a great portable display!

1. Get a small folding table, include a colorful tablecloth and simple decorations, along with a credit card display sign.
2. Have fragrance gift sets and regular-line products available.
3. Include a basket of fragrance vials or full-size fragrance to use as samples.
4. Have copies of the latest Look Book and recruiting material.

Invite customers to your home to preview the products, or take the portable table on the road to have more opportunities for sales!



Give customers a convenient way to purchase more!



Queen's Court!

Royalty has its rewards!

Top 20 Year-to-Date Retail

Consultant	YTD Retail	YTD PC Premiums	YTD Totals
1. Karen K. Duncan	\$8,615.00	\$205.00	\$8,820.00
2. Elizabeth A. Ombija	7,931.50	250.00	8,181.50
3. Julienne Yoboue	7,917.00	0.00	7,917.00
4. Sheila Pressoir	5,825.50	200.00	6,025.50
5. Amevi Hounogbe	5,594.00	130.00	5,724.00
6. DiDi Jones	5,483.00	40.00	5,523.00
7. Lilian O. Nebo	5,385.50	0.00	5,385.50
8. Michelle McCormick	4,937.00	20.00	4,957.00
9. Yasmina Ekue	4,304.00	175.00	4,479.00
10. Adenike Fabunmi	3,609.00	30.00	3,639.00
11. Rita O. Smith	3,421.00	175.00	3,596.00
12. Esther Y. Adonten	3,459.50	50.00	3,509.50
13. Sarah M. Saunders	3,464.50	0.00	3,464.50
14. Kodzo Dzidzonu	2,893.50	60.00	2,953.50
15. Yinka Fadiran	2,902.50	0.00	2,902.50
16. Lauren A. Johnston	2,751.50	0.00	2,751.50
17. Catherine Dawo	2,666.00	0.00	2,666.00
18. Miriam Duncan	2,291.00	0.00	2,291.00
19. Muiyiwa A. Elesho	2,283.50	0.00	2,283.50
20. Patricia Nyako	1,953.50	20.00	1,973.50

Top 10 YTD Sharing

Consultant	Qualified Recruits	Commission
1. Karen K. Duncan	10	\$1,518.91
2. Yasmina Ekue	3	199.29
3. Lauren A. Johnston	1	106.24
4. Rita O. Smith	2	53.56
5. Amevi Hounogbe	1	53.30
6. Toyin M. Omolola	1	40.34
7. Yinka Fadiran	1	24.04

A CHRISTMAS PHONE MESSAGE



that might help you make money!

During the next few weeks, add some Christmas cheer to your telephone answering machine.

PERHAPS LIKE THIS:

Hello! This is Sue Smith, your Mary Kay Beauty Consultant. I'm sorry I cannot come to the phone right now, but if you'll leave your name, phone number and message, I'll get back to you and help you with your Christmas shopping and glamour needs. I can show you how to shop in your seat and not on your feet!



**#1
IN YTD
SALES**

Karen K. Duncan



**#1
IN YTD
SHARING**

Karen K. Duncan

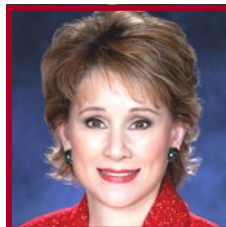
Seminar Courts

Court of Sales

Mary Kay.....	\$36,000
Garret-Roe Area.....	18,000
John Court	12,000

Court of Sharing

Mary Kay.....	24 Qualified
Garret-Roe Area.....	12 Qualified
John Court	10 Qualified



Anita Garrett-Roe
National Sales Director

It's in the Stars!

There are fabulous rewards for being a Star Consultant each quarter. There's no limit to where you can go in this business if you dream big and work hard!

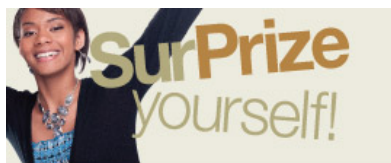


First Quarter Star Consultants Jun 16 - Sep 15

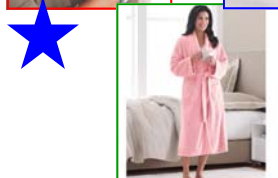
On Target Star Consultants Sep 16 - Dec 15

- ★ Pearl (4,800 points)
- ★ Emerald (3,600 points)
- ★ Diamond (3,000 points)
- ★ Ruby (2,400 points)
- ★ Sapphire (\$1,800)

	NAME	For Star	Sapphire	Ruby	Diamond	Emerald	Pearl
★ Pearl	Ijeoma E. Van-Lare	\$4,806.00	****	****	****	****	Star
★ Emerald	Karen K. Duncan	3,066.75	****	****	Star	533.25	1,733.25
	Yasmina mami Ekue	2,970.75	****	****	****	Star	629.25
	Michelle McCormick	2,413.75	****	Star	586.25	1,186.25	2,386.25
	Karen Duncan	2,407.75	****	****	****	****	Star
	Toyin John	2,211.25	Star	****	****	Star	788.75
★ Diamond	Julienne Yoboue	1,859.00	Star	541.00	1,141.00	1,741.00	2,941.00
	Naomi C. Itheme	1,784.50	15.50	615.50	1,215.50	1,815.50	3,015.50
	Toyin M. John	1,547.75	252.25	852.25	1,452.25	2,052.25	3,252.25
	Adenike Fabunmi	1,531.50	268.50	868.50	1,468.50	2,068.50	3,268.50
★ Ruby	Sarah Saunders	1,473.25	326.75	926.75	1,526.75	2,126.75	3,326.75
	Lilian O. Nebo	1,212.00	588.00	1,188.00	1,788.00	2,388.00	3,588.00
	Udo R. Nwachukwu	1,016.00	784.00	1,384.00	1,984.00	2,584.00	3,784.00
	Rita O. Smith	1,006.25	793.75	1,393.75	1,993.75	2,593.75	3,793.75
	Esther Adonten	1,000.50	799.50	1,399.50	1,999.50	2,599.50	3,799.50
★ Sapphire	Arapha Maiga	934.50	865.50	1,465.50	2,065.50	2,665.50	3,865.50
	Adenike Fabunmi	847.00	953.00	1,553.00	2,153.00	2,753.00	3,953.00
	DiDi Jones	655.00	1,145.00	1,745.00	2,345.00	2,945.00	4,145.00
	Julienne Yoboue	622.50	1,177.50	1,777.50	2,377.50	2,977.50	4,177.50
	Alida Memgoto	616.00	1,184.00	1,784.00	2,384.00	2,984.00	4,184.00
	Mary Adewumi	608.25	1,191.75	1,791.75	2,391.75	2,991.75	4,191.75
	Louisa Yirenyki	602.75	1,197.25	1,797.25	2,397.25	2,997.25	4,197.25
	Taiwo Odusanya	602.00	1,198.00	1,798.00	2,398.00	2,998.00	4,198.00
	Aline Zankran	601.50	1,198.50	1,798.50	2,398.50	2,998.50	4,198.50
	Dorcas Cobbson	452.50	1,347.50	1,947.50	2,547.50	3,147.50	4,347.50
	Catherine Dawo	443.50	1,356.50	1,956.50	2,556.50	3,156.50	4,356.50
	Patricia Nyako	434.00	1,366.00	1,966.00	2,566.00	3,166.00	4,366.00
	Omolola Sunmonu	407.50	1,392.50	1,992.50	2,592.50	3,192.50	4,392.50
	Muyiwa Elesho						



Look at the rewards Star Consultants can have this quarter. Choose from these and many more!



Reaching any Star Consultant level earns you wonderful rewards! Make it your goal this quarter to reach at least the Sapphire Star level!



Wholesale Orders

Thanks for your **November** Order!

Karen K. Duncan	Sarah M. Saunders
Miriam Duncan	Nathalie C. Aka
Michelle C McCormick	Ademoyeke C. Wood
Arapha Maiga	Crystal C. Byrd
Toyin M. John	Omolola F. Sunmonu
Julienne Yoboue	Muyiwa A. Elesho
Alida Memgoto	Akou Houinato
Taiwo Y. Odusanya	Jacqueline Jones
Fassinou Zankran	Yasmina mami Ekue
Dorcas Cobbson	Catherine Dawo
Yinka Fadiran	Tinesi B. Edwards
Lauren A. Johnston	Sheila Pressoir
Adenike Fabunmi	



In January

It's a special CELEBRATION

Birthday

Isatu Kamara.....	1
Sheila Pressoir.....	1
Toyin M. Omolola.....	4
Mary A. Adewumi.....	10
Leah Grayson.....	10
Julienne Yoboue.....	10
Ranti Y. Sosan.....	15
T. Abalomensahdaku.....	22
Christiana Williams.....	22
Abibatou S. Faye.....	26
Dorcas Cobbson.....	29

Anniversary (years)

Toyin M. John.....	4
Julienne Yoboue.....	2
Akouvi A. Amedome.....	1
Patricia C. Johnson.....	1
Lynda C. Zbacnik.....	1
Mercy A. Woadzro.....	1
Betty J. Stroble.....	1

How many **PARTIES** are on your books for this month?



2, 3, 4? Or More? Parties are your ticket to more sales and team members!



Guidelines for getting the most from FaceBook for your business

- As you participate in conversations, be genuine. While there will be times to share about your business and make solicitations, be wise in doing so and think carefully about when and how it is appropriate.
- If you participate in a discussion, we always recommend that you identify yourself as a Mary Kay **Independent** Beauty Consultant if the discussion is about the Company, products and the opportunity.
- Be productive. Facebook is not a replacement for working your business and face-to-face customer service. Make sure that your online activities do not interfere with your commitment to customers.
- Protect confidential or proprietary information. Don't post about Company business, teams or individuals before it is okay to share that information. Get permission before you write about others experiences that were meant to be private, and be sure it's OK with others before you share pictures.
- Consider the benefits of saving discounts for your very best customers. By announcing discounts in an open forum like FaceBook, invariably, your discount offer will wind up being accessible to another Consultant's customer or another Beauty Consultant herself. This puts her in the precarious position of either honoring the discount -- and perhaps losing a portion of her profit -- or saying "no" and risking the alienation of her customer.



The Check's in the Mail

13%
Karen K. Duncan

9%

4% (top 5 listed)
Rita O. Smith
Lauren A. Johnston
Julienne Yoboue
Yasmina mami Ekue



Did You Know????

To be successful, you need to know how to help your business grow!

BizBuilders Program

- Place a **\$400-\$599** Section 1 wholesale order this month and receive \$10 in Bizbuilder Bucks (a credit) to use on your next minimum **\$400** order.
- \$600-\$799 \$15
- \$800-\$1,199 \$25
- \$1,200-\$1,799 \$35
- \$1,800-\$2,399 \$50
- \$2,400-2,999 \$80
- \$3,000-\$3,599 \$100
- \$3,600+ \$125



BizBuilder Bucks must be used before the end of your A3 month.

You must be Active to use the credits.

Visit www.MaryKayIntouch.com for more details

Top 10 Reasons

To Keep Your Career in Gear During the Christmas Season!

1. That shining star will look so beautiful on your **Ladder of Success** pin!
2. Sharing the opportunity may be the **best gift** you can give someone.
3. Customers need to be **reprogrammed** for the winter months.
4. Just think of all the **last minute gifts** you can provide.
5. How will your customers pull together the perfect **glamour look** for this season's festivities without you?
6. You are halfway to **SEMINAR!**
7. **Preferred Customers** are expecting your call.
8. There is a **prize** somewhere with **YOUR** name on it.
9. **Customer contact** has never been so easy or plentiful.
10. **YOU DESERVE CAREER SUCCESS!**



NEW!

Nourishine Plus Lip Gloss

Formulated with an antioxidant-rich complex for soothing and protecting lips. This means that some shades will be discontinued. If you have a customer who is loyal to a color being discontinued, suggest they stock up before the item runs out. And then make sure to let her try a new shade that is close to the one being discontinued.



GET EXTRA SALES!

The Microdermabrasion Great Deal features a full size Microdermabrasion Set and 1 mini size of the Oil-Free Hydrating Gel, Oil-Free Eye Makeup Remover, Indulge Soothing Eye Gel and Intense Moisturizing Cream. Use these mini sized items to gain more sales. Offer the customer the full size version of each item in the set for a % off if they purchase within 2 weeks!



January 1 - July 1, 2012

class of 2012



Debut as a Sales Director during this time period and when you attend Seminar, you and I will receive an invitation to the Class of 2012 reception and receive a fabulous Coach handbag. In addition, you will receive a \$500 check at the Class of 2012 Reception!



Make Your Move!

Let me help you move up the career ladder. With commitment to retail sales and providing outstanding customer service, you could earn a Red Jacket, move to Team Leader or be in a new car!

**Do you want it?
If you're ready, I can show you how!**

There is no magic formula for success. The **ONLY** way to move up in your career is to put yourself in the position to sell more product. When you do that, you open the door to sharing the opportunity. Your future team will come from customer contacts and referrals.



Driving in Style!



New Car Driver . . .

Karen Duncan



Congratulations to you and your team for reaching this wonderful goal! As a new car driver, the door is now open for your rise to the top. I'm very proud of you and your commitment to providing a quality product to your customers and leadership to your team!

GOOD JOB! YOU'RE AWESOME!

Start Working To Earn



THE CHEVY MALIBU!

Start this month with the momentum that will propel you into a new car!



Go On-Target for the Chevy Malibu:

- Be a Team Leader with 5 or more active personal team members
- You must be active
- When you and the Consultants on your team have at least \$5,000 wholesale in a calendar month, you are on-target!



Qualification:

Earn your car in 1, 2, 3, or 4 months, on you and your team member achieve the following:

- \$20,000 wholesale
- YOU end the qualification period with 14 active personal team members (new Consultant that your team members recruit during this time do not count toward your 14 required)
- You may contribute no more than \$5,000 in personal wholesale toward the total \$20,000 requirement.
- The rest of your team members **must** contribute a minimum of \$15,000 wholesale toward the total \$20,000 requirement.
- In each month, you must maintain at least 5 personal team members (*basically stay a Team Leader*) and you and your team members must have at least \$5,000 combined wholesale to remain in qualification for the car!

Here's How To Do It!

- Contact me to let me know you want to work to earn a car.
- If you are not already a **Team Leader**, you must reach that goal before you can go on-target for the car.
- Make a decision that you will hold at least **2 parties a week**. Hold more to reach the goal faster!
- Learn the skills it takes to **sell at least \$250** at each party. Your ultimate goal is always to sell as much as you can. \$250 is a minimal starting point.
- Master the steps of the **4-Point Recruiting Plan** so you can lay the foundation for building a team. If you're not sure of the steps in the recruiting plan, ask me!
- Become an expert at the **individual close** where you ask each guest for an opportunity to share the career with them.



Amazing Grace Dynamites

Toyin John
Senior Cadillac Sales Director
5119 Elk Hill Drive
Roanoke, Va 24018
913-636-9492
mrstoyinjohn@yahoo.com

You are special to me!



I hope you and your family have a happy Christmas. Thank you for a great year. Happy New Year!



UPCOMING EVENTS

Take time to learn more about what can help make your business better by attending meetings, guest events and special functions. They are all designed to help your business grow. From recognition to training -- you'll find all you need to sell more product and be a better recruiter!

ROANOKE SUCCESS MEETING: TUESDAYS, 6:30PM-8:30PM

ROANOKE END OF THE YEAR PARTY "LITTLE BLACK DRESS NIGHT" TUESDAY DECEMBER 20TH AT 7:00PM

BI-WEEKLY MILLION DOLLAR CONFERENCE CALL:
December 15TH & 29TH, 2011, January 12TH & 26TH, 2012 @
9PM EASTERN
1-605-477-3000 ACCESS CODE: 972999#

NATIONAL AREA CONFERENCE CALL: EVERY SUNDAY 7PM-8PM EASTERN
605-562-3000 ACCESS CODE: 821669#

PLEASE PRESS *6 TO MUTE YOURSELF TO AVOID BACKGROUND NOISE ON ALL CONFERENCE CALLS

Success comes from **BEING INFORMED! So make sure to attend every MK event you can, with a guest to help your business grow!**

