



AMAZING GRACE DYNAMITES

Toyin John

Senior Cadillac Sales Director
913-636-9492
mrstoyinjohn@yahoo.com



January 2012 December Results

This Month's Focus!



Valentine Gifts NOW!

Do you have any fragrance elements from the Holiday line left (lotion, bath gel, fragrance)? January is the time to market them for Valentines Day. Contact men **NOW** for February sales.

dare to Dream! **Just 6 Months Left**

Use January as the month to get **BACK ON TRACK** for meeting the goals you set for this seminar year. **Write out a 6-month goal and get started meeting it!**

Dear Amazing Grace Dynamites,

Happy New Year to each and everyone of you! We thank God for a wonderful 2011. I hope you are ready to fly in 2012 because it is going to be great!!!!

We have already started on a very great note, glory be to God! We have a brand New Director, Miss Karen Duncan and her fabulous "The Favored Unit" debut as a Brand new Unit on January 1st, 2012. What a way to start the year. Congratulations to Karen and the entire The Favored unit, you ladies did it!!!!

Congratulations to our Brand New Red Jacket; Teegee Akande of Ottawa, Canada, you are on your way to the top girl!!!!

What is your goal by Career Conference in March? Or what is your goal by Seminar in July? Whatever that goal may be, you have plenty of time to achieve it. You can achieve whatever you set your mind to achieve. Plan your work and work your plan.

We also congratulate all our last quarter Stars both in Canada and US...Keep on shinning ladies!! A new quarter is already rolling fast, it ends on March 15th, you can be a Star if you choose to. Being a CONSISTENT Star in Mary Kay will eventually get you to the top.

There is so much room at the top you all, shoot for the top, don't settle for less than God's best for you. Everything you need to be a success in this business has already been deposited within you by God. Reach deep within and bring it out.

I encourage you to read the entire newsletter as there are tips to help you in your business this year.

I appreciate each and everyone of you and I am truly blessed to be working with the very best.

Make this year a powerful one!

Love and Pride in you!

Toyin

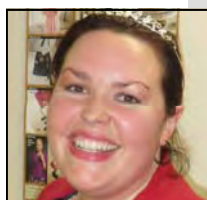
Leading by Example



Miss Persistent

You go girl!

Sarah Saunders



Queen of Determination

You are a dynamite!

Michelle McCormick

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

Sponsored By

Bamidele Grillo (Roanoke, VA) T. John
 Jessica Gutierrez (Lawrence, KS) S. Saunders
 Vanita Howard (Kansas City, KS) T. John
 Quamba E. Noameshie (Virginia Beach, VA) A. Hounogbe
 Ade Williams (Lanham, MD) T. John



Welcome to the wonderful world of Mary Kay!

You picked a **GREAT** time to start your career because we have just launched a **NEW** gel mask and your customers will **LOVE** it! Ask me for all the tools you'll need to market and sell this product **NOW!**

CANADA UNIT RECOGNITION

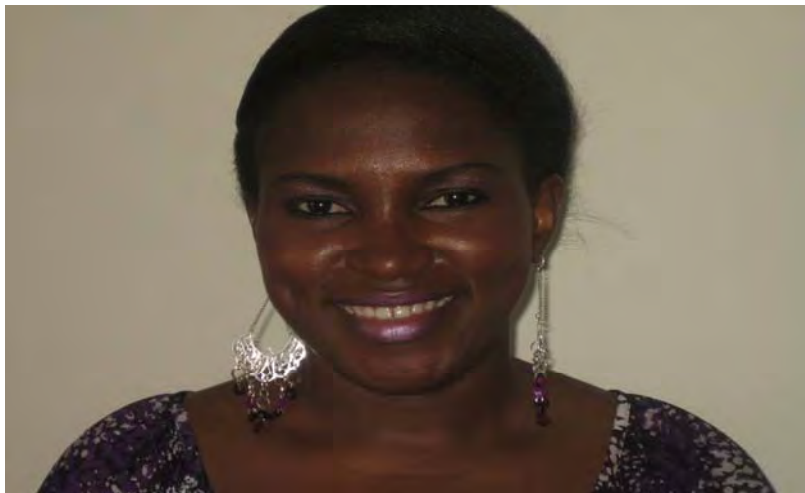
TOP 2 COURT OF SALES

TEEGEE AKANDE -\$10,966.50

FAITH OJAKA—\$7,816

TEEGEE AKANDE

RUBY STAR



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!

Moisture Renewing Gel Mask

Contains sodium hyaluronate, a humectant that acts like a sponge to attract vital moisture. It's formulated to help balance moisture levels and firms and calms skin. It includes the antioxidant superpower acai berry which helps to neutralize free radicals. Suggest to customers who currently use TimeWise skin care and want an additional level of hydration or want additional pampering.



TEAM BUILDERS

*=inactive #=-terminated



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
Juliana Akuffo
Louisa Asiedu Yirenk
Dorcas Cobbson
Miriam Duncan
Kodzo Dzidzonu
Itunuoluwa Efunwoye
Delight Eliason
Aline Fassinou Zankr
Akou Houinato
Amevi Hounogbe
Jacqueline Jones
Mariam Kamara
Alida Memgoto
Lilian O. Nebo
Quamba E. Noameshie
Labia S. Nongnogo
Patricia Nyako
Elizabeth A. Ombija
Priscilla Oppong-aba

Richard D. Otoo
Patrick K. Sam
Mercy A. Woadzro

Star Team Builders

Lauren A. Johnston

Cartesha M. Carson
Sheila Pressoir
Sarah M. Saunders
*LaGail D. Taylor
#Stephanie L Carrillo
#W. Katzenberger
#Eliza C. Ocanas
#Betty J. Stroble
Rita O. Smith
Omowunmi O. Adeniji
Mary A. Adewumi
Arapha Maiga
Brenda Marquez
*Fatmata Davies
*Isatu Kamara
*Tuwina Page-Johnson

*Adebimpe A. Sonuga
#Coumba Dia
#Francine P. Johnson
#Magdalena L. Navarro
#Catherine Odubanjo
#Terrell Warren

Senior Consultants

Ademoyeke C. Wood

Leticia Abongo
Amevi Hounogbe
Kodzo Dzidzonu
Quamba E. Noameshie
Julienne Yoboue
Nathalie C. Aka
*C. Loukou d
*Helene MOUNGUET
Toyin M. Omolola
Muyiwa A. Elesho



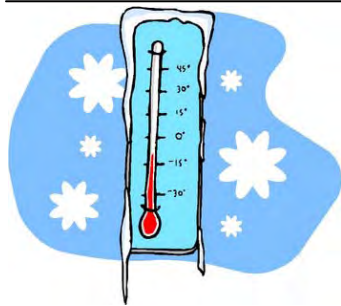
Karen Duncan
Director



Teegee Akande
Red Jacket



These consultants have said "Yes" to team building. Keep working to move up the career ladder!



Freeze Alert!

The cold days of winter are approaching, and as a precautionary measure, you'll want to avoid exposing any of your products to freezing temperatures.



Especially keep in mind that **Day Solution** contains water and it will freeze if exposed to very cold temperatures. If the product freezes, the glass bottle may crack, begin to leak and, in turn, ruin other products stored with it. You'll want to take precautions to ensure this product does not freeze. Be sure to remind customers to read the box and the product insert that states, "**Store above 32° F / 0° C.**"

Also, if you are expecting a product delivery during freezing weather, be sure to arrange for someone to accept it. You don't want to store products in your car where they could freeze. If a product freezes, let it thaw slowly at room temperature. **Do not attempt to warm it in the oven or microwave.**



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	\$11,707.00	\$205.00	\$11,912.00
2. Elizabeth Ombija	10,408.50	250.00	10,658.50
3. Julienne Yoboue	7,917.00	0.00	7,917.00
4. DiDi Jones	7,585.00	140.00	7,725.00
5. Sheila Pressoir	6,667.00	200.00	6,867.00
6. Amevi Hounogbe	6,266.00	130.00	6,396.00
7. Lilian O. Nebo	5,785.50	0.00	5,785.50
8. Michelle McCormick	5,174.00	20.00	5,194.00
9. Lauren A. Johnston	5,078.50	0.00	5,078.50
10. Yasmina Ekue	4,304.00	175.00	4,479.00
11. Rita O. Smith	4,299.00	175.00	4,474.00
12. Sarah M. Saunders	4,339.00	0.00	4,339.00
13. Adenike Fabunmi	4,218.00	30.00	4,248.00
14. Q. Noameshie	4,032.50	0.00	4,032.50
15. Kodzo Dzidzonu	3,832.50	60.00	3,892.50
16. Esther Y. Adonten	3,459.50	50.00	3,509.50
17. Yinka Fadiran	2,902.50	0.00	2,902.50
18. Mary A. Adewumi	2,669.50	0.00	2,669.50
19. Catherine Dawo	2,666.00	0.00	2,666.00
20. Miriam Duncan	2,291.00	0.00	2,291.00

Top 10 YTD Sharing

Consultant	Qualified Recruits	Commission
1. Karen K. Duncan	10	\$1,797.95
2. Yasmina Ekue	3	199.29
3. Amevi Hounogbe	2	144.41
4. Lauren A. Johnston	1	122.67
5. Rita O. Smith	3	109.35
6. Toyin M. Omolola	1	40.34
7. Yinka Fadiran	1	24.04



**#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



Help Him Put A Smile On Her Face!

1. Remember that most men will wait until the **last** minute. Help him to decide early.
2. Provide gifts beautifully **wrapped** so all he'll have to do is give it to her!
3. Give him **2-3 packages** to choose from. Remind him to also purchase for his Mom!
4. Plan to deliver to him no later than **February 10**.

Tell him flowers are nice, but your gift will last much longer!



Start this month contacting all the men you know and remind them that you are ready and able to help him show her how much he cares!

Congratulations, You're A



September 16 - December 15



Karen K. Duncan
Pearl Star



Elizabeth Ombija
Pearl Star



Lauren A. Johnston
Ruby Star



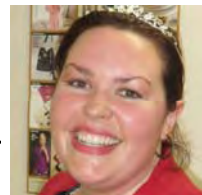
Amevi Hounogbe
Emerald Star



Sheila Pressoir
Diamond Star



Adenike Fabunmi
Sapphire Star



Michelle McCormick
Ruby Star



Kodzo Dzidzonu
Sapphire Star



DiDi Jones
Sapphire Star



Sarah M. Saunders
Sapphire Star



Julienne Yoboue
Sapphire Star



Quamba Noameshie
Sapphire Star



Toyin M. John
Emerald Star

Wholesale Orders

Thanks for your **December Order!**

Quamba E. Noameshie	Juliana Akuffo
Karen K. Duncan	Madeleine Meno
Elizabeth A. Ombija	Emmanuel B. John
Mary A. Adewumi	L. Asiedu Yirenkyi
Lauren A. Johnston	Omowunmi O. Adeniji
DiDi Jones	Patrick K. Sam
Toyin M. John	Richard D. Otoo
Kodzo Dzidzonu	Leticia Abongo
Rita O. Smith	Lydia E. Iwara
Sarah M. Saunders	Lilian O. Nebo
Sheila Pressoir	Arapha Maiga
Ademoye C. Wood	Mariam Kamara
Amevi Hounogbe	Delight Eliason
Adenike Fabunmi	Labia S. Nongnogo
Ade Williams	P. Oppong-ababio
Brenda Marquez	Michelle C McCormick
Itunuoluwa Efunwoye	



In February

It's a special CELEBRATION

Birthday

Kodzo Dzidzonu	1
Sheila Pressoir	1
Magdalena L. Navarro	4
Labia S. Nongnogo	12
Karen K. Duncan	17
Maura J. Timbane	17

Anniversary (years)

Adjaratou L. Thioune	2
Toyin M. Omolola	2
W. Katzenberger	1
Eliza C. Ocanas	1



Ideas for moving **current product** to make room for **the new color or formula!**

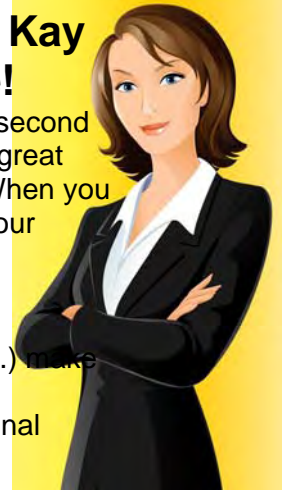
It is wonderful when Mary Kay launches a new product! But what do you do when the new product is a change in color or formula for product you already have on your shelf? Try these tips:

- Check **sales slips** for past orders of the item and offer a buy 1 get 1 at 50% off sale. Call and let her know that soon that shade or formula will be discontinued and you have X number still available at a special price just for her.
- Put the discontinued items in a **basket on display** at your parties and facials. Offer any item in the basket for a certain percentage off when their order is at least \$20 (or you choose the amount)
- **Bundle the discontinued item** with current line items and offer the bundle for a special price for a certain amount of time.
- Offer as Hostess gifts or use as prizes for party game activity.

Sometimes you'll find there is discontinued product you just cannot sell. In those cases, maybe you can give them as gifts to friends and family, where appropriate.

The Mary Kay Image!

You never have a second chance to make a great first impression! When you are representing your business (when booking or warm chattering, at parties, facials, etc.) make sure to present a polished, professional look!



The Check's in the Mail

- 13%**
Karen K. Duncan
- 9%**
- 4% (top 5 listed)**
Amevi Hounogbe
Rita O. Smith
Lauren A. Johnston
Ademoye C. Wood

Did You Know????



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



MK Library

Be Inspired by the heartfelt teachings of National Sales Directors, Sales Directors and Mary Kay Ash in the form of downloadable audio or by purchasing CDs.

From the [MKIntouch](http://www.MKIntouch.com) home page, select

Education > Consultant Education

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.

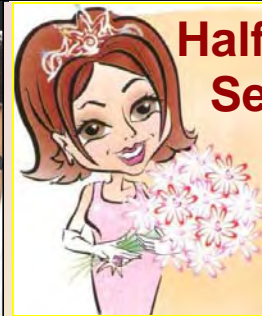
You must be Active to use the credits.

Visit www.MaryKayIntouch.com for more details



Sometimes it takes a special incentive for a customer to book a party. The PCP gift can be a great item to give to customers who book and hold a party during this month or next.

If all she can find time for is a facial, offer her the PCP gift as the normal gift with purchase OR as a "thank you" gift for referring 5 or more friends.



Half Way to Seminar!

Seminar is only months away, so you'll want to set your

sights **NOW** on getting there! If you think you cannot afford to go, think again! You can't afford not to go!

With a little smart selling and saving, you can be a part of the excitement and energy that is Seminar! Just as you do with yearly and quarterly goals, break down your Seminar expenses into mini-goals.

1. The first thing you'll need to earn profits for is the **registration fee**. To do that, **hold at least 3 parties** and call them your "Seminar Registration Parties".
2. The next thing is to **earn hotel expenses**. To earn this, **book and hold 4 "Seminar Hotel Parties"** and aim for \$300 in sales.
3. Then, **earn airfare and spending money**. Set goals to sell specific amounts (in parties, facials, and reorders). Call these your "Seminar Airfare Parties".

Once you earn your profit, set it aside to pay for your expenses! Getting to Seminar is easy when you break down your expenses and make each one a mini-goal. Achieving your goals always results in success.



WELCOME BACK!

Team-Building Promotion

\$20 or \$100 Kit For Former Team Members January 1 - 31

Former Consultants who sign an Agreement in January, can purchase a **\$20 Second Chance Starter Kit** or a **\$100 Starter Kit** and are eligible to receive the following:

- A \$50 credit on the **initial** Section 1 order of \$400+ placed in January or February.
- A \$100 credit on the **initial** Section 1 order of \$600+ placed in January or February.

Find out more information at www.MaryKayIntouch.com



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

Happy New Year!



A new year brings new challenges! Let me challenge you to work these next 6 months to reach the goals you set. I'm here to help.



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!

BI-WEEKLY MILLION DOLLAR CALL; THURSDAYS, JANUARY 12TH & 26TH, THURSDAYS FEB 10TH & 24TH

CALL DETAILS; 605-477-3000; ACCESS CODE: 972999#

CAREER CONFERENCE REGISTRATION BEGINS FEBRUARY 2ND, 2012 AT MIDNIGHT. SPACE LIMITED, HURRY TO REGISTER

AMAZING GRACE UNIT WILL BE ATTENDING CAREER CONFERENCE AT THE VIRGINIA BEACH CONVENTION CENTER IN VIRGINIA BEACH

DATE: MARCH 23RD&24TH. REGISTRATION FEE IS \$80, PLEASE PREPARE AHEAD.

GALAXY NATIONAL AREA CONFERENCE CALL EVERY SUNDAY NIGHT AT 7PM EST

CALL DETAILS; 605-562-3000 ACCESS CODE: 821669#

PRESS *6 TO MUTE YOURSELF ON ALL CONFERENCE CALL TO AVOID BACKGROUND NOISE.