



AMAZING GRACE DYNAMITES

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June 2011
May Results

This Month's Focus!



Help your customers become **SUN SAFE!**

As part of this month's selling efforts, make sure to mention to **EVERY** customer that you have sun care products. Protection from the sun is something every woman needs and just your mention of it might prompt her to want to purchase from you.

We're Down To The **FINISH LINE** For Seminar 2011



The last month of the Seminar year is almost over. Just a few short days until we'll know who will be crowned Queen of Sales and Queen of Sharing of our Company, Area and Unit!

Yet, there's **STILL** time. There's no reason why you cannot finish this year **STRONG!** If you want to reach any goal, it's simply a matter of taking the steps to reach it, right? Some of you will be working to finish a goal, while others will be working to get a head start towards next year's goal. Remember, the goal is reached in your head and heart before the work is done. Think like a winner!

Winners:

- **Know** the rules of the game and they're willing to play better than they've ever played before.
- **Believe** the risk of victory is worth more than the disappointment of failure.
- **Have** champion mentors.
- **Know** there's nothing more powerful than a winning attitude.
- **Are** motivated by their dream, but are made by their routine.
- **Focus** on maximizing their strengths, not protecting their weaknesses.
- **Have** unquestionable integrity.
- **Are** extra-milers. They don't do just enough to get by; they do the work necessary, and then some.
- **NEVER** give up!

Proud to be Your Director! *Toyin*

Leading by Example



Queen of
Wholesale

She is top!
\$2,463

Naomi Iheme



Miss
Consistency

You go girl!

Akouavi Davi

Unit Goals

- Unit Court of Achievement for Seminar 2011...
- 10 Red Jackets
- 5 Team Leaders
- 4 On target-for-car
- 30 Star Consultants



New Consultant

Omowunmi O. Adeniji (Randallstown, MD) R. Smith
 Manani Adjana (Adelphi, MD) T. John
 Kadeba Carine (Redlands, CA)..... L. Nongnogo
 Lynda A. Obamogie (Gaithersburg, MD).....U. Ibekwe

Sponsored By

R. Smith
 T. John
 L. Nongnogo
 U. Ibekwe



Let's welcome our unit's new Consultants!

I hope information you find in this month's newsletter will help you to get your business started off right!



Working Women!

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

June Challenge; Recruit at least 1 team member
 We want to double our unit size to wrap up the Seminar year, challenge is to recruit at least one person on your team in June.

Put products on at least 30 faces this month.

End the Seminar year as an Active A1 member of the Unit.

Summer Samples

This Summer, put your samples to work for you!

ALWAYS follow up with the customer about the sample provided. Ask if she had a chance to try it and her thoughts about how it felt and looked on her!

Remember, your goal when giving samples is to **SELL PRODUCT** -- otherwise, you are just throwing them away!

FREE

New Consultants!
 Did you know that you can earn **FREE** Product when your initial order is at least \$600 wholesale?

As a new Beauty Consultant, you will find your greatest success for selling will come from holding skin care classes (*also known as parties*).

Everything you need to conduct a party is in your Starter Kit, except for the retail product to sell.

Using the Ready, Set, Sell! Brochure, you can get off to a great start by selecting the inventory option that will help you meet your goals. Based upon how much you begin with, you can get

FREE BONUS PRODUCT!

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!

**Sun Care Products
 SPF 30 Sunscreen**

Suggest to customers of all skin types who want to protect their skin from the damaging effects of UVA/UVB rays.

- Very water-resistant and sweat-resistant for up to 80 minutes
- Lightweight, oil-free sunscreen for face or body
- Has antioxidant vitamins and free-radical scavengers
- Absorbs quickly



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

N. Iheme

Future Sales Directors

Ayaba Aviah

On Target Grand Achievers

Naomi C. Iheme

Team Leaders

Karen K. Duncan
Rita O. Smith

Star Team Builders

Itunuoluwa Efunwoye
Lauren A. Johnston

Senior Consultants

Ademoyeke C. Wood
Akouavi Davi
Chinwe A. Ojukwu
DiDi Jones
Julienne Yoboue
Whitney Katzenberger
Yasmina mami Ekue



It's a simple process to get new team members; you simply ask them if they would like to know more about the business!

Make a list of everyone who you think would like to have their own business. If you are shy about approaching them, create a post card or flier and send it to them. **THEN** you'll have a reason to follow-up and ask if they would like to know more!



Kemi Smith
Team Leader



Ayaba Aviah
Future Director



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



Glamour Sales Idea Post Card Contact

If you haven't already used the technique of sending post cards to your customers to increase sales, this is a great idea for you!

Create a post card for a mass customer mailing to announce the new glamour products. Post cards are great because they are easily read, don't have to be opened, and they can easily be posted on a bulletin board or refrigerator as a reminder.

Remember to follow-up!

You must get on the phone after you send the post card to follow up for sales and bookings. Post cards help initiate customer contact, but they don't do **ALL** the work for you!

Write on the card a great incentive for responding. Something like:
"Hi Liz, if you contact me before next Thursday, I'd love to show you our new products and offer you a special gift."



Queen's Court!

Royalty has its rewards!

Top 20 Year-to-Date Retail

Consultant	YTD Retail	YTD PC Premiums	YTD Totals
1. Ijeoma Van-Lare	\$16,929.00	\$0.00	\$16,929.00
2. Naomi C. Itheme	12,608.00	480.00	13,088.00
3. Rita O. Smith	8,829.50	2,198.50	11,028.00
4. Julienne Yoboue	10,101.50	0.00	10,101.50
5. Ayaba Aviah	9,202.50	150.00	9,352.50
6. Lauren A. Johnston	8,202.00	549.50	8,751.50
7. DiDi Jones	8,176.00	0.00	8,176.00
8. Karen K. Duncan	6,469.00	80.00	6,549.00
9. Yasmina Ekue	6,419.50	0.00	6,419.50
10. Mercy A. Woadzro	6,299.50	100.00	6,399.50
11. Omolola Sunmonu	5,065.50	1,292.00	6,357.50
12. Helene Mounquet	5,006.00	0.00	5,006.00
13. Yinka Fadiran	4,752.50	0.00	4,752.50
14. Uzoamaka Ibekwe	4,063.00	0.00	4,063.00
15. Akouavi Davi	3,896.50	0.00	3,896.50
16. Sarah M. Saunders	3,812.50	80.00	3,892.50
17. Chinyere Ikemba	3,300.50	575.00	3,875.50
18. Lydia E. Iwara	3,762.50	48.00	3,810.50
19. Leticia Abongo	2,849.00	823.50	3,672.50
20. C. Loukou d	3,407.00	0.00	3,407.00

Top 10 YTD Sharing

Consultant	Qualified Recruits	Commission
1. Ayaba Aviah	7	\$992.67
2. Naomi C. Itheme	3	969.53
3. Karen K. Duncan	5	359.82
4. Julienne Yoboue	1	99.91
5. Rita O. Smith	4	92.59
6. Yasmina Ekue	2	71.42
7. Omolola Sunmonu	2	61.24
8. I. Efunwoye	2	61.09
9. DiDi Jones	1	45.12
10. Lauren Johnston	1	36.35

CAREER COFFEE

Have you considered having a Career Coffee? Just invite over a large group of women to your home to have a great cup of coffee (or tea), hear the marketing plan and try product. If it is possible, I would be happy to present the Marketing Plan to your guests. Invite everyone from friends and neighbors to family. Don't forget to invite your co-workers!

Here's a great script you can use:

Hi _____. I'm having some friends over to my house on _____ to share some information about the Mary Kay career. I thought this would be a great way for all my friends to get together and spend some time trying on products and having a fun time. I'm serving coffee and dessert [or tea and sandwiches] and will have all the product available for you to sample, and I would like for you to attend. Can you get away for about an hour?



**#1
IN YTD
SALES**

Ijeoma Van-Lare



**#1
IN YTD
SHARING**

Ayaba Aviah

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!



Third Quarter Star Consultants Dec 16 - Mar 15

On Target Star Consultants Mar 16 - Jun 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
★ Ruby	DiDi Jones	\$5,157.00	****	****	****	****	Star
	Toyin M. John	3,793.75	****	****	****	****	Star
	Ayaba Aviah	2,299.00	Star	****	****	Star	701.00
	Yinka Fadiran	2,156.50	Star	243.50	843.50	1,443.50	2,643.50
	Toyin John	2,038.50	Star	****	****	****	Star
	Mercy Woadzro	1,860.00	Star	540.00	1,140.00	1,740.00	2,940.00
	Akouavi Davi	1,850.50	Star	Star	549.50	1,149.50	2,349.50
	Uzoamaka Ibekwe	1,811.75	Star	588.25	1,188.25	1,788.25	2,988.25
	Catherine Dawo	1,183.00	617.00	1,217.00	1,817.00	2,417.00	3,617.00
	Naomi C. IHEME	1,141.50	658.50	1,258.50	1,858.50	2,458.50	3,658.50
★ Sapphire	Lauren Johnston	1,064.50	735.50	1,335.50	1,935.50	2,535.50	3,735.50
	Karen Duncan	1,011.75	788.25	1,388.25	1,988.25	2,588.25	3,788.25
	Yasmina mami Ekue	1,007.50	792.50	1,392.50	1,992.50	2,592.50	3,792.50
	Chinyere Ikemba	1,007.50	792.50	1,392.50	1,992.50	2,592.50	3,792.50
	Rita O. Smith	927.25	872.75	1,472.75	2,072.75	2,672.75	3,872.75
	Florence Alade	918.50	881.50	1,481.50	2,081.50	2,681.50	3,881.50
	Tinesi Edwards	908.75	891.25	1,491.25	2,091.25	2,691.25	3,891.25
	Didi Jones	908.75	891.25	1,491.25	2,091.25	2,691.25	3,891.25
	Patricia Tuopaeh	875.25	924.75	1,524.75	2,124.75	2,724.75	3,924.75
	Labia Nongnogo	818.25	981.75	1,581.75	2,181.75	2,781.75	3,981.75
	Charmaine Francis	817.50	982.50	1,582.50	2,182.50	2,782.50	3,982.50
	Ije Ugwu-Oju	806.50	993.50	1,593.50	2,193.50	2,793.50	3,993.50
	Sarah Saunders	804.75	995.25	1,595.25	2,195.25	2,795.25	3,995.25
	Helene Mounquet	706.00	1,094.00	1,694.00	2,294.00	2,894.00	4,094.00
	Cherif Tidjani	684.50	1,115.50	1,715.50	2,315.50	2,915.50	4,115.50
	Eric Honvo	650.50	1,149.50	1,749.50	2,349.50	2,949.50	4,149.50
	Brenda Marquez	623.25	1,176.75	1,776.75	2,376.75	2,976.75	4,176.75
	Ramatu Ariwodo	611.00	1,189.00	1,789.00	2,389.00	2,989.00	4,189.00
	Julianna Yates	607.25	1,192.75	1,792.75	2,392.75	2,992.75	4,192.75
	Itunuoluwa Efunwoye	606.75	1,193.25	1,793.25	2,393.25	2,993.25	4,193.25
Tigist Zenebe	604.50	1,195.50	1,795.50	2,395.50	2,995.50	4,195.50	
Kafui Dagan	604.00	1,196.00	1,796.00	2,396.00	2,996.00	4,196.00	
Charity Mensah	603.50	1,196.50	1,796.50	2,396.50	2,996.50	4,196.50	
Semenya Abbeh	602.50	1,197.50	1,797.50	2,397.50	2,997.50	4,197.50	
Nicole Mcpayten	600.25	1,199.75	1,799.75	2,399.75	2,999.75	4,199.75	
Mercy Michaels	600.00	1,200.00	1,800.00	2,400.00	3,000.00	4,200.00	
Omolola Sunmonu	568.50	1,231.50	1,831.50	2,431.50	3,031.50	4,231.50	
Toyin Omolola	558.75	1,241.25	1,841.25	2,441.25	3,041.25	4,241.25	
Lydia Iwara	484.75	1,315.25	1,915.25	2,515.25	3,115.25	4,315.25	
Olumayowa Enoma	459.00	1,341.00	1,941.00	2,541.00	3,141.00	4,341.00	
Rita Smith	448.25	1,351.75	1,951.75	2,551.75	3,151.75	4,351.75	
Akouvi Amedome	411.75	1,388.25	1,988.25	2,588.25	3,188.25	4,388.25	

\$411.75 and above

Choose
Your
Own
Star



This Quarter



IT'S UP TO YOU!

Wholesale Orders

Thanks for your **May 2011** Order!

Naomi C. IHEME	Helene MOUNGUET
Ijeoma E. Van-Lare	Patricia K. TUOPAEH
Lauren A. JOHNSTON	Labia S. NONGNOGO
Ramatu I. ARIWODO	Julianna N. YATES
Kafui DAGAN	Akouvi A. AMEDOME
Toyin M. JOHN	Toyin M. OMOLOLA
Nicole MCPAYTEN	Florence R. ALADE
Catherine DAWO	Ije L. UGWU-OJU
Omolola F. SUNMONU	Victoria FOFIE
Lydia E. IWARA	C. ALEXANDER-FRANCIS
Rita O. SMITH	C. KACANOU-KOTOMALE
Marina J. HOUSSOU	Sarah M. SAUNDERS
Coumba DIA	Madeleine MENO
Yinka FADIRAN	Yasmina mami EKUE
Karen K. DUNCAN	Cherif O. TIDJANI
Akouavi DAVI	Tinesi B. EDWARDS
Julienne YOBOUE	Brandy L. HOLLEN
Olumayowa E. ENOMA	



In July

It's a special CELEBRATION

Birthday

Florence R. Alade	4
Manani Adjana	6
Elizabeth Jones.....	10
Maria X. Escobar	12
Terrell Warren	12
Mercy Michaels.....	13
Uzoamaka K. Ibekwe.....	16
Lauren A. Johnston.....	16
Sarah M. Saunders.....	16
Cynthia Vordzorgbe	20
Victorine Tsetezoh	29
Safya K. Daho.....	31

Anniversary (years)

Omolola F. Sunmonu.....	3
Winnifred B. Diah	1
Helene MOUNGUET.....	1
Aminata Kamara	1
Aminat B. Salami	1
Hawa Koker	1

Turn Down The **HEAT**

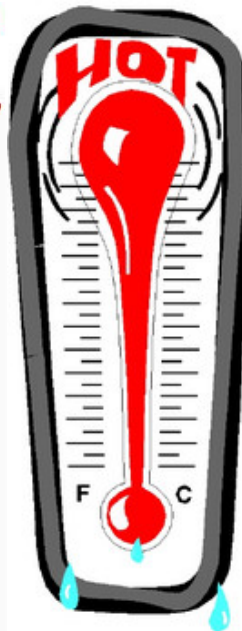
On your products!

When you hold parties and facials, you transport full sized products and samples in your car. Sometimes you may be tempted to just store them there for convenience -- instead of taking them in the house again!

You need to protect your products from damage caused by extreme heat. Products like TimeWise 3-in-1 Cleaner and Age-Fighting Moisturizer (plus other cream, lotion, lipstick and fragrance products) are sensitive to extreme temperatures.

Avoid storing these products in the trunk of the car where temperatures can become intense! Once these products have been exposed to extreme heat for any extended period of time, product and package deterioration can occur.

To ensure that you always deliver the finest quality product to your customers, always keep your products in the best storage conditions!



HERE'S A MESSAGE TO HELP YOUR BUSINESS

85% of all customers are lost as a result of neglect. Make sure to follow-up with a genuine concern for your customers! It only takes **3 or 4** phone calls to tie a customer to you. Give her great customer service and you will have her loyalty.



The Check's in the Mail

13%

9%

Naomi C. IHEME
Ayaba AVIAH
Rita O. SMITH
Karen K. DUNCAN

4% (top 5 listed)

Akouavi DAVI
Yasmina mami EKUE
Itunuoluwa Efunwoye
Julienne YOBOUE
DiDi JONES





Did You Know????

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

June 16 - July 15
Bonus Gift
Satin Lips Set

Get one lip set with your **\$400** order. When your order reaches **\$600**, you'll also get a 10 pack of the Summer The Look.

Reach **\$800** and the total of the **FREE** bonuses received will be **\$36** in Section 1 products!!!!
 Log into the Mary Kay Intouch website to find out more!
www.MaryKayIntouch.com


It's Time for Refresher Facials!

The weather is changing and your customers will probably need to add more sun protection, oil control and some will even need more hydration. In addition, because of tanning, most of your customers will need to update their foundation color or find fabulous new glamour colors to offset the changes in their skin tone.

Remember, as their personal Beauty Consultant, your customers rely on you to keep a record of what they need and when they need it! This is an advantage you have over the department stores --

PERSONAL ATTENTION.


Get your customer profiles and begin to make appointments with each customer for this hotter weather refresher facial.



Lights, Action, Fashion
 This promotion **ENDS THIS MONTH!**

You can earn one of the newly designed red jackets when you add 3 new, qualified team members from March 1 - June 30. Go online at www.MaryKayIntouch.com to find out more!

MARY KAY personal beauty profiler



Use your website to help you SELL more. The Personal Beauty Profiler offers personalized skin care product recommendations, makeup application tips, and more. Let technology work for you, especially with your customers who are on the go! Direct customers to your MK website to find out how to use this great tool!



Did you know that Mary Kay Inc. was born as a result of Mary Kay's career crash? She worked her way up to the position of national training director at Stanley Home Products – though according to her job description, she was performing all the duties of a national sales manager. When Stanley promoted her assistant to the national sales manager position at 2X her salary, she resigned. She planned to write a book about the problems she encountered as a woman in the business world. But then thought "Instead of writing a book about how a good company should run, wouldn't it be great if somebody ran one?" And so the idea of Mary Kay Inc. was born.

LIGHTS, CAMERA ACTION

Team Building Challenge

March 1 - June 30, 2011

Consultants will earn
their choice of
3 New Red Jackets
& MORE!!!



**Independent
Sales Directors
will earn the
Stunning Mary Kay
Capelet and
corresponding
Seminar Rewards!**

Introducing
three **gorgeous
red jackets***
for new
Star Team
Builders!



**TURN UP THE HEAT ON YOUR
TEAM-BUILDING MOMENTUM.
DEBUT AS A RED JACKET
FASIONISTA AT SEMINAR 2011!**

Add three Qualified† New Personal Team Members
receive your choice of one of the red jackets *plus* an invitation to the *Lights, Action, Fashion* reception at Seminar 2011.

Add four Qualified† New Personal Team Members
receive your choice of one of the red jackets, an invitation to the reception *plus* an invitation to the posh *Lights, Action, Fashion Luncheon* at Seminar 2011.

Add five Qualified† New Personal Team Members
receive your choice of one of the red jackets, invitations to the reception and luncheon AND a stunning matching jewelry set.

† For contest purposes, a qualified new personal team member is one whose orders with the Company are \$600 or more in wholesale Section 1 products from March 1 through June 30, 2011

The

Modern Orchid



Director's Suit

Whether it's onstage at Seminar or on the big stage we call *life*, all eyes will be on you in the new 2011 Career Apparel Collection. It reflects the latest fashion-forward trends – polished shapes, textured fabric and feminine details so you can own the spotlight! To learn how to make this suit a fantastic part of your wardrobe, head to Mary Kay In Touch or ask me how I can help you become a Director!

Onepinkgeek.net



Amazing Grace Dynamites

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Silver Spring, MD 20904
913-636-9492
mrstoyinjohn@yahoo.com

YOU ARE WONDERFUL . . .



**FOR A GREAT SEMINAR
YEAR. I AM DEDICATED
TO HELPING YOU HAVE A
GREAT SEMINAR 2012.
THANK YOU;
I APPRECIATE YOU!**



June 16th 2011 [Thursday]
Bi-weekly Unit Telephone Conference Call Training
8pm-9pm [Eastern Time]
Call number: 605-477-3000
Access Code: 972999#

June 23rd 2011 [Thursday]
End of the Seminar Year Party/Award Night
6:30pm @ Toyin's Marykay Studio
Guests are welcome!

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!

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

