



# AMAZING GRACE DYNAMITES

*Toyin John*

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## November 2011 October Results

### This Month's Focus!



Everybody likes to be thanked.

To show each customer who purchased from you this year your appreciation for helping build your business . . . send them a "Thank You" note. If possible, list a few of the items they purchased, just to make the note more personal.



### Glamour Shots

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

Dear Super Amazing Dynamites,

We are gradually coming to the end of 2011, what a fantastic year it has been. I am so honored to be working with some of the brightest, smartest and most hardworking women in this beautiful business. I thank God for each and everyone of you daily.

What is your goal by December 31st? What is your Seminar goal? Remember it is never too late to start working on those goals. Mary Kay Ash said that, if your mind can conceive it, your eyes perceive it, your heart believes it, you can definitely achieve it. Whatever it is you have set your heart in achieving in this Seminar year, you can most definitely bring to pass with God's help and hard work.

You really want to seize the opportunity of the season to offer your customers a hassle-free holiday shopping. It is the time of the year, when you reward them for being a part of your business life. Discounts, free gift wrapping services, free deliveries...the list goes on. Don't wait till the last minute, let them know that, you are available to help them meet their needs.

The promotion is still on in the US! \$75 Starter kit!! Share this wonderful opportunity with someone and you might just be changing a life. You also know that, when you help enough people get what they want, you will eventually get what you want, so why not share the opportunity with someone today?

I have no doubt in my mind that, this month is already great because God has said yes to our success, When we do our part, He most definitely will do His. Let's go out there and make great things happen.

Make it a powerful month!

I believe in you!

Love and blessings,  
Toyin.

## Leading by Example



Queen Of  
Wholesale

\$2,634.75

Amevi Hounogbe



Queen of  
Recruiting

3 New Team  
Members

Uzoamaka Ibekwe

## 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

Crystal C. Byrd (Roanoke, VA)..... T. John  
 Louise A. Diogo (Indianapolis, IN)..... D. Jones  
 Kodzo Dzidzonu (Hyattsville, MD)..... A. Hounogbe  
 Leah Grayson (Auburn, AL) ..... T. John  
 Blessing O. Igwe (Fairfield, OH)..... E. Olatunji  
 Arapha Maiga (Baltimore, MD)..... R. Smith  
 Clarice Malla (Laurel, MD) ..... U. Ibekwe  
 Susan W. Moncrief (Roanoke, VA) ..... T. John  
 Nebechi V. Okoro (Alexandria, VA)..... U. Ibekwe  
 Sheila Pressoir (Kansas City, MO)..... L. Johnston  
 Ranti Y. Sosan (Washington, DC)..... A. Fabunmi  
 LaGail D. Taylor (Kansas City, KS) ..... L. Johnston  
 Mireille Tene (Silver Spring, MD) ..... U. Ibekwe

## Sponsored By

T. John  
 D. Jones  
 A. Hounogbe  
 T. John  
 E. Olatunji  
 R. Smith  
 U. Ibekwe  
 T. John  
 U. Ibekwe  
 L. Johnston  
 A. Fabunmi  
 L. Johnston  
 U. Ibekwe



## *Working Women!*

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

New Team Member  
 Egorume Anochie .....

Sponsored by  
 Teegee Akande



## *Christmas Sales Idea*

Even if you are a part time Consultant, or hold a job in addition to your Mary Kay business, you can still get involved in Christmas sales! You can use your lunch hour to help increase your profits. If permitted, set up a display basket of products in a lunchroom or conference area. Once sales are made, agree upon a delivery date or bring orders to work the very next day!

## 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!**



## **A Helpful Tip for Your Business**

**When it seems like no one is responding to your offer.**

You are trying to build your customer base by taking advantage of every opportunity to give your business card or offer someone a complimentary facial. But your datebook is still quite empty!

You give out your card or offer a facial and, although she gives you her name and number, she doesn't respond. Those are seeds being planted. The goal is to keep at it. Keep asking current customers for referrals and keep giving out that card. One day, that seed planted with sprout. But **DON'T QUIT** doing it.

# 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
- Kodzo Dzidzonu
- Amevi Hounogbe
- Jacqueline Jones
- Lilian O. Nebo
- Labia S. Nongnogo
- Patricia Nyako
- Elizabeth A. Ombija
- Richard D. Otoo
- Patrick K. Sam
- Mercy A. Woadzro
- \*Juliana Akuffo
- \*Itunuoluwa Efunwoye
- \*Akou Houinato
- \*Priscilla Oppong-aba

**On Target Grand Achievers**

**Karen K. Duncan**

- Esther Y. Adonten
- L. Asiedu Yirenkyi
- Amevi Hounogbe

- Jacqueline Jones
- Lilian O. Nebo
- Labia S. Nongnogo
- Patricia Nyako
- Elizabeth A. Ombija
- Richard D. Otoo
- Patrick K. Sam
- Mercy A. Woadzro
- \*Juliana Akuffo
- \*Itunuoluwa Efunwoye
- \*Akou Houinato
- \*P. Oppong-ababio

**Team Leaders**

**Yasmina mami Ekue**

- T. Abalomensahdaku
- Valiana Abole
- Catherine Dawo
- Ayele Eklouyl
- Aurelia Missodey
- \*Elisabeth de Souza

**Star Team Builders**

**Lauren A. Johnston**

- Cartesha M. Carson

- Sheila Pressoir
- Sarah M. Saunders
- \*LaGail D. Taylor
- Rita O. Smith**
- Fatmata Davies
- Brenda Marquez
- Tuwina Page-Johnson
- \*Isatu Kamara
- \*Arapha Maiga

**Senior Consultants**

**Ademoyeke C. Wood**

- Leticia Abongo
- Amevi Hounogbe**
- Kodzo Dzidzonu
- Julienne Yoboue**
- C. Loukou d
- Helene Mounquet
- Toyin M. Omolola**
- Muyiwa A. Elesho
- Yinka Fadiran**
- Grace O. Fagbemi



**Amevi Hounogbe**  
Sr. Consultant

**The road to any career level is through recruiting!**



## Creative Profits from Inventory

**As you make your Christmas selling plans, remember that past limited edition items you have remaining in your inventory make excellent gifts!**



- Promote these products by **displaying them** at your next party, Christmas open house, skin care class, facial, etc.
- To encourage customers to host a party or skin care class, offer these as possible **hostess gifts**.
- Excite customers about using these as stocking stuffers!
- Package them with other regular line items and give the set a special price and sell as a **total glamour package**.

**However you do it, past limited edition items sitting on your shelf can help you sell more when you become creative in your marketing!**



# Queen's Court!

Royalty has its rewards!

## Top 20 Year-to-Date Retail

Consultant	YTD Retail	YTD PC Premiums	YTD Totals
1. Elizabeth Ombija	\$7,931.50	\$250.00	\$8,181.50
2. Julienne Yoboue	6,606.00	0.00	6,606.00
3. Sheila Pressoir	5,732.50	200.00	5,932.50
4. Amevi Hounogbe	5,594.00	130.00	5,724.00
5. DiDi Jones	5,483.00	40.00	5,523.00
6. Lilian O. Nebo	5,385.50	0.00	5,385.50
7. Karen K. Duncan	4,914.00	205.00	5,119.00
8. Yasmina Ekue	3,904.00	175.00	4,079.00
9. Rita O. Smith	3,421.00	175.00	3,596.00
10. Esther Y. Adonten	3,459.50	50.00	3,509.50
11. Kodzo Dzidzonu	2,893.50	60.00	2,953.50
12. M. McCormick	2,913.00	20.00	2,933.00
13. Sarah M. Saunders	2,658.00	0.00	2,658.00
14. Adenike Fabunmi	2,574.00	30.00	2,604.00
15. Catherine Dawo	2,309.00	0.00	2,309.00
16. Patricia Nyako	1,953.50	20.00	1,973.50
17. Ayele Eklouyl	1,884.50	0.00	1,884.50
18. Muiwa A. Elesho	1,869.50	0.00	1,869.50
19. Arleen G. Robinson	1,837.50	0.00	1,837.50
20. Yinka Fadiran	1,710.50	0.00	1,710.50

## Top 10 YTD Sharing

Consultant	Qualified Recruits	Commission
1. Karen K. Duncan	6	\$1,150.73
2. Yasmina Ekue	3	199.29
3. Lauren A. Johnston	1	104.38
4. Amevi Hounogbe	1	53.30
5. Toyin M. Omolola	1	32.06
6. Rita O. Smith	1	24.18
7. Yinka Fadiran	1	24.04



From the November 1984 Applause Magazine:

The spirit of a "Mary Kay Christmas" begins when WE do our Christmas shopping! So many times, especially since we are constantly handling Mary Kay products on a daily basis, it escapes us that our friends and relatives would be MOST pleased to receive some of our products as gifts. I too, am guilty of this. One year I went to great lengths to shop and buy gifts (other than Mary Kay products) for my family -- only to find that when they opened their gifts, everybody seemed to be tremendously disappointed because I hadn't given them Mary Kay presents.

Since then, I've kept this in mind and I keep a running list of what I give to each person every year. I try to give them our new products -- products they haven't tried before. They are all so pleased -- and now, Christmas shopping is a breeze for me! This Christmas season, don't forget to give those special people on your gift list the special gift of Mary Kay.



**#1  
IN YTD  
SALES**

Elizabeth Ombija



**#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	Elizabeth Ombija \$3,602.50	*****	*****	*****	Star	\$1,197.50
★ Emerald	Karen K. Duncan	Amevi Hounogbe 2,634.75	*****	*****	Star	365.25	1,565.25
★ Diamond	Yasmina mami Ekue	Sheila Pressoir 2,609.50	*****	Star	390.50	990.50	2,190.50
★ Ruby		Toyin John 1,401.50	398.50	998.50	1,598.50	2,198.50	3,398.50
★ Sapphire		Kodzo Dzidzonu 1,332.50	467.50	1,067.50	1,667.50	2,267.50	3,467.50
		Michelle McCormick 1,327.25	472.75	1,072.75	1,672.75	2,272.75	3,472.75
		Julienne Yoboue 1,218.50	581.50	1,181.50	1,781.50	2,381.50	3,581.50
		Adenike Fabunmi 1,024.00	776.00	1,376.00	1,976.00	2,576.00	3,776.00
		Esther Adonten 1,000.50	799.50	1,399.50	1,999.50	2,599.50	3,799.50
		Sarah Saunders 999.50	800.50	1,400.50	2,000.50	2,600.50	3,800.50
		Didi Jones 847.00	953.00	1,553.00	2,153.00	2,753.00	3,953.00
		Susan Moncrief 655.00	1,145.00	1,745.00	2,345.00	2,945.00	4,145.00
		Louisa Asiedu Yirenkyi 608.25	1,191.75	1,791.75	2,391.75	2,991.75	4,191.75
		Karen Duncan 607.25	1,192.75	1,792.75	2,392.75	2,992.75	4,192.75
		Patricia Nyako 443.50	1,356.50	1,956.50	2,556.50	3,156.50	4,356.50
		Yinka Fadiran 420.00	1,380.00	1,980.00	2,580.00	3,180.00	4,380.00
		Adenike Fabunmi					
		DiDi Jones					
		Julienne Yoboue					

**SOAR TO THE STARS**

It's a new quarter and being a Star Consultant is within your reach! Work now to reach the star of your choice! Remember, qualified team members count toward your goal!

<b>Pearl 4800 points</b>	Sell <b>\$800/week</b> for <b>12</b> weeks or reach Sapphire with 5 qualified recruits*
<b>Emerald 3600 points</b>	Sell <b>\$600/week</b> for <b>12</b> weeks or reach Sapphire with 3 qualified recruits*
<b>Diamond 3000 points</b>	Sell <b>\$500/week</b> for <b>12</b> weeks or reach Sapphire with 2 qualified recruits*
<b>Ruby 2400 points</b>	Sell <b>\$400/week</b> for <b>12</b> weeks or reach Sapphire with 1 qualified recruit*
<b>Sapphire 1800 points</b>	Sell <b>\$300/week</b> for <b>12</b> weeks


\*A qualified recruit has accumulated \$600 in wholesale orders

# Wholesale Orders

Thanks for your **October Order!**

- |                      |                    |
|----------------------|--------------------|
| Amevi Hounogbe       | Lauren A. Johnston |
| Sheila Pressoir      | Tinesi B. Edwards  |
| Kodzo Dzidzonu       | Omolola F. Sunmonu |
| Esther Y. Adonten    | Mercy A. Woadzro   |
| Toyin M. John        | Ejiro Olatunji     |
| DiDi Jones           | Uzoamaka K. Ibekwe |
| Michelle C McCormick | Cartesha M. Carson |
| Susan W. Moncrief    | Muyiwa A. Elesho   |
| Karen K. Duncan      | Leticia Abongo     |
| Adenike Fabunmi      | Labia S. Nongnogo  |
| Sarah M. Saunders    | Rita O. Smith      |
| Patricia Nyako       | Yasmina mami Eku   |

## You're a Great Gift to Me!

 I want to thank you for a great 2009 and to wish you and your family health and happiness in **December**. Thank you for your contribution to our unit's success with your order last month.



## Recruiting Strategies

One of the most challenging aspects of recruiting can be closing a recruiting interview. Here are some closing statements you can incorporate into your recruiting conversations:

- You'll never know if you don't try.
- If I taught you everything I know, do you think you could learn this? *(No one likes to admit they can't learn!)*
- You'd be great doing what I do. I look for people of your ability everyday. I'd love to work with you!
- How soon do you want to start making money? How long can you afford not to?
- Do you feel like you need a change in your life? I believe Mary Kay comes into our lives when we need it most.

Always remember, when faced with any objection, the most effective words are "That's exactly why you need Mary Kay!"

**I don't have any money.**

**That's exactly why you need Mary Kay!**

**I'm new in the area.**

**That's exactly why you need Mary Kay!**

**I'm too shy.**

**That's exactly why you need Mary Kay!**



## In December

# It's a special CELEBRATION

### Birthday

Akouvi A. Amedome .....	3
K. Setodji .....	6
Elizabeth A. Ombija .....	9
Akossiwa D. Avudufu .....	10
Mary John .....	13
Maria F. Guzman .....	17
Jenell S. Turnbull .....	17
Arapha Maiga .....	18
Yasmina mami Eku .....	19
Elisabeth de Souza .....	19
Valiana Abole .....	20
Agnes N. Azie .....	20
Nathalie C. Aka .....	24
Madeleine Meno .....	31

### Anniversary (years)

F. Viviane Flora .....	1
Olumayowa E. Enoma .....	1
Richard D. Otoo .....	1
Mary John .....	1
Cartesha M. Carson .....	1



Keep in contact with customers to build a reputation of being dependable! Get on the phone today to check in for reorders, or to offer gift giving services for birthdays, graduations or weddings.



## The Check's in the Mail

**13%**

**9%**

Karen K. Duncan

**4% (top 5 listed)**

Lauren A. Johnston  
Amevi Hounogbe  
Toyin M. Omolola  
Ademoyeke C. Wood

# 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](http://www.MaryKayIntouch.com) for more details

## November Idea!

Gift-wrapping business orders



During November, use any quiet time to get a head start on gift wrapping business orders.

The best time to deliver business purchases is during the first week in December. Those customers (corporate, husbands, etc.) you've contracted with to provide gifts will be pleased to receive them early so they can concentrate on other things!

With open houses, gift shows and your own personal Christmas activities coming up, taking time **NOW** to wrap gifts is sure to prevent a panic later.

Take advantage of sales on wrapping paper and stock up on the highest quality paper that you can afford. Choose designs that are appropriate for the gift -- corporate customers should receive solid colors or subtle patterns. Avoid any Christmas-specific designs since you do not know the celebration habits of individual employees.

Keep track of what you're wrapping so there's no confusion about what's in each package!

way to **GROW**  
Unit Challenge

**ENDS THIS MONTH!**

Each Consultant who adds an Active new team member will earn a stunning bracelet! Let's finish November with everyone a winner!

## HAPPY FEET!

When you buy Mint Bliss Energizing Lotion for Feet & Legs, you'll receive a pair of soft mint green spa socks – **FREE!**



The spa socks won't last long, so hurry while supplies last.

Your New Team Member Can Begin

**For just \$75!**

**In November!**

When your new team member submits her agreement this month, she will pay **ONLY \$75** plus she can receive up to \$150 credit on their initial wholesale Section 1 order! And here's the **BEST** part. You can receive a **\$25 bonus** for each qualified new team member! Check out all the details online at [www.MaryKayIntouch.com](http://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 . . .

*Naomi Theme*



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  
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Roanoke, Va 24018  
913-636-9492  
mrstoyinjohn@yahoo.com

## Have a Great November!



**Refer a Friend  
and help her get  
started with a  
fabulous career  
for just \$75!**



### 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!

Thursdays, November 3rd, November 17th, December 1st  
Bi-weekly Million Dollar Conference Call  
Time: 9pm Eastern  
Call details: 605-477-3000 Access Code: 972999#

Tuesdays, November 8th, November 15th, November 22nd,  
November 29th  
Weekly Success Meeting @ Toyin's Training Center  
Time: 6:30pm -8:30pm  
Training Center Address: 5119 Elk Hill Drive, Roanoke, VA 24018

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

