



AMAZING GRACE DYNAMITES

Toyin John

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



October 2011
September Results

This Month's Focus!

Book
Hold **10**
SHARE

Focus this month on laying the foundation for **MORE** facials and parties in this month and also in November and December.

Ask every woman you meet if anyone has ever offered her a complimentary facial with Mary Kay. The goal is to book 10, hold 10 and share with 10 between now and the end of December. But the **FOCUS** on that starts **NOW!**

**Prepare now
for great**



*Christmas
Sales*

It's here -- the 2011 Christmas selling season has arrived, and along with it some exciting Mary Kay Christmas gift items!

Get a head start toward a profitable Christmas selling season by ordering enough gift packs and regular line items. This first part of the Christmas season is the time to decide what you want to concentrate on.

Here are some tips to get you started!

- **Reserve** space in your datebook **NOW** for the selling activities you choose: Open houses, gift shows, glamour classes and more.
- **Plan** your inventory so you can order early and order often to efficiently service your customers.
- **Ask** me for 1 or 2 ideas that you can use for open houses or glamour classes! I'm happy to help.

Remember, more fragrance items are sold between now and December than at any other time of the year!

Proud to be your Director, *Toyin*

Leading by Example



Elizabeth Ombija

Queen Of
Wholesale

\$3,602



Karen Duncan

Queen Of
Sharing

3 New Team
Members

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

Jessica B. Berger (Moneta, VA)	T. John
Fatmata Davies (Beltsville, MD)	R. Smith
Amevi Hounogbe (Hyattsville, MD)	K. Duncan
Michelle McCormick (Roanoke, VA).....	T. John
Elizabeth A. Ombija (Laurel, MD).....	K. Duncan
Priscilla Oppong-aba (Laurel, MD)	K. Duncan

Sponsored By



Welcome New Consultants



Working Women!

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



**Congratulations Teegee Akande
[Canadian recruit] Emerald Star**



Christmas Sales Idea

Promote a “**drop-a-hint**” service! All you have to do is determine each customer’s fragrance preference by distributing samples and/or scent strips and using testers. Then ask if they are on the gift list of someone who may need a hint -- a husband, boyfriend, son or father. Then, with your customer’s permission, drop a hint by phone or mail. There’s still an element of surprise in the giving because there are so many fragrance items to choose from!

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

How to approach someone to offer her a facial.

You see a sharp woman in the department store and you would love to offer her a facial but you are a bit intimidated by her. What do you say?

“Excuse me, my name is Mary Smith and I was wondering if I could ask you a question. Has anyone ever offered you a facial with Mary Kay Cosmetics?” Based upon her answer, be prepared to follow up to get her name as a contact or if she’s already a MK customer, let her know that you’re happy she’s already using the product.

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
Juliana Akuffo
Louisa Asiedu Yirenk
Itunuoluwa Efunwoye
Jacqueline Jones
Lilian O. Nebo
Labia S. Nongnogo
Patricia Nyako
Elizabeth A. Ombija
Richard D. Otoo
Patrick K. Sam
Mercy A. Woadzro
*Akou Houinato
*Amevi Hounogbe
*Charity Mensah
*Priscilla Oppong-aba

On Target Grand Achievers

Karen K. Duncan

Esther Y. Adonten
Juliana Akuffo
L. Asiedu Yirenkyi

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

Team Leaders

Yasmina mami Ekue

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

Star Team Builders

Rita O. Smith

Fatmata Davies

Brenda Marquez
Tuwina Page-Johnson
*Coumba Dia
*Isatu Kamara

Senior Consultants

Ademoyeke C. Wood

Leticia Abongo
Itunuoluwa Efunwoye
Florence R. Alade
Olumayowa E. Enoma
Julianna N. Yates
Jenell S. Turnbull
Julienne Yoboue
C. Loukou d
Helene Mounguet
Lauren A. Johnston
Sarah M. Saunders
Toyin M. Omolola
Muyiwa A. Elesho
Yinka Fadiran
Grace O. Fagbemi



Work to be listed here next month!

The sky is the limit and you can achieve whatever you work for!

Have High Flying Sales



in October!

This is the time of year when department stores are said to do **50%** of their annual business. What is this business? **Gift sales**, of course! You should take your cue from this and realize you can double your sales by offering services as a personal or business gift shopper.

This season, you have even more wonderful gift ideas -- for every member of a family, every person in a company and everyone on a gift list. So begin to contact all your customers **NOW**, remembering that many organized people shop months in advance to get the best values and avoid crowds.

This also is the time to contact business owners and company gift-buyers about employee gifts. At the time you make the appointments, find out the price ranges they prefer. Then take along gifts or gift sets in those ranges. You may amaze yourself by picking up thousands of dollars in earnings from these sources. And don't forget the prospective customers or new team members you might gain!



Be sure to put your address label on every gift.



Queen's Court!

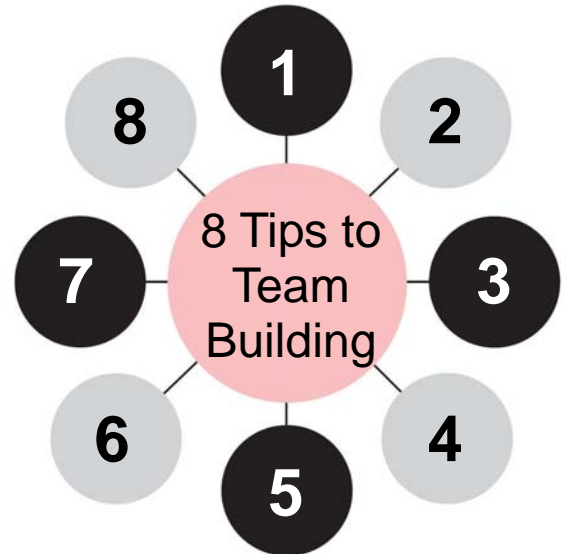
Royalty has its rewards!

Top 20 Year-to-Date Retail

Consultant	YTD Retail	YTD PC Premiums	YTD Totals
1. Elizabeth Ombija	\$7,931.50	\$0.00	\$7,931.50
2. Julienne Yoboue	6,606.00	0.00	6,606.00
3. Lilian O. Nebo	5,385.50	0.00	5,385.50
4. Y. mami Ekue	3,764.00	175.00	3,939.00
5. Karen K. Duncan	3,699.50	175.00	3,874.50
6. DiDi Jones	3,789.00	0.00	3,789.00
7. Rita O. Smith	3,249.00	175.00	3,424.00
8. Catherine Dawo	2,309.00	0.00	2,309.00
9. Ayele Eklouyl	1,884.50	0.00	1,884.50
10. Arleen G. Robinson	1,837.50	0.00	1,837.50
11. Yinka Fadiran	1,710.50	0.00	1,710.50
12. Valiana Abole	1,675.50	0.00	1,675.50
13. Aurelia Missodey	1,660.50	0.00	1,660.50
14. Michelle McCormick	1,523.50	0.00	1,523.50
15. Sarah M. Saunders	1,472.50	0.00	1,472.50
16. Muiyiwa A. Elesho	1,468.50	0.00	1,468.50
17. Fatmata Davies	1,467.50	0.00	1,467.50
18. Grace O. Fagbemi	1,460.50	0.00	1,460.50
19. Patrick K. Sam	1,460.50	0.00	1,460.50
20. Esther Y. Adonten	1,458.50	0.00	1,458.50

Top 10 YTD Sharing

Consultant	Qualified Recruits	Commission
1. Karen K. Duncan	5	\$823.57
2. Yasmina mami Ekue	3	199.29
3. Rita O. Smith	1	24.18
4. Toyin M. Omolola	1	24.04
5. Yinka Fadiran	1	24.04



1. Put a **recruiting brochure** in every customer order.
2. Tell your **hostess** that the profit you made from her class could be hers!
3. Look for people that want to work **for themselves**.
4. Most new recruits will be found at your **skin care parties**, so maintain a full datebook!
5. Use the **4-point recruiting plan**.
6. Don't complicate your presentation. **Keep it simple** and fun.
7. **Set a time** to speak with a prospective recruit to share the opportunity.
8. **Give all the facts**. Let her make the decision based upon her assessment of the opportunity.



**#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

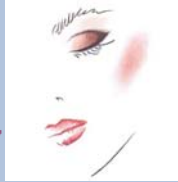
Mary Kay	24 Qualified
Garret-Roe Area.....	12 Qualified
John Court	10 Qualified



Anita Garrett-Roe
National Sales Director

Congratulations Last Quarter Stars

June 16 - September 15, 2011



Ijeoma E. Van-Lare
Pearl Star



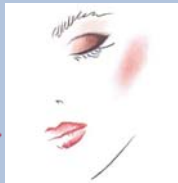
Karen K. Duncan
Emerald Star



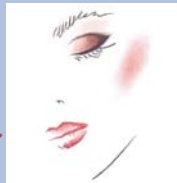
Yasmina Ekue
Emerald Star



Naomi C. Iheme
Diamond Star



Lilian O. Nebo
Ruby Star



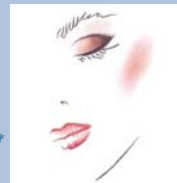
Udo R. Nwachukwu
Ruby Star



Rita O. Smith
Ruby Star



Adenike Fabunmi
Sapphire Star



DiDi Jones
Sapphire Star



Julienne Yoboue
Sapphire Star



Toyin M. John
Diamond Star

Wholesale Orders

Thanks for your **September Order!**

Elizabeth A. Ombija	Sarah M. Saunders
Julienne Yoboue	Adenike Fabunmi
Yasmina mami Ekue	Yinka Fadiran
Rita O. Smith	Labia S. Nongnogo
Catherine Dawo	Brenda Marquez
Toyin M. John	Helene Mounquet
Michelle C McCormick	Ayele Eklouyl
L. Asiedu Yirenyi	Aurelia Missodey
Fatmata Davies	Valiana Abole
Lilian O. Nebo	Tinesi B. Edwards
Karen K. Duncan	Lauren A. Johnston



In November

It's a special CELEBRATION

<u>Birthday</u>	<u>Anniversary (years)</u>
Linda Obenefunde..... 1	Rita O. Smith..... 2
C. Abayomi Cole 5	Agnes N. Azie 1
Catherine Odubanjo ..8	Patricia Nyako..... 1
Toyin M. John..... 9	Itunuoluwa Efunwoye 1
Patricia C. Johnson . 10	DiDi Jones..... 1
Patrick K. Sam..... 10	Betty I. Mputu..... 1
Muyiwa A. Elesho..... 11	Wede W. Moses..... 1
Tinesi B. Edwards ... 13	Magdalena L. Navarro1
W. Katzenberger 16	
Myra D. Abotsi..... 18	
I. Efunwoye 19	
F. Viviane Flora 21	
Ebony M. Latta 22	
Lynda A. Obamogie. 23	
Esther Y. Adonten ... 24	
Michelle McCormick 24	
Brandy L. Hollen..... 28	



Thanks for your order last month. Your contribution has helped us to keep on track with our unit goals!

It's not too early to begin scheduling customers for a Holiday Glamour facial! Offer her a special gift if she invites a friend!

The *Miracle* of the Miracle Set!

Make the Miracle Set the foundation of your skin care business.



Go beyond selling the TimeWise . Teach your customers the value of combining products that will help their skin look and feel younger. The Miracle Set should now become the staple of every sale you make to customers. The set includes the TimeWise Cleanser and Moisturizer, Day and Night Solution and foundation. Make sure your customers know about the benefits of using each of the products in the set!

Your job is to be their expert in skin care and what products will work for them.

Watch your sales increase dramatically! Ask me for more tips on how to market this product set!

Reap the Harvest



of **Recruiting** this Fall

- **Always** offer a matching lip pencil to go with every lipstick sold
- Offer **Gift Certificates** as Stocking Stuffers
- Make sure to let customers know the amount to purchase to get the **free PCP gift!**
- Carry a basket full of items **EVERYWHERE** you go.

After all, the goal is **SELLING!** Get started **TODAY!**



13%

9%

Karen K. Duncan
Yasmina mami Ekue

4% (top 5 listed)

Rita O. Smith
Lauren A. Johnston
Julienne Yoboue



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



Give Yourself The Raise You Deserve TODAY!

A customer leaves a party or facial happy for what you've taught her about skin care. After payday, she plans to call you and order the TimeWise Set. But that weekend, as she walks through the department store for something else, she passes the cosmetic counter and remembers what she learned from you; and she buys. Conveniently, the store takes her credit card.

Are you providing customers with the convenience of using a credit card? Studies show that customers who purchase using a card spend **MORE** than those who make purchases by cash or check.

At every class and facial, if you let customers know you accept credit cards, they will not be limited by the amount of cash they have on hand!

THAT could make a substantial difference in the size of the sale!

way to GROW Unit Challenge

When WE (as a unit) share the opportunity and grow our unit by adding new team members, we'll receive rewards as a unit and each Consultant who adds an Active new team member will earn a stunning bracelet!

GIFT ITEMS MORE SALES

Take advantage of the new Christmas products!

Limited edition Christmas products are designed to help you increase sales during this biggest selling season of the year. Be strategic in your selling of these items. Bundle them with other items to make a greater impact on your bottom line. Offer gift sets to your hostess when her sales are over \$400 (for example). That will be one gift she won't have to buy for someone on her gift list!



Your New Team Member Can Begin

For just \$75!

In October!

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!





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.



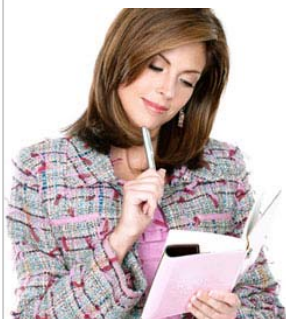
Amazing Grace Dynamites

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Senior Cadillac Sales Director
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Roanoke, Va 24018
913-636-9492
mrstoyinjohn@yahoo.com

LET THE CHRISTMAS SELLING BEGIN!



**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!

- Tuesday, October 18th, 2011: Pizza and Possibilities, Toyin's Marykay Training Center 5119 Elk Hill Drive, Roanoke VA 24018
- Thursday, October 19th, 2011: Million Dollar Conference Call [605-477-3000 Access Code: 972999#]
- Saturday, October 22nd, 2011: Amazing Grace Unit MD Career Brunch @ 10000 Virginia Manor Road, Suite 330 Beltsville, MD
- Thursday, November 3rd, 2011: Million Dollar Conference Call [605-477-3000 Access Code: 972999#]

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

