



AMIE CHRISTLY
SENIOR SALES DIRECTOR

July 2016 Newsletter, June Results

July Ordering Deadlines

28: Last day of month for consultants to place phone orders
29: Last business day of month
31: Ruby Seminar begins, last day for consultants to place online orders



Embrace Your Dreams

2017 Seminar Goals

*\$650,000 Unit Club
Top 3 in Oklahoma
15 New Consultants/mo
5 New Red Jackets/mo
5 New Directors/yr*

Be sure to join Amie Christly's E! Unit Facebook Group page. There is a fun weekly contest called the E! Unit Winner's Circle and you need to belong to the Unit page to participate! I want to be able to recognize everyone for all the work they do so please join! There is weekly recognition and a monthly winner! You can find a link at the bottom of my emails to request to be added. Janet Roemer is my assistant and she maintains and posts on the page for me so if you see something from her, feel free to respond.

Our Stars!



Mackenzie Winters - Diamond
Aquilah Ahmad - Diamond
Amie Christly - Sapphire
Angie Walker - Sapphire
Norma Johnson - Sapphire

Our Queens!

Monthly



Queen of Sales:
Jordan Fritts



Queen of Sharing:
Mackenzie G. Winters

Embrace your Dreams Challenge!

July ordering Bonus

Happy New Year! Seminar 2017 is going to be your greatest ever! Get the year of your dreams off to a great start with this yearlong challenge! Each month during the year that you place a \$600 or more wholesale Section 1 order, you can receive a gorgeous bracelet with a quote that reflects a legacy of love.



Start your collection now to earn all 12 stackable inspirational bracelets!

How to be a star consultant

1 hour spent with people, facials, double facials, classes, parties, follow-up phone calls for bookings and reorders can reap \$100 retail sales on average. The average new customers trying our products purchase about \$100 retail!

Sapphire Star:

\$1800 wholesale per quarter / \$600 per month average
\$300 retail sales per week / \$42.86 per day
3 new faces per week or 3 hours in the field with people

Ruby Star:

\$2400 wholesale per quarter / \$800 per month average
\$400 retail sales per week / \$57.14 per day
4 new faces per week or 4 hours in the field with people

Diamond Star:

\$3000 wholesale per quarter / \$1000 per month average
\$500 retail sales per week / \$71.43 per day
5 new faces per week or 5 hours in the field with people

Emerald Star:

\$3600 wholesale per quarter / \$1200 per month average
\$600 retail sales per week / \$85.71 per day
6 new faces per week or 6 hours in the field with people

Pearl Star:

\$4800 wholesale per quarter / \$1600 per month average
\$800 retail sales per week / \$114.29 per day
8 new faces per week or 8 hours in the field with people

On Target Stars and Star Consultants

First Quarter Ends—September 15, 2016

	Total	Sapphire	Ruby	Diamond	Emerald	Pearl
JORDAN FRITTS	\$2,946.00	*****	STAR	\$54.00	\$654.00	\$1,854.00
SARAH BLUMENTHAL	\$1,806.00	STAR	\$594.00	\$1,194.00	\$1,794.00	\$2,994.00
DEBRA SHUMATE	\$646.50	\$1,153.50	\$1,753.50	\$2,353.50	\$2,953.50	\$4,153.50
ANGIE WALKER	\$589.00	\$1,211.00	\$1,811.00	\$2,411.00	\$3,011.00	\$4,211.00
MACKENZIE WINTERS	\$502.00	\$1,298.00	\$1,898.00	\$2,498.00	\$3,098.00	\$4,298.00
JULIE HALEY	\$465.50	\$1,334.50	\$1,934.50	\$2,534.50	\$3,134.50	\$4,334.50
DENISE HANNEBAUM	\$428.50	\$1,371.50	\$1,971.50	\$2,571.50	\$3,171.50	\$4,371.50
LEANN HOPKINS	\$418.00	\$1,382.00	\$1,982.00	\$2,582.00	\$3,182.00	\$4,382.00



Awesome Booking Script

Here is the script I use for booking!

Take a selfie with each woman you facial so you can use it when you text her referrals!!

Hi Kelsey! This is Elissa Martin with Mary Kay. I don't think we've met but Molly Kennedy and I had a fun pampering session last week. She nominated you to receive a \$10 gift card with a complimentary facial and you were selected as a winner! Should I text or call you with the details? Ps- I am sending you a photo of us so you know I'm a real person and not a robot or a telemarketer!

****send selfie****

OK! So excited for you! Your complimentary package includes our Best Selling Anti-aging Skincare System paired with lip and hand treatments and quick spring color look! Plus, you'll get a gift card AND a swag bag with free product! Most people love doing this experience with a few girlfriends and your swag bag will get sweeter if you have friends join you – so you can totally have up to 5 people join you as long as they're over 18 and not with another consultant already. Where are you located and we can compare calendars?

Awesome I have this and that available. Would either of those work for you?

***confirm booking

I'm so excited to give the swag bags to you and your girls! Go ahead and copy and send the text below. I would go ahead and send it to 15 people... That way 7–8 will show. And if all 15 RSVP yes... Then I'll just have to go ahead and break the rules and give more free stuff away!

Excited to meet you on Saturday! I'll keep you updated on who responds!

Hey friend! I'm super excited! I was gifted a pampering package for myself and 5 of my friends from Mary Kay on Saturday at 1130 am! You know how much I LOVE you so you are one of the 5 that I picked! Part of my package was that you get a customized Swag Bag with some fun products in it! Can you text my consultant Elissa at 308-870-0990 with your RSVP so that she can make sure she customizes your swag bag with products YOU WILL LOVE!

To Guest Friend:

Super excited to meet you tomorrow! For your gift bag, do you want more make up or skin care/body care? Also if you could answer these questions: 1. Have you ever tried Mary Kay before? 2. What is the one thing you would change about your skin if you could? 3. What color are your eyes? 4. What would you most like more of in your life right now? :)

Note: If the original referral doesn't respond to your first text after a day or so, this is what I send them:

Hi Andrea! It's Elissa Martin with Mary Kay--just wanted to follow up and see if you were interested in the details of your pampering package from Katie Bennett. It's totally fine if you aren't interested I just always like to double check bc I know how easy it is for texts to get buried haha! Hope you are having a good week!

Recruiters and their team!

* You are currently inactive. It only takes a \$225 wholesale order to get back on track!

#T Status

Future Directors
Recruiter :Norma L. Johnson

Arlene Belindo
Jeanni E. Birchum
Terri A. Cook
Kristine Ediger
Judith F. Gattis
Leann E. Hopkins
Ronna Jackson
Nancy J. Johnson
Janene Kerns
Barbara F. King
Robin D. McMurry
Kim A. Plummer
* Marilyn Fitzpatrick
* Dana J. Grimm
* Tammy Orr
* Debbie J. Smith
* Ellie T. Wade
Brandi D. Cloninger
Kathy E. Pool
Linda J. Ward

Recruiter :Angie W. Walker
Angie S. Bellotte
Heather L. Buehrle
Cheryl L. Cole
Laci Corkern
Valerie C. Cosby
Debbie L. Jenkins
Tammy R. McKee
Stacy Pollard
Maruja Weathers
Evelyn H. Winn
* Troiesha F. Pace
Bryanna M. Braswell
Jamie B. LaBorde
Robin Wood

Recruiter :Mackenzie G. Winters
Aquilah Ahmad
Ashley Antkowiak
Hosanna J. Atkinson
Sarah Blumenthal
Jordan Fritts
Ada Jones
Kelsy King
Chelsea R. McPheeters
Skyelar Schweitzer
Hannah Sides
Whitney A. Smith
* Christina Morgan
* Sarah E. Sladek
* Deanna Stevens
Nolanda Bush
Kristina N. Easley
Taylor J. Fisher
Evelyn Martinez
Gail E. Straughn
Ryan T. Thornton

New Consultants

Starting Something
Beautiful....

From

Sharing Dreams...

Sarah Blumenthal
Valerie C. Cosby
Jordan Fritts
Christina Morgan
Stacy Pollard
Shelli R. Simmons
Safiyyah R. Tahir

OKLAHOMA CITY, OK
BOSSIER CITY, LA
MIDWEST CITY, OK
OKLAHOMA CITY, OK
BOSSIER CITY, LA
CHOCTAW, OK
OKLAHOMA CITY, OK

M. Winters
A. Walker
M. Winters
M. Winters
A. Walker
S. Fowler
A. Ahmad

Star Team Builders

Recruiter :Aquilah Ahmad
Basheerah A. Ahmad
Sacia D. Fowler
Shirin A. Karim
* Taleisha S. Jackson
* Safiyyah R. Tahir

Recruiter :Trish Hardison
Leslie Chestnutt
Deb Firebaugh
Robin E. Harrelson

Recruiter :Aurilla A. Kratz
Vicki L. Drain
Carol J. Fisk
Bertie Millward

Recruiter :Sheila G. Shaw
Rhonda G. Bellamy
Sandra M. Brazzel
Kendra L. Garrett
Monica D. Teply
LaDonna K. Williams

Recruiter :Tanya E. Whitfield
Cassie A. Jowers
Denise A. Mitchell
Angie W. Walker
Sandra D. Pollnow

Senior Consultants

Recruiter :Laquitta L. Blehm
Marsha D. Drake

Recruiter :Diana Boyd
Brandy M. Narcomey
Milissa V. Stockton
* Martina Aguinaga
* Judy Lloyd
* Rita MBA-Etuge
C. Carpenter-Burns
Crystol Carroll
Diana Cedillos
Johanna Cervantes
Stephanie Davis
Karina Esquivel

Cecilia Garcia
Sheila K. Glenn
Norma Luna
Marisa McGregor
Adriana Mendoza
Roxana Mendoza
Nancy M. Orr
Kercena Reed
Yuliana Vazquez

Recruiter :Mary E. Doughty
Melissa Moin
Donna C. Powley
Sheridan Carrilho
Mardi A. Keesee
Madison Reynolds
Morgan D. Shillow

Recruiter :Joyce E. Findley
Lisa L. Downey

Recruiter :Kendra L. Garrett
D. Patterson-Smith
* Cayla Lang
Jan Wear

Recruiter :Sara M. Garrett
Michelle R. Freeze

Recruiter :Natalia A. Jackson
Cynthia McCloskey

Recruiter :Judy Mills
Amie Christly
Teresa L. Kocourek
* Cherie Anderton
* Joy Pineros
Mary Lou Beeson
Yvonne Cox
Betty A. Gutel
Jennifer L. McGraw

Recruiter :Kim G. Phipps
Nita L. Patton

Recruiter :Sherie M. Splawn
Natalia A. Jackson
* Morgan W. Karges
* Kayleen M. Lehr
* Heather M. Mullins
* Miranda K. Shields
Morgan P. Shoop

Recruiter :Elaine R. Stollsteim
Stephanie L. McCauley

Recruiter :Jan Vogler
Sheila J. Hillius

Congrats!

My Business Goals!

_____ by July 1st	_____ by January 1st
_____ by August 1st	_____ by February 1st
_____ by September 1st	_____ by March 1st
_____ by October 1st	_____ by April 1st
_____ by November 1st	_____ by May 1st
_____ by December 1st	_____ by June 1st

SET YOUR MONTHLY GOALS

Number of Monthly Team-Building Appointments: _____

Number of New Team Members per Month: _____

Number of Monthly Selling Appointments: _____

Monthly Retail Sales Goal: _____

Monthly Wholesale Sales Goal: _____

QUARTERLY GOALS

June 16 – Sept. 15 _____

Sept. 16 – Dec. 15 _____

Dec. 16 – Mar. 15 _____

Mar. 16 – June 15 _____

ULTIMATE 2016-2017 GOAL:

- | | | |
|---|---|---|
| <input type="checkbox"/> Queens Court of Personal Sales | <input type="checkbox"/> Power Start Each Month | <input type="checkbox"/> Consistent Star Consultant |
| <input type="checkbox"/> Queens Court of Sharing | <input type="checkbox"/> Become a Director | <input type="checkbox"/> Senior Director |

MY PLAN OF ACTION:

Thanks For Your Order!

Beauty that counts!

Jordan Fritts	\$2,463.00
Sarah Blumenthal	\$1,806.00
Mackenzie G. Winters	\$1,088.00
Angie W. Walker	\$863.00
Debra K. Shumate	\$646.50
Norma L. Johnson	\$630.50
Julie A. Haley	\$465.50
Trish Hardison	\$436.00
Denise G. Hannebaum	\$428.50
Leann E. Hopkins	\$418.00
Ronna Jackson	\$400.50
Tanya E. Whitfield	\$395.00
Tina R. Stegall	\$374.50
Cynthia McCloskey	\$368.50
Brandy R. Ruff	\$333.00
Amy Voelker	\$321.00
Heather M. LeVan	\$316.50
LaNell Spyres	\$297.00
Dorothy K. Amann	\$296.50
Kim A. Plummer	\$284.00
Nancy J. Johnson	\$263.50
Kendra L. Garrett	\$261.50
Deb Firebaugh	\$257.50
Natalia A. Jackson	\$252.50
Phyllis J. Boyle	\$251.50
Carol J. Fisk	\$251.00
Aquilah Ahmad	\$251.00
Hosanna J. Atkinson	\$247.50
Tracey L. Sonka	\$245.00
Sue A. Shultz	\$240.00
Arlene Belindo	\$240.00
Desiree Shadoan	\$236.50
Rebecca M. Gibson	\$232.50
Nita L. Patton	\$232.00
Stephanie L. McCauley	\$229.50
Valerie C. Cosby	\$229.00
Sacia D. Fowler	\$229.00
Evelyn H. Winn	\$228.50
Angie S. Bellotte	\$228.50
Tammy R. McKee	\$228.50
Mary J. Ailey	\$228.00
Sheila G. Shaw	\$228.00
Monica D. Teply	\$227.00
Ada Jones	\$226.50
Ashley Antkowiak	\$226.50
Aurilla A. Kratz	\$226.00
Jane A. Davenport	\$226.00
Laci Corkern	\$226.00
Stacy Pollard	\$225.50
J. K. Close	\$225.00
Whitney A. Smith	\$225.00
Dana Reiman	\$219.00
LaDonna R. Chappell	\$216.50
Kim Biggers	\$167.50
Pennie L. Schleiff	\$110.00
Sara M. Garrett	\$108.50
Melissa Moin	\$91.50
Vicki D. Weakley	\$89.00
Sandy B. Sargent	\$89.00
Lisa L. Downey	\$88.50
Darlene A. Griffin	\$79.50
Shelley L. Madden	\$77.00
Cheryl L. Cole	\$62.00
Diana Pierce	\$56.00
Lisa M. Arnold	\$49.00
Charissa Blan	\$37.50
Maruja Weathers	\$36.50
Hannah Sides	\$31.50
Sherie M. Splawn	\$25.50
Donna C. Powley	\$25.00

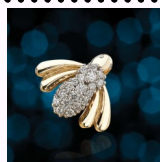


Love finds a way, in times and places when it seems love is nowhere to be found. To capture this spirit, we created a heart-embossed version of our creme lipstick in a soft shade of pink called Hearts Together. Join us in an undeniable force of change. *Beauty That Counts®* has turned buying a lipstick into a love-filled act of kindness.

\$15

Great ways to share the love:

- Consider placing flyers in your customers' order bags about the lipstick
- Have customers try the lipstick before they buy and share what makes the lipstick special
- Make a goal to sell "X amount" of Beauty that Counts lipsticks and share the goal with customers

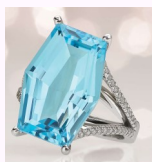


TOP COURT OF SALES

2016 Achievers!

7/1/2015 - 6/30/2016

1	Angie W. Walker	\$17,942.25	\$2,067.00	\$20,009.25
2	Norma L. Johnson	\$14,953.00	\$1,822.50	\$16,775.50
3	Diana Boyd	\$10,343.00	\$3,832.50	\$14,175.50
4	Judy Mills	\$7,784.00	\$4,531.00	\$12,315.00
5	Mackenzie G. Winters	\$10,946.50	\$680.00	\$11,626.50
6	Trish Hardison	\$8,409.50	\$459.00	\$8,868.50
7	Melissa Moin	\$7,341.00	\$1,160.00	\$8,501.00
8	Leann E. Hopkins	\$6,716.00	\$1,111.00	\$7,827.00
9	Jan Vogler	\$5,625.00	\$872.00	\$6,497.00
10	Julie A. Haley	\$6,116.25	\$0.00	\$6,116.25



TOP COURT OF SHARING

2016 Achievers!

7/1/2015 - 6/30/2016

1	Mackenzie G. Winters	7	\$984.00
2	Sherie M. Splawn	2	\$162.37
3	Angie W. Walker	1	\$98.62
4	Diana Boyd	1	\$78.78

CAREER CAR OPTIONS

CADILLAC UNIT :: CADILLAC XT-5 :: OR UP TO \$900 IN CASH



NSD MAY CHOOSE
XTS OR ESCALADE

PREMIER CLUB PLUS :: BMW 320I :: OR UP TO \$500 IN CASH



AT MARY KAY, WE'RE TAKING
THE PROMISE TO ALWAYS DRIVE
AWARE. IT'S BEAUTIFULLY SIMPLE:
HANDS ON THE WHEEL, EYES ON
THE ROAD. #MKPINKYSWEAR

PREMIER CLUB :: FORD FUSION OR CHEVY EQUINOX :: OR UP TO \$500 IN CASH



GRAND ACHIEVER :: CHEVY CRUZE :: OR UP TO \$375 IN CASH



Lovin' the Love Checks!

13% Recruiter Commission Level

Mackenzie G. Winters
Norma L. Johnson
Angie W. Walker

\$712.01
\$208.78
\$190.39



4% Recruiter Commission Level \$10+

Tanya E. Whitfield
Sheila G. Shaw
Natalia A. Jackson
Trish Hardison
Sherie M. Splawn
Aurilla A. Kratz

\$34.52
\$19.54
\$14.74
\$10.30
\$10.10
\$10.04

August 2016 Business Briefing

4: Fourth of July, all company offices closed, postal holiday
15: Last day to enroll online for Fall 2016 PCP

August Dates to take note of

Quarter 1 Star Consultant Program
(new quarter! September 16 - Dec 15)

Places to meet new team members!!!!



All you need to do is chat with them (not with the purpose of recruiting them) - just making small talk and then introducing yourself. "My name is _____. What's your name? Nice to meet you. I don't know if you know, but I am with Mary Kay and I have really loved chatting with you. Here is my business card. I'd love to connect with you sometime. Do you mind if I have your number as well."

Here are some great places to meet your new team members:

* Beauty Salon * Any places where you are waiting * Nail Salon * DMV *
* Clothing Stores * Grocery Store * Daycare pickup/drop off * Kid's School
* Mall * Post Office * Vet *

August Celebrations!

Birthdays

Angela F. Morris
Maria Hernandez
Debbie J. Smith
Evelyn Martinez
Vanessa N. Codner
Melissa A. Short
Cristol Carroll
Betsy A. Cook
Desiree Shadoan
Stacy Pollard
K. Manning-Maestas
Sue A. Shultz
Aquilah Ahmad
Roberta L. Anderson
Nancy J. Johnson
Donna J. Copeland
Melissa S. McClain
Rhonda Meehan

Day

2
4
6
7
9
10
14
15
15
16
19
20
22
23
25
27
29
30

Anniversaries

Marjorie A. Riley
Bonnie M. Jones
J. K. Close
Janene Kerns
Tanya E. Whitfield
Angie W. Walker
Melissa S. McClain
Amy J. Clymer
Lisa L. Downey
Desiree Shadoan
Rondie C. Miller
Terri A. Cook
Cherie Anderton
Sonya M. Mason
Jo E. Neilson
Sandra D. Pollnow
Sue Adams
Sandra M. Brazzel

Years

34
31
27
24
24
23
18
18
16
15
14
12
11
10
9
8
6
4

Betsy A. Cook
Alivia D. Wagoner
Shelley L. Madden
Sherie M. Splawn
Roxana Mendoza
Kendra L. Garrett
Jennifer Hogan
Amber N. Mullinax
Kercena Reed
Evelyn Martinez
Morgan P. Shoop
Jennifer A. Wier

4
3
3
2
2
2
2
2
1
1
1
1
1
1
1
1
1
1



Coaching Guests for an Event!

Thanks to Angelee Murray for sharing....These are some simple tips on how you can make your guests thoroughly enjoy the event and be more open to this Great Opportunity!

Before the meeting or event:

- Do inform your guests ahead of time how everyone will be dressed and what to expect at the meeting or event. Tell them, for instance, that everyone will be dressed professionally and that information about the Mary Kay opportunity will be shared.
- Do pick up your guests and personally drive them to the meeting or event.
- Do put Mary Kay on the back burner while in the car, and spend time getting to know your guests to see how Mary Kay might best meet their needs.
- Do have guests fill out a profile sheet before the meeting starts.
- Do introduce your guests to the Independent Sales Director before the meeting or event and to as many other Beauty Consultants as possible.
- Do sit close to the front.
- Do let other Beauty Consultants introduce their guests to the independent Sales Director first before you talk to the Sales Director about other business.

During the meeting or event:

- Don't introduce your guests in a way that make them feel uncomfortable. For example, don't say, "This is Nancy Jones, one of my customers. I sure hope she decides to sign up tonight!"
- Do introduce them in a positive and affirming way. For Example:
I am so pleased to present Nancy Jones. Nancy was one of my very first hostesses, and she's been using our products for more than two years. Can't you tell? She has such a positive attitude and loves to look her best. Nancy, would you like to tell us a little bit about yourself?
- Do think of statements to use wherever appropriate when portions of the marketing plan are presented to help enhance enthusiasm for the opportunity. Here are a few suggestions...
 - * You love the product!
 - * Do you realize how much you've spent with me this last year?
 - * You owe it to yourself and your family.
 - * There's never been a better time to start a Mary Kay business!
 - * You have everything to gain and nothing to lose!
 - * We would have so much fun together!
 - * I would love for us to team up together!
 - * I will help you every step of the way.

After the meeting or event:

- Do bring your guests to the Sales Director before leaving so that she can assess their interest in hearing more about the opportunity.
- Do save any questions you might have for your Sales Director until after she's said goodbye to all the guests.
- Do ask your guests on the drive home if they had fun, what they liked, what appealed to them most and if they had any questions. Then give them a team-building packet.
- Do call your Sales Director after the meeting to discuss your guests' interest level.



Amie Christly
10235 Kingsgate Drive
Oklahoma City, OK 73159
405-615-4988
amiechristly@gmail.com



Easy, Beach Look!

Recreate a similar look with MK products



Waterproof
Mascara
I ♥ Black



Creme Lipstick
Sheer Blush



Cream Eye Color
Apricot Twist



Eyeliner
MK Deep Brown



Mineral Cheek Color
Sunny Spice

UV www.unitvisions.com

“People will
always say that
you're going the
wrong way when
it's simply a way
of your own.”

Angelina Jolie