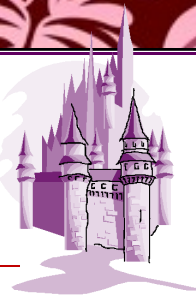




# Moleda's Magie Makers!



**LEADERSHIP EDITION: MAY 2011**

## Stars, Cars, and Keepers Of THE DREAM!

TOP TEAM PRODUCTION



STEPHANIE CHESNUT  
APRIL - \$7,377

Who Will Be Our NEXT TO  
**DRIVE FREE?!!!**



Do You  
Have A  
**PASSION**  
**FOR**  
**PURPLE?**



TOP MONTHLY SHARING  
(TIES BROKEN BY NC PRODUCTION)



CANDI ARTHUR - 6

QUEEN OF SHARING - YTD



KIM MORGAN

TOP COMMISSION CHECK



STEPHANIE CHESNUT



LEADING  
THEIR TEAMS  
BY EXAMPLE!

- ★ Katie Sergent
- ★ Beverly Cunningham
- ★ Stephanie Chesnut
- ★ Dawn Walbrow
- ★ Tracy Davis
- ★ Melissa Young
- ★ Tammy O' Brine
- ★ Rose Etta Kozak

**STARS DRIVE CARS**  
and **BECOME DIR'S!**

- ★ STEPHANIE CHESNUT
- ★ BEVERLY CUNNINGHAM
- ★ KATIE SERGENT
- ★ DAWN WALBROWN
- ★ TRACY DAVIS

*Look Who Has Already Achieved  
STAR This QUARTER!*

## PERSONAL FOCUS THIS MONTH!

★ **30 FACES**

★ **\$1,000+ WHOLESAL**

★ **3+ NEW RECRUITS**

## TIPS FOR SUCCESS:

1. Outline my datebook for THIS month and NEXT month. Highlight in GREEN available places to schedule Sales Appointments.
2. Complete a 30/24 to fill available appointment spaces. Remember, 15 Parties to start 83 Days To Directorship”.
3. Identify upcoming Gift Sales opportunities for the next 2 months. Mothers Day, Fathers Day, etc. Make a list of potential customers for your Gift Service. Schedule time on your datebook to call those customers.
4. Review your Customer Profiles. Schedule 10 Career Chats.
5. REGISTER FOR SEMINAR!

## TEAM FOCUS THIS MONTH!

★ **\$5,000+ WHOLESAL**

★ **25 PARTIES HELD BY  
TEAM**

★ **NO INACTIVE TAM  
MEMBERS**

## TIPS FOR SUCCESS:

1. Call EVERY Team Member to find out their goal for this month. Go over New Products, Promotions, etc. Offer sales tips on ideas to help them reach their goal.
2. Work with New Consultants to get on the right track. New Consultant Orientation, Qualified order placed, 30 Faces, Pearls of Sharing, Intelliverse, and Success Meeting.
3. SUPER SATURDAY! What is your TEAM GOAL for attendance at this event? Register your Consultants ASAP BEFORE it sells out!
4. Who on your Team could you work with to move to Red Jacket THIS month?
5. Contact a Consultant on your Team to be your assistant at your NEXT sales appointment or Career Chat for hands on training.

## CONGRATS TO APRIL TEAM BUILDERS

Hilda J. Armstrong - 6  
Stephanie R. Chesnut - 6  
Dawn Walbrown - 6  
Candi R. Arthur - 6  
A. Perdue-Williams - 5  
Robin N. Walker - 5  
Rose Etta K. Kozak - 4  
Sheila G. Williams - 4  
Dolores J. Halburn - 4  
Charlotte D. Moore - 3  
Beverly L Cunningham - 3  
Kimberly D. Morgan - 3  
M. Ann Crawford - 3  
Gloria J. Flowers - 3  
Shannon M. Myers - 3  
J. Penny Stuart - 2  
Catherine J. Elswick - 2  
Patricia J. Barker - 2  
Jennifer L. West - 2  
Tiffany M. Steele - 2  
Sally L. Smith - 1  
Denise K. Snow - 1  
Marsha L. Thorne - 1  
Tammy L. O Brine - 1  
Lynn Callaghan - 1  
Susie A. Garrison - 1  
Melissa S. Morris - 1  
Amy K. Layne - 1  
Marcia Clark - 1  
Jennifer M. Richards - 1  
Lois B. Duffield - 1  
Melissa D. Young - 1

## QUEEN OF SHARING TOP 10 YTD

1. **KIM MORGAN**
2. **CATHY ELSWICK**
3. **ROSE ETTA KOZAK**
4. **STEPHANIE CHESNUT**
5. **DOLORES HALBURN**
6. **CANDI ARTHUR**
7. **BEVERLY CUNNINGHAM**
8. **ANN CRAWFORD**
9. **LYNN CALLAGHAN**
10. **PENNY STUART**

## APRIL MARY KAY MEDAL WINNERS



### GOLD

Hilda J. Armstrong  
Candi R. Arthur  
Stephanie R. Chesnut  
A. Perdue-Williams  
Dawn Walbrown  
Robin N. Walker

### SILVER

Dolores J. Halburn  
Rose Etta K. Kozak  
Sheila G. Williams

### BRONZE

M. Ann Crawford  
Beverly L Cunningham  
Gloria J. Flowers  
Charlotte D. Moore  
Kimberly D. Morgan  
Shannon M. Myers



# Do You Have A **PASSION FOR PURPLE?**

## MAGIC FAMILY - DIRECTORS IN QUALIFICATION (D.I.Q.)

		
<b>Beverly Cunningham</b> Magic Makers 1st Line	<b>Stephanie Chesnut</b> Magic Makers 1st Line	<b>Who Will BE NEXT?</b>
		
<b>Mary Beth Mounts</b> Tammy Lloyd Unit 2nd Line	<b>Sarah Schoolcraft</b> Tammy Lloyd Unit 2nd Line	<b>Tasha Townsend</b> Jenny Curry Unit 2nd Line

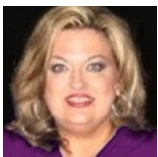


**Become our  
NEXT DIQ!**  
*What's it take?*

- ★ 10 ACTIVE Team Members
- PLUS...*
- ★ STAR CONSULTANT



Debut by JULY 1 and WIN this Beautiful Amethyst Diamond Ring!



I want to **PERSONALLY** work with **3 NEW June 1 DIQ's!**  
Will that **BE YOU?**

*Moleda*

# WE'VE BEEN CHALLENGED!

The **Robin Lantz Unit** from Clarksburg, WV has challenged our Magic Makers Unit to see which Unit could promote the **MOST NEW RED JACKETS** by June 30, 2011. The LOSING UNIT will HOST the WINNING UNIT to a **RED JACKET LUAU!**  
 CONTEST DATES: FEB 15 - JUNE 30, 2011



DATE: Saturday, July 23, 2011  
 TIME: TBA  
 LOCATION: Flatwoods, WV  
 (specific details later)  
 ATTIRE: Tropical Dress - no Short shorts please  
 COST: Covered Dish



*Aloha Everyone!*

## LIGHTS, ACTION, FASHION

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

March 1-June 30, 2011

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



**ADD THREE\*\***

Receive your choice of one of the red jackets *plus* an invitation to the *Lights, Action, Fashion Reception* at Seminar 2011.

**ADD FOUR\*\***

Receive your choice of one of the red jackets, *plus* an invitation to the Reception, *plus* an invitation to the posh *Lights, Action, Fashion Luncheon* at Seminar 2011.

**ADD FIVE\*\***

Receive your choice of one of the red jackets, invitation to the Reception and Luncheon, AND a stunning matching jewelry set.

Independent Sales Directors who add 3, 4, or 5 new qualified\* personal team members will earn a beautiful capelet (in place of a red jacket) to accompany the new Independent Sales Director suit, along with the corresponding Seminar rewards. Visit the [MaryKayIntouch.com](http://MaryKayIntouch.com) website for complete contest details.

\*Available while supplies last

\*\*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month, between March 1 and June 30, 2011, and that the Independent Beauty Consultant Agreement is received and accepted by the Company.



## OUR GOAL:

**25 NEW RED JACKETS!**

1. Ann Crawford
2. Charlotte Moore
3. Candi Arther
4. Dolores Halburn
5. Hilda Armstrong
6. Dawn Walbrowm
7. ?
8. ?
9. ?
10. ?
11. ?
12. ?
13. ?
14. ?
15. ?
16. ?
17. ?
18. ?
19. ?
20. ?
21. ?
22. ?
23. ?
24. ?
25. ?





# MEET OUR DREAM BUILDERS!



**DIQ**  
(10 Active + Star)  
★ GOAL: 7 DIQ's



Beverly Cunningham



Stephanie Chesnut

On Target Car! ←



**FUTURE DIRECTORS**  
(8 Active)  
★ GOAL: 9 FD's

WHO WILL STEP UP?

?

?

?

On Target Car!

**TEAM LEADERS**  
(5 Active)  
★ GOAL: 13 TL's



Penny Stuart



Rose Etta Kozak



Kim Morgan



Lynn Callaghan



Dolores Halburn



Ann Crawford



Vicky Covert



Candi Arthur

**STAR TEAM BUILDERS**  
(3 Active)  
★ GOAL: 15 STB's



Angie Purdue-Williams



Cathy Elswick



Charlotte Moore



Gloria Flowers

## OUR SENIOR CONSULTANTS!

- ★ Alicia Harper
- ★ Alleise Alexander
- ★ Amy Layne
- ★ Carrie Blankenship
- ★ Dawn Walbrow
- ★ Debbie Thompson
- ★ Deborah Rhodes
- ★ Jennifer West
- ★ Marsha Thorne
- ★ Patricia Barker
- ★ Rachel Copley
- ★ Robin Walker
- ★ Shannon Myers
- ★ Shelia Hunt
- ★ Shellie Philpott
- ★ Stephanie Helman
- ★ Susie Garrison
- ★ Tammy O'Brine

## LOVE

## CHECKS FROM MARY KAY!

APRIL COMMISSIONS

13% Recruiter Commission Level	
Stephanie Chesnut	\$ 684.55
9% Recruiter Commission Level	
Candi Arthur	\$ 406.01
Dolores Halburn	\$ 321.91
Rose Etta Kozak	\$ 142.96
Beverly Cunningham	\$ 111.71
Penny Stuart	\$ 63.65
Lynne Callaghan	\$ 56.41
Kim Morgan	\$ 46.08
Ann Crawford	\$ 37.98
4% Recruiter Commission Level	
Dawn Walbrow	\$ 56.64
Angie Purdue-Williams	\$ 40.23
Cathy Elswick	\$ 37.79
Gloria Flowers	\$ 29.01
Alicia Harper	\$ 24.10
Debbie Thompson	\$ 17.76
Deborah Rhodes	\$ 9.39
Alleise Alexander	\$ 9.18
Carrie Blankenship	\$ 9.02
Jennifer West	\$ 8.23
Shannon Myers	\$ 8.15
Robin Walker	\$ 8.00
Rachael Copley	\$ 1.33



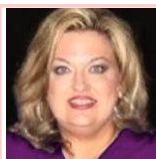
SO CLOSE TO RED!

# JUST A FEW BENEFITS OF BEING A SALES DIRECTOR

## Wouldn't You Love My Job This Year?

When you step out and achieve Sales Director status, many exciting advantages, programs, and opportunities like those featured below can be yours!  
**YOU CAN EARN:**

<b>THE AMAZING DIRECTOR SUIT!</b> 	<b>FREE PINK CADILLACS</b> 	<b>TOP SALES DIRECTOR TRIP</b> 	<b>SPECIAL RECOGNITION IN CIRCLE OF ACHIEVEMENT &amp; EXCELLENCE</b> 	<b>INVITATIONS TO SPECIAL MEETINGS CONDUCTED BY NATIONAL SALES DIRECTORS</b> 	<b>DIRECTOR EARLY OFFERS FOR PRODUCT</b> 
<b>13% UNIT VOLUME COMMISSIONS</b> 	<b>UNIT VOLUME AND DEVELOPMENTS BONUSES</b> 	<b>FABULOUS PRIZES! JEWELRY, CASH, AWARDS!</b> 	<b>OPPORTUNITY TO LEAD AND INFLUENCE OTHERS TO SUCCESS</b> 	<b>AVAILABILITY OF PAID TERM LIFE INSURANCE</b> 	<b>OPPORTUNITY TO BUILD A NATIONAL AREA</b> 
<b>A SPOT IN THE TOP 2% OF THE SALES FORCE</b> 	<b>SALES DIRECTOR PIN</b> 	<b>\$4,000 CASH BONUSES AVAILABLE AS A NEW DIRECTOR</b> 	<b>ELIGIBILITY TO EARN MEMBERSHIP IN FABULOUS 50'S CLUB</b> 	<b>CHRISTMAS &amp; BIRTHDAY GIFTS FROM MARY KAY, INC.</b> 	<b>CHANCE TO WORK WITH WOMEN IN YOUR UNIT TO ACHIEVE AMAZING GOALS, HOSTESS EVENTS, AND HOLD FUN WEEKLY MEETINGS</b>



Let Me Show You How to Bring Home This Check For Your Family!!! -



MARY KAY INC.  
 16251 DALLAS PARKWAY  
 P.O. BOX 799045  
 DALLAS, TX 75379-9045  
 PHONE 972/687-4400

NON NEGOTIABLE

MO	DAY	YR
	04/30/11	

PAY EXACTLY

10,267

DOLLARS

31

CENTS

\$10,267.31

PAY TO THE ORDER OF

J803/D81225  
 MOLEDA DAILEY  
 502 Montrose Dr  
 Charleston WV 25303

Total check for the month of April  
**NON NEGOTIABLE**

# On The Road to WV's 1ST NATIONAL AREA!



MAGIC FAMILY DIRECTORS:



JENNY CURRY



DEBBIE FIELDS



YVONNE BOOTH



TAMMY LLOYD



LEIGH ANN ADKINS






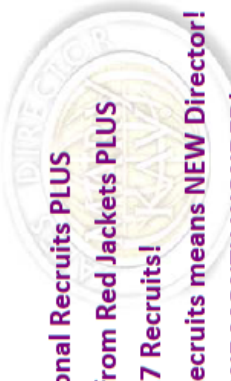
We Would **LOVE** to Have **YOU**  
Join Our Director Girlfriends!

## WHAT DOES IT TAKE TO BECOME A NATIONAL AREA?

1ST LINE DIRECTORS		SENIOR DIRECTORS		2ND LINE DIRECTORS	
1	JENNY CURRY	1	JENNY CURRY	1	LEIGH ANN ADKINS
2	DEBBIE FIELDS	2	TAMMY LLOYD (2 DIQ'S!)	2	DIQ - MARY BETH MOUNTS
3	YVONNE BOOTH	3		3	DIQ - SARAH SCHOOLCRAFT
4	TAMMY LLOYD	<p><b>NATIONAL AREA QUALIFICATIONS</b></p> <p>20 DIRECTORS:</p> <p>10 FIRST LINE WITH 3 SENIOR AND 10 SECOND LINES</p> <p>11 FIRST LINE WITH 3 SENIOR AND 9 SECOND LINES</p> <p>12 FIRST LINES WITH 3 SENIOR AND 8 SECOND LINES</p> <p><b>PLUS</b></p> <p>7 PREMIER OR CADILLAC CAR DRIVERS</p>		4	DIQ - TASHA TOWNSEND
5	DIQ - BEVERLY CUNNINGHAM			5	
6	DIQ - STEPHANIE CHESNUT			6	
7				7	
8				8	
9				9	
10				10	
11				<p><i>Who's Ready To STEP UP TO DIRECTOR to Help Us Finish Our NATIONAL AREA GOAL?</i></p>	
12					



# 83 Days to DIRECTORSHIP!

<p><b>Day 1-8:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Book 15 parties for 10 to hold</li> <li><input type="checkbox"/> Complete 3 parties</li> <li><input type="checkbox"/> Complete minimum 6 career talks</li> <li><input type="checkbox"/> Added 1-2 new recruits</li> <li><input type="checkbox"/> Debut as a New Senior Consultant</li> </ul> <p><b>Recruit Total: 1-2</b></p> 	<p><b>Day 9-15:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Complete 3 parties</li> <li><input type="checkbox"/> Complete minimum 6 career talks</li> <li><input type="checkbox"/> Added 1-2 new recruits</li> <li><input type="checkbox"/> Debut as New Red Jacket</li> </ul> <p><b>Recruit Total: 3-4</b></p> 	<p><b>Day 16-24:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Complete 4 parties</li> <li><input type="checkbox"/> Hold minimum 8 career talks</li> <li><input type="checkbox"/> Added 2 new recruits</li> <li><input type="checkbox"/> Debut as New Team Leader</li> </ul> <p><b>Recruit Total: 5-6</b> <i>(Possible On-Target for Car)</i></p> 
<p><b>Day 25-31:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Complete 3 parties</li> <li><input type="checkbox"/> Complete minimum 6 career talks</li> <li><input type="checkbox"/> Add 1-2 new recruits</li> </ul> <p><b>Recruit Total: 6-8</b> <i>(Possible Future Sales Director)</i></p>	<p><b>Day 32-38:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Complete 2 parties</li> <li><input type="checkbox"/> Complete 4 career talks</li> <li><input type="checkbox"/> Add 1 new recruit</li> </ul> <p><b>Recruit Total: 7-9</b> <i>(Possible Future Sales Director)</i></p>	<p><b>Day 39-45:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Complete 3 parties</li> <li><input type="checkbox"/> Complete minimum 6 career talks</li> <li><input type="checkbox"/> Add 1-2 new recruits</li> </ul> <p><b>Debut as a Future Sales Director</b> <b>Recruit Total: 8-10</b></p> 
<p><b>Day 46-52:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Complete 3 parties</li> <li><input type="checkbox"/> Complete minimum 6 career talks</li> <li><input type="checkbox"/> Add 1-2 new recruits</li> <li><input type="checkbox"/> Debut as Director in Qualification</li> </ul> <p><b>Recruit Total: 10-12</b></p> 	<p><b>Day 53- 62:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Hold DIQ meeting w/team &amp; Senior Director</li> <li><input type="checkbox"/> Monthly goal of building 3 Red Jackets</li> <li><input type="checkbox"/> Complete 3 parties</li> <li><input type="checkbox"/> Complete minimum 6 career talks</li> <li><input type="checkbox"/> Add 1-2 new recruits</li> </ul> <p><b>Recruit Total: 11-13</b></p>	<p><b>Day 63-69:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Monthly goal of building 3 Red Jackets</li> <li><input type="checkbox"/> Complete 3 parties</li> <li><input type="checkbox"/> Complete minimum 6 career talks</li> <li><input type="checkbox"/> Add 1-2 new recruits</li> </ul> <p><b>Recruit Total: 13-15</b></p>
<p><b>Day 70-76:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Monthly goal of building 3 Red Jackets</li> <li><input type="checkbox"/> Complete 3 parties</li> <li><input type="checkbox"/> Complete minimum 6 career talks</li> <li><input type="checkbox"/> Add 1-2 new recruits</li> </ul> <p><b>Recruit Total: 14-16</b></p>	<p><b>Day 77-83:</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Monthly goal of building 3 Red Jackets</li> <li><input type="checkbox"/> Complete 3 parties</li> <li><input type="checkbox"/> Complete minimum 6 career talks</li> <li><input type="checkbox"/> Add 1-2 new recruits</li> </ul> <p><b>Recruit Total: 15-17</b></p>	<p><b>Day 1:</b></p> <p><b>15-17 Personal Recruits PLUS</b> <b>9 Recruits from Red Jackets PLUS</b> <b>YOU = 25-27 Recruits!</b> <b>24 Active Recruits means NEW Director!</b> <b>You are a ONE MONTH WONDER!</b></p> 





**GIVE YOUR BUSINESS**  
**THE ROYAL TREATMENT!**

CONTEST DATES: MAY 1-31, 2011\*



NAME: \_\_\_\_\_

DIRECTOR: \_\_\_\_\_

TOTAL WHOLESAL: \_\$ \_\_\_\_\_

RING SIZE: \_\_\_\_\_ (6-9, NO HALF SIZES)

\*VOUCHER MUST BE TURNED IN BY JUNE 7TH!

**\$1,000 WHOLESAL**

Show everyone that you are totally  
 "ENGAGED" with SUCCESS when you win  
 this incredibly *Beautiful Crystal and Blue  
 Heirloom Ring!*

**PLUS .... All Below: "Queen of Bling"  
 Pendant Necklace & Earrings!**



**\$600 WHOLESAL**

You will be known as the  
 "Queen of Bling" with this stunning *Blue Drop  
 Pendant Necklace!*

**PLUS ... Earrings!**



**\$200 WHOLESAL**

Sparkle like a Princess with this elegant  
*"French Wire" Blue Crystal Earrings!*

# RED JACKET MEETING

Monday Evening - June 6th  
6:15 - 8:30 pm  
5th Quarter Steak House  
(Private Room)  
Charleston, WV



Attire: **RED JACKET**  
Find Out The Latest Scoop  
Working With Team Members  
Building A Successful MK Business

Every Attending Red Jacket Will Receive A Special Gift!

## Gold Medal Mingle Private Reception

5:30 - 6:15 Before Red Jacket Meeting Begins!

Receive Your Invitation To The Private Reception  
By Earning You Heart Medal Charm for Your Bracelet in MAY!



**#1 TEAM BUILDER** (OVER 5 NEW) in MAY will be crowned our **QUEEN OF SHARING!**

Note: Ties will be broken based on Active/Qualified/Production for the month

**WILL YOU BE THE QUEEN?**

QUEEN WINS:

- ★ QUEEN'S CROWN!
- ★ QUEEN'S SASH!
- ★ BOUQUET OF ROSES!



I hope you enjoy this complimentary copy of our **LEADERSHIP EDITION** of the Magic Makers Newsletter. This newsletter is designed as a source of recognition, training, and support for our **LEADERS** in our Magic Makers Unit and our Future National Area.

Beginning June 1, **only Sr. Consultants, Red Jackets**, in the Magic Makers Unit and **DIQ's & Directors** in our Future National Area, will receive this monthly publication.

I look forward to making you a permanent member of our **LEADERSHIP** mailing list.

Love & Belief,

Moleda