

West Coast Summit 2014    MAC Productions

Menina Givens, Angelique Talbert and Caterina Harris Earl



# Catch the Wave



**JULIA MUNDY**  
NATIONAL SALES DIRECTOR  
DALLAS, TX



**TAMMY CRAYK**  
NATIONAL SALES DIRECTOR  
SALT LAKE CITY, UT



**TABITHA HALLUMS**  
ELITE EXECUTIVE SR. SALES DIRECTOR  
ATLANTA, GA

# FEBRUARY 22-23, 2014

Holiday Inn Hotel & Conference Center  
9000 W. Airport Dr. • Visalia, California 93277



Table	<b>Table Topic – Consultant Classes</b> Sunday, February 23 11:00-12:00 PM	Session 1	Session 2
Table 1	Booking & Coaching	Beverly Rogers	Jo Ann Calvin
Table 2	Closing the Party	Kristina Boyd	Eryn Sotelo
Table 3	Closing the Recruit	Martica Jenkins	Anne Hanson
Table 4	Networking & Getting Leads	Melissa Almanza	Elaine Chandler
Table 5	Debt Annihilation & Asset Accumulation	Sally Bryant DeChenne	Ligia Zavala
Table 6	Upselling & Suppliments	Donna Milam	Victoria Hoffman
Table 7	Tech Talk - the 21 <sup>st</sup> Century starts Here	Bryunah Gosset	Angela Andrews
Table 8	Time Management Balance	Amber Schaffner	Mimi Novak
Table 9	Level 10 Confidence	Byrdie Goodloe	Renita Johnson
Table 10	Customer Service	Ana Solomon	Vikki Halstead

Thank you for playing full out . . . Now Go out there and Catch your Wave!

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# Catch the Wave

FEBRUARY 22-23, 2014

Visalia, California



## Saturday, February 22<sup>th</sup>, 2014

Registration ..... Begins at 10:00 AM  
 General Session ( Valley Oaks Room ) ..... ( Doors Open at 11:30 AM ) ..... 12:00 PM – 5:00 PM

Evening Program ..... *Career Attire* ..... 6:00 PM -11:00 PM  
 ( Doors open at 6:00 PM with a Special Surprise! )

*Hula Chic Beach Attire – Funky Casual – Pants ok*  
 ( See Vendor Table to purchase / pick up your T-Shirt, Raffle Tickets & Business Tools )

## Sunday, February 23<sup>rd</sup>, 2014

**Attire: WCS T – Shirts & Black Slacks**

Continental Breakfast ( Outside Valley Oaks Room ) ..... 6:30 AM – 8:00 AM  
 Optional Worship Service - Be A Fisher of Women ( Valley Oaks Room ) ..... 7:00 AM – 8:00 AM  
 Chart Your Course Session ..... 8:15 AM – 9:10 AM  
 S.O.U.L Surfer Training & Classes ( Consultants in Main Room . . . Reds/On Target & DIQ/ Director Break Out Classes . . . Details Below ) ..... 8:15 AM – 12:00 PM  
 First Mate's Class ( Executive Board Room ) ..... 9:15 AM – 10:30 AM  
 Closing Session ( Valley Oaks Room ) ..... 12:00 PM – 2:00 PM

Check out on Sunday morning before the program begins. Luggage Storage in Cypress Room

Class Times	Consultant Classes ( Valley Oaks Room )	Class Times	Red Jacket Classes ( Cedar Room )	Future Director / DIQ ( Terrace )	Director Classes ( Pine Room )
9:15 – 9:45 AM	Plan It to Win It Karen Gardner	9:15 – 9:45 AM	Gone Fishing - Get the Suit NSD Julia Mundy	Run Now, Sun & Fun Later NSD Tammy Crayk	Hula to Hawaii - Getting to the Top Trip Tabitha Hallums
9:50 -10:20 AM	Great Parties = Great Cash Tekka Ann Haynes		Cowabunga - Destination Director Tabitha Hallums	There are so many fish in the sea NSD Julia Mundy	Just Keep Swimming - Get on the Wall - Excellence calling you NSD Tammy Crayk
10:25 -10:55 AM	Strong Classes lead to Strong Teams Kathy Oliveira	10:00 - 10:45 AM			
11:00 - 11:30 AM	ROUND TABLE Discussion				
11:30 – 12:00 PM	ROUND TABLE Discussion				
	Please see reverse side for Round Table Topics & Teachers	10:45 - 12:00 PM	Get out of the Boat & Be a Gold Medalist NSD Tammy Crayk	Do the Hula Hustle Tabitha Hallums	Cast your Net - Legacy Leadership NSD Julia Mundy

# Catch the Wave



## FEBRUARY 22-23, 2014



**JULIA MUNDY**  
NATIONAL SALES DIRECTOR  
DALLAS, TX

"I've held steadfast to the Golden Rule, 'Do unto others as you would have them do unto you,' and it has worked for me. I've had peaks and valleys along the way, but I never gave up."

- Began Mary Kay career in June 1992 with the goal of making \$50 per week. She debuted as a Sales Director in May 1995, and debuted as a National Sales Director in July 2013.
- She has been a member of the National Court of Sharing twice, and a member of the National Court of Sales 18 times.
- As a Beauty Consultant and Sales Director, she earned Gold Medal 5 times, and achieved Star Consultant status 83 quarters.
- In 1996, she was the Most Improved State Contest Winner for Texas
- Has earned all-expense paid trips around the world from Mary Kay to: China, Monte Carlo, France, Greece, Turkey, Croatia, Germany, Sweden, Spain, Africa, Maui & Kauai, Switzerland, Vienna, and Rome!
- Has earned the use of 10 career cars from Mary Kay...9 of which were Pink Cadillacs.
- She has been recognized with the Monthly Go-Give Award in August 2006 and October 2011.
- State Contest Winner for the #1 Unit in the State of Texas in 2010.
- Julia's highest monthly Unit Wholesale Production is \$72,341.
- Her highest single monthly Commission Check to date is \$23,768, and has career earnings in excess of \$2,000,000.



**TAMMY CRAYK**  
NATIONAL SALES DIRECTOR  
SALT LAKE CITY, UT

- Tammy began her Mary Kay business in January of 1994 as a stay-at-home mom with a 3 year old and an 8 year old. Four months later she earned her first car! Within 9 months of purchasing her Starter Kit, she debuted as a Sales Director and her income skyrocketed to more than \$5000 per month! During their first full year, Tammy's unit of Beauty Consultants sold in excess of \$500,000 worth of Mary Kay product, and during their 3rd year as a unit, sold in excess of \$1.3 Million!!! The Crayk Unit has repeated the Million Dollar Club 4 times!!
- Tammy's unit ranked as the #1 unit TWICE in the Diamond Seminar....and In 2003, Tammy's unit ranked as the #1 unit.....IN THE ENTIRE MK WORLD!!! Tammy has enjoyed 15 all-expense-paid LUXURY TRIPS ...all over the world.....(compliments of Mary Kay ).
- Tammy has driven pink Cadillacs for 17 years and is currently driving a FREE....\$85,000 Hybrid Cadillac Escalade.....AND....she also has a Sporty, Convertible Cadillac XLR too!
- Tammy's highest income from commissions and bonuses in one single month has been in excess of \$54,000. She is a Mary Kay Multi-Millionaire having earned more than \$3.5 Million in commissions during her career.
- Tammy has been selected by her peers to serve on the National Sales Director Advisory Board – twice - and was invited to teach at Mary Kay's International Summit in Italy and Greece and also at the company's Seminar in Munich, Germany.
- Tammy reached the pinnacle of success on the Mary Kay Career ladder when she debuted as a National Sales Director on July 1, 2004....just 10 short years after she purchased her Starter Kit!!! What's her "Secret" to success? Tammy's favorite quote is: "The true test of a woman's character is what it takes to stop her!"

From Park City, Utah....National Sales Director, Tammy Crayk



# Cratch the Wave



**FEBRUARY 22-23, 2014**



**TABITHA HALLUMS**  
ELITE EXECUTIVE SR. SALES DIRECTOR  
ATLANTA, GA

- Tabitha started her Mary Kay Career part time 12 years ago, she earned her 1st car with the company in 4 months and became a director 2 months later-6months...
- She has been the Queen Court of Sharing 8 times and earned 9 Diamond Bubblebee Pins (Jennie, Abigail, Luke, Christine, Shanna, Tasha, Max and just picked up TWINS-Lula and Lilly...) which includes being the 1st Runner Up in Mary Kay Sapphire Area...250,000-PEOPLE!!
- She has been in the Circle of Achievement 7 TIMES-represented her unit in the \$400,000,\$450,000.00, HALF MILLION DOLLAR UNIT CIRCLE, CIRCLE OF EXCELLENCE x 2 and The Prestige Circle of Excellence-800K-CAN YOU GET EXCITED ABOUT 800K...Double Star Achiever-6 TIMES...
- Tabitha has earned 8 cars with Mary Kay including 4 FABULOUS TROPHYS on WHEELS-CURRENTLY DRIVES 2013 CADILLAC SRX...
- Tabitha has EARNED SOME HOTT VACATIONS for her/hers husband TO MAUI, HAWAII-PROVENCE, FRANCE-MONTE CARLO, MONACO and just got back from HONG KONG/BEIJING, CHINA-ALL EXPENSES PAID BY MK!!!!She has earned over 40+ karats of diamonds, JUST PICKED UP 5 MORE CARATS SEMINAR JULY-2013 Tabitha's Unit is one of the TOP African American/Multi-Cultural Units in all of Mary Kay...HIGHEST CHECK HAS BEEN \$20,000 IN 30 DAYS.....



**ALISA ALEXANDER**  
SR. DEVELOPER FOR  
STRATEGIC SALES EDUCATION MARY KAY, INC.  
DALLAS, TX

- Alisa is a highly qualified learning professional who holds degrees from Baylor University and Texas Woman's University.
- She's taught at Texas Woman's University and in the Dallas Community College District and was blessed to co-author the textbook, Women in Sociology.
- She's also worked internationally as a lead instructor and Director for the Canadian-based world's largest train-the-trainer company.
- In addition, she's worked internationally as a Training and Development Consultant. Her partial client list included The Hartford, The Money Store, Microsoft Corp., Michelin and Texas Instruments.
- Alisa is also referenced as a model for others in the fundamental text Power Speaking. This mention occurs in the chapter entitled "Energy" where Alisa is described as a "sparkling jewel" and a "diva." While unfolding the presentation essentials, the book goes on to say that Alisa "knows how to dig deep and harness whatever reservoirs of personal energy she can summon to engage her audience."
- Currently, her primary responsibility is creating educational strategies for Independent Beauty Consultants, which includes detailing the plans for all 2013 special events. Her most exciting project yet is the Power Class of the Month, an internet talk show designed to educate, empower and encourage! The Power Class has received such a warm welcome from its audience, as many as 50K view in one month! Other Mary Kay career highlights include producing motivational CDs, coordinating webinars for NSDs, organizing New NSD Scholar Week (an international leadership development conference), creating a learning strategy for over 20K Beauty Consultants for the 50th anniversary Seminar and facilitating monthly live chats for the sales force.
- On a personal note, Alisa loves to write and sing and is a featured soloist on several gospel CDs, including the Grammy Award winning Potter's House Choir's Live in Kenya CD. She's done live background vocals for Tramaine Hawkins, Tasha Cobb, Donnie McClurkin, Judy Jacobs and others. She's also recorded background vocals for several award winning gospel artists, including Ricky Womack, Tamela Mann and Myron Butler.
- Most importantly, she loves the Lord and her family: her wonderful husband Gary and their precious daughter Brianna who just turned 6 years old!

**Don't Delay Register TODAY at [www.westcoastsummit.net](http://www.westcoastsummit.net)**



## Accolades for Senior Cadillac Sales Director Menina Givens

Sr. Director Menina Givens joined Mary Kay in August 1994 while working her full time career as a Pharmaceutical Sales Representative for Merck. She is married to a very supportive husband, Quentin and has two incredible sons, Tyler, 19 and Dylan 16.

In June 1995 just ten short months after joining the company, she picked up the keys to her first car, a FREE Red Pontiac Grand Am!! With focus and determination she promoted herself to one of the most prestigious positions in Mary Kay and debuted as a Sales Director in October 1995. By December they reached Fabulous 50's as a unit.

At Seminar 1997 - she was the #1 "First Year" Director in the entire Fitzpatrick National Area.

Menina has been a member of the prestigious National Court of Sharing twice, receiving a spectacular 1-carat diamond bumblebee with emerald eyes, and the beautiful 40th Year Anniversary bumble bee that holds 1-carat of diamonds and 4 pink sapphires with diamond eyes!

Menina has earned the use of 10 career cars, 7 of which have been Pink Cadillac's! She is currently driving the 2013 POWERFUL, PLUSH, PINK CADILLAC SRX with black leather interior!

Menina's Million Dollar Dream Team has been recognized in the Circle of Achievement 16 times including the \$300,000, \$350,000, \$400,000, \$450,000, \$550,000 and \$600,000 Circles of Achievement. She has received sparkling 1-carat diamond bar pins at each of these levels. In addition, she has earned three spectacular 3.5 Carat Diamond Rings, a 50 inch Plasma HDTV with a home theater surround sound system, and selected a cash prize of \$3750 twice. This past year they completed their highest year ever in the Circle of Excellence at \$675,000 in retail sales and Menina earned her 1st Top Director Trip to Beijing, China for Mary Kay's 50th Anniversary Celebration!

Her greatest honor was that of being voted by her peers, as Miss Go-Give for the Pearl Division in the February 2005. Menina has been featured in several Mary Kay publications including the Director's Recognition Memo, Career Path & Career Car Program Brochures, and has graced the cover of Mary Kay's National "Applause" Magazine. She and her sister, Martica, were both featured in the "Look" Brochure, and her full story was featured in the August 2007 Applause Magazine. In addition, Menina and her family were featured in the company's Imagine The Possibilities Team Building DVD!

Menina's highest commission check (not including her sales) was in excess of \$15,847 in one month. With the help of her Mary Kay business, she was able to pay off \$20,000 of credit card debt and all of her student loans!

She and her Million Dollar Dream Team have made the decision to EXCEL this year and debut as the EXCEL National Area on stage at Seminar 2014!

Menina knows that according to Galatians 6:9 "You must not become weary while doing good, for at the proper time you will reap a harvest if you do not give up".





## Accolades for Future Executive Senior Cadillac Sales Director Angelique Talbert

- o Angelique began building her Mary Kay Career in 1993 very spare time, while working an 60-80 work week in Retail Merchandising as a Buyer. She paid off all \$17,000 worth of credit card debt in a little over a year of working 4-6 hrs a week as a consultant with Mary Kay. She is a graduate of the University of Southern California earning a B.S. in Business marketing and entrepreneurship.
- o She has earned the use of 11 Mary Kay FREE trophy on wheels including the Grand Am, Black Mustang and just last month picked up her 9th Pretty Powerful, Plush, Pink Cadillac.
- o She has been honored 3 times in the Director's National Queen's Court of Sales, picking up 3 gorgeous FREE Diamond Rings.
- o Has earned over 60 Stars on her ladder of Success as a Star Consultant earning a beautiful prize virtually every quarter since she has been in the company.
- o As a Senior Sales Director she has over 10 powerful Directors in leads a sales force of over 700 Consultants in her Future National Area.
- o Her highest love check has been in excess of \$14,800 in just 1 month and her highest personal sales in 1 week has been in excess of \$10,000 in retail sales of which she made 50% profit.
- o She has earned over 1 MILLION \$ in Commissions from Mary Kay and is a Mary Kay Millionaire.
- o She is featured in the company's National Magazine "Start Something Beautiful."
- o She has been able to buy 3 dream homes with her Mary Kay money She and her husband Allan have a 10 year old girl named Lauren and a 9 year old baby girl, Sydney and a 7 year old son named Brandon. Her greatest joy is to be a stay at home mom and also be a well paid Executive who gets to make a difference in women's lives.
- o Angelique and her All-Stars have been recognized as a top Unit in 18 Unit Circles of Achievements totaling over 6.5 million \$ in sales including the \$300,000 the \$400,000, 450,000 and 3 times in the Half Million Dollar Circle of Achievement where she picked up a, 2.4 Karat Diamond ring, a 3.2 Karat Diamond Ring and a 4.5 Diamond Ring.
- o She was voted by her peers to receive Mary Kay's most prestigious and coveted honor, that of Miss Go-Give in May of 2000.
- o This year, she and her LOVE WARRIOR Future National Area are creating a MASSIVE MOVEMENT, called OPERATION LOVE- creating Leaders Of Vision and Excellence and spreading a LOVE-A- LUTION in the world. She will be finishing their NATIONAL AREA .



## Accolades for National Sales Director Caterina Harris Earl

Caterina began Mary Kay in February 1991 while working full-time and pursuing a Master's Degree at USC. Her reason for starting was to pay off her student loan and credit card debt in excess of \$100,000.

She became a Sales Director in August 1992. She earned over \$5000 in her first month as a Sales Director and became a Fabulous 50's Director.

Caterina picked up her first Pretty and Plush, Most Important No Car Payment, Pink Cadillac as a Super Achiever in November 1992 - just 3 months after becoming a Director! She led her unit to \$347,000 in Retail Sales in their first 11 months as the Cast of Super Stars Unit.

Caterina was crowned Rookie of the Year by the #1 National Sales Director at that time

She also was Head of her Debuting class of 250 directors. For this incredible accomplishment, Caterina was flown first class to Dallas to teach New Directors and have a private meeting with Mary Kay Ash!!

Caterina has represented the company in a host of national publications, media and video.

Her most cherished accolade is being nominated as the Company Go Give—the highest honor you can receive in Mary Kay.

Caterina has led her unit to the \$300,000 Circle of Achievement three times, the \$350,000 Circle of Achievement, the \$500,000 Circle of Achievement six times, the \$550,000 Circle of Achievement four times, the \$650,000 Circle of Excellence and the \$700,000 Circle of Excellence in one year—Totaling over \$10 Million worth of skin care!!! She has earned 30 Karats of Diamonds. She loves diamonds. How about you?

Caterina is driving her 13th FREE Car and 11th Pink Cadillac. Currently a Hybrid Cadillac Escalade, an \$85,000 FREE Trophy on wheels.

She has earned World Class Trips to Maui, Stockholm Sweden, Sydney, Australia, Milan, Italy, Private Chartered Cruises to the British Isle Milan Italy and the Greek Isles. Most recently she and her husband traveled to Beijing China for the Company's 50th Anniversary Trip.

Caterina debuted as one of the top 200 women in our entire company of over 3 Million world wide. She is the 24th African American National Sales Director and the first African American National Sales Director to debut west of Texas.

Her highest combined income is over \$25,000 in one month.

Caterina worked for Mary Kay for 21 years as a single woman with no children. On 12/12/12, at 12:12, she married the man of her dreams - whose cousin is a Mary Kay Sales Director. Everything comes out of the starter kit.

She is proudly married to Pastor Dr. Anthony Earl. They have 5 grown children and 8 blessed grandchildren.

Caterina is a college graduate with a degree in Economics and Political Analysis.

She is a National Sales Director of the Solid as a Rock Area AND SHE IS A MARY KAY MILLIONAIRE!!!

Please join me in welcoming from Chicago IL and Brentwood, CA - National Sales Director Caterina Harris Earl!





Personal Booking Calls

Personal Coaching Calls

Personal Recruiting Calls

Unit Recruiting Calls

Unit Hot Shot Calls

POWERFUL ? Or Pitiful ? It's up to ME!
Get up by 7 AM Make Bed Quiet Time / Devotional Time Dress for workout Take Vitamins Straighten House Breakfast Family Stuff Change Hotlines or Do Voicecom 1 "I-Care" Note Misc Notes: Unit / Family/ Thank Yous Workout Shower & Dress IPA's and Daily Call Sheet Return Calls Check Emails Tomorrow's Planning / List Flip the MK Switch to OFF

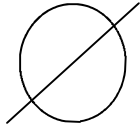
Customer Calls

Calls to Return

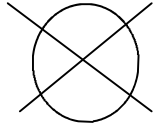
Notes to Write



# Activity Tracking Sheet — Phone Calls to Bookings



Put a slash-mark thru circle when you've left a message.



Make an 'X'-mark thru circle when you've spoken to the person.



Fill circle in when you've booked an Appointment.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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CONSULTANT: \_\_\_\_\_

MONTH: \_\_\_\_\_

# Face Race

## REMOVED

Finish Your Race & receive a prize from your Director!  
Plus earn FREE product!

### The Prestige Race

45+ Faces  
15 Share Appts.  
\$1,200 Wholesale  
1 New Team Member

### The Power Race

30+ Faces  
10 Share Appts.  
\$1,000 Wholesale  
1 New Team Member

### The Perfect Race

15+ Faces  
5 Share Appts.  
\$600 Wholesale

Return this tracking sheet to your Director by the 5th of next month.

Name	Sales	Date Booked	Date Shared	Name	Sales	Date Booked	Date Shared
1.				21.			
2.				22.			
3.				23.			
4.				24.			
5.				25.			
6.				26.			
7.				27.			
8.				28.			
9.				29.			
10.				30.			
<b>Congrats! You've earned \$10 in FREE product!</b>				<b>Congrats! You've earned \$60 in FREE product!</b>			
11.				31.			
12.				32.			
13.				33.			
14.				34.			
15.				35.			
<b>Congrats! You've earned \$30 in FREE product!</b>				36.			
16.				37.			
17.				38.			
18.				39.			
19.				40.			
<b>Congrats! You've earned \$40 in FREE product!</b>				<b>Congrats! You've earned \$80 in FREE product!</b>			

Name: \_\_\_\_\_



*We are an Inner Circle National Area with 100 Directors Strong!  
Bar Pins and Bees on Our Shoulders, Pink Caddies in our  
driveway and packing to go on our Top Trip to Hawaii Together!!*

*Catch a Wave!! ...*

**Hawaii 5-0 Girls:**  
*(Complete 4 of the 6)*



- ♦ \$5,000 Wholesale Month
- ♦ 10 Events
- ♦ 30 Unit Share Appts.
- ♦ 6 New Unit Members
- ♦ 30 Faces
- ♦ 600 Personal Order

**Perfect 10 Girls:**  
*(Complete 4 of the 6)*



- ♦ \$10,000 Wholesale Month
- ♦ 12 Events
- ♦ 40 Unit Share Appts.
- ♦ 8 New Unit Members
- ♦ 30 Faces
- ♦ 600 Personal Order

**Queebies:**  
*(Complete 4 of the 6)*



- ♦ \$18,000 Wholesale Month
- ♦ 14 Events
- ♦ 50 Unit Share Appts.
- ♦ 10 New Unit Members
- ♦ 30 Faces
- ♦ 600 Personal Order



**Big Kahunas:**

**\$500,000 Production:**  
*(Complete 4 of the 6)*



- ♦ \$21,500 Wholesale Month
- ♦ 14 Events
- ♦ 50 Unit Share Appts.
- ♦ 10 New Unit Members
- ♦ 30 Faces
- ♦ 600 Personal Order

**OR**

**Top Trip Production:**  
*(Complete 4 of the 6)*



- ♦ \$27,133 Wholesale Month
- ♦ 14 Events
- ♦ 50 Unit Share Appts.
- ♦ 10 New Unit Members
- ♦ 30 Faces
- ♦ 600 Personal Order



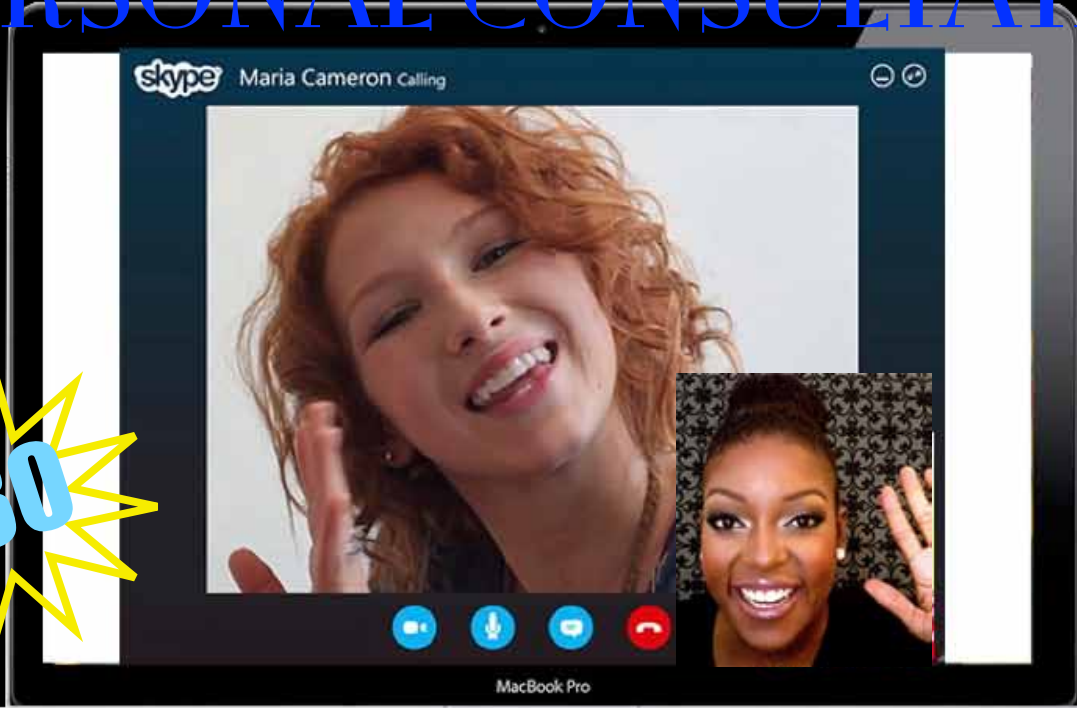
*Notify Jennie by the 5th, office@juliamundy.com with the Wave You Caught!*





# INTRODUCING ONLINE PERSONAL CONSULTATIONS

**\$30**



*Can't make it to a HOOKED LOOK Class??  
LEARN TO DO YOUR MAKEUP FROM THE  
COMFORT OF YOUR OWN HOME*

IN THIS 45 MINUTE 1-ON-1 SESSION, WE WILL BE APPLYING AND DISCUSSING EVERYTHING ABOUT GLAMOUR MAKEUP APPLICATION

**FIRST**

REGISTER ON  
[www.Hookedlook.com](http://www.Hookedlook.com)

**NEXT**

A FOLLOW UP EMAIL WILL BE SENT TO  
SCHEDULE YOUR APPOINTMENT



Faced Forward with Juliana



Facedfwd



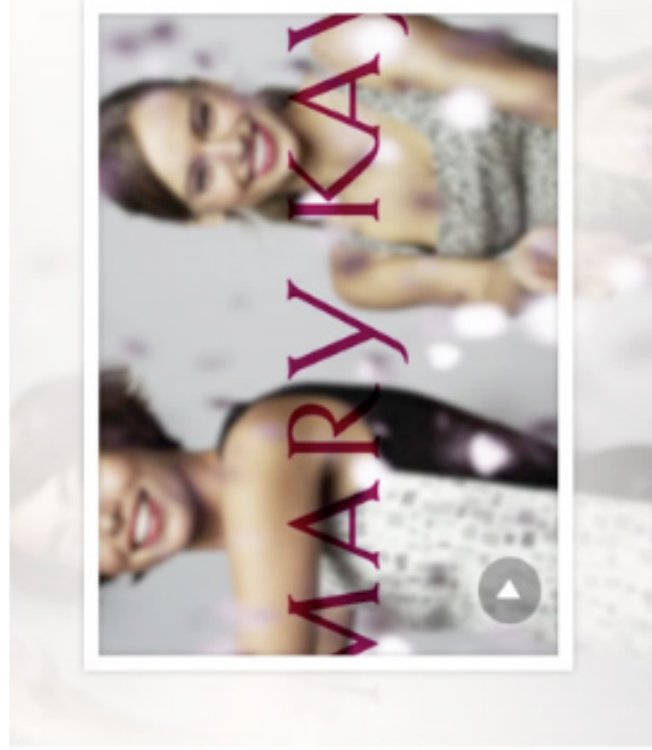
@Julianamayfield



# Global Makeover Day!

**March 8 is International Women's Day  
Host parties!**

**Makeover Contest Helps 150+ Charities  
Worldwide With Nearly \$500,000 In Grants**



MARY KAY<sup>®</sup>  
**MAKEOVERDAY**

March 8, 2014

Get a makeover and  
join the fun!





# Catch the Wave

FEBRUARY 22-23, 2014

*Maintain this receipt for your taxes.*

## Circle One

Early Registration

\$95 ( Consultant )

\$110 ( Director )

General Registration

\$115 ( Consultant )

\$130 ( Director )

Late Registration

\$135 ( Consultant )

\$150 ( Director )

West Coast Summit Products: \$ \_\_\_\_\_

Other Expenses: \_\_\_\_\_

Total Expense: \$ \_\_\_\_\_