

West Coast Summit 2017

Menina Givens, Angelique Talbert and Caterina Harris Earl

MAC Productions

Special Guest Speakers



Lisa Madson
National Sales Director



Lily Gauthreaux
National Sales Director



Cristi Ann Millard
National Sales Director



Thea Elvin
National Sales Director



\$50
Guarantee Your
Spot Now by 12/31!
Will set up and hold this for you
you get it with
paid by deadline.

February 18-19, 2017

REGISTRATION DEADLINES

Earlybird Registration - DEADLINE January 10, 2017
Consultants \$130 & Directors \$150

General Registration January 11 - February 6, 2017
Consultants \$150 & Directors: \$170

Late Registration After February 7, 2017 (Space Permitting)
Consultants \$170 & Directors: \$190

ABSOLUTE LAST DAY TO REGISTER: FEBRUARY 15, 2017

*This event will SELL OUT!
Register early to guarantee your Spot!*

Book your rooms by January 27th.
Ask for the Mary Kay Room Block
(no holding multiple rooms under the same name)

Rate: King or Double \$99
Call in to Reserve 559-651-5000 x2608 ask for Evelyn

PLEASE NOTE ALL ROOMMATES WILL BE REQUIRED TO CHECK IN AND CHECK OUT TOGETHER OR THE ROOM FEE WILL BE PLACED ON ONE PERSON'S CREDIT CARD. TO BREAK UP THE ROOM RATE YOU WILL NEED TO CHECK IN ALL TOGETHER

*Check out Website for
Payment Plans!*

Beautiful Location

Wyndam Visalia
9000 W Airport Dr, Visalia, CA 93277
(559) 651-5000

RETREAT DETAILS

Friday	Director's Meeting 3 PM - 6 PM
Saturday	General Session Noon - 4 PM & 6 PM - 11 PM
Sunday	8 AM - 2 PM
Meals	Include Saturday Dinner & Sunday Breakfast <i>(Optional Friday Lunch for Director's Meeting is Available)</i> <i>(Optional Saturday Lunch is Available)</i>
Husbands	Husband's register for \$75

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West Coast Summit

No Refunds!! • Transfers Okay!!!

Register at www.westcoastsummit.net

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AGENDA

Friday, February 17, 2017

Director Registration Only	2:00 PM - 4:00 PM
Director's Meeting	3:00 PM - 6:00 PM

Saturday, February 18, 2017

Registration	Opens at 10:00 AM
General Session	12:00 PM - 4:00 PM
Break	4:30 PM - 6:00 PM
Dinner Session	6:00 PM - 11:00 PM

Sunday, February 19, 2017

Breakfast	6:30 AM - 8:15 AM
Optional Workshop Service	7:00 AM - 8:00 AM
Closing Session	8:30 AM - 2:00 PM

No Refunds!!
Transfers Okay!

ATTIRE

Friday	Director's Meeting - Business Attire
Saturday	Career Attire
Dinner	All White Party (Pants OK!)
Sunday	WCS T-Shirt and Slacks (no jeans) (Purchase shirt on website.)

T-shirt Price
Consultants \$20 Available on the Website
Director Shirts Included in Registration

STAND OUT FROM THE CROWD!

The VIP Captain's Treatment:



- Reserved Seating
- Framed Picture with you and our Guest Speakers

To qualify:



- Option 1 - Be a Diamond Star or have 3,000 points by Sept 16-Dec 15
- Option 2 - Be a Sapphire Star Dec 16 - Jan 31
- Option 3 - First Month DIQs (Jan 1st or Feb 1st) or OnTarget DIQs

PROCEDURE FOR SUBMITTING RECOGNITION

Directors ONLY - Submit Recognition Information

Online at www.westcoastsummit.net

Submit Recognition online by 2/7/17 by Noon - NO EXCEPTIONS

Click on Details Button on Website

AWARDS DINNER

SPECIAL RECOGNITION

Stars, On-Targets, DIQ's
New Directors as of last WCS
Top in Sales and Team Building

Reserved seating.

Star Consultants

Receive Reserved Seating
At the Captain's Table

"Registration does NOT include Hotel Reservation"
Go on line or Call the Holiday Inn to reserve your room.

Don't Delay Register TODAY at www.westcoastsummit.net

**• Deadline •
Must Receive by February 7, 2017**

NO EXCEPTIONS.



MAC Productions Recognition Sheet

For Directors Only
Submit this form online at
www.westcoastsummit.net

February 18-19, 2017

Director Recognition

Director: _____ Title: _____
 Address: _____
 City _____ State _____ Zip _____
 Phone Number _____ Cell Phone: _____
 Email: _____ Car Status: _____

_____ # of Unit Stars YTD as of 1/31
Unit Retail as of 1/31 (over \$75,000): _____
Personal Retail as of 1/31 (over \$15,000): _____
Personal YTD # Qualified Recruits as of 1/31 (over 6) : _____
(include commissions earned): _____

If you experience problems, fax by February 7th by Noon
 Fax to (925) 779-7997

Please NO CALLS. Email: recognition@westcoastsummit.net

List consultants who qualified for VIP Captain's Treatment

September 16- December 15 \$3000 wholesale/points • December 16th- Jan 31st \$1800 wholesale or First Month DIQs (Jan 1st or Feb 1st) or OnTarget DIQs

List Consultants who qualify for VIP Recognition and pay \$15 for their prize.

If submitting on line, please go to www.westcoastsummit.net and pay for your VIP winners. \$15 per consultant

	Name		Name
1		6	
2		7	
3		8	
4		9	
5		10	

Personal Recruits YTD July 1st - January 31st

Only list recruiters with recruits that are seminar qualified, \$600 wholesale+

Example: Jane Doe, 3 recruits \$725 total Commission earned

	Recruiter	#of Qualfd R recruits	Total Comm Earned		Recruiter	#of Qualfd Recruits	Total Comm Earned
1			\$	6			\$
2			\$	7			\$
3			\$	8			\$
4			\$	9			\$
5			\$	10			\$

List Consultants with retail sales of over \$10,000 YTD July 1st - January 31st

Example: Jane Doe, \$13,750 YTD Retail

	Consultant Name	Total Retail Sales		Consultant Name	Total Retail Sales
1		\$	6		\$
2		\$	7		\$
3		\$	8		\$
4		\$	9		\$
5		\$	10		\$

PLEASE SUBMIT ALL RECOGNITION VIA ONLINE FORM • WWW.WESTCOASTSUMMIT.NET



Lisa Madson
National Sales Director

Lisa signed her Beauty Consultant's agreement in October of 1986. She was on the National Court of Sales her first year as a Beauty Consultant and earned her first Mary Kay career car one year after signing up. Lisa became a Sales Director in 1988 and was on the National Court of sales for the second time. Her sales unit was a member of the \$400,000 Circle of Achievement her first full year as a Director. She earned her first Top Director trip the following year. Since then she has traveled on 30 Top Director and NSD trips to 32 countries around the world.

Lisa's unit was recognized for being in the Million Dollar Circle of Excellence six times and the Two Million Dollar Circle three times, one of many company records she and her unit hold. Her sales unit as a Director and NSD has done over a million dollars in production for 25 consecutive years.

Lisa's unit was recognized as the #1 unit in all of Mary Kay (all five Seminars) for seven consecutive years from 1994 until 2000 when she debuted as a National Sales Director. Lisa's National Area debuted on stage in July of 2000 and since then has maintained her place as a member of the prestigious Inner Circle. At Seminar, 2015, Lisa was recognized for having earned over \$11 million dollars in commissions, and her National Area was recognized as the #5 area in North America. She also has international areas growing in Brazil, Columbia and Australia.

Mary Kay Ash personally trained Lisa on more than 30 occasions. In turn, Lisa has taught and trained National Sales Directors and other international sales force members in Ukraine, the Czech Republic, France, China, Hong Kong and Taiwan. She was one of three American National Sales Directors featured at an international summit in Hawaii for National Sales Directors from around the world.

Lisa has been married to Dan for 34 years and has three children - Rachel, 33, married to Jake Zarling with a 2 1/2-year-old boy; Jonathan, 31, married to Jorgi Madson with three beautiful girls; and Kyle, 28, married to Leanna Madson.

Please help me welcome from Destin, FL...Inner Circle Senior National Sales Director Lisa Madson!



Thea Elvin
National Sales Director

- Began her Mary Kay Career in November of 1979
- Became a Director in October of 1981 and earned her 1st Pink Cadillac in her 1st 3 months as a Director & now drives the Gorgeous Cadillac Escalade
- As a Director, she was in a Unit Club every year, with her highest Unit Club being the \$750,000 Unit Club ranking in the top 10 of her Seminar
- She's been all over the world on 1st class trips via Mary Kay
- She's also earned thousands of dollars in diamonds and other gems and many cash packages
- Her highest honor was when she received Mary Kay's coveted Ms. Go Give Award from her peers in August of 1990
- Thea's highest check for one month (so far) was \$24,900.00
- She has earned over 2 million dollars in Mary Kay Commissions
- She has one fabulous daughter, Jorgi and 3 GORGEOUS AND BRILLIANT Granddaughters, Sofia, 14 - Gianna, 8 and Elia, 2 ½ years old!
- From Fairfield, CA - National Sales Director - Thea Elvin

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Cristi Ann Millard
National Sales Director

Cristi Ann joined Mary Kay Cosmetics in 1992 while still running her own successful nursing company. She has a Bachelors of Science Degree specializing in high risk pregnancies. She became a Fabulous 50's Director in 1993 and a Super Achiever Cadillac Driver only 10 months later.

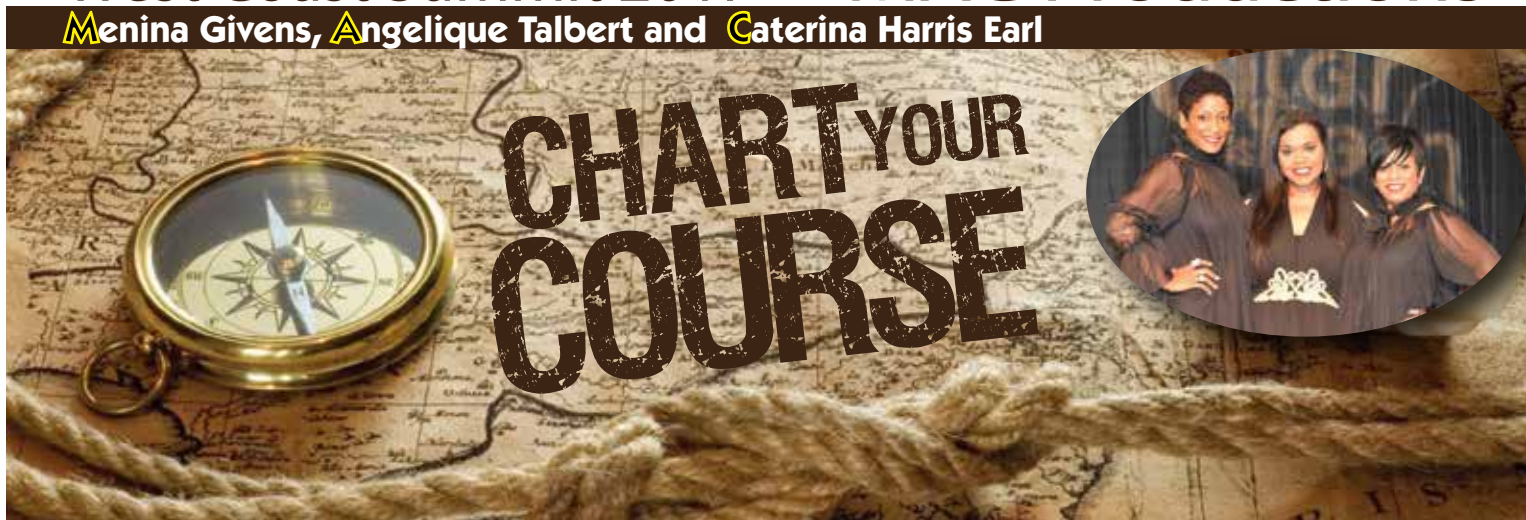
As a Sales Director working part time (25 hours per week), Cristi Ann was able to drive the pink Cadillac and replace her nursing income. Her highest monthly earning for one month was over \$30,000. Debuted as a NSD in 2005.

Other achievements which Cristi Ann has earned in Mary Kay are: 20/20 winner, 13 gold recruiting medals, National Court of Sales 4 times, Double Star achiever 3 times, Triple Star achiever 2 times, National Court of Recruiting 4 times, and Emerald April 2002 Miss Go Give. She has also been in the Circle of Achievement ten times, with her highest Unit Club over \$615,000! In addition, she has earned almost 40 carats in diamonds and jewels! Cristi Ann is currently driving her 14th free car, and, yes, it is the plush, pearlized, pink Cadillac Escalade the first one of its kind in Orange County, as seen in the newspaper and on TV. She has enjoyed an all-expense paid by Mary Kay National trip to Italy, the Baltic Sea, Sweden, Denmark, Russia, Vienna & Salzburg Austria, Budapest, Hungary, Australia, British Isles, Hawaii, Greece, Italy, China, Maui and this year she and her husband enjoyed London courtesy of Mary Kay Cosmetics.

"I love living the Mary Kay philosophies of faith first, family second, and career third; and living by the Golden Rule. I am so grateful to Mary Kay and her vision to empower and enrich women's lives, that my purpose and passion, now, is to give back to other women what was so graciously and generously given to me and my family." Please help me welcome our very own, home grown national multi-millionaire with over two million dollars in earnings from Mary Kay Cosmetics thus far in her career and new Gold Circle NSD.

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Lily Gauthreaux
National Sales Director

Lily Gauthreaux (GO-TRO) began her business in 2009 at 21 years old.

She was working both full time and part time while going to school for her masters degree.

Just two months after signing her beauty agreement Lily replaced her full time income and quit both of her jobs.

Two months after quitting her jobs she earned her first free car, and two months after that she debuted as a Sales Director becoming the youngest Sales Director in the Krebsbach national area.

Lily's unit achieved the \$450,000 unit club twice, and the \$750,000 unit club once. She is a double star achiever and completed the court of sales and court sharing.

Lily's motto is that women can have their cake and eat it too. You CAN be a good, present mom while making an executive income.

Lily is married to a wonderful Coach Mike and they have two amazing kids, Lucas and Alice.

Lily and Mike have travelled to Beijing China, London, Spain and Portugal 100% paid by Mary Kay! The next two years there will visit Argentina and Roma and they will have 36 MORE free trips after that, ALL EXPENSES PAID!

Lily has earned 6 career cars the latest one being the 2016 Pearly Pink Escalade, the ultimate trophy on wheels!

The BLISS national area made their debut in February 2015, exactly 6 years after Lily began her business. BLISS stands for Building Leaders In Strength and Servanthood. And THAT is what they plan to do the next 37 years that they have as an area! Lily is currently the youngest National Sales Director in the US and is honored and humbled to serve in this position.