

West Coast Summit 2020

Menina Givens, Angelique Talbert and Caterina Harris Earl

West Coast Summit presents

Bloom

Beauty Intended to Flourish

MAC Productions



Inner Circle Executive
National Sales Director

Sania Paez

National Sales Director

Bridget Shaw

Guest Speakers

February 22-23, 2020

REGISTRATION DEADLINES

Earlybird Registration - DEADLINE December 23, 2019
Consultants \$145 & Directors \$165

General Registration Dec 24, 2019 - Feb 5, 2020

Consultants \$170 & Directors: \$190

Director Registration includes custom shirt

ALL REGISTRATIONS AFTER THE 5TH HAVE A \$20 LATE FEE.
SPACE PERMITTING.

This event will SELL OUT!

Register early to guarantee your Spot!

No Refunds!! • Transfers Okay!!!

*Check out Website for
Payment Plans!*

Book your rooms by February 1st.

Reserve Room at 800-228-9290
or by clicking link on website.

Rate: Double/King \$149/Executive Suite \$179
(no holding multiple rooms under the same name)

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

Beautiful Location

Marriott Visalia
300 South Court Street • Visalia, Ca 93291
559-636-111

RETREAT DETAILS

Friday

Director's Meeting 3 PM - 8:30 PM

Saturday

General Session

Noon - 4 PM & 6 PM - 11 PM

Sunday

8 AM - 2 PM

Meals

Include Saturday Dinner & Sunday Breakfast
(Optional Friday Lunch for Director's Meeting is Available)
(Optional Saturday Lunch is Available)

Husbands

Husband's register for \$95

Text **WCS**
to 925-235-0222
to receive
Text Updates



@westcoastsummit

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

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AGENDA

Friday, February 21, 2020

Director Registration Only 2:00 PM - 4:00 PM
Director's Meeting 3:00 PM - 8:30 PM

Saturday, February 22, 2020

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

Sunday, February 23, 2020

Breakfast 6:30 AM - 8:15 AM
Optional Worship Service 7:00 AM - 8:00 AM
Classes and Closing 8:30 AM - 2:00 PM

No Refunds!!
Transfers Okay!

ATTIRE

Friday Director's Meeting - Business Attire
Saturday Career Attire
Dinner Chic Floral Attire. Pants Ok
Sunday WCS T-Shirt and Slacks (no jeans)
(Purchase shirt on website.)



T-shirt Price
Consultants \$23 Available on the Website
Director Shirts Included in Registration


SPECIAL RECOGNITION




Be a Blossoming Beauty

- Reserved Seating
- Special Blossoming Beauties gifts
- Fastpass (no waiting in Line)
- Framed Picture with you and our Guest Speakers

To qualify:

 Be an Emerald Star Consultant or have \$3600 points
Sept 16-Dec15

 Be a Ruby Star Consultant Dec 16 - Jan 31

 First month DIQs (Jan 1st or Feb 1st) or On-Target DIQs



Procedure for Submitting Recognition

Directors ONLY - Submit Recognition Information

Online at www.westcoastsummit.net

Submit Recognition online by 2/5/20- NO EXCEPTIONS

Click on Details Button on Website

AWARDS DINNER

SPECIAL RECOGNITION

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

Reserved Seating

Star Consultants

Receive Reserved Seating
The Bigger the Star... the Closer You Are!

"Registration does NOT include Hotel Reservation"

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Inner Circle Executive
National Sales Director

Sonia Paez

A spectacular group of successful businesswomen and their leader: Sonia Paez. Sonia Paez began her career at Mary Kay at the age of 22, and made this independent business the basis of her professional career as a leader, coach and educator of sales excellence and business leadership groups.

I made my debut as an Independent Sales Director 18 months into the year and quickly achieved the greatest achievements in the company with annual sales from \$250k to one million dollars. Since the beginning of her career, she has gained the privilege of enjoying the professional car, the prestigious Cadillac Rosado and has enjoyed various awards and recognitions as well as trips around the world, fully paid for by the company for her and her husband Alex. Sonia Paez is one of the most outstanding personalities in the field of independent business, derived from her great leadership and extensive professional experience. She has been invited to be a lecturer, educator and team coach in countries like Spain, Portugal, Brazil, Mexico, among others. Currently Sonia is developing several Nationals in the US and Globally. She has more than 100 directors in the Paez area who continue to reap successes.

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National Sales Director

Bridget Shaw

- Married to Kenneth Shaw
- They have two Amazing children, Kayla, a Success Mary Kay Sales Director and Joshua a Happy Sophomore at Hanahan High and a Future NFL Player
- She Started her business while working at a Major Automotive Company
- Bridget Debuted as one of Charleston's first fabulous 50's units, a Super Achiever Cadillac Unit and in October 2018 she was appointed to the prestigious Position of National Sales Director, The first African American National from the State of South Carolina
- Bridget is a personal recruit and first line offspring National Sales Director to Inner Circle Elite Executive National Sales Director Emeritus Kathy Helou
- Bridget has earned a total of 13 cars and is now driving The customized National Sales Director Pink Escalade
- She has earned Diamond Bumble Bees, Diamond rings, a Diamond necklace, Diamond NSD Bracelet and Diamond Bar pins
- Bridget has graced the seminar stage, in the circle of achievement and above 14 times, including the \$300,000, \$350,000, \$400,000, \$450,000 and the \$700,000.00 Circle of Excellence!
- Bridget and her husband Ken enjoyed an all expense paid 7-day vacation with 5 star accommodations to Buenos Aires, a Luxurious 7 day Cruise to Monte Carlo and Barcelona and will sail the Silver Sea to Alaska in May 2020
- Bridget has been featured in a Mary Kay Life Style Video, the Start Something Beautiful Magazine, The National Applause Magazine, several What's Hot Videos, Skype Tutorials and MK Field Support Videos
- Bridget was a mentor at NDE Week, training New Directors in the US
- Bridget was #1 Most Improved for the State of South Carolina and she is an International Trainer with Mary Kay Inc.
- Bridget has earned over a Million in commissions in her Mary Kay career. Wow, that Makes her a Mary Kay Millionaire!!
- Bridget sits on the Board of the CAN Foundation and She says what she loves most in life is being able to help others build Wealth

• **Deadline**
Must Receive by February 5, 2020

MAC Productions **Recognition Sheet**

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



February 22-23, 2020

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): _____

Please submit online at link on website. If you have problems, please take picture and text to 925-235-0222 or fax to 925-779-7997.

Please NO CALLS. Email: recognition@westcoastsummit.net

List consultants who qualified for Blossoming Beauties Treatment

September 16- December 15 \$3600 wholesale/points • December 16th- Jan 31st \$2400 wholesale
 or First Month DIQs (Jan 1st or Feb 1st) or On-Target DIQs

List Consultants who qualify for Blossoming Beauties Treatment and pay \$15 for their prize.

If submitting on line, please go to www.westcoastsummit.net and pay for your Blossoming Beauty Treatment 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 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