



THE KLASSIC UNIT NEWSLETTER



WE'RE  ALL IN!
#teamMK

Part of the Prestigious WWW AREA

February 2017 Recognition & Results



Top Love Check
Dorothea
Lester



Sharing Queen
Dorothea
Lester



YTD Sharing Queen
Sandra
Jackson



YTD Retail Queen
Marilyn
Harris

Look Who Shared in February



Dorothea Lester
2



Please Email Me Your Photo

Chequetta Bell
2



Kym Walker
1

We're looking for more red jackets!
Are you ready to
move on up today?



**THE YEAR
OF YOUR
DREAMS**



Kym Walker

Independent Senior National Sales

2582 Green Point Lane, Denver, NC 28037

Cell/Text: 704-779-1212

E-Mail: kymwalker@att.net



www.kymwalker.com

www.klassicunit.com



Let's Make this year the BEST ever by Embracing our Dreams in 2017!

Klassic Unit!

We are on-target to have a Magnificent March 2017, with 20 Guest Events, 20 Star Consultants, 20 NEW Unit Members, 20 Klassic Unit Members stepping up, 20 Parties held and 10 Perfect 10 Achievers. YES that's WINNING 110% !

Get excited, we are Growing our Unit and I'm Ready and willing to Fly into your city as you step up the Career Path!

I'm preparing to fly to Boston, MA and Montgomery, AL as I write this letter.

What has set me on fire you ask? I attended the NSD Scholar Week with New Nationals from all over the world, I was selected to train and 2 Career Conferences, connecting to the Million \$ Minds and Shine NSD's. As well as the Klassic Unit members that are connected and succeeding in their businesses. Check out the results in this newsletter.

It's the perfect 10 Action Plan, see the flyer attached. Why because it is a simple Daily plan for us to make money daily!!

Nathan Moore - Mary Kay President has a Contest and Party Planned for all the \$600 Bracelet winners and Units that Win 100%. I believe with 100% commitment and the Perfect 10 Action Plan we can, we will, we MUST show up at Career Conference 2017 all over the country with signs that say:

The Wealthy Walker Area & Family

Are ALL IN 110% - Yes

Print out the signs, blow them up 11X15 on Hot Pink Posters and carry them during the Cadillac March. Nathan Moore will attend the Charlotte, NC Conference and you can be there too. You can register for April 7 & 8, 2017 and party with us Wealthy Area & Family.

Share your Perfect 10 results on Facebook and let's Achieve our Goals with Klassic Unit Bracelet Winners 110%.

Let's work and create a WIN-WIN for our business and Create Wealthy Families.

I believe in YOU—God Bless YOU

Your Director, National & Recruiter

The Wonderful Wealthy Kym Walker

Share The Things You Love This Year!

Our Top 5 Stars and Future Stars This Quarter



Sandra Jackson
Emerald



Marilyn Harris
Ruby



Shelia Lockhart
Sapphire



Dorothea Lester
Sapphire



Lovon Springer
Sapphire

Thank You Consultants Who Invested in Their Business in February

Sandra Jackson	\$2,021.50	Marsha Gibson	\$228.00
Marilyn Harris	\$1,220.00	Nancy Paseuthsak	\$228.00
Dorothea Lester	\$1,205.50	Quiana Smith	\$228.00
Chequetta Bell	\$943.50	Tina Byles	\$228.00
Tanya Thompson	\$807.50	Caroline Ramsey	\$227.50
Shelia Lockhart	\$707.25	Roberta Sanders-Smiley	\$227.50
Robin Jackson	\$621.00	Sadie Moss	\$227.50
Cynthia Payton Carter	\$609.50	Deidre Todd	\$226.50
Aundra Lipscomb	\$605.00	Lisa Dewberry	\$226.50
Marilyn Johnson	\$604.75	Tiffani Teachey	\$226.35
Felicita Velasquez	\$552.30	Cassandra Lester-Key	\$226.00
Janett Hunter	\$526.50	Rhonda Grant	\$226.00
Ericka Gibson	\$451.00	Benide Clerizier	\$225.50
Linda Sullivan	\$408.50	Sibyl Alexander	\$225.50
Meshelle Merritt	\$277.75	Chequita Ross	\$225.00
Camelia Johnson	\$260.50	Lynette Carradine	\$150.00
Janet Lester	\$259.50	Martil Cosper	\$123.50
Glissean Crittenden	\$256.00	Virginia Tate	\$121.50
Kim Lucas	\$236.00	Chastity Harper	\$76.50
Bernadette Wilson	\$234.00	Lovon Springer	\$71.00
Edna Goldsmith	\$231.50	Laurie Garo	\$61.00
Rita Caldwell	\$230.00	Natalie Rivers	\$51.00
Jennifer Hemphill	\$228.50		

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 3/15/17

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
Emerald	Sandra Jackson	\$4,426	\$374
Ruby	Marilyn Harris	\$2,526	\$474
Sapphire	Shelia Lockhart	\$2,148	\$252
Sapphire	Dorothea Lester	\$2,035	\$365
Sapphire	Lovon Springer	\$1,871	\$529
	Linda Sullivan	\$1,221	\$579
	Marilyn Johnson	\$1,208	\$592
	Chequetta Bell	\$944	\$856
	Tanya Thompson	\$808	\$992
	Samella Tidwell	\$655	\$1,145
	Robin Jackson	\$621	\$1,179
	Cynthia Payton Carter	\$610	\$1,190
	LaTonya Stanley	\$606	\$1,194
	Aundra Lipscomb	\$605	\$1,195



discover what you
LOVE
About Wearing Red!
Share the MK
opportunity today!





Recruiters and Their Teams

Future Directors

Dorothea Lester

Camelia Johnson
Cassandra Lester-Key
Janet Lester
Madeleine Snipes
Marsha Gibson
Nicholas Kinlaw Jr.
Rhonda Grant
Rita Caldwell
Sadie Moss
Theresa Ann M Aiello

Team Leaders

Cynthia Payton Carter

Annie Sellers
Bernadette Bonner
Chequetta Bell
Edna Goldsmith
Glissean Crittenden
Linda Calhoun
* Cedrick Kousok
* Christine Bennett
* Debra Caldwell

Star Team Builders

Aundra Lipscomb

Brenda Huelett
Kim Lucas
Sibyl Alexander
* Belinda Lipscomb
* S. White-Johnson
* Sherry Mason

Chequetta Bell

Chequita Ross
Robin Jackson
Samella Tidwell

Shelia Lockhart

Dawn Orange
LaTonya Stanley
Quiana Smith
* Alicia McCullough
* Althea Stewart
* Bonita Smith
* Deborah Williams
* Florence Flores
* Janice White
* Kujwana Williams
* Lemona Foster
* Paula Moore
* Penelope Flagg

* Shirley Foster
* Tiffany Dawson

Senior Consultants

Angelik Lancaster

M. Leslie-Girton

Camelia Johnson

Bernadette Wilson

Hollande Lawson

Natalie Rivers

Lisa Dewberry

Anita Sullivan
Diane Lanier

Marilyn Harris

Felicita Velasquez
Grace Ogbo
* Ada Onyekwu
* Agnes Weather
* Augusta Senesie
* Gina St. Fleur
* Glory Ekechukwu
* Ivy Key-Brothers
* Linda De Los Santos
* M. Hamilton
* Marcela Lora
* Marta Silva
* Nicole Chankersingh
* Shivani Persad

Marilyn Johnson

Lynette Carradine
* Marly Mitchell

Miss Valerie O. Hami

Chiquita Behanzin

Roberta Sanders-Smiley

Marilyn Johnson
* Earlene Simpkins

Sandra Jackson

Lovon Springer
* Nartarsha Vaughn



Top Love Checks



Dorothea
Lester
\$215.48



Cynthia
Payton Carter
\$128.79



Chequetta
Bell
\$33.84

13% Recruiter Commission

Dorothea Lester \$215.48

9% Recruiter Commission

Cynthia Payton Carter \$128.79

4% Recruiter Commission

Chequetta Bell \$33.84
Roberta Sanders-Smiley \$24.19
Marilyn Harris \$22.09



Welcome New Consultants

Name:

Rita Simmons
Cassandra Lester-Key
Marsha Gibson
Chequita Ross
Robin Jackson

Sponsored By:

Kym Walker
Dorothea Lester
Dorothea Lester
Chequetta Bell
Chequetta Bell





LOOK WHO'S RACING FOR RED!



Dorothea Lester
Future Director



Cynthia Payton Carter
Team Leader



Aundra Lipscomb
Star Team Builder



Please Email Me Your Photo



Chequetta Bell
Star Team Builder

Shelia Lockhart
Star Team Builder



Please Email Me Your Photo



Lisa Dewberry
Senior Consultant

Marilyn Harris
Senior Consultant



Marilyn Johnson
Senior Consultant



Please Email Me Your Photo



Please Email Me Your Photo



Miss Valerie O. Hami
Senior Consultant

Roberta Sanders-Smiley
Senior Consultant

Sandra Jackson
Senior Consultant



Please Email Me Your Photo



Please Email Me Your Photo



Angelik Lancaster
Senior Consultant

Camelia Johnson
Senior Consultant

Hollande Lawson
Senior Consultant



PCP Participants:

Bernadette Wilson
Marie Smith
Shelia Lockhart
Dorothea Lester
Marilyn Johnson
Camelia Johnson
Martil Cosper
Theresa Ann M Aiello
Kym Walker



April Birthdays

Danyelle Buford	2	Mary Bradford	5
Ada Onyekwu	3	Angelik Lancaster	4
Yolanda Gamboa	3	Marta Silva	3
Charmaine Marshall	5	LaWonta Austin	3
Shelia Little	13	Jennifer Hemphill	3
Sandra Brewer	14	Deborah James	3
Patrice McClain	17	Alicia McCullough	2
Linda De Los Santos	19	Z. Herring-Davis	1
Sarah Amarrh	20	Carmen Jones	1
Linda Calhoun	22	Danyelle Buford	1
J. Brenningmeyer	22	Florence Flores	1
L. Mizell-Harris	23	Keeenya Cooper	1
Deidre Todd	23	Kujuana Williams	1
Virginia Tate	24	Linda Sullivan	1
Cynthia Payton Carter	26	M. Leslie-Girton	1
Lorri Neal	27	Nicholas Kinlaw Jr.	1
	30	Rashea Baker	1
		Rosina Bryant	1
		Shaquila Massey	1
		Britney Patterson	1

April Anniversaries

Roberta Sanders-Smiley	27
Marly Mitchell	19
Loren Patton	18
Pauline Young	8
Linda Calhoun	7
Deborah Williams	6
Sonya Patterson	6

It's time to step on out and move
on up! Climb the career ladder and
make your way to the top today!



RACE FOR RED

Mary Kay, Klassic Unit & Wealthy Area Information

- **March 1:** Online DIQ commitment form available beginning 12:01am CST until midnight on the 3rd.
- **March 8:** International Women's Day!
- **March 12:** Daylight Saving Time begins
- **March 15:** End of the Quarter!! Deadline for Quarter 3 Star Consultant quarterly contest.
- **March 16:** Star Quarter 4 quarterly contest begins. PCP summer online enrollment for The Look, including exclusive samples, begins.
- **March 17:** Saint Patrick's Day. Have a \$uper Green day!
- **March 20:** The first day of spring. Online prize selection available for Quarter 3 Stars.
- **March 24:** Week 1 of Career Conference 2017 begins.
- **March 30:** Last day of the month for consultants to place telephone orders (until 10pm CST).
- **March 31:** Last day of the month for consultants to place online orders (until 9pm CST). Week 2 of Career Conference begins. Online agreements accepted until midnight CST. Last business day of the month. Orders and agreements submitted by mail must be received today to count towards this month's production.

- **April 1:** Online DIQ commitment form available beginning 12:01 am Central time until midnight on the 3rd.
- **April 2:** Week 2 of Career Conference begins (April 2-3).
- **April 7:** Week 3 of Career Conference begins (April 7-8)
- **April 9:** Palm Sunday
- **April 11:** Passover begins.
- **April 14:** Good Friday. All Company offices closed.
- **April 16:** Happy Easter!
- **April 18:** Tax Day! PCP last day to enroll online for the Summer Look.
- **April 22:** Earth Day!
- **April 24:** Seminar priority registration opens to all qualified Elite Senior Sales Directors and Elite Executive Sr. Sales Directors at 8:30 am Central time.
- **April 25:** Seminar priority registration opens to all qualified Diamond independent sales force members at 8:30 am Central time.
- **April 26:** Administrative Professional's Day! Seminar priority registration opens to all qualified Ruby sales force.
- **April 27:** Seminar 2016 priority registration opens to all qualified Sapphire independent sales force members at 8:30 am Central time. Last day for telephone orders.
- **April 28:** Arbor Day! Seminar priority registration opens to all qualified Emerald members at 8:30 am Central time. Last business day of the month.

SAVE THE DATES for 2017 Upcoming Events

Career Conference
Week One – March 24 - 25 - SNSD Kym Walker,
Springfield, MA
Week Two – March 31 – Apr 1
Week Three – Apr 7 – 8

Seminar 2017
July 20-23 Diamond
July 24-27 Ruby
July 28-31 Sapphire
August 1-4 Emerald

Wealthy/Klassic Fall Advance
October 13—15, 2017
Four Points Sheraton, Wakefield, MA

February 2017 Star Achievers (Quarter 3, December 16th, 2016 to March 15, 2017)

Sandra Jackson—Emerald
Marilyn Harris—Ruby
Shelia Lockhart—Sapphire
Dorothea Lester—Sapphire
Lovon Springer—Sapphire

February 2017 \$600+ w/s Bracelet Winners

- ♦ Sandra Jackson
- ♦ Marilyn Harris
- ♦ Dorothea Lester
- ♦ Chequetta Bell
- ♦ Tanya Thompson
- ♦ Sheila Lockhart
- ♦ Robin Jackson
- ♦ Cynthia Payton Carter
- ♦ Aundra Lipscomb
- ♦ Marilyn Harris

Klassic Unit Live Conference Call—Dial 712-432-0075, access 938533#
2nd Sunday of each month @ 8:00 pm EST, 7:00 pm CST

Wealthy Area Live Training Conference Calls Schedule
Dial 641-715-3865 Access 353364# (same number for all calls below)

Sunday @ 9:00 pm EST, 8:00 pm CST **MK Opportunity Call**

Tuesday @ 9:00 pm EST, 8:00 pm CST **MK Opportunity Call**

Saturday @ 8:00 am EST, 7:00 am CST **Wealthy Area Training**

Saturday @ 9:00 am EST, 8:00 am CST **New/Renewed Con. Education**

Area Recorded Hotline Call 24/7

Daily Inspiration—
641-715-3900, access 469011#
Marketing Plan with National Kym—
641-715-3900, access 13958#
New Consultant Welcome Orientation—
641-715-3900, access 15420#
New Consultant Inventory Options—
641-715-3900, access 15421#

Visit
www.klassicunit.com
and
www.kymwalker.com

PERFECT 10 PLAN

THE SEMINAR STAGE IS CALLING YOU

PERFECT 10	3X	Monthly	5X	Monthly	7X	Monthly
	Weekly	Results	Weekly	Results	Weekly	Results
5 NAMES	15	60	25	100	35	140
2 BOOKINGS	6	24	10	40	14	56
1 INTERVIEW	3	12	5	20	7	28
I HOUR PHONE WORK	3	12	5	20	7	28
\$100 SALES	\$300	\$1,200	\$500	\$2,000	\$700	\$2,800

PERFECT 10	3 X	5 X	7 X
	YEARLY RESULTS	YEARLY RESULTS	YEARLY RESULTS
5 NAMES	720	1,200	1,680
2 BOOKINGS	288	480	672
1 INTERVIEW	144	240	336
I HOUR PHONE WORK	144	240	336
\$100 SALES	\$14,400	\$24,000	\$33,600

One Year Results completing "Perfect 10" 5 days a week, plus your personal \$600+ W.S. each month will bring Queens Court of Sales

Year-long results "Perfect 10" 5 days a week:

Sales - \$24,000 (60 / 40) \$14,400 / \$9,600

= \$ 9,600

Bookings – 480 a 1/3 holding will yield 160 bookings with min. \$100 sold per booking = \$16,000

Interviews – 240 a 1/4 signing will yield 60 recruits

Created by Candy D. Lewis, National Sales Director

PERFECT 10 TRACKING

THE SEMINAR STAGE IS CALLING YOU

1. 5 Names Minimum a Day (35 per week)

Monday _____
 Tuesday _____
 Wednesday _____
 Thursday _____

Friday _____
 Saturday _____
 Sunday _____

2. 2 Bookings a Day (10 per week)

Mon _____ Mon _____
 Wed _____ Wed _____
 Fri _____ Fri _____
 Sun _____ Sun _____

Tues _____ Tues _____
 Thurs _____ Thurs _____
 Sat _____ Sat _____

3. 1 Interview a Day (5 out of 7 days)

Monday _____
 Tuesday _____
 Wednesday _____
 Thursday _____

Friday _____
 Saturday _____
 Sunday _____

4. 1 Hour Phone Work

Booking Calls 15 Minutes	Coaching Calls 15 Minutes	Customer Calls 15 Minutes	Recruiting 15 Minutes

5. \$100 Sales a Day (5 out of 7 days)

Monday _____
 Tuesday _____
 Wednesday _____
 Thursday _____

Friday _____
 Saturday _____
 Sunday _____

IT'S MOVING ON UP MARCH!

HOW TO GO ON-TARGET AND STAY ON-TARGET



1. **ATTITUDE** Stay positive. Don't let yourself believe for ONE MINUTE that you aren't going to win the car. Think about how much fun it's going to be to drive up to your job, where they call you "Miss Mary Kay" in your new car.
2. **TELL EVERYBODY** Tell EVERYBODY you know that you will be driving your free car on _____ date. You have to tell your friends, your family, your boss, team members, potential team members, hostesses, guests, other consultants, your director and anybody else you talk to. You have to tell people this all of the time, and with conviction and assurance. When you tell everybody that you are winning a car, they'll start asking you if you've picked it up yet. This will motivate you to meet production every month.
3. **LOOK AT THAT CAR A MILLION TIMES EVERY DAY** Keep pictures of the car EVERYWHERE. Put one in the bathroom across from the toilet, one on the mirror where you put on makeup, one or two on the fridge, one on your dashboard, one in your date book, one at the job, one in your bedroom where you can see it while lying in the bed, one on your desk, etc. You have to see the car everywhere so it will be on your mind constantly. Out of sight, out of mind. **Don't let that happen.**
4. **SET A GOAL FOR \$6,000 PRODUCTION** Tell yourself from the very beginning that car production is \$6,000 or higher. Forget \$5,000! If you set a goal of \$6,000, you can still fall short and make production. Plus, your 13% checks will be great!
5. **BE WILLING TO DO WHATEVER IT TAKES TO MAKE IT HAPPEN** You will probably never order more inventory than in car production. You'll be holding so many classes and selling so much product, you'll have to. Build your inventory and **SELL IT!** Make the money through sales to make car production.
6. **TRACK YOUR PROGRESS** Either devise a tracking system of your own or use one that your director gives you. The point is that you have to SEE your production in ONE PLACE. You need to know what someone wants to order (high), what you think they'll actually order (low), and what they in fact order (actual). Base your production on that low estimate, and talk to your team members like they'll order the high amount, no problem.
7. **DON'T FORGET THAT YOU NEED 16 ACTIVE TEAM MEMBERS!** Everybody concentrates on the dollars, but you also have to have 16 ACTIVE team members at the end of the 4 months. It is easy to forget this, so keep telling yourself that you MUST share every month. New team members keep you motivated and help production, and you won't end up in your last month with only 9 qualified team members.
8. **DON'T GIVE UP** Staying on-target for your car is not going to be easy. There will be days when you want to say, "Forget this! It's not worth it! My car is okay." You will want to ring a team member's neck because she said she was ordering \$600 at the beginning of the month, and now she can't even do a \$250. You will want to have one evening of peace and watch TV instead of calling team members and potential team members or holding a facial and a skin care class. But, **DO NOT GIVE UP!** Don't let anything or anyone stop you. Winning the car will be **UNBELIEVABLE**, but the sense of accomplishment you'll feel will be **AMAZING!** You will do what others want to do, but won't. You will be 1 step forward towards your next goal— **DIRECTORSHIP!**



Mary Kay used to always say that a class worth booking is worth coaching.

In some cases postponements and cancellations can't be avoided and it truly goes with the territory. BUT, there are steps you can take to ensure that a class will hold. Coaching may be the answer!

Group-selling appointments are the life of our business. If you don't let your hostess down, she won't let you down. Let your Mary Kay Go-Give spirit be your guide.

Thanks to ENSD Arlene Lenarz



You can earn these fabulous bracelets by Embracing Your Dreams. Earn the March "Reach for the Moon" bracelet by placing a \$600+ order. Achieve the Embrace Your Dreams Challenge for the months of March, April, May and June and you'll receive this fabulous "Do It Now" bracelet too!



Don't forget: PCP enrollment begins March 16, & so does the new star quarter! The time is now to Embrace Your Dreams!

Suggestions once an appointment has BOOKED:

1. The success of that appointment all comes back TO YOU!
2. Give your hostess your datebook and let HER write in her name, address and phone number next to the time you've jotted down. Psychologically, this is like signing a contract. Your hostess will see that your datebook is full and that you are serious about your business (so make sure your datebook LOOKS full).
3. Shake hands with your hostess! This may seem silly, but it is a subconscious signal that says: "This is a GENTLEMAN'S AGREEMENT!" This lets her know that your Mary Kay business is not a hobby with you!
4. Be ENTHUSIASTIC when talking about her class or collection preview, and don't be in a hurry to leave once you have the date on your books. TAKE THE TIME TO LET HER KNOW THAT YOU CARE ABOUT HER!
5. Suggest to her that you will be BUSINESS PARTNERS for that day. If she will do everything to help you, you will do so much to give her the greatest class or collection preview you've ever done! THEN DO IT!
6. Tell her exactly how to invite her guests and how many. Never assume they know how to do this, just because they attended one. Some hostesses overdo while some underdo.
7. Find out what your hostess wants. WHAT'S IN IT FOR HER? Have her write this on a "wish card," which could be a 3 x 5 card. Then suggest other things she might WISH for. Then YOU write on the back of her card what it will take in sales to get what she's wishing for.
 - For hostess orders, suggest one or two things she could sell and give her a goal of selling \$50 - \$100 before the appointment.
 - Call her every few days to see how many more items you need to deliver to her. This will keep her enthused and let her know you are thinking of HER!
 - She will also see how easily the product sells, thus priming her as a prospective team member.
8. When two or three appointments are booked for the same week, put the hostesses in a contest against each other.
 - Give 1 point for every dollar sold; 10 points for every appointment booked before you arrive; 50 points for every prospective team member signed
 - Then present a SURPRISE GIFT to the highest hostess for the week
9. Send a personal note or give her a call. You might say, *It's because of you that my business as a professional Beauty Consultant is so rewarding! I'm looking forward to doing your class!*
10. Let each hostess know that your High Hostess of the Week will be your guest at the next unit meeting. Remember, many Sales Directors were once a hostess at a class!
11. In order to avoid a postponement, don't give a hostess a reason to postpone. Stay in touch with her and enthusiastically encourage her in everything she does, no matter how small or insignificant it may seem.

Just Imagine...

A \$10,000 Profit in Only Six Months!

Created by ENSD Nancy Perry

Reasons Consultants Fail:

- ♦ Not enough inventory
- ♦ High credit card balance
- ♦ Not writing themselves a paycheck
- ♦ Poor money management
- ♦ Poor time management
- ♦ Poor attitude (due to previous experiences)
- ♦ Mistake: no weekly goal/focus



Solution: Reasons TODAY to be excited about Mary Kay!

- ♦ Easy to sell!
- ♦ See and feel difference in skin immediately!
- ♦ Fast skin care classes!
- ♦ Less expensive for customers!
- ♦ Easy to book because of simplicity and speed of classes!
- ♦ Sell by telling!
- ♦ Great samples / demo packets!
- ♦ Earned Discount Privilege! After you place a wholesale order at 50% discount, every order through the end of the current order period (as shown on the consultant order form) will qualify for a 50% discount regardless of the amount!!

The 2-Step Program

Run Your Business on a "WEEKLY PLAN!"

1. Weekly Sales Goal — 10 TimeWise Sets!

- ♦ Minimum \$500 Retail Sales
 - > Classes
 - > PCP Follow Up
 - > Surveys-Samplers
 - > Reorders



2. Weekly Money Management

- ♦ Build inventory, pay off CC/bank note, write weekly paycheck.
 - > Every weekend, place wholesale order to replace products sold.
 - > \$250 wholesale + \$50 tax and section 2 sales aids = \$300 towards order.
 - > \$200 profit to...
 - pay credit card/bank note,
 - add inventory to profit level,
 - write a paycheck to the family account.



KYM WALKER
SR. NATIONAL SALES DIRECTOR OF
KLASSICS UNIT

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Return Service Requested

Words of Wisdom
by Mary Kay Ash

"I don't think God wanted a world in which women had to work 14-hour days to support their families, as my mother did. I believe He used this company as a vehicle to give women a chance. I feel humbled and fortunate to have had a part in showing women the way."

WE'RE  ALL IN!
#teamMK

MOVIN' ON UP IN MARCH!

STEPS & TIPS THAT ARE SO SIMPLE THEY WORK:

1. Decide **WHERE** you are going: Red Jacket? Free Car Driver? New Director?
 2. Decide **HOW** long it will take you to get there — 30 days, 2 months, 3 months
 3. Decide **WHY** you want to go there — More Money, Better Car, Higher Commission Check, Expand Your Circle of Influence
 4. Decide **WHO** is going with you. Look at your current team. Identify key players
 5. **TRACK** your progress at stops along the way — **DISPLAY THEM**. (The numbers may not be pretty, but you can't ignore them.)
 6. Keep a **PICTURE** of your destination in front of you. (Visualize it.)
 7. Tell **EVERYONE** where you are going. Erica (in her 3rd month of car qualifications) tells everyone, "My birthday is in May and my birthday present will be a Free Car from Mary Kay!"
 8. Keep **POSITIVE ENERGY FLOWING** so that your team members will have **FUN** along the way. If it's not fun for you, can it be fun for them? Absolutely not.
 9. **CELEBRATE** at key stops along the way. Celebrate any activity— balloons, etc.
 10. **FOCUS** on your team, not yourself. In all instances of life, people do things for their reasons, not yours. Talk to your people and find out where they're trying to go. Support them to get there. Never impose your needs on them.
- Now, you have your road map . . . Get ready, Set, GO !!!***

Adapted from a Shaw Conference Call in 2001

