



THE KLASSIC UNIT NEWSLETTER



Part of the Prestigious WWW AREA

December 2018 Unit Newsletter



Queen of Wholesale
Marilyn
Johnson



Sharing Queen
Cynthia
Payton Carter



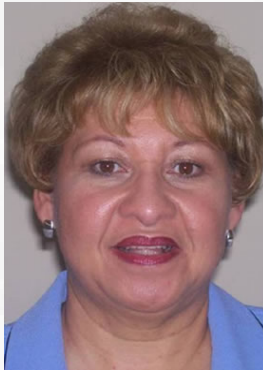
YTD Sharing Queen
Marilyn
Harris



YTD Retail Queen
Charlie
Long-Graham

Congratulations to our You Hold The Key Achievers

Marilyn Johnson



Marilyn Harris



Shelia Little



Charlie Long-Graham



Rita Simmons



Lisa Dewberry



Bernadette Bonner



Kym Walker

Independent Senior National Sales Director

2582 Green Point Lane, Denver, NC 28037

Cell/Text: 704-779-1212

E-Mail: kymwalker@att.net

www.kymwalker.com

www.klassicunit.com



**YOU HOLD
THE KEY**



MARY KAY

Merry Christmas Klassic Unit!

I am so excited! We Can We will We must Make this a December to Remember! Have the POWER to make over 30 faces this month and Win the 30 faces contest. Who will join me and complete 30 Holiday Make-Overs for the Color for Life. New York Contest!

I am so very Motivated to activate my 20/20 Vision for our Million \$ Unit & Inner Circle Area Goals and I am Inspired to Win with each of you that have a Desire for more in 20/20. Together we can Create Wealthy Families and Drive FREE MK cars. Make a Decision Today to change your Future. Who do you know that is wanting to LIVE their BEST LIFE NOW?

Our Mary Kay Business is the BEST opportunity in the world. I know you agree with me and now it's time to share this Product & Business plan with everyone we know and build our teams to 10, 100, and beyond. Mary Kay has Great REWARDS AND BONUSES for those who STEP UP!!

Get Connected with the Unit / Area- Show-up and Move UP!

**Wealthy Advance 2019 Charlotte, NC
January 4-6, 2019**

**Leadership Conference 2019 San Diego, CA
January 16-19, 2019**

**Power Up Day 2019 San Diego, CA
January 16, 2019**

**Code Red 2019 San Diego, CA
January 19-20, 2019**

**LOC 2019 San Diego, Ca
January 19, 2019**

**Career Conference 2019
March 22-23, March 29-30 (National Kym will be hosting Boston, MA), March 31-April 1**

**MK Emerald Seminar 2019 Dallas, TX
July 22-25, 2019**

*Belief and Love,
National Kym*

MARY KAY
LEADERSHIP
2019

[**SAN DIEGO**]



Kym Walker

SENIOR NATIONAL
SALES DIRECTOR



Tracy Giese

DIRECTOR OF
SALES FORCE
EDUCATION & TOOLS



WEALTHY ADVANCE 2018

EXCEPTIONAL

WALKER WEALTHY AREA 2018-19

January 4-6, 2019

McMullen Creek Shopping Ctr. 8318 Pineville Matthews Rd
Suite 273 (2nd floor), Charlotte, NC 28226

REGISTRATION:

Consultants, Sales Directors & Spouse

- Early Bird registration by October 15th is \$80.00
- Registration by November 15th is \$95.00
- Late registration after November 15th is \$115.00 (exception for new consultants as of November 1st)

Register at
www.kymwalker.com
on the front page

- No Hotel is blocked for this event. Stay at the hotel of your choice near the airport.

Also training from
Top Cadillac Sales Directors!

AGENDA:

Friday, January 4th

12:30pm to 3:30pm: Director Meeting
 5:00pm: Registration
 6:00pm: Dinner
 7:00pm to 10:00pm: Wealthy Advance
 Featuring a LIVE \$1,000 Skin Care Class

Saturday, January 5th

9:00am: Wealthy Advance
 Noon: Luncheon
 2:00pm to 5:00pm: Wealthy Advance
 5:30pm: Dinner
 7:00pm to 9:00pm: Wealthy Advance

Sunday, January 6th

9:00am: Continental Breakfast & Devotion
 10:00am to 1:00pm: Wealthy Advance

RECOGNITION:

VIP Seating, Bling Button & Prizes

- ♦ On Target Court of Sales—\$10,000 Pers. Retail
- ♦ On Target Court of Sharing—6 Pers. Qualified
- ♦ On Target Car Driver—5 + Active Pers.
- ♦ DIQ—8 + Active Pers.
- ♦ Qt. 1 & 2 Star Consultants
- ♦ You Hold The Key Winners—July thru December

ATTIRE:

- Friday, Jan. 4th
Beauty Consultant Attire
- Saturday, Jan. 5th & Sunday, Jan. 6th
Bee-Exceptional T-Shirt, MKT-Shirt, Pants
Allowed, NO Jeans Please

(purchase bee-exceptional tee's for \$40)

You Hold The Key! Let's Make This Year Amazing!

Our Top 5 Stars and Future Stars This Quarter



Charlie Long-Graham
Emerald



Marilyn Harris
Sapphire



Marilyn Johnson
Sapphire



Lisa Dewberry
On-Target



Shelia Little
On-Target

Thank You Consultants Who Invested in Their Businesses in November

Marilyn Johnson	\$751.30
Marilyn Harris	\$726.00
Shelia Little	\$720.75
Charlie Long-Graham	\$616.00
Rita Simmons	\$607.00
Lisa Dewberry	\$601.80
Bernadette Bonner	\$601.00
Lisa Rucker	\$373.00
Blanchie Powell	\$305.50
Yolanda Peterson	\$290.00
Pauline Young	\$265.00
Tanya Thompson	\$257.00
Diana Gray	\$254.60
Yolanda Gamboa	\$241.00
Earnestine Barlow	\$235.00
Grace Ogbo	\$232.00
Adarain Salaam	\$229.50
Lenita Hawthorne	\$229.50
Lillian Harris	\$228.50
Janett Hunter	\$228.00
Laura Melvin	\$226.50
Christine Bennett	\$226.00
Lynda Portice	\$147.00
Natalie Rivers	\$97.00
LaNeitra Moore	\$41.00
Nora Bowman	\$34.00
Laurie Garo	\$32.00
Monique May	\$31.00
Kim Alexander	\$24.00

Congratulations On-Target Stars:

Here's how much you need to finish your next star by 12/15/18

Star Achieved	Name	Current Wholesale	WS Needed for Next Star
Emerald	Charlie Long-Graham	\$4,559	\$242
Sapphire	Marilyn Harris	\$2,091	\$310
Sapphire	Marilyn Johnson	\$2,045	\$355
	Lisa Dewberry	\$1,622	\$178
	Shelia Little	\$1,393	\$407
	Rita Simmons	\$1,261	\$539
	Janett Hunter	\$996	\$804
	Bernadette Bonner	\$688	\$1,113
	Meshelle Merritt	\$620	\$1,180

Each month you achieve MK's *You Hold the Key Challenge*, you'll receive a beautiful piece of jewelry from the exclusive R.J. Graziano Collection. Every month, you'll discover a different Mary Kay-ism that gives you a path to follow. You Hold the Key to making your dreams come true!





Welcome New Consultants

Bernadette Bonner

Sponsored By:

Cynthia Payton Carter



Look Who Shared in November

Cynthia Payton Carter

1



Winter 2018 PCP Participants

Janett Hunter

Kym Walker

Marilyn Johnson

Earnestine Barlow

LaNeitra Moore

Nora Bowman

Rita Simmons



DECEMBER KEY

GOLDEN
RULE

CUSTOMER SERVICE



January Birthdays

Chasity Allen	03
Christine Bennett	13
Angelik Lancaster	15
Benide Clerizier	15
Diana Gray	15
Windy Moore	16
Edna Goldsmith	21
Glissean Crittenden	25
Michele Butler	26
Felicita Velasquez	29

January Anniversaries

Felicita Velasquez	15
Glissean Crittenden	14
Caroline Ramsey	9
Martil Cosper	2
Monitra Gregory	1

Double Up! Achieve the Mary Kay *You Hold the Key* Challenge in December and get credit toward:

- *Last month!* Fall Consistency Challenge, And Then Some! Achieve the Mary Kay *You Hold the Key* Challenge *each month* July through December 2018.
- **New!** Career Conference Consistency Challenge, You've Got to Show Up to Go Up! Achieve the Mary Kay *You Hold the Key* Challenge *each month* December 2018 through February 2019. Also, add one *Great Start*-qualified new personal team member and qualify for the Career Conference 2019 CCVIP Luncheon!



Set your sights on directorship this year and make your dream a reality! Class of 2019, here you come!



You Hold The Key!

Our Top 5 YTD Personal Retail Court According to MK Orders



Charlie
Long-Graham



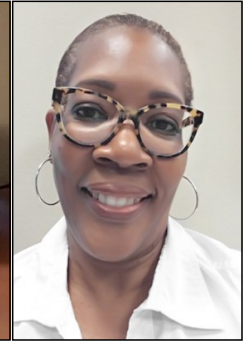
Marilyn
Harris



Marilyn
Johnson



Lisa
Dewberry



Rita
Simmons

Year to Date Retail Court

1	Charlie Long-Graham	\$13,153.00
2	Marilyn Harris	\$9,511.00
3	Marilyn Johnson	\$8,399.00
4	Lisa Dewberry	\$7,982.00
5	Rita Simmons	\$7,552.00
6	Shelia Little	\$7,169.00
7	Monique May	\$5,340.00
8	Janett Hunter	\$3,973.40
9	Dorandes Thompson	\$2,833.50
10	Meshelle Merritt	\$2,661.00

Words of Wisdom by Mary Kay Ash:

You can talk about the Golden Rule and even incorporate it into your company's mission statement, but it's another thing to practice it day by day. Doing the right thing goes beyond what the law requires. It's a matter of doing what you know is right.

Year to Date Sharing Court



Marilyn
Harris
2 Qualified



Cynthia
Payton Carter
1 Qualified

Sharing the opportunity can take you where you want to go! Be in the Queen's Court of Sharing with 24 new qualified personal team members this year!



You Hold The Key to Directorship & More! It's time for a Great Start!

WANT TO FINISH D.I.Q. IN 1 MONTH?

TOP TIPS FROM SR. NSD
DACIA WIEGANDT:

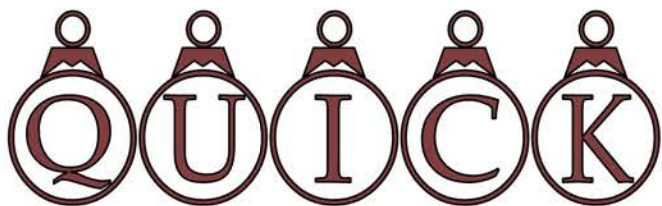


1. MAKE A DECISION BEFORE GOING IN. DECIDE THAT THERE IS NO TURNING BACK!
2. PROJECT WHO YOUR TEAM WILL BE - MAKE A LIST OF EVERYONE THAT WILL BE ON YOUR TEAM (EXPECT IT!)
3. HOLD AT LEAST 1 APPOINTMENT A DAY.
4. INTERVIEW EVERYONE (DO NOT PREJUDGE).
5. TALK ABOUT INVENTORY AS SOON AS THEY SIGN (HAVE YOUR DIRECTOR DO THIS UNTIL YOU FEEL COMFORTABLE).
6. HAVE A SENSE OF URGENCY.
7. GET 10 NEW CONTACTS A DAY.
8. HAVE AT LEAST 2 NEW BOOKINGS A DAY.
9. GET YOUR TEAM EXCITED! OFFER AN INCENTIVE FOR CHARTER MEMBERS OF YOUR FUTURE UNIT.
10. NO TV OR RADIO - ONLY LISTEN TO POSITIVE CDs/MUSIC.
11. TALK TO SOMEONE WHO BELIEVES IN YOU - ALWAYS GO UP (DIRECTOR, NATIONAL, ETC.)
12. ONLY SPEAK EXCELLENCE-NO NEGATIVITY.
13. IF YOU HAVE ANY DOUBTS, CALL YOUR DIRECTOR.
14. WHEN THERE IS A DOWN DAY (AND THERE WILL BE,) THINK ABOUT YOUR BIG GIRL DREAMS (THE SUIT, THE BIG PAYCHECKS, THE CADILLAC, THE DIAMONDS, ETC...).
15. SURROUND YOURSELF WITH YOUR GOALS--BE OBSESSED WITH THEM!
16. PRAY THAT GOD WILL LEAD YOU TO WOMEN WHO NEED THIS OPPORTUNITY.

**ARE YOU READY
TO ROCK
SEMINAR 2019?
IMAGINE
SHOWING UP AS
A NEW
DIRECTOR? YOU
CAN ACHIEVE
ANYTHING YOU
DESIRE IF YOU
WORK FOCUSED
AND ARE
WILLING TO PAY
THE PRICE. NOW
IS THE TIME TO
BUCKLE DOWN,
GET FOCUSED,
AND GET OUT
THE DOOR. YOU
CAN MAKE YOUR
DREAM A
REALITY THIS
MONTH! I
BELIEVE IN YOU!**

MARY KAY
LEADERSHIP
2019

**Join us as a DIQ at
Leadership this year!**



Make Your Holiday a Success by Using Your Time Wisely!
Got a few extra minutes? Do one of the following:

During Regular Hours

- Schedule guests for meetings. Make sure to earn while you learn!
- Call and follow up on Wish Lists. Remind Santa that you would love to offer your service and that you know what she likes.
- Call your customers and ask about their personal needs as well as gifts. They get caught up in the excitement and forget to call you and order too!
- Make 3 Phone Calls. Follow up with a prospective hostess, prospective recruit, husband, or customer to make a sale.



After-Hours Paperwork:

- 🎄 Prepare gift certificates, postcards, gift product tags, etc.
- 🎄 Follow up on Open House invitations that didn't attend.
- 🎄 Check your PCP & referral list to make sure you have followed up with everyone.
- 🎄 Follow up with all prospective businesses you sent letters to, to see if

they need any last minute gift ideas.

- 🎄 Check over your calendar and see when you can schedule classes/coffees/trunk shows/ etc. Make sure to highlight them so that they are easy to see when booking and don't get filled by other things.
- 🎄 Make notes of what products you need to

order. Don't forget to shop for your own personal holiday needs.

- 🎄 Send an e-mail to customers reminding them to think of you for their holiday needs.
- 🎄 Make a list of husbands, friends and others whom you have not yet approached for a holiday gift idea or look.



Products:

- See what extra products you have on your shelf. Set aside any that aren't selling to wrap later.
- Wrap any extra, discontinued or "quick sale" products. If they're wrapped, people will buy them just because they are pretty!
- Straighten your starter kit, bags or car after all those appointments you've been out holding!
- Refill your purse with fragrances, looks, & business cards. Make sure you are ready for that person behind you waiting in line!
- Wrap gifts. Keep it simple and use easy-to-find wrappings. You never know when you might get an order for 100! Put together stocking stuffers or a gift basket.

Stay Informed:

- 🎄 Check out the Mary Kay Website for what's new, glamour techniques, and to get excited!
- 🎄 Read your newsletter or Applause. Look through The Look book for inspiring ideas.
- 🎄 Listen to a Mary Kay CD or one of our latest videos online.

SERIOUS CASH ESSENTIALS

FOR GREAT PROFITS THIS HOLIDAY SEASON

Idea #1 Holiday Skin Care Classes

- Teach Skin Care
- Holiday Glamour Looks

Idea #2 Holiday Coffees

- Miracle Set on the hand
- Satin Hands
- Body Care and Fragrance Lines
- Packaged Gift Sets

Idea #3 Holiday On-the-Go Appointments

- Tote Bag/Basket filled with holiday products
- Carry TW/ Microderm/ Mascaras/ Glosses/Hand Cream all gift-wrapped for instant sales

Idea #4 12 Days Packages

- To make the husband a hero
- From wife to husband so he feels special
- For daughters so they feel special too

Idea #5 Holiday Open Houses

- Simple refreshments, cookies and cider
- May have special offers, gifts with purchases
- Door prizes and drawings

Idea #6 Employee Gifts

- Offer gift-buying service to doctors, dentists, and other professionals too busy to shop
- Bring gifts with you in December for instant purchasing

Idea #7 Wish Lists

- Give them to guests at your classes and facials
- Take them on deliveries and to On-the-Goes
- Call "Santa" and offer your services

Idea #8 Silent Holiday Hostesses

- Find silent hostesses in offices, schools, clubs
- Give your hostess 20% credit towards products from all sales because there's no work involved

Idea #9 Private Holiday Makeovers

- One-on-one makeovers with your favorite clients and new women you meet

Idea #10 Pillow Gifts

- Fragrances
- Body Care Products
- Satin Hands
- Wrap in a sheer bag with ribbon

Idea #11 Emergency Gifts

- Gifts to bring to someone's home for the hostess
- Gifts for someone who brings you a gift but you forgot to get them something
- Satin Hands, Hand Cream, Body Care

Idea #12 Gifts for the office

- The boss, secretary, fellow employees, custodian
- Secret Santas

Idea #13 Personal Gift Giving

- SHOP AT 50% OFF!
- Family, friends, neighbors, caregivers, house sitters, postal workers, housekeeper

CAREER CONFERENCE
CONSISTENCY KEY

YOU'VE GOT
TO SHOW UP
TO GO UP!



YOU HOLD
THE KEY



MARY KAY

Mary Kay Ash's long-held belief is that showing up to your weekly unit meetings and annual Company events can make that spark of difference in your business. And that spark just might help you achieve the Mary Kay *You Hold the Key* Career Conference Consistency Challenge!

DEC. 1, 2018 –
FEB. 28, 2019

Independent Beauty Consultants
and Independent Sales Directors

who achieve the Mary Kay *You Hold the Key* Challenge in December, January and February and attend Career Conference, will receive the special Mary Kay *You Hold The Key* Career Conference Consistency Challenge earrings by R.J. Graziano.



Independent Beauty Consultants
and Independent Sales Directors

who achieve the Mary Kay *You Hold the Key* Career Conference Consistency Challenge **AND** have one or more new personal team members who became *Great Start*-qualified* during the challenge timeframe will also be invited to attend the **Career Conference VIP Luncheon**.

*A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders with the Company are \$600 or more in wholesale Section 1 products, and the order(s) are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

Go to *Mary Kay InTouch** for complete challenge rules and details.





KYM WALKER
SR. NATIONAL SALES DIRECTOR OF
KLASSICS UNIT

2582 Green Point Ln
Denver, NC 28037-
Phone: (704) 779-1212
kymwalker@att.net
704-483-3661 Fax
www.klassicunit.com
www.kymwalker.com

Return Service Requested

Words of Wisdom by Mary Kay Ash

REMEMBER, YOU CAN NEVER
OBTAIN RICHES UNTIL YOU
BEGIN TO ENRICH THE LIVES
OF OTHERS. ALL YOU SEND
INTO THE LIVES OF OTHERS
COMES BACK INTO YOUR OWN.

STAY FOCUSED IN DECEMBER!



Santa's Success Secret to Finish Your Star

Thanks to Kathy Hoffman for sharing this!

Did you forget about being a STAR this quarter???? If so, it's NOT TOO LATE!! And, it's so important to your business!!!! Imagine your TREE without that STAR!!!!

Here is the game plan: Call EVERYONE you know-- friends, family, neighbors, customers, acquaintances, business associates, etc.--and tell them you have a goal this holiday to have them buy just ONE of their holiday gifts from you. Doesn't matter what they choose; you just want to be one of the people they shop with this season.

The average BRAND NEW CONSULTANT invites between 30 and 50 people to her debut. So, I know you know someone. Can you see how much you could sell if each one of those people spent just \$40 (to get the PCP gift with purchase) with YOU???? That could be \$1,200, \$2,000, or MORE in just small holiday sales!!! Don't let this opportunity slip by without making those calls. Get started TODAY!!!

Call me and let me know your results!!! HO! HO! HO!