



THE KLASSIC UNIT NEWSLETTER



Part of the Prestigious WWW AREA

April 2019 Unit Newsletter



Queen of Wholesale
Marilyn
Harris



Sharing Queen
This Could
Be You



YTD Sharing Queen
Marilyn
Harris



YTD Retail Queen
Marilyn
Harris

Congratulations to Our Star Consultants!

Marilyn Harris
Diamond



Charlie Long-Graham
Sapphire



Marilyn Johnson
Sapphire



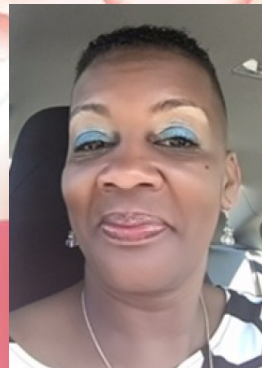
Shelia Little
Sapphire



Lisa Dewberry
Sapphire



Shelia Lockhart
Sapphire



Rita Simmons
Sapphire



Kym Walker

Independent Senior National Sales Director

2582 Green Point Lane, Denver, NC 28037

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E-Mail: kymwalker@att.net

www.kymwalker.com



ACTION APRIL 2019
Let's spring into Action &
Achieve the DESTINATION RED CRUISE!

Klassic Unit,

It was a Honor to Host at the Boston Career Conference 2019 as the #2 NSD. As you know Speaking and Teaching is absolutely some of my favorite things to do and Highlighting my 1st Recruit Queen Marilyn Harris was extra special (Thanks Marilyn for always Believing in Me & supporting my ideas).

I wanted to share my lessons with you in the letter this month and I trust that they will equip you to live your Dreams and create Wealth for your family & Future.

Career Conference Class—Be Confident—So you can Take charge of your MK BUSINESS and your Future. Answer these questions for yourself....

In what ways does your lack of self confidence hinder your work/ career?

Who is your Leader?

I experienced turning points for me as I studied and learned about my purpose and why I was created. Learn about the power of Self- Confidence! As I Learned about my strengths, I began to work on myself more than I worked on everything else that was important to me.

How do you work on yourself when you have other responsibilities?

- Expect to live years
- Practice a wealthy lifestyle
- Commit to the 5:00am wake-up club & daily devotional time
- Exercise and eat healthy foods
- Educate yourself on You, research self awareness tools
- Nurture relationships with healthy people
- Visualize yourself Succeeding

ALL Consultants-Be sure to Join us every Saturday @8am EST for a Live Conference Call with this new number. DIAL IN 7127705605, ACCESS 353364#

Get ready for Seminar 2019- Dallas TX JULY 22-26,2019

Monthly Key Winners will participate on the 1st of the month on Special Live Zoom Call with SNSD KYM & MK Millionaire's.

Love & Belief In you!

Kym

Share The Things You Love This Year!

Our Top 5 Wholesale for March



Marilyn
Harris



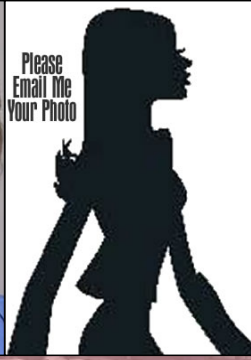
Shelia
Little



Paula
Moore



Marilyn
Johnson



Dorandes
Thompson

Thank You Consultants Who Invested in Their Businesses in March

Marilyn Harris	\$1,852.00	Tanya Thompson	\$239.20
Shelia Little	\$719.00	Meshelle Merritt	\$232.00
Paula Moore	\$663.50	Roberta Sanders-Smiley	\$230.50
Marilyn Johnson	\$612.50	Hollande Lawson	\$226.50
Dorandes Thompson	\$606.65	Carla Sykora	\$225.50
Rita Simmons	\$603.00	Edna Goldsmith	\$225.50
Shelia Lockhart	\$602.80	Sharon Mention	\$210.00
Charlie Long-Graham	\$600.50	Laura Melvin	\$169.50
Lisa Dewberry	\$600.50	Janett Hunter	\$136.50
Glissean Crittenden	\$420.00	Sandra Jackson	\$116.00
Yolanda Gamboa	\$291.50	Monique May	\$113.00
Shirley Ford	\$286.50	Nora Bowman	\$82.00
Benide Clerizier	\$277.95	LaNeitra Moore	\$66.50
Lillian Harris	\$272.10	Hilary Kalin	\$65.00
Nancy Paseuthsak	\$262.20	Anita Sullivan	\$43.00
Deidre Todd	\$261.50	Wendolyn Diggs	\$39.00
Gerquetta Smith	\$250.90	Dawn Orange	\$26.00

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!



Congratulations To Our You Hold The Key Achievers



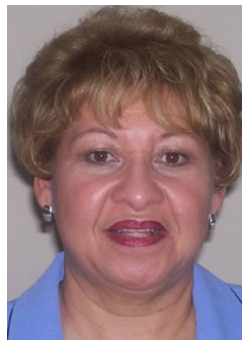
Marilyn Harris



Shelia Little



Paula Moore



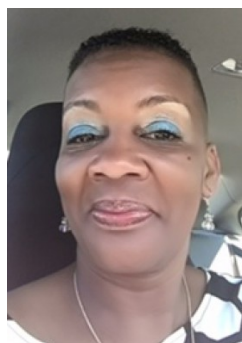
Marilyn Johnson



Dorandes Thompson



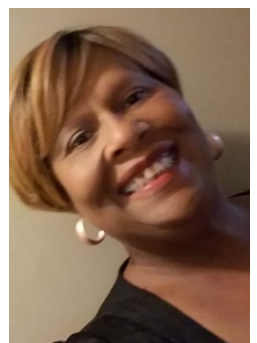
Rita Simmons



Shelia Lockhart



Charlie Long-Graham



Lisa Dewberry



LOOK WHO'S MOVING ON UP!



Shelia Lockhart
DIQ



Cynthia Payton Carter
Star Team Builder



Anita Sullivan
Senior Consultant



Annie Sellers
Senior Consultant



Carla Sykora
Senior Consultant



Christine Bennett
Senior Consultant



Fatina Cobb
Senior Consultant



Lisa Dewberry
Senior Consultant



Nora Bowman
Senior Consultant



Roberta Sanders-Smiley
Senior Consultant

Our Unit At A Glance

DIQs

Shelia Lockhart

Star Team Builders

Cynthia Payton Carter*

Senior Consultants

Anita Sullivan
Annie Sellers*
Carla Sykora
Christine Bennett*
Fatina Cobb*
Lisa Dewberry
Nora Bowman*
Roberta Sanders-Smiley



Senior Beauty Consultant

Requirements: 1-2 Active Personal Team Members & You Must Be Active

Benefits:

- 4% personal team commission

Star Team Builder

Requirements: 3-4 Active Personal Team Members & You Must Be Active

Benefits:

- Earn a 4,6,or 8% personal team commission
- Wearing a Fabulous Red Jacket!
- Receive a \$50 red jacket rebate
- Receive \$50 Team-Building bonuses

Team Leader

Requirements: 5-7 Active Personal Team Members & You Must Be Active

Benefits:

- Earn a 9%-13% personal team commission
- Receive \$50 Team-Building bonuses
- Earn the use of a Career Car or Cash Compensation

Future Director

Requirements: 8+ Active Personal Team Members & You Must Be Active

Benefits:

- Earn a 9%-13% personal team commission
- Receive \$50 Team-Building bonuses
- Earn the use of a Career Car or Cash Compensation



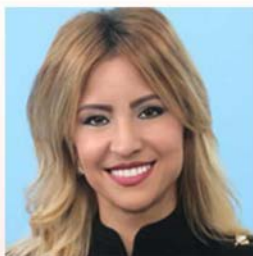
We all start with the same kit. Who do you know that might be looking for a new opportunity?

**FEATURED NATIONAL DIRECTOR:
YUDITH PUPO**

Yudith admires her Senior National Sales Director, Dayana Polanco, for being such a positive and powerful influence for her. "To me, she represents integrity, professionalism, talent, strategic thinking and is a role model, exhibiting excellence in everything she does," Yudith affirms. Becoming an Independent National Sales Director is important to Yudith for many reasons. On a personal level, it is important because she has reached a prestigious position after all her hard work and determination. On a professional level, the value comes from being able to contribute to the transformation of lives for many Mary Kay Independent Beauty Consultants and Sales Directors. "It represents the ability to take a life of excellence to the next level by achieving their goals, therefore making their dreams come true."

As an Independent National Sales Director, Yudith's goal is to "build a space where others can shine, since her success will always be a reflection of theirs," she believes. Yudith looks forward to working with her area because of their positive attitudes and genuine celebration of each other's successes. Her advice for women who want a successful Mary Kay business is to "Take this opportunity seriously, work it from the very first day and refuse to let any obstacle stop you, because only the ones who abandon it are the ones who do not reach the top."

Read more of her story on Mary Kay Intouch under Meet Your NSDs!



Team Commissions

9% Commission Level

Shelia Lockhart	\$84.64
Cynthia Payton Carter	\$58.10

4% Commission Level

Annie Sellers	\$27.82
Lisa Dewberry	\$25.99
Roberta Sanders-Smiley	\$24.50



May Birthdays

Linda Sullivan	02
Fidelia Obioha	06
Franchessa Dewberry	06
Rocheline Accime	11
Wendolyn Diggs	13
Joanne Bullock	17
Monique May	20
Ida Bell	24
Bernadette Bonner	25
Dorandes Thompson	31
Marilyn Harris	31

May Anniversaries

Kym Walker	30
Benide Clerizier	9
Adarain Salaam	6
Margie Malone	2
Tina Pollard	2
Manette Morrow	1
Franchessa Dewberry	1
Shannon Redish	1
Megan Graves	1
Demetria Stewart	1
Joanne Bullock	1
Shontel Myers	1

Join us for Seminar and Reap Great Rewards!

When we grow our unit Seminar registration count by two attendees over the prior Seminar year OR have at least eight attendees as our Seminar registration count, those of us who attend will earn the prizes listed below. Spouses who register by July 1 and attend Seminar are included in your registration count.

- ◊ **A multicolored bracelet (coordinates with Seminar registration challenge necklace).**
- ◊ **Standing recognition in the General Sessions.**
- ◊ **A Bling Button.**
- ◊ **Spouses who attend Seminar will receive MK High Intensity Ocean Cologne Spray**



You Hold The Key to Success!!

Which Seminar Award Will You Choose?



Our Top 5
YTD
Personal
Retail Court
According
to MK
Orders



Marilyn
Harris



Shelia
Lockhart



Charlie
Long-Graham



Marilyn
Johnson



Rita
Simmons



Year to Date Retail Court

1 Marilyn Harris	\$19,237.00
2 Shelia Lockhart	\$18,128.80
3 Charlie Long-Graham	\$17,399.00
4 Marilyn Johnson	\$13,766.00
5 Rita Simmons	\$12,991.00
6 Lisa Dewberry	\$12,886.00
7 Shelia Little	\$12,709.50
8 Monique May	\$6,416.00
9 Janett Hunter	\$5,474.80
10 Dorandes Thompson	\$4,698.00



Year to Date Sharing Court



Marilyn
Harris
2 Qualified



Cynthia
Payton Carter
1 Qualified



Nora
Bowman
1 Qualified

Words of Wisdom by Mary Kay Ash:

Relationships formed at skin care classes can last many years and be multiplied into other new contacts, customers, recruits and friends. The potential of even one class cannot be underestimated: a continually growing and bountiful harvest of customers, hostesses, and recruits can surely result.

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!



BUILD YOUR TEAM AND OFFER EVERYONE A GREAT START!

PRETTY IN *pink*



PINK IT UP at Our Biggest Prize Party of the Year!

MARYKAY PRETTY IN PINK PRIZE PARTY

This come-and-go Prize Party at Seminar 2019 celebrates all things pink ... and you! We know how you love to pink it up, so go all out! Wear your prettiest pink dresses or skirts and tops. You could even add pink jewelry, shoes or accessories, if you'd like. Think hot pink, cool pink, bright pink, light pink ... you know, Mary Kay pink. And guys, we want you to join in the fun too! So pack your best pink shirt (we know you've got one!), and be in the pink with us!

Qualifiers, Keep Your Eyes on the Prizes!

- **All-Star Consultant Consistency Challenge Achievers** will pick up their fabulous year-end prize from the kate spade new york® All-Star Collection.
- **New Independent Sales Directors** who debut from Feb. 1 through July 1, 2019, and their Independent Senior Sales Directors will pick up their New Sales Director Class prizes.*

- **Independent Beauty Consultants and Independent Sales Directors who achieve the Mary Kay You Hold the Key Seminar 2019 Consistency Challenge** will pick up their challenge bracelet** by R.J. Graziano.
- **Independent Sales Directors who achieve the Great Start: Leader Challenge** will pick up their charm bracelet, third in a series of three, and their seat cover.
- **Cadillac® Sales Directors** (new qualifiers and requalifiers) will pick up their commemorative picture frame.

But Wait, There's More!

We can't wait to see you at the *Mary Kay Pretty in Pink* Prize Party on Day 0 at Seminar 2019! We'll be partying in style with themed door prizes, music and dancing. Plus, every achiever will receive a super cute party-themed gift! Visit *Mary Kay InTouch®* for all the details.

MARY KAY

kate spade new york® is a registered trademark of Kate Spade, LLC.*Seminar 2019 Prizes: To receive her prizes at Seminar 2019, an Independent Sales Director must maintain her Independent Sales Director status through June 30, 2019. July 2019 new Independent Sales Director debuts will also pick up their prizes at Seminar 2019. If they are unable to attend Seminar 2019, their prizes will be mailed to them after the event.**NEW Independent Beauty Consultants have opportunities to qualify for this challenge. Please visit *Mary Kay InTouch®* > Contests/Promotions > Contests > *You Hold the Key* Seminar Consistency Challenge to see complete details and to review the New IBC Exceptions Chart.

Bring Your Besties!

Now that you're all in with Mary Kay, it's time for you – and your besties – to start enjoying the perks of this amazing opportunity!

Here's how you can bring your friends in on the fun:



When you become a new Independent Beauty Consultant from March 1 through June 30, 2019, your first three new personal team members who become Mary Kay Independent Beauty Consultants during your *Great Start** time frame can receive a **\$25 discount on their Starter Kits.**



GREAT Start

MARY KAY

To learn more, refer to your *Great Start* literature!

*Your *Great Start* time frame is the month your Independent Beauty Consultant Agreement is received and accepted by the Company and the following three calendar months.



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Bring Your Besties!

\$25 off the purchase of your own Starter Kit
I'm enjoying the perks of my Mary Kay business. Come and join me!



MARY KAY

New Team Member Name

This coupon does not retain any value and is nontransferable. The discount is automatically applied to the first three new team members whose Agreements are received and accepted by the Company during the recruiter's *Great Start* time frame. See the *Great Start* Promotion brochures for details.

Bring Your Besties!

\$25 off the purchase of your own Starter Kit
I'm enjoying the perks of my Mary Kay business. Come and join me!



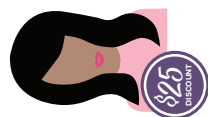
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This coupon does not retain any value and is nontransferable. The discount is automatically applied to the first three new team members whose Agreements are received and accepted by the Company during the recruiter's *Great Start* time frame. See the *Great Start* Promotion brochures for details.

Here's What's in It for You:



\$50 Team-Building Cash Bonus

for each *Great Start*-qualified[†] new personal team member during your *Great Start*^{*} time frame



FREE Team-Building Product Bonus Bundles^{}**



\$100 Red Jacket Bonus^{††}

Add three besties, and you're a first-time Star Team Builder!



*All this could add up to
perks worth an estimated \$910![†]*

MARY KAY[®]

^{**}See the Team-Building Product Bonus Bundles tab for full details about the free limited-time product bonus bundles. Sales tax is required on the suggested retail value of the wholesale Section 1 products included in the product bonus bundle(s).

[†]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.

^{††}The \$100 Red Jacket Bonus will only be paid the first time the bonus requirements are met. To earn the \$100 Red Jacket Bonus, an Independent Beauty Consultant or Senior Beauty Consultant must be active and have at least three active personal team members at the end of any month during the promotional period. This bonus only applies to Independent Beauty Consultants and Senior Beauty Consultants who have never achieved red jacket status before. An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.

[†]Estimated amount combines a \$50 Team-Building Cash Bonus and two Team-Building Product Bonus Bundles (\$220 suggested retail value) for each of the three new personal team members plus the \$100 Red Jacket Bonus.

ATTITUDE

Scheduling Appointments is an Attitude

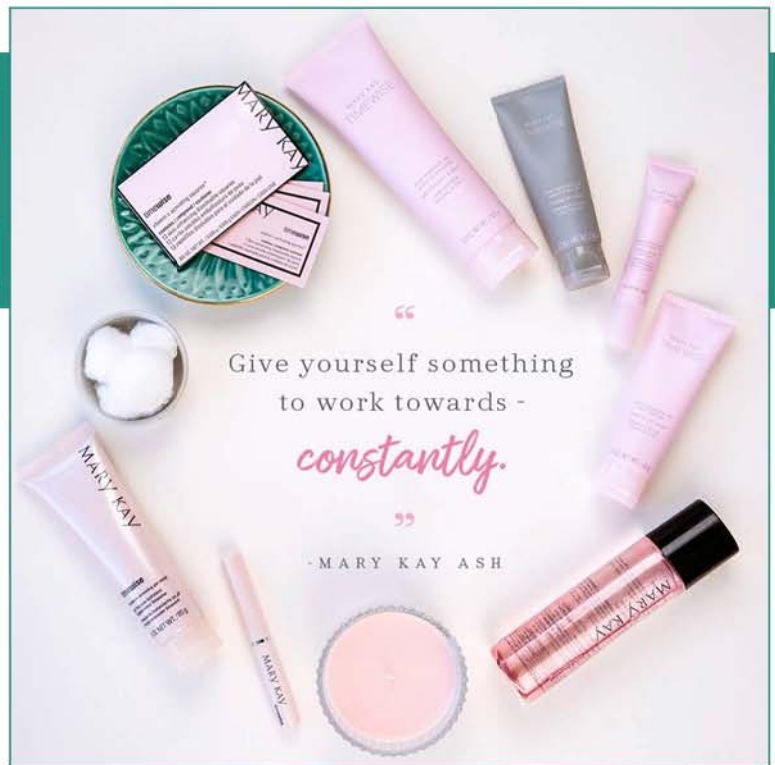
Thanks to NSD
Sue Kirkpatrick

Success in scheduling appointments begins with our attitude.

We have to believe that everyone deserves to have a makeover and everyone deserves to wear the product. It helps to believe that when a woman wears Mary Kay, she likes herself better. She may even yell at her kids less...she will make a better wife, mother, employee, etc.

That all may seem a little extreme, but it is meant to stress the importance of believing that **you are doing a SERVICE**. If you feel like people are having a facial or skincare class for you as a favor, it will come across as a lack of confidence. I know that there will be times when some people will schedule because you need their help in reaching a goal, etc. However, most of the time, it will be because of your enthusiasm for the product and how excited you are to share it with them or to get their opinion.

The question should never be, "Would you be interested.....?" If you don't know whether she would be interested or not, she will doubt her interest. Instead, **the question should be, "Has anyone treated you to a makeover recently?"** Do you currently have a consultant who is servicing you?" "No? Then I want to make you a priority in my schedule to treat you to one. In fact, you can be a model in our (current promotion) (Then tell her about that.) I can't wait to get your opinion of our new products!"



If the objection is that she tried it before and it broke her out, find out how long ago it was and then you might say, "Oh good, I have been looking for someone who had that problem. If I were willing to do a makeover and work with you, would you be willing to be a model in our contest and give me your opinion of the new Mary Kay (or my facial)?"

If the objection is that she wears Brand X, you might say, "Oh good, I have been looking for someone who uses that brand to get their opinion of how the new Mary Kay compares. Even if you end up still preferring Brand X, I would enjoy the time with you and treating you to a new look.....and I sure would value your opinion. Which is best in your schedule, mornings or evenings..... Tuesdays or Thursdays, etc.?" NEVER bad mouth another product.

BELIEVE that you have one of the best products available and that YOUR service is the best. Be so busy that you are working people in on your schedule. People love to do business with successful people. And.....you ARE such a person! Have fun scheduling!!!



Money Management

Thanks to Denise Kucharski for sharing! Money Management is a hot topic in our company right now. Check out Intouch for some real-life MK people sharing their stories and solutions! The number one reason why Consultants could fail in Mary Kay is poor money management. They are not managing their money, and their husband is not seeing the money, etc.

Here are 10 tips to becoming FINANCIALLY FIT!

1. **Get your inventory up to its proper level**.....\$1800 to \$3600 wholesale minimum. There is more confidence in this business when you know you have the product they want. Then you book more. Use your credit card or get a bank loan to get to profit level if need be. Get there however you can. Remember the 90% guarantee?
2. **STOP TRADING!** You waste time and impose on your sister Consultants. They need their inventory for their customers.
3. **Stop placing too many small orders** that cost you shipping each time and cut into your profits. Place a larger amount order once a month instead of 4 small orders in a month. That will cost you so much more in shipping fees.
4. **Use your credit card ONE TIME** to get your products at a profit level, with the understanding that you never use it again. You need to get off the credit card interest merry-go-round. Open a checking account that is attached to a debit card so all your Mary Kay sales are deposited into this for replacing sold product (60%) and paying the loan or credit card off (40%). This 40% becomes your personal profit once it's paid off!
5. **Consistently hold appointments EVERY WEEK** (2-3 each week) week-in, week-out, just like you would if you were an employee of your company! Consistently, no matter what, no "yeah, but's" and no "what if's." Create the cash flow you want and deserve for yourself and your family! You will be selling \$400-\$600 each week!!! That would be \$1600-\$2400 deposited into your account each month. Or \$800-\$1200 profit to yourself each month!!!
6. Make the **Perfect Start** (15 faces in 2 weeks) or your **Power Start** (30 faces in 30 days) **your primary goal**; whichever is the best beginning for you. Build on it!
7. **Don't look back; keep focused FORWARD!** Look at what your possibilities can be next week, next month, etc.
8. **Commit to doing your part of the deal**, and God will take care of the rest. Be disciplined to do what needs to be done.
9. **See yourself as the successful, smart, financially fit business woman that you are** and deserve to be forever! Dress for the success that you are becoming!!!
10. **Use good time management!** Time is money! Bring guests to sales meetings so that you make money while you learn! Bring your team members along with you to your interviews to help them learn!





KYM WALKER
SR. NATIONAL SALES DIRECTOR OF
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Return Service Requested



**Words of Wisdom
by Mary Kay Ash**

IN EVERY OCCUPATION, FOCUS IS
VITAL. LIKE A FINE ATHLETE, A
WOMAN MUST FOCUS WITH
INTENSITY SO SHE CAN PERFORM
AT HER PEAK LEVEL.

Join Us At Seminar In Style!



Mary Kay Ash said that you could achieve just about any dream for your Mary Kay career by being a Star Consultant consistently. She also thought Seminar was the perfect way to give recognition where it's due. Don't forget the cream of the crop: **Stars Drive Cars** because they consistently Book, Coach, Sell, and Share!

If you haven't achieved your goal of finishing your star each quarter this seminar year, don't worry. There is no time like the present to spring into action and make your goal a reality. PLUS, by finishing your star this quarter, those extra sales can help you pay for Seminar, especially with the Satin Hands Sale!

Joining us at Seminar is a critical way to keep your business on track and to stay motivated to meet your goals! Start planning today to join us. You'll be so glad you did! Seminar is where dreams come true--and I know within you lies the power to achieve any dream you can dream! Registration opens soon! I hope you'll join us!



MARY KAY

SEMINAR 2019

**Seminar Registration
begins this month!
Plan on joining us for
this amazing event!**

- ◇ All Consultants who are priority qualified and those who registered for Career Conference 2019 without canceling: \$195
- ◇ All other Consultants: \$225
- ◇ Exception for new IBCs from July 1, 2018- July 1, 2019, registration fee: \$195.