**Seminar 2016 Goals**
- Circle of Excellence: $650,000 Unit Club
- 100 LEADING Ladies by Career Conference
- 10 Red Jackets
- 3 On-Target Cars
- Pink Cadillac by March 31st

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**L.E.A.D.I.N.G. Ladies NEWS**

**Sales!**

Queen!
Ashley Bowers
$2,402

Princess!
Arielle Masters
$1,206

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**Building the Perfect Unit**

1-2 DIQ's

3-5 Future Directors

3-5 Team Leaders

5-7 Star Team Builders

6-10 Senior Consultants

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**Sharing!**

Queen!
Ashley Stassi
3

Princess!
Alyssa Jayne
Valerie Fekelman
2

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March Newsletter
February Results

Where do you want to be pictured?

DIQ: 10+ active team members to enter DIQ.
Future Director: 8+ active team members
Team Leader: 5-7 active team members
Star Team Builder: 3-4 active team members
Senior Consultant: 1-2 active team members
February Achievers

Ashley Stassi - Inner!!

Alyssa Jayne & Lacie Henninger - Gold!!

Valerie Fekelman - Gold!!

Pink Investors
These consultants invested in product last month!

Ashley C. Bowers
Arielle E. Masters
Capril M. Mirarchi
Danielle Sharkus
Ashley Stassi
Alyssa R. Jayne
Christina Atkinson
Valerie Fekelman
Tara S. McFarland
Melissa Davis
Lacie L. Henninger
Nicole Delle Donne
Jessica Beattie
Annemarie Lamb
Alisha Roscioli
Lauren A. Turner
Alexis M. Ludwig

Maria Orellana
Elyse N. Perez
Danielle G. Cook
Lee Owens
Rachel M. Grimes
Myrisa Kates
Eliza S. Kondzielaski
Denielle L. Moccia
Dana Lips
Victoria Vidumsky
Christina Mastroddi
Ariel E. Hudak
Caitlin Moroney
Melissa Davis
Maureen Hess
Priscilla L. Ramos

April Birthdays

<table>
<thead>
<tr>
<th>Name</th>
<th>Day</th>
<th>Name</th>
<th>Day</th>
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<tr>
<td>Tiffany Agnello</td>
<td>8</td>
<td>Melissa Davis</td>
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<td>Christina A Castagna</td>
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<td>Kaylyn A. Murphy</td>
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<td>Olga M. Roque</td>
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April Anniversaries

<table>
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<td>Kaylyn A. Murphy</td>
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<tr>
<td>Olga M. Roque</td>
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Welcome New Consultants!

Ashley C. Bowers of Media, PA welcomed by Caitlin M. Griffo!
Sarah M. Brister of New Vernon, NJ welcomed by Caitlin M. Griffo!
Ashley M. Ferguson of Aston, PA welcomed by Caitlin M. Griffo!
Amber Franchini of Philadelphia, PA welcomed by Caitlin M. Griffo!
Eliza S Kondzielaski of Beacon, NY welcomed by Valerie Fekelman!

Dana Lips of King Of Prussia, PA welcomed by Valerie Fekelman!
Alexis M. Ludwig of Harleysville, PA welcomed by Capril M. Mirarchi!
Genesis E. Martinez of Allentown, PA welcomed by Nicole Delle Donne!
Arielle E. Masters of Vineland, NJ welcomed by Ashley Stassi!
Denielle L. Moccia of Mullica Hill, NJ welcomed by Ashley Stassi!

Jaime Morgan Crum of Lynne, PA welcomed by Ashley M. Ferguson!
Juli B. Snyder of Easton, PA welcomed by Alyssa R. Jayne!
Lisa A. Stevens of Macungie, PA welcomed by Alyssa R. Jayne!
Jaclyn Wajda of Williamstown, NJ welcomed by Ashley Stassi!

April Anniversaries

<table>
<thead>
<tr>
<th>Name</th>
<th>Year</th>
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<tbody>
<tr>
<td>Melissa Davis</td>
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<td>Lisa Gipe-Link</td>
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4% Commission

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<td>Ashley Stassi</td>
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<td>Valeria Fekelman</td>
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<td>Maureen Hess</td>
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<td>Alyssa R. Jayne</td>
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*Lovely Checks

4% Commission

Nicole Delle Donne $61
Danielle G. Cook $57
Ashley Stassi $43
Valeria Fekelman $38
Maureen Hess $19
Alyssa R. Jayne $18

*Monthly commission of $15 and up
### On-Target STARS!

**3rd Quarter ends March 15th**

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<th>Name</th>
<th>Total Contest Credit</th>
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<td>Stassi, Ashley</td>
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<td>Jayne, Alyssa R.</td>
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<td>McFarland, Tara S.</td>
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<td>Davis, Melissa</td>
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<td>Cook, Danielle G.</td>
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### Congratulations

Ashley Stassi!!

Bronze Medal Winner by welcoming 3 new team members in February!

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### Medal Winner

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### Getting stuck is never fun. Worse than getting stuck in traffic or in a long line at the grocery store is feeling like your Mary Kay business has plateaued or worse yet is at a standstill. Are you ready to breakthrough and make significant strides in your business? Here’s the great news: You CAN get unstuck and revved up in no time! Let EENSD Gloria Mayfield Banks help you build momentum as she shares fresh insight to help you build your business! Available at marykayintouch.com!
Summer of Reds

MARCH 1 – MAY 31, 2016
Stand out in sophisticated style!
These fabulous bracelets are yours when you:

1. Sell the Product.
2. Build Your Team.
3. Move Up the Mary Kay Career Path!

How It Works

<table>
<thead>
<tr>
<th>Who</th>
<th>Star Team Builders* (3 to 4 active† team members)</th>
<th>Team Leaders* (5 to 7 active† team members)</th>
<th>Future Independent Sales Directors* (8 or more active† team members)</th>
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<tbody>
<tr>
<td>Do This</td>
<td>$1,200 cumulative team production**</td>
<td>$1,800 cumulative team production**</td>
<td>$2,400 cumulative team production**</td>
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<tr>
<td>PERIOD</td>
<td>Any One Month Receive</td>
<td>Crystal Bracelet</td>
<td>Crystal Bracelet</td>
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<td></td>
<td>Any Two Months Receive</td>
<td>Ruby Bracelet</td>
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<tr>
<td></td>
<td>All Three Months Receive</td>
<td>Onyx Bracelet</td>
<td>Onyx Bracelet</td>
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Consistency Pays!
Earn this fabulous tote when you achieve all three months of the contest. It’s waiting for you at Seminar 2016 at the prize party. Check Mary Kay InTouch® for contest prizes and details.

Independent Sales Directors: You can win too! Just have a minimum three unit members achieve the challenge within each month to get the same bracelet your unit member receives.

*Career path status will be determined as of the last day of the month.
†An Independent Beauty Consultant is considered active in the month a minimum $225 wholesale Section 1 order is received and accepted by the Company and in the following two calendar months.
**Cumulative team production is the combination of your personal wholesale Section 1 production and your personal team members’ wholesale Section 1 production.

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses. This page should not be altered from its original form nor incorporated into other materials. For a printable version of this page, go to the Mary Kay InTouch® website and click on “Printable”.
**March**

<table>
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<th>Sun</th>
<th>Mon</th>
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<th>Wed</th>
<th>Thu</th>
<th>Fri</th>
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<td>15</td>
<td>16</td>
<td>17</td>
<td>18</td>
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</tbody>
</table>

**Guest Event**
2pm – 4pm
Allentown Studio
Cat Eyes & Gel Eyeliner

**Meeting**
6:30pm
Staybridge Suites
Mt Laurel, NJ

**Meeting**
6:30pm
Staybridge Suites
Montgomeryville

**Meeting**
6:30pm
Staybridge Suites
Montgomeryville

**Meetings**
11:00am and
6:30pm
Allentown Studio

**Summer PCP enrollment begins**

20

**Meeting**
6:30pm
Staybridge Suites
Mt Laurel, NJ

**Meeting**
6:30pm
Staybridge Suites
Montgomeryville

**Meetings**
11:00am and
6:30pm
Allentown Studio

21

22

23

24

25

**New Consultant Boot Camp**
9am – 12pm
Allentown Studio

27

28

29

30

31

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**Congratulations to our 2 Month Consistency Club Achievers!**
($250+ w/s order in December & January)


**On-Target for 6 Month Consistency Club!**
($250+ w/s order in January)


Logon to our re-designed website!
caitlinsleadingladies.weebly.com
To the Incredible:

Caitlin Griffo  
Ind. Sales Director  
457 Main St Ste 500  
Bethlehem, PA 18018  
cgrif592@yahoo.com  
267-718-3747  
caitlinleadingladies.weebly.com

Valerie Fekelman was our first new RED jacket of 2016 and earned lunch with NSD Sandy Valerio!!

Spring Sales Incentive
Get this pink cosmetic bag with a single $450+ w/s order* in March!!
*excluding shipping, handling & tax.  
One per Consultant.

Congratulations to Our February DIVAs!!

Congratulations to Our February DIVAs!!

Pink Heat Promotion
We are in Operation Grow for the Final 4 Months of this Seminar Year!
Each unit is challenged to move up in Unit size.

YOU are a very Important part of this Growth!
Here is a little something extra for you:

Consultants that place a $600 wholesale order in March or Consultants who welcome a qualified new team member in March* will be treated to Dinner with NSD Sandy Valerio!!

Consultants who meet both qualifications will receive special recognition AND a gift at dinner!

MARCH 1-31, 2016
*New Team Member's agreement & $600+ or order must be received between March 1-31 to qualify.