

APRIL 2010

MARY KAY®
Enriching Women's Lives

Applause

PHILIPPINES

tropical temptations

introducing
NEW! limited-edition
tropical fruits collection

Check out the
NEW! Starter Kit

New fabulous rewards
from **Star Consultant
Rewards Program**

Time to get charged up! See you at the **Career Conference!**



Dear Beauty Consultants,

Congratulations to all of you! It was an incredible first quarter performance indeed and shows we're off to a great start. I would like to thank each one for your dedication and hard work in fulfilling the Mary Kay mission of enriching women's lives.

April is Career Conference season, another exciting company event to keep you well-informed and focused on what you need to do as you continue your wonderful Mary Kay journey. Take advantage of the Career Development classes that are specifically created to provide business building education for each step on the ladder of success. We also encourage the spouses to attend for we also prepared a course for them to fully understand how a husband-wife tandem can successfully carry out their Mary Kay business.

Another thing to look forward to is the new look of our Starter Kit. We have made the Starter Kit even better and it will surely make you even more confident as you introduce your favorite Mary Kay products to your customers. We fully understand and listen to all your suggestions, and because of that we are providing you a better and fashionable bag, a more handy and less bulky

Flipchart, and a user-friendly carry-everywhere Binder Literature with all the information inside. We have included the New Consultant Quick Guide to give you the basic six steps that will strengthen the foundation of your business and achieve your goal faster.

A lot of exciting activities are happening this second quarter. I therefore encourage everyone to stay focused on their careers and sustain the passion and enthusiasm that you have shown early on. Mary Kay Philippines is in a period of acceleration and I want all of you to enjoy every moment of these exciting times.

Have a great April!

Warmest regards,

Tente Alday



Mary Kay
said it best

"When you handle a situation in a positive way, positive things will happen. When you apply the Golden Rule and use your own good judgment along with a loving and caring spirit, you cannot go wrong. Your life will be enriched by friendships and blessings."

April 2010

Date	Day	Activity	Venue	Time
6	Tue	New SD Pacesetters	Mkt/Ceb/Dvo/Zam	9 am
		New SSD Pacesetters	Mkt/Ceb/Dvo/Zam	1 pm
		SD Meeting	Mkt/Ceb/Dvo/Zam	4 pm
9	Fri	Developing Offspring Class	Mkt/Ceb/Dvo/Zam	9 am
		New BC Welcome Party	Mkt/Ceb/Dvo/Zam	6 pm
		Guest Event	QC	6 pm
10	Sat	Teambuilding Class	Mkt/Ceb/Dvo/Zam	9 am
		RJU Day 1	Mkt/Ceb/Dvo/Zam	9 am
		ESRS Day 1	Mkt/Ceb/Dvo/Zam	9 am
		Pachinko Fun Games	QC/Mkt/Ceb/Dvo	11 am
		Guest Event	QC/Mkt/Ceb/Dvo/Zam	3 pm
		PKW - MelaCEP Whitening	Mkt/Dvo	2 pm
16	Fri	Guest Event	QC/Mkt/Ceb/Dvo/Zam	6 pm
17	Sat	Career Conference - Manila	Hotel Intercontinental Manila	8 am
		ESRS Day 2	Ceb/Dvo/Zam	9 am
		RJU Day 2	Ceb/Dvo/Zam	9 am
		PKW - MelaCEP Whitening	Ceb/Zam	2 pm
23	Fri	Guest Event	QC/Mkt/Ceb/Dvo/Zam	9 pm
24	Sat	Career Conference - Davao	Apo View Hotel, Davao	8 am
		ESRS Day 2	Mkt	9 am
		RJU Day 2	Mkt	9 am
		PKW - Skin care Part 2	Mkt/Ceb/Zam	2 pm
		Guest Event	QC/Mkt/Ceb/Dvo/Zam	3 pm

**Check with your respective Beauty Centers to confirm the classes/activities or when it is re-scheduled.*

Beauty Center Schedule

April 2010

1-4		Corporate Office and Beauty Centers are closed in observance of the Holy Week.	<i>Beauty Centers are open on Tuesdays to Saturdays, 11am - 8pm; and closed on Mondays and Sundays. MK Davao and Zamboanga continue to operate at 10 am - 7 pm.</i>
6	Tue	All Beauty Centers open at 2 pm.	
7	Wed	All Beauty Centers open at 2 pm.	
9	Fri	Corporate Office is closed; Beauty Centers are open.	
29	Thu	Last day of ordering of BCs to DIQs	
30	Fri	Last day for Sales Directors' personal order.	

calendar of activities

6 SD Meeting

9 New BC Welcome Party

10 & 24 Product Knowledge Workshop

17 Career Conference - Manila

24 Career Conference - Davao

spring into color

Give your customers the hottest makeup trends with the limited-edition Tropical Fruits Collection inspired by this season's lush and vibrant colors. Who wouldn't love a tropical paradise look? Plus! Reap great rewards from this quarter's Star Consultant Rewards Program and the local Red Jacket Rally Challenge when you teambuild and grow your business. Top it off with a day filled with education, recognition and sisterhood at this year's Career Conference.



Spring Color Collection

Spring ushers in a warm, sultry silhouettes and high-spirited collection of pretty shades. Check them out on **page 4**.



Improve your teambuilding skills

Make that big step to build your team today. Join our teambuilding challenge and have the opportunity to attend the local Red Jacket Rally this July. **page 9**



New Starter Kit

We have made the Starter Kit even better. This new stylish and functional bag will make you more confident as you pursue your Mary Kay business. **page 7**



Project Starpower - Career Conference 2010

It's not too late to make the decision that will truly improve your business and shine like a star! See **backpage** for details.

tropical color sensations

Color sets to get the trend



1 Cream
Highlighter



2 Cheek
Glaze



Coconut

3 Lip
Nectar



Available in
Natural and Deep Tangerine
Color Collection sets, P2,250/set
For sale beginning April 16, 2010

1 Gorgeous Glow

Perfect lighting makes every girl look radiant. Two gorgeously neutral shades are swirled together in a luxurious cream that delivers a translucent glow wherever it touches. The sheer formula has a pearlized sheen, and it even contains vitamin E. For eyes, cheeks or anywhere else you want a touch of light.

NEW! Limited-Edition Mary Kay® Cream Highlighter

2 Splash of Color

While the shades may look intense, don't worry! Mary Kay® Cheek Glaze applies beautifully sheer to create a natural glow. Infused with extracts of mandarin orange, watermelon, peach and vitamin E, it's moisturizing and has antioxidant benefits as well.

NEW! Limited-Edition Mary Kay® Cheek Glaze in Tangerine

3 Luscious Lips

This sheer, glide-on, stay-in-place formula moisturizes while helping protect against environmental damage. Infused with natural, skin-loving ingredients like mango butter, shea butter and jojoba ester, plus the antioxidants apricot kernel oil and vitamin E, it helps lips feel instantly hydrated and won't fade.

NEW! Limited-Edition Mary Kay® Lip Nectar* in Coconut and Mango

*This product does not contain fragrance or flavor.

Free Tropical Color Cosmetic Bag With Purchase

Receive this stylish limited-edition cosmetic bag free when you purchase any of the color collection:

Color Collection - Natural, P2,250/set

Mary Kay® Cream Highlighter, Mary Kay® Cheek Glaze in Tangerine, Mary Kay® Lip Nectar in Coconut

Color Collection - Deep Tangerine, P2,250/set

Mary Kay® Cream Highlighter, Mary Kay® Cheek Glaze in Tangerine, Mary Kay® Lip Nectar in Mango

Each set contains one Mary Kay® Lip Nectar, one Mary Kay® Cream Highlighter and one Mary Kay® Cheek Glaze from the new limited-edition Tropical Fruits Collection.



tropical trends for summer

A glistening look is the key to a beautiful face that complements these fashion trends. The new limited-edition Tropical Color Collection items and regular-line Mary Kay® mineral color cosmetics can help you create the look for your customers! Temptingly on trend, each of these items makes the most of the dewy lushness of the season.

Lips are Luscious: For an effortless, easy look, use new limited-edition Mary Kay® Lip Nectar in Coconut or Mango to leave your lips sheer and moisturized. Regular-line Mary Kay® Creme Lipsticks, Mary Kay® NouriShine® Lip Gloss, and lip liner in shades that mimic the shades of nature can also be used to drench lips in juicy color.

Cheeks are Dewy: Cheeks are the focal point of this season's makeup trend. Use transparent shades of new limited-edition Mary Kay® Cheek Glaze in Tangerine to give you a natural glow.

Gleaming Highlights: Apply new limited-edition Mary Kay® Cream Highlighter to cheekbones, eye areas, or anywhere else on the face to create a shimmering on-trend look. Mary Kay® Mineral Highlighting Powder can be applied to the same areas and helps skin catch the light.

Create Eyes that are Subtle: To keep cheeks and lips at the center of attention this season, makeup artists recommend a soft plum shade, like Mary Kay® Mineral Eye Color in Dusty Lilac, or a gentle combination of Honey Spice, Cinnabar, and Sweet Cream.

Bonus Tip!

Help your customers experiment with the hottest summer color looks using the Virtual Makeover. Still one of the most popular links on www.marykay.com.ph, this virtual color playground is a risk-free way for your customers to "try" Mary Kay® mineral color products.



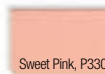
color looks for every moment

Define your everyday style with these fabulous collections and the newest lipstick shades to bring out the most beautiful part of you. Try these looks free with the Virtual Makeover at www.marykay.com.ph.



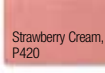
Chic in Blues

Cool and modern. Fashionable. Fun. This is a look that's sure to get noticed.



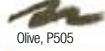
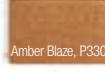
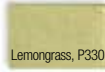
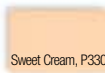
Confident in Lilacs

Feminine and confident. Simple and sure. Look and feel your absolute best in this professional look.



Creative in Greens

Soft, yet vibrant. Cute and playful. Have fun with this approachable, ladylike look.



Buy the Sets!



It's your last 15 days to avail of these promos! These sets are perfectly paired with the MelaCEP™ Whitening Foundation Primer and comes with a **free color collection bag**.



For Serious Luminosity

Set includes: MelaCEP Whitening Foundation Primer, Compact, Sponge, Essence, Day Moisturizer with SPF 15, Night Cream

P6,345
/set

For Brilliant Glow

Set includes: MelaCEP Whitening Foundation Primer, Compact, Sponge, Cleanser, Mask, Dark Spot Serum

P4,790
/set



For Flawless Skin

Set includes: MelaCEP Whitening Foundation Primer, Compact, Sponge, Mineral Powder Foundation (Ivory 2 or Beige 1), Mineral Powder Foundation Brush, Facial Highlighting Pen

P4,050
/set

There's more! For every three (3) of the featured sets purchased in a single receipt, receive this **ruffle-inspired white clutch bag FREE!** Purchase now! Available while supplies last.



prime me up!

Tips for Using Mary Kay® MelaCEP™ Whitening System Foundation Primer With SPF 15

Foundation primers are gaining in popularity. And with the Mary Kay® MelaCEP™ Whitening System Foundation Primer with SPF 15 you can now offer this option to your customers. Since Mary Kay® MelaCEP™ Whitening System Foundation Primer with SPF 15 is a new Mary Kay® product it's important that you keep these tips in mind when applying the product:

- Apply each product in the Mary Kay® MelaCEP™ Whitening System in rapid succession, not allowing the products to dry. This means applying the Mary Kay® MelaCEP™ Whitening System Foundation Primer with SPF 15 over the thin moist layers of the other products, then working quickly with the round sponge to glide the product evenly.
- Use the Mary Kay® MelaCEP™ Whitening System Foundation Primer with SPF 15 in the compact to reduce the likelihood of the product being exposed to the outside. Keep the compact closed when it's no longer in use. You'll hear a clicking sound when the compact is closed.
- Once the sponge and product are used they can be susceptible to picking up lint and hair that can accumulate and become visible against the pristine, white background of the product. You may want to use a new sponge from time to time to minimize accumulation of lint and dirt.
- After applying the Mary Kay® MelaCEP™ Whitening System Foundation Primer with SPF 15 apply foundation with a sponge or brush, using enough product to slide over the Mary Kay® MelaCEP™ Whitening System Foundation Primer with SPF 15.



Get ready for a summer body

It's never too late to get ready for a fit and fab body this summer. Fight cellulite 24 hours a day with TimeWise® Cellu-Shape™ Contouring System. Lose up to ½ inch on each thigh with its powerful mix of ingredients, including botanicals. The system levels out lumps and bumps and leaves skin feeling perfectly hydrated all day. And there's no need for any heavy-duty rubbing – just gently massage into skin.

free!

Purchase the **TimeWise® Cellu-Shape™ Contouring System** (P3,900) and get a **FREE Travel Size Sun care set!** Promotion begins April 16 up to May 15, 2010 or until supplies run out.

The Starter Kit gets a makeover



The New Starter Kit – made even better! The tool that will bridge the gap in reaching your goals. See what's new and exciting changes in our Starter Kit. Price remains at **P1,975**.

Classy, Portable and Functional too!

The **Starter Kit** bag has a chic and trendy new look. And it's now more portable and functional than ever before. This new stylish and functional bag, features a classic quilted design with more pockets and dividers for better organization, with handles outlined in pink stitching and a dark platinum Mary Kay® logo on the front and zippers that close to keep the contents secure.



Hold Everything



Literatures and tools all in one binder! An easy carry anywhere binder with all the literatures that will surely make it easier for the new beauty consultant to find all the information that she needs as she starts her Mary Kay business.

Basic knowledge at a glance

A carry anywhere literature - that will prepare and guide you with your Mary Kay business. "At-a-glance" tool that will truly strengthen the foundation of your business and will quickly make you achieve your goal in the first two weeks of your Mary Kay journey.



Instant gratification!

The long wait is over! We are finally including the Timewise® Microdermabrasion samplers (1 sheet, 6pairs/sheet) inside

the Starter Kit. This is a widely used product during skin care classes because it gives instant results, and that's a good strategy. The samplers are powerful and helpful tools in doing your business. Do note that this new addition will replace the MK headbands. You may opt to use clips and other headbands to keep your customers' hair off their face.



Less Bulky and easy to carry

Introducing the new calendar type Flipchart! We are switching to a less bulky flipchart, so that it will be more handy and easy to carry around.



"Isn't it amazing that we all begin with the same Starter Kit! Some find unbelievable earnings, diamond rings, cars, exotic trips. And then, on the other hand, some people find only ashes in their Starter Kit. It all depends on what you do with it. Someone once said, God gave us two ends to use. One to think with and one to sit on. It all depends on which you choose. Heads you win and tails you lose! Thousands of Independent Beauty Consultants and Independent Sales Directors have found great riches in their Starter Kits. And so can you!" - Mary Kay Ash

How to Get It

- An Independent Beauty Consultant who signs an Independent Beauty Consultant Agreement beginning April 16 will receive the updated Starter Kit.
- Existing Independent Beauty Consultants and those whose Agreement was accepted and received before April 16, 2010 can order the quilted bag together with the updated literatures for a discounted price of **P850** by using part #10-040642. Because of this great offer, there is no need to hold Agreements. It's more important to get your new team member started right away; then she can order the new bag and literatures later if she desires. This will only be available from **April 16 to May 15, 2010**. You can also get a copy of the new Binder Literature for only **P250** using part #10-040639 and the Flipchart for only **P150** using part #10-040640. You may find these items in Section 2 of our Customer Order Form.

*Retail-sized product in the Starter Kit is Section 2 and not intended to be purchased from the Company for resale and is for demonstration purposes only.

vibrant radiance in white

Here's the new **Star Rewards** for this quarter! Exclusive design collections in white to give you that added sparkle and shine. Party in white or simply do your Mary Kay business in white flair and style.

star consultant
rewards program

april - june 2010

The Star Consultant Rewards Program was established to help you reach the top of the Ladder of Success – one goal at a time – one step after another toward your Seminar goals. With the Star Consultant Rewards Program, you can earn recognition for developing your personal sales to help you qualify for Star Consultant prizes and for the Ladder of Success pin.

sapphire

Fine time to shine with this gorgeous **white bracelet watch**. A timely accessory in high fashion style.



TOTAL SECTION 1 RETAIL SALES REQUIREMENT P81,000-
P101,000
PIN Ladder of Success Pin + Sapphire gemstone
REWARD Star Reward Sapphire - White bracelet watch

GUIDE TO ACHIEVE THE SAPPHIRE LEVEL
Minimum Average sales/month: P27,000
Simply sell: 3 - Botanical Customized Skin Care Set;
2 - TimeWise Miracle Set;
3 - Acne System Set

ruby

It's a white adventure with this **white Mary Kay carry all**.



TOTAL SECTION 1 RETAIL SALES REQUIREMENT
P101,001-P121,000
PIN Ladder of Success Pin
+ Ruby gemstone
REWARD Star Reward Ruby
- White Mary Kay handbag

GUIDE TO ACHIEVE THE RUBY LEVEL
Minimum Average sales/month: P33,667
Simply sell: 3 - Botanical Customized Skin Care Set; 4 - TimeWise Miracle Set; 2 - Acne System Set

diamond

Tiffany-inspired bracelet and earrings set from Israel in stainless steel. Simply look luminous and stunning in your Mary Kay suits.



TOTAL SECTION 1 RETAIL SALES REQUIREMENT
P121,001-P141,000
PIN Ladder of Success Pin
+ Diamond gemstone
REWARD Star Reward Diamond -
Tiffany-inspired bracelet and earrings set

GUIDE TO ACHIEVE THE DIAMOND LEVEL
Minimum Average sales/month: P40,334
Simply sell: 3 - Botanical Customized Skin Care Set; 3 - TimeWise Miracle Set;
2 - MelaCEP 5-piece Set; 2 - Acne System Set

emerald

Vibrant **Bulgari-inspired necklace and earrings set** from Israel. Perfect for classy white tops and dresses.



TOTAL SECTION 1 RETAIL SALES REQUIREMENT
P141,001-above
PIN Ladder of Success Pin
+ Emerald gemstone
REWARD Star Reward Emerald
- Bulgari-inspired necklace and earrings set

GUIDE TO ACHIEVE THE EMERALD LEVEL
Minimum Average sales/month: P47,000
Simply sell: 3 - Botanical Customized Skin Care Set; 5 - TimeWise Miracle Set; 2 - MelaCEP 5-piece Set;
2 - Acne System Set

star
consistency
program

july 1, 2009 – june 30, 2010

Here's how to be part of this program:

- Beauty Consultants and Sales Directors who achieve Ladder of Success (any level) in the 4 calendar quarters will be awarded the **Star Consultant Consistency Award**. *Example:* Sapphire level I - 4 quarters achieved
- Sales Directors with 3, 5, 8, 10 and more Ladder of Success achievers in the 4 calendar quarters, will be awarded the **Star Director Consistency Award** as long as they are Star BCs themselves.
Example: Sapphire level - SDs with 3 BCs who are in the ladder of success consistently in 4 quarters

If you become part of the Star Consistency Program you will...

- Attend Royal Reception in Seminar 2010 - for Diamond and Emerald star consistency awardees
 - Receive a collectors item symbolical of the seminar year's theme on stage at seminar
 - Parade on Seminar stage
 - Have your name featured in Applause®
- Beauty Consultants and Sales Directors who achieve Diamond and Emerald Star Consultant and Star Director Consistency awards will also be awarded **trophies** on stage and a **signature watch**.

For more details of the program, refer to the **Star Consultant Rewards Program** section in MKBuzz.

NOTE: The company reserves the right to replace any item with similar value in case of stock unavailability. Design and sizes may vary from photos. Claim your star gifts at the beauty centers from July 15 to August 15, 2010. Unclaimed gifts after this period will be shipped together with your orders only. Unclaimed gifts after October 15, 2010 will be forfeited.

Keys to a Successful Team Builder

When you become a Red Jacket or a team builder you enter a new phase with your Mary Kay business that affects your team members as well as your Independent Sales Director. Here are helpful suggestions that can help you develop into your new role:

- Continually **develop your leadership skills**. You'll want to lead by example and earn and maintain the respect of your team members.
- Commit yourself to always **sharpening your team-building skills** and adding at least two new personal unit members to your team each month.
- Keep your **calendar filled with appointments**. Remember too that attending unit meetings, local workshops and Company events is a vital part of your business.
- Encourage your **team members to develop their potential**, achieve their dreams and help others do the same. Be sensitive to each team member's needs – cheer with her when she accomplishes a goal and support her when she encounters an obstacle.
- Build and maintain a **spirit of camaraderie** within your team and your unit. Promote and participate in Company and unit contests.
- **Look to your Sales Director for assistance and advice**, and support her as you will want to be supported in the future. She has the experience and perspective you may need to deal with a challenge.
- Make yourself available to **help your Sales Director at unit meetings**.
- **Enjoy your role** as a Star Recruiter. Challenge yourself to conduct your business in such a way that others will want to do what you do!

red jacket rally

Contest Period :
April - June 2010

Who can join the MKP Red Jacket Rally?

If you are an Independent Beauty Consultant, Senior Consultant or existing Red Jackets who have never attended a Red Jacket Rally, you can join!

How can I be part of the MKP Red Jacket Rally?

With at least 4 new active personal recruits with P12,000 sales each, you will be able to ATTEND THE MKP RED JACKET RALLY in July 2010!



Plus! If you're at the Red Jacket Rally and you have...

- At least **6 new active personal recruits** with P12,000 sales each – you will receive an **exclusive RJ Barbie Doll upon graduation**.
- At least **8 new active personal recruits** with P12,000 sales each – you will also receive an **exclusive RJ Barbie Doll upon graduation AND your very own MK Red Jacket!**

Fast track your career to Directorship by learning from experienced mentors and gain valuable knowledge to help you grow your team and your sales – all enveloped in the spirit of Mary Kay sisterhood.

Notes:

1. The Company reserves the right to validate authenticity of recruits. Should there be any discrepancy, the Company reserves the right to disqualify the achiever.
2. The Company reserves the right to change, amend or revise these rules as deemed necessary for the best interests of the Company.
3. All gifts will be awarded at the RJ Rally. Failure to attend will mean forfeiture of gifts.

You have started your momentum UPWARD. Now take the next step and claim the rewards and recognition it will bring you.



Exciting things are happening year-round to celebrate our 10 years of enriching women's lives. Here are two activities to look forward to this month!

Duration: January 1 - April 30, 2010

Take 10 promo is on its last month! But its never too late to participate and win exciting prizes! Joining is simple, have 10 new customers each month buying at least 1 Mary Kay product plus your own personal order of at least P3,000 and get 10 raffle tickets for our monthly draw. Simply fill up a Take 10 form in your respective beauty center and drop it or fax it there. You can also download a copy of the form at the MKBuzz downloadable section or send it to us via email. We will pick 10 lucky beauty consultants and customer partners during the general assembly in beauty centers nationwide.

So what are you waiting for, keep those classes and facials going, you might be one of the 10 lucky winner for April! Meet new customers and gain a friend!

**“Take 10”
promotion**

**Lucky 10
raffle draw**

Duration: January - December 2010

Every month, we will raffle off super prizes to 10 Lucky Beauty Consultants nationwide. Electronic Raffle draws will be held at the Makati Beauty center. So keep on ordering! The more orders you make, the more chances of winning!

Mary Kay's Pride

Top in Unit Sales



Charito Reyes
1,649,900

Nanette Mission	1,622,375
Marita Del Corro	1,453,190
Rochelle Pangilinan	1,435,445
Cecile Cahoy	1,202,110
Virginia Estepa	1,171,270
Mary Jane Castillo	1,042,425
Olivia Gonzales	899,820
Virginia Hubahib	882,035
Esmeralda Dino	864,425

Top in Personal Recruiting



Christine Lachica
10



Erasme Madlos
10

Corazon Garchitorea	9
Hermilyn Mirabuna	9
Clarisse Dominguez	9
Esmeralda Dino	9
Rhea Bordadora	8
Flordeliza Cabigon	8
Ma. Dolores Bautista	8
Mary Jane Castillo	8

Top in Personal Sales



Evangeline Esmeralda
200,155

Lotis Pineda	150,025
Marcelita Apasan	142,420
Erlinda Correa	141,070
Teresita Carino	106,765
Leticia Loly	101,095
Leslie Ann Camota	100,625
Darius Guillermo	100,520
Grace Adriatico	96,565
Priscila Monroid	92,620

Top in Team Sales



Charito Reyes
771,505

Rochelle Pangilinan	548,200
Corazon Garchitorea	525,970
Virginia Estepa	386,185
Virginia Hubahib	366,350
Marita Del Corro	357,700
Charlotte Agustin	349,360
Nanette Mission	343,075
Marites Cena	319,715
Laarni Carpio	302,385

Special Awards



Cecile Cahoy



Mary Jane Castillo



Marita Del Corro



Virginia Estepa



Charito Reyes



Nanette Mission



Rochelle Pangilinan

Millionaires Club

hitting P1 million in one month

On the Right Track



Susan Cabello

Fabulous 50's Club Achiever



Ma. Emma Aguimbag

Directors-in-qualification - February 2010

Roschel Atabelo Clarisse Dominguez	Junabeth Dula-ogon Mira Hipolito	Nannie Lanzaderas Catarina Narag	Jenelyn Paron Eliza Villarin
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director's profile | february 2010

New Executive Senior Sales Director



NAME: Marites Cena
BEGAN MK CAREER: October 2006
UNIT NAME: Miracle Believer Star

New Sales Directors



NAME: Clarizel Joy Abellar
BEGAN MK CAREER: May 2009
UNIT NAME: Pink Millionaire
SSD NAME: Ingrid Mae Martin

New Senior Sales Directors



NAME: Socorro Fuerzas
BEGAN MK CAREER: March 2009
UNIT NAME: Shie Frontier Preaker



NAME: Rochelle Pangilinan
BEGAN MK CAREER: July 2007
UNIT NAME: Q.U.E.O.



NAME: Miraflo Pungot
BEGAN MK CAREER: April 2009
UNIT NAME: Pink Marvel



NAME: Resaly Villanueva
BEGAN MK CAREER: March 2009
UNIT NAME: Mary's Angels



NAME: Flordeliza Cabigon
BEGAN MK CAREER: July 2009
UNIT NAME: Dream Achievers
SSD NAME: Richelle Bagonoc



NAME: Laarni Carpio
BEGAN MK CAREER: Sept 2009
UNIT NAME: MK Beauties
SSD NAME: Resaly Villanueva



NAME: Mary Rose Maglante
BEGAN MK CAREER: August 2009
UNIT NAME: New Paradigm
SSD NAME: Socorro Fuerzas



NAME: Ma. Natty Mariano
BEGAN MK CAREER: May 2009
UNIT NAME: Venusian Charm
SSD NAME: Mary Jane Castillo



NAME: Ingrid Mae Martin
BEGAN MK CAREER: June 2009
UNIT NAME: Fusion of Ivory Star
NSD NAME: Richelle Bagonoc



NAME: Neizel Joy Taliman
BEGAN MK CAREER: July 2009
UNIT NAME: Pink Angel Magnates
NSD NAME: Rochelle Pangilinan

MARY KAY CS Certified Scholar

(January - December 2010)

The *Mary Kay Certified Scholar Program* is a step by step education program that helps ensure you learn the skills and knowledge you need at each level – beginning as a new Independent Beauty Consultant up until you become a **Sales Director**.

How do you become a Certified Scholar?

Simply attend and complete all four (4) IBC curriculum programs:

Essential Steps to Reach Success

Essential Steps to Reach Success (ESRS):

A 2-day educational program for new Independent Beauty Consultants that will allow her to earn income immediately and provide a solid foundation for a new IBC in the basics of the Mary Kay opportunity and the Mary Kay culture.

teambuilding class

Teambuilding Class:

Learn to team build that's smarter, not harder with our Team Building Class, a 4-hour class full of teambuilding discussions, workshops and fun.



Two (2) Product Knowledge Workshops (PKW):

Learn about our wonderful products with these 1-hour Product Knowledge Workshops that will surely give you the confidence to sell. We hold workshops for skin care, colors, fragrances, body care and limited-edition products.



Red Jacket University:

A 6-session course geared towards skill and leadership building as a solid foundation for your Mary Kay career.

when you complete the program, you will receive:

1. MKP Scholar Certificate
2. MK Certified Scholar Name Plate
3. Recognition at the General Assembly
4. Be featured in Ovation



there's more:

Debut as an Independent Sales Director* and attend the New ISD Education course and receive an exclusive **Mary Kay Class Ring 2011!**

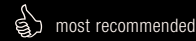
Take your stepping stones to success with the **MK Certified Scholar Program** and gain confidence in your Mary Kay business!



*You must have also completed the IBC curriculum.

how do you order?

online



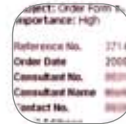
most recommended



Go to www.marykay.com.ph and login to **MK Buzz**. Click **ordering**.



Completely fill out the **order form** with your consultant and payment information (bank deposit/credit card). If the payment is through credit card, attach a **copy of your credit card** and a **letter of authorization**. Submit order.



When order is successfully received you will be sent a **reference number** as confirmation.



Once your order and payment have been processed, your order will be shipped to your designated address within the guaranteed delivery lead time.

walk-in / OPP



Completely fill out a **Consultant Order Sheet**.



Get a **queue number** from the guard or the CS counter and wait for your number to be called.



Once your number is called, proceed to CS counter to submit your **duly accomplished COS**. Confirm your orders, and pay through **credit card** or **cash**.



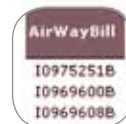
After processing, you will be issued an **invoice** and another **queue number** for the release of your product at the warehouse.

fax order



Completely fill out the **Fax Order Form**. Fax it to our Customer Service (02) 859-6299 along with your **bank deposit slip** or **credit card details** to process your payment.

Expect the following **SMS**:



1st SMS - confirmation of receipt of the order (within one hour from the time the order was received). For orders faxed on the last 2 days and first 3 days of the month, SMS confirmation will be received within the day.

2nd SMS - message stating your order was processed and corresponding airway bill number will be given. (If you would like to track down your order shipment, you may visit www.2go.com.ph, click Express and select Tools. Type the airway bill number.)



Once your order and payment have been processed, your order will be shipped to your designated address within the guaranteed delivery lead time.

If you have any questions or clarifications on how to order, you may call our Beauty Centers at the numbers found at the back of the Applause.

Are you a brand new Beauty Consultant?

Join the *new consultant bonus program*

Enjoy free premium products when you consistently meet your single purchase goals in your first four months as a Beauty Consultant! FREE products with total retail value of P14,690.

1
month



Required Sales: **P12,000** single purchase

Components:
Miracles Happen Book, Mary Kay® Custom Compact, Mary Kay® Mineral Cheek Color, Mary Kay® Nourishine™ Lip Gloss, Mary Kay® Mineral Eye Color

Total Retail Value: **P2,445**

2
month



Required Sales: **P12,000** single purchase

Components:
Satin Hands Pampering Set, Customer Profile Card Set – 2, Customer Order Form Pack

Total Retail Value: **P2,630**

3
month



Required Sales: **P14,000** single purchase

Components:
MK Lip Protector SPF15, MK SPF30 Sunscreen, Red Tea & Fig Loofah Body Cleanser, Red Tea & Fig Deo Body Spritzer

Total Retail Value: **P3,875**

4
month



Required Sales: **P16,000** single purchase

Components:
TimeWise Day Solution Sunscreen SPF25, TimeWise Night Solution, TimeWise Age-Fighting Eye Cream, TimeWise Age-Fighting Lip Primer, SKC Trays (5/pk), Disposable Facial Cloth (25/pk)

Total retail Value: **P5,740**

Want more? Stretch your sales a little more and qualify for the Monthly Ordering Bonus Program and get more freebies! To know more about the NCB program and its mechanics, visit our website at www.marykay.com.ph for details. The company reserves the right to replace items of equal or greater value in the event that supplies run out.

Get **ESRS**-certified

ESRS (Essential Steps to Reach Success) is a two-day program that will add success to your business. After completion of the ESRS, get a voucher worth P6,000 of products and a Color Showcase with your first single purchase order of P16,000!

To know more about the ESRS program, see available flyer or you may go to the Mary Kay Philippines website, MKBuzz. Just click on Sales Programs/New Consultant Program/ESRS.



color showcase

* ESRS product set includes: Acne Clarifying Cleanser, Acne Pore Purifying Serum, Acne Spot Solution, Acne Body Spray, TimeWise Age-Fighting Eye Cream, Satin Lips Lip Balm, Microdermabrasion samplers pk/6, Color Showcase. Images are for representation purposes only.

Avail of **monthly ordering bonus**



tote-aly **tropical**

Get ready for lots of fun under the sun! Bag all your summer essentials and keep it all together in this summery **Tropical Pineapple Tote Bag**. This is yours **free** with personal cumulative retail sales of P18,000 and above. MOB is open to all Independent Beauty Consultants (including New Consultant Bonus program participants).

To know more about any of these programs, visit our website at www.marykay.com.ph or check out available flyers for details.

POWERNOTES APRIL 2010

1. **DELIVERY LEADTIME** for orders received at the first and last three days of the month will take seven working days for serviceable areas and ten working days for non-serviceable areas.

2. **REMINDER FOR ALL PROGRAMS AND PROMOTIONS** The company reserves the right to replace items of equal or greater value in the event that supplies run out.

Starmakers on a roll!

Sales Directors from the Philippines, Singapore, and Malaysia shone bright with their brilliance and passion for leading women at the recently held SEA Leadership Conference last January 21 - 23, 2010. So much energy and excitement filled the halls of the conference area while camaraderie amongst the three countries showed that no cultural difference can break the bond of sisterhood established during the conference.





Career Conference 2010 “Project StarPower”

You are on your way to the Top of your World with what's in store for you this year's Career Conference!

Career Development Classes

have been strategically created to provide business-building education for each step on the ladder of success.

Arm yourself

with answers to questions that your customers and potential team members are bound to ask you.

Leave energized and equipped

with tips to develop Star Consultants and increase your customer base.

PLUS!

A special course for the spouses that will make them fully understands how you do your business.

Don't miss out on this opportunity to get motivated, power up and see STARS!

Schedule

MANILA April 17, 2010, Saturday, 8 – 5 pm
Hotel Intercontinental Manila

CEBU May 08, 2010, Saturday, 8 – 5 pm
Cebu Parklane International Hotel

DAVAO April 24, 2010, Saturday, 8 – 5 pm
Apo View Hotel

ZAMBOANGA May 15, 2010, Saturday, 8 – 5 pm
Garden Orchid Hotel

Registration Fee: P350 (Does not include snacks)

** Subject to seat availability*

MARY KAY®

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CM Recto Avenue,
Davao City
Tel. No: (082) 224-5956
Fax No: (082) 224-5955

CEBU CITY

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Comm. Complex,
N. Escario Street,
Bgy. Camputhaw, Cebu City
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Fax No: (032) 253-4661

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