

Applause[®]

PHILIPPINES

SEPTEMBER 2008

MARY KAY[®]
Enriching Women's Lives

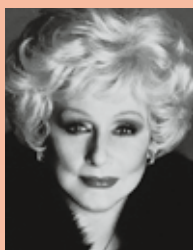
Be excited
with the
**Beauty
by nature**
promotion

Be a Star
Consultant and get a
chance to win a
Gucci Bag!

start your
holiday splurge with
pre-holiday spree

step up and be part of
Asia Pacific DIQ Rally





Successful Attitude

“Success requires competition, but a successful sales person knows that the competition is not with someone else. It is with himself. It is a quick start in the morning when it would feel good to lie in bed another hour. In short, success is the result of a lot of hard work. It's forming the attitudes and habits of a successful sales person and paying the price and attitude that makes you a winner.” – Mary Kay Ash

September 2008 Calendar of Activities

DATE	DAY	ACTIVITY	VENUE	TIME
1	Mon	SD Meeting	MK Davao	3pm
3	Wed	Guest Event	QC Beauty Center	5pm
5	Fri	SD Meeting	MKP	4pm
6	Sat	Teambuilding Class	MKP / Cebu	9am
		RJU Day 1	MKP	9am
		Guest Event	MKP	3pm
		ESRS Day 1	MK Davao	9am
		Color Class	MK Davao	2pm
		Guest Event	MK Davao/Zambo	3pm
9	Tue	Guest Event	Dumaguete	5pm
10	Wed	ESRS Day 1	Dumaguete	5pm
11	Thu	NISD Education Day 1	MKP	9am
		ESRS Day 2	Dumaguete	5pm
12	Fri	NISD Education Day 2	MKP	9am
		NISD Education Day 1	MK DAVAO	9am
13	Sat	ESRS Day 1	MKP / Cebu	9am
		Color Class	MKP	2pm
		Product Knowledge 1-2	Cebu Beauty Center	2pm
		Guest Event	MKP / Cebu / DVO / Zambo	3pm
		ESRS Day 2	MK Davao	9am
15	Mon	NISD Education Day 2	MK Davao	9am
19	Fri	Teambuilding Class	MK Davao	1pm
20	Sat	NSD Classes for DIQ & NSD	MKP	
22	Mon	PHILSEM '08	Sofitel Philippine Plaza	8am
		Developing Offsprings Course	MKP	9am
24	Wed	Guest Event	QC Beauty Center	5pm
26	Fri	RJU Day 2	MKP	9am
		RJU Day 1	Cebu Beauty Center	9am
		RJU Day 1	DVO	1pm
27	Sat	ESRS Day 2	MKP	9am
		Product Knowledge 1-2	MKP	2pm
		Guest Event	MKP	3pm
		RJU Day 2	Cebu Beauty Center	9am
		RJU Day 2	MK Davao	9am
		Product Knowledge 1-2	MK Davao	2pm
		Guest Event	MK Davao/Zambo	3pm

Beauty Center Schedule

Sept. 1	-	Beauty Centers open at 2:00 pm
Sept. 2	-	Beauty Centers open at 2:00 pm
Sept. 20	-	Makati Center closed; QC Center open
Sept. 29	-	Last day to order for BC's up to DIQ
Sept. 30	-	Last day of Sales Directors' personal order

Be there and Celebrate at Philippine Seminar 2008

September 20, 2008 | Sofitel Philippine Plaza | 8 am – 7 pm

attend and get all these FREE!

- outstanding **education** and powerful insights from our very own national and global mentors



- exciting **attendance gifts** worth P1,850 in retail



- seminar bag with seminar materials
- heavy snack
- fabulous entertainment that should not be missed

enjoy the privileges of the awards

FEEL IMPORTANT WITH THE RESERVED SEATING

If you are Top 3 units in Sales and Top 3 Units in Recruiting for Seminar Year 2008 you will enjoy reserved seating during the General Sessions and Awards Program during Seminar.

FEAST OVER LUNCH IF YOU ARE A SPECIAL LUNCHEON ACHIEVER

If you are a qualified Director-In-Qualification or a new Sales Director from June to August 2008 then grace a Special Luncheon with the Stars! Senior Sales Directors of New DIQs and new SDs are also eligible to attend the Special Seminar Luncheon.

** DIQs and new SDs must be able to maintain her minimum monthly requirements at least 200k until the time of the Seminar.*

SEE VIETNAM OR AUSTRALIA

If you want to cruise your way to the Seminar stage, be one of the Top Sales Directors with 10 Million and be part of fun trip in Vietnam and have 13 Million the entire Seminar Year and be part of the Australia trip.

GRACE THE COURTS

If you're sure that you are on your way to hail the throne at Seminar Stage. Visit www.marykay.com.ph or ask your Sales Development Associates to track down your status.

Does your beauty count?



Exude a "Beauty that Counts" with your purchase of Mary Kay® Crème Apple Berry Lipstick. The profit will be given to local charitable institutions. For every Apple Berry lipstick you buy, you'll receive in your order a **FREE limited-edition bag**, available while supplies last. The coordinating bag features special printed messages on the outside that convey the Company's mission to help change the lives of women and children through this initiative. Offer until December 31, 2008 or until supplies last.

happy anniversary!

Mary Kay Ash would be proud to know that her Company is celebrating its 45th anniversary, holding steadfast to the very Golden Rule principles upon which she founded it in 1963. You would be pleased to know that the new Ladder of Success is being released to give you the opportunity to experience equal success.

Carry on Mary Kay's legacy and start committing to her never-ending dream.

6 Most Important Things

get ready for the holidays!

1 It's never too early to start singing Christmas Songs to your customers.

2 attend **teambuilding classes**

and find out the importance of this in your Mary Kay business.

3

welcome back
your team mates
and be rewarded on page 9!



take advantage of the pre-holiday spree!

4 Pamper your customers as much as they want



if you missed **ESRS**

5 here's another chance for you to enroll and graduate this month! Know how on inside back cover.



attend the **Philippine Seminar**

and celebrate the dream together with your sister consultants.

6



Experience BEAUTY BY NATURE with our **buy 3 get 1 offer**

The power of products can transform an everyday experience into an extraordinary one through its ingredients and benefits. That's the beauty of our products that carry botanical ingredients which come from nature.

To experience and enjoy beauty by nature, we are giving you
2 hard-to-resist deals that you would not want to pass up.

Mary Kay® Botanical Customized Skin Care Collection

Botanical Customized Skin Care

Cleanser	Php 725.00
Mask	Php 750.00
Freshener	Php 750.00
Moisturizer	Php 765.00



EXAMPLE 1 set of F1
(Php 2,990.00)

+

1 set of F2
(Php 2,990.00)

Mary Kay® Body Care Collection

Botanical Body Care Deo Body Sprizer Php 1,250.00

Buy **ANY** 3* Mary Kay® Botanical Deo Body Spritzers (any combination) and get another Mary Kay® Botanical Deo Body Spritzer (of your choice: Red Tea or Lotus) **FREE!**

EXAMPLE



Here are some known facts why products that contain botanicals are good for your skin:

1. Botanical ingredients contain properties that fight free radicals. **Free radicals** are unstable molecules produced by normal chemical reactions in the body.
2. Botanical ingredients contain antioxidants known to neutralize free radicals. **Antioxidants** are known to be defenders against free radicals that help neutralize the harmful effects of free radicals.
3. Botanical ingredients such as oat helps improve the appearance of the skin as it moisturizes. Other botanicals like ginseng, is used as a skin-conditioning agent while pomegranate neutralizes harmful compounds which are free radicals.
4. Botanical ingredients like Hibiscus found in Formula 1 helps alleviate the uncomfortably tight feel of dry skin. Beech Tree Bud in Formula 2 keeps skin in beautiful balance since the beech tree is known as the tree of eternal youth. Witch Hazel, found in Formula 3, helps clarify the skin and acts as a mild astringent which helps control oil found on the skin's surface.

Buy **ANY** 3* Mary Kay Botanical Customized Skin Care Sets** (any set combination) and get another Customized Botanical Skin Care Set (of your choice: F1, F2, or F3) **FREE!**

PRODUCT SET BAG NOT INCLUDED



* Purchase should be made in a single invoice/receipt.

**1 set includes a Cleanser, Mask, Freshener, and Moisturizer of the same Formula. Prices at Php 2,990.00 per set without product set bag.

***The Botanical Customized Skin Care Set is individually priced. NO BAG INCLUDED.



**buy 1
get 1**

Affection
Eau de Parfum,
Php 2,300.00

pre-holiday
spree
for free

As we enter the “BER” months, the holiday season is indeed just around the corner! To help you get a head start, we are offering a pre-holiday spree this month!

**buy 5
get 5**

TimeWise® Cellu-Shape
Daytime Body Moisturizer,
Php 2,300.00 each



Tips on how to maximize these items:

1. Invest in inventory to sell during skin care classes and appointments to tempt impulse buyers. When they see a lot of items neatly displayed on stock, this will make them purchase for sure!
2. Tempt hostesses with FREE section 1 items such as the ones featured here to book and hold classes for you.
3. Use these products as gifts to your highest paying customers.
4. It's always good to have extra gifts on-hand just in case you missed out a friend or your child's teacher on your Christmas list!



**buy 2
get 2**

Mary Kay Soft Luster
Eye Color Stick
White Whisper
(with sharpener),
Php 895.00 each



**buy 5
get 5**

MK Signature® Nourishine™
Lip Gloss Cream & Sugar,
Php 650.00 each

building customers for life this holiday

Holiday sales, have a flavor of their own — rich with gift-giving galore, whether the gift is going to someone else or not! After all, people want to look their best for special gatherings, including your customers. When you do follow up calls, don't forget to point out that Mary Kay® products for men and women make perfect surprises for those special people on everyone's list. And remember the domino effect: Selling our Botanical products (skin or body care), or any product for that matter, can lead to more sales through cross-selling, which can lead to other product conversations! More conversations bring in more sales so remember, the more, the merrier!



Just a reminder!

Products and accessories merchandised inside the Mary Kay® Compact Pro (found in The Look) are NOT PART of the compact pro. Empty Mary Kay® Compact Pro costs Php 1,500 (no products).



POWERNOTES September 08

All Occasion Card

Mary Kay All Occasion Card is now available for sale in packs of 5 under section 2 at Php 75.00.



Available for sale in S2

Color Insider Book	Php 400.00
Color Insider DVD	Php 80.00
MK Sharpener (pk/4)	Php 150.00



Star consultant program

August 2008 - September 2008 - September 2008

Reach for your dream to be a **Star Consultant** and get a chance to own a **Gucci Bag** or any of the 3 **Anne Klein Bags!**

1 make the **start** of the **ladder** of **success** quarter one of a kind!

Look at your potential retail profit when you become a ladder of success achiever.

LOS LEVEL	RETAIL SALES REQUIREMENT	MAXIMUM POTENTIAL RETAIL EARNINGS
SAPPHIRE	P81,000-P101,000	P45,450
RUBY	P101,000-P121,000	P54,450
DIAMOND	P121,001-P141,000	P63,450
EMERALD	P141,001 AND ABOVE	P63,451 AND ABOVE

GRAND PRIZE

"D gold" large shoulder bag with double straps, push lock closure, "D" ring detail, gucci script logo, bottom feet, inside zip and cell phone pockets. Beige/ebony GG fabric with brown leather trim and light gold hardware.



Gucci "D gold" large shoulder bag

2 we will **wow** you as we count your **september personal retail sales twice!**

HERE'S HOW:

1. The Quarter for Ladder of Success is:
August 2008 – September 2008 – September 2008.
2. This means your personal retail sales in September 2008 will be counted twice for this particular quarter Ladder of Success computation.
3. As a Ladder of Success achiever, you will receive you LOS pin and gemstone according to the level you reached.

3 on top of the **great earnings**, you will also be assigned electronic raffle tickets depending on your achieved LOS level and be part of the **electronic raffle draw**.

LOS LEVEL ACHIEVED	NO. OF E-RAFFLE TICKETS ASSIGNED
Sapphire level	1 e-raffle ticket
Ruby level	2 e-raffle tickets
Diamond level	4 e-raffle tickets
Emerald level	8 e-raffle tickets

NOTE: 1. Winners will be announced during October 11, 2008 General Assembly.
2. Each winner will likewise be notified individually thru a letter

4 be one of the **4 winners** of these **fabulous designer bags** in the LOS **electronic lucky draw!!**



Anne Klein: Patent Leather Red Hand Bag



Anne Klein: Black Pecan Modern Moment Hobo



Anne Klein: Patent Leather Black Hand Bag

welcome back promo

is here once again!!

Let's reach our dreams and enrich more women as we welcome and recast passions this September.

Welcome back your long-lost team members! Motivate them to reinstate their Beauty Consultant status by simply placing a P3,000 order for the month of September.

Plus! ESRS is Open to All!

If your Beauty Consultant has not attended ESRS, she can attend MK Run or SD Run ESRS by certified ESRS mentors from September - October and avail of the P6, 000 product voucher with a P16,000 single purchase order.

Please contact your nearest Beauty Centre or Sales Development Team for more details.

golden rule recruiting: sell the opportunity, not the discount

The red jacket. The Career Car. The potential to become an Independent Sales Director. Who doesn't get excited about adding team members? But before you share the opportunity with everyone you know, consider this: Converting good customers to team members who don't desire to build an effective Mary Kay business could cost you in the long run.

Long-Term Loss

You may be wondering, "Isn't building a team important?" Yes! But team building has three components: size of the team, strength of the team and team leader skills. **The key is developing a strong team of women who truly want to sell Mary Kay® products – not just earn a 45 percent discount.**



Independent Senior National Sales Director Kerry Buskirk cautions Independent Beauty Consultants against promoting the discount and not the opportunity, you might gain team members, but lose valuable customers in

the process. "Imagine if someone were to sign an Independent Beauty Consultant Agreement to help someone earn a red jacket with no intent to build a business or hold classes," Kerry says. "Imagine if she were to pass on her 45 percent discount to several others, creating a wholesale club of women who never experienced a Mary Kay facial. This would certainly devalue the opportunity."

By only "selling" the 45 percent discount privilege to potential team members, you are essentially giving away your business and teaching others to do the same. In fact, as Kerry points out, the Independent Beauty Consultant Agreement states that

an Independent Beauty Consultant agrees to "promote and sell Mary Kay® products to ultimate consumers."

Plus, a retail customer is important not only for the product she purchases from you, but also the contacts she provides as referrals and hostesses from her group of friends. Once you convert a valuable customer to a personal use consultant, you've lost that.

"Remember, there is more income potential from a customer who purchases \$200 in retail sales than from a team member who only places a \$200 wholesale order every six months," Kerry shares.

Sell the Business Opportunity

Kerry cautions independent sales force members against attempting to "sell" the 45 percent discount to potential team members because they are enticed by quickly moving up the career path.

"When that kind of success doesn't happen right away, it's easy to get disillusioned," Kerry, who has earned more than \$3 million in commissions, shares.

And Kerry speaks from years of team building experience. "Sometimes it's easy to assume that a new team member will automatically embrace the Mary Kay opportunity because she sees the joy and flexibility a Mary Kay business has

brought to you. While the results of your business success may be enticing to her, it's important that she also understands the actions that helped you achieve your goals. Retail product sales and providing good customer service are the foundations for business success," Kerry, whose NSD area was No. 8 in the Emerald Division at Seminar 2007, says.

Recognize Potential

Now Kerry takes a careful approach to team building, creating an atmosphere at skin care classes and facials where women feel comfortable – not pressured. They typically want to know more, and that's when Kerry shares more. "I believe we need to start reaching out to people who truly seem interested in us. Who say: 'What do you do?' 'How do you make money?' 'It looks like you are having so much fun,'" Kerry says.

Once someone understands that skin care classes and reorders can build a successful business and is willing to put forth that effort, then you have an excellent prospective team member who can add value to your team.

"It really is so simple," Kerry shares. "Team building doesn't need to be desperate – it should fulfill Mary Kay's original plan that by sharing this business, we can sell more than we ever hope to sell alone."



STEP UP TO LEADERSHIP with



One bold step to a great future.

(August 1, 2008 – March 31, 2009)

Go to Hangzhou, China for a fun-filled educational experience! Get to know how to keep your Mary Kay career on the go with the right teachings and values. Learn and interact with the best National mentors and Sales Directors from other countries. Visit the state of the art Mary Kay Manufacturing facility in Asia! Enjoy the sights and scenery of Hangzhou and relish sumptuous delights as well!

Just do these 2 easy steps!

1

Step into DIQ from August '08 - March '09 and finish requirements at **P700,000**

2

Have an active unit size of 30.

Here are the must-know mechanics to ensure that you will be part of the trip:

1. DIQs must have attended Red Jacket University.
2. DIQs must have attended a power meeting with her SDA and her Sales Director.
3. New SDS debuting within the contest period must have completed or still be in the New SD Pacesetter program conducted by her SDA at the time of the trip.
4. Winners must be active SDs and in good standing at the time of the trip in June 2009.
5. Winners are responsible for the processing of their own passport. MKP will facilitate China visa processing. There will be **NO CASH CONVERSION** for this trip in case awardees cannot go for whatever reason.
6. Upon receipt of Company notification by the awardee, a valid passport must be submitted within 5 days to the Sales Department. Non sub-mission of passports by May 1, 2009 signify one's refusal to join the trip. The trip is then automatically forfeited.
7. The Company reserves the right to validate authenticity of recruits. Should there be any discrepancy, the Company reserves the right to disqualify the achiever.
8. The Company reserves the right to change, amend or revise these rules as deemed necessary for the best interests of the Company.

Contact your Sales Director or Sales Development Team for more details.

**Step up... Work smart.....
Work your way to Asia Pacific DIQ Rally!**

MARY KAY PHILIPPINES

red jacket RALLY

Contest Period : May 2008- September 2008

Manila
November 8, 2008

Davao
November 22, 2008

**Cebu/
Zamboanga**
November 22, 2008

** Check your Beauty
Centers for final schedule
and venues.*

It's your **last month** to work on this challenge to get top-notch education from our top Directors across the Nation. Make your passion be your inspiration to turn your dreams into reality. Grace an exclusive recognition dinner for Red Jackets. Bond with other Red Jackets!

Simply be a **Red Jacket** within the contest period with **6 active personal recruits with Php16,000 personal sales** each and get to attend the Red Jacket Rally in November 2008!

There's more!

- **Top 1 Red Jacket** with the highest team sales will receive an overnight hotel accommodation for 1 during the RJ Rally.
- **Top 3 Red Jackets** with the most number of Team Members with P16,000 each within the contest period will receive a special pin from Mary Kay.
- **Top 3 Red Jackets in Team Sales** within the challenge period will receive a special pin from Mary Kay.



Be part and make yourself steps closer to achieving the most coveted level of directorship.

Be educated, be motivated & be inspired!



JULY 1 TO DECEMBER 30, 2008

moving up challenge

MAKE YOUR MOVING UP MORE EXCITING!

Move Up the career path for the first time up to Future Sales Director level from July to December 30, 2008 and get a special Mary Kay theme gift.

Move up 1 level	Receive a MK Card Holder
Move up 2 levels	Receive a MK Card Holder PLUS Wallet
Move up 3 levels	Receive a MK Card Holder, Wallet PLUS Bag
Move Up 4 levels	Receive a MK Card Holder, Wallet, Bag PLUS Tote

Move Ahead in Red to experience the perks of this level!

Visit the MK Buzz in www.marykay.com.ph or grab a copy of **RJ Brochure** to know more about the details of the challenge.



guidelines

- Your level as of February 1, 2008 (end Jan. 31, 2008) will be your starting level.
Beauty Consultant - no active team members
Senior Beauty Consultant - has 1 to 2 active team members
Group Leader - has 3 to 4 active team members
Team Leader - has 5 or more active team members
Future Sales Director - has 5 or more active team members plus personal retail order of P12,000
- Gifts are awarded to first time move-ups only.
- Gifts will be awarded on a monthly basis in the General Assembly or shipped to or with your next purchase order which ever is applicable.
- Move-ups in one month can be more than one (1) level.
- You can only win 1 prize, 1 time.

Sprinkled with Happiness

Mary Kay once said that enthusiasm is vitally important in your climb to success. It has always been the companion of success in every worthwhile venture and every upward step in progress since the world began. Browse thru the story of this Sales Director who is a living testimony of how a certain extra spark brought her career to greater heights.

"I am naturally noisy and talkative so when I do not talk that much, people, especially those who are closest to me, will wonder if there is something wrong". This is how **Independent Sales Director Rhonalyn Guerrero** started her story.

The young and bubbly director is the personification of energy in motion. She never runs out of things to do or things to say. She used to study law and work for the government at the same time. This is on top of her being a mother and a wife. As if her hands were not full, she still squeezed out of town vacations to spend quality time with her family.

"I consider myself blessed with a caring husband whom I get comfort from during a bad day. I also draw my stamina from my kids. A hug from anyone of them can ease my worries," Rhona proudly narrates

So when her best friend invited her to attend a free facial in August of 2006, it was unexpected that she will fall in love all over again. *"I joined Mary Kay primarily because I have been convinced by the quality of the products, I was even surprised that I felt that way,"* Rhona said in between laughter. *"You see I cannot be easily convinced, I always have my doubts. Would you believe Mary Kay changed all that? And all I did was try the products. Imagine the excitement I felt when I received my kit!"* she added.

Rhona knew however that it is not all about excitement. She knew that when she joined she is on for another challenge and that is to prosper her Mary Kay business. Along with the excitement was an important decision to make. She had to let go of other important activities and relook her priorities. *"I stopped law school because*

it was the only thing that I could let go at the moment. I needed that extra time to do Mary Kay," she said. But Rhona did not quit her full time job because most of her customers are those who frequent their office.

She juggles a lot of things at the same time, which does not work for everyone, but she makes sure that she spends her energy wisely even if she is doing multiple tasks. She considers excitement as one of her most important investments. She does not give a chance for negativity to enter her system. Regardless of her loaded schedules she made sure that she is inspired to sell and share the opportunity. Because Rhona firmly believes that *"Enthusiasm means you are always on the go, you are always in the mood to do what you love to do. After all, you always have a choice before you start anything and mine is to create happiness in the lives of other women that I share our business to."*

Starting her business on the right note is the best decision she made. She expects a positive outcome from start to finish. She is happy since her joining date up to present. That's why she called her unit the "Glamour Group" and let the name speak for itself. This name talks a lot about how she deals with her everyday struggles mostly as a Director. It is not the shallow meaning of the name but the deepest definition that it stands for. It's about the image that their unit works on everytime they go thru a challenging phase in the business. *"We do not allow trials and misunderstandings to ruin our career and our friendship. Despite the hardships you will still see us beautiful and all made up,"* Rhona eagerly adds.

Rhona adds that her life has been filled with so much excitement, achievements, friendships, and also fear,



anxieties and change, when she became a Mary Kay Beauty Consultant and later on a Sales Director. She nostalgically narrates that she really worked hard to be a Director. *"I just held on to the fact that if I work hard and keep my enthusiasm in doing Mary Kay I will be a director in no time,"* she enthuses. *"But it is never easy. Nobody says it is. Being a Sales Director comes with blood, sweat and tears. I balance everything because I have gone this far and it is all worth it. In times of difficulties, I just let myself enjoy the moment and remember the reason I am a Sales Director."*

If there is one thing that will always be present in all that she does, it is the element of fun. And this she says to her Mary Kay sisters, *"Show confidence in what you do. Charge your batteries before you go out and do your business. Be energized and enthusiastic in doing your business because we all have our own difficult times but we must learn to manage it ourselves. We must protect our business as well. We have to protect our image to sustain our own business."*

Rhona said if there is one thing that is certain is that Mary Kay makes dream do come true. Share the happiness to others, happiness that Mary Kay gives.



Mary Kay makes dream do come true. I just share my happiness to others, happiness that Mary Kay gives.

Mary Kay's Pride

Top in Unit Sales



Nanette P. Mission
1,232,070

Rochelle Lynn C. Guintu	1,225,225
Ivy Arselyn H. Lim	875,065
Olivia G. Gonzales	814,260
Marites P. Cena	779,030
Marita Del Corro	755,840
Crecilia R. Apad	673,000
Mary Jane B. Castillo	664,540
Marilou L. Manalo	636,820
Susan M. Cruz	615,920

Top in Personal Sales



Rosario G. Velasco
250,005

Corazon T. Dy	155,250
Georgiana Yu	127,750
Nemesia Manalo	112,430
Maria Luisa E. Del Castillo	100,425
Marian Hazel V. Tio	99,980
Irene Grace B. Malones	89,190
Nory A. Macatigos	85,995
Ely Mae M. Dumao	84,110
Catherine A. Cortes	76,005

Top in Personal Recruiting



Annaliza B. Guingcangco
12

Cielo A. Ruzol	8
Cecile A. Cahoy	7
Ma. Ceylon A. Nolasco	6
Pilar C. Lavin	6
Luz B. Lavin	6
Rhonalyn M. Guerrero	5
Margie O. Pampanga	5
Yolanda P. Saccalan	5

Top in Team Sales



Ivy Arselyn H. Lim
478,840

Olivia G. Gonzales,	338,575
Annaliza B. Guingcangco	322,890
Sitti Fatima A. Mohamad	316,640
Nanette P. Mission	270,055
Louella M. Sopoco	265,660
Luz B. Lavin	255,065
Nena P. Adupe	251,970
Nory A. Macatigos	242,335
Rosaminda Piccio	242,030

“ You must earn your customer's respect, trust, and interest. This means handling objections head-on rather than trying to ignore or evade them. It also means making sure that the quality of follow-up and service merits the privilege of further sales.” ”
- Mary Kay Ash

Special Awards

Millionaires Club

hitting P1 million in one month



Rochelle Lynn C. Guintu

Car Achiever



Mary Jane Castillo



Crecilia R. Apad

Car On-Target

Quarter 1 & 2 2008
with 2.5 million



Ivy Arselyn H. Lim



Nanette P. Caguring-Mission



Rhonalyn M. Guerrero

On the Right Track



Ivy Arselyn H. Lim



Christina Dizon

Directors -in- qualification July 2008

Diane Thaise Africano
Irene Grace Malonez
Saccalan Yolanda

director's profile | july 2008

New Senior Sales Directors



NAME: Nory Macatigos
BEGAN MK CAREER: August 2006
SD DEBUT: January 2008
UNIT NAME: MK Business Partners
for Christ



NAME: Glenda Zamora
BEGAN MK CAREER: August 2007
SD DEBUT: May 2008
UNIT NAME: Good Graces



NAME: Gina Caniezo
BEGAN MK CAREER:
SD DEBUT: July 2008
UNIT NAME: Pink Wings Circle
SSD NAME: Nory Macatigos



NAME: Ma. Jessie De Los Santos
BEGAN MK CAREER: October 2007
SD DEBUT: July 2008
UNIT NAME: Queen of the Stars
SSD NAME: Christina Boyd



NAME: Alma Cunanan
BEGAN MK CAREER: November 2006
SD DEBUT: July 2008
UNIT NAME: The Victor and the
Magnificent Unit
SSD NAME: Marilou Manalo



NAME: Annaliza Guingcangco
BEGAN MK CAREER: October 2007
SD DEBUT: July 2008
UNIT NAME: You've got the Look
SSD NAME: Glenda Zamora

New Sales Directors

Beauty Consultants **must-do** list:

1 month		P2,445.00
2 month		P2,630.00
3 month		P4,945.00
4 month		P5,740.00

1 ✓ Join the New Consultant Bonus (NCB) Program

Attention all new Independent Beauty Consultants! 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 Php **15,760**.

2 ✓ Register for Essential Step to Reach Success (ESRS)!



Knowledge = Success

ESRS is a two-day program that will add success to your business. After completion of the ESRS, get a voucher worth Php 6,000 of products and a Color Showcase with your first single purchase order of Php 16,000!



MARY KAY® Your Hostess & You Hostess Incentive Program

Bookings are the lifeline of your business, so use the great hostess gifts, tokens, and flyer to help book up your diaries so you can share information about great new products!

Here are some tips for your hostess program:

1. Download the hostess flyer from our website and give this out to hostesses when booking a class.
2. If sales are a struggle, look at ways to encourage your customers to reach a certain sale quota by offering gifts with purchase or giving them selected S1 items for every Php XXX amount of purchase from you.
3. To ensure bookings are held, tell your customer she can only get her token or gift from you when the bookings are held. That way your diary is full of bookings rather than cancellations.



Hostess
Gift



Hostess
Token

monthly ordering bonus (for non-NCB Beauty Consultants)



Stretch your way to 18k!

The **Satin Hands Pampering Set** is yours **FREE** with personal retail sales of P18,000 (cumulative) and above.

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



The Mary Kay Compact dazzles the media

Redefining the face of beauty – Mary Kay Compact was launched to Media last July 15, 2008 at CAV Wine Shop in Bonifacio High St., The Fort, Taguig.

Sleeker and more gorgeous than ever, Mary Kay Compact dazzles the fun-loving media representatives from different publications, broadsheets and TV stations. Mary Kay dishes out the Color line featuring new crème lipsticks and mineral eye colors along with illuminating powders and cheek colors.

Media guests experimented with colors at the color counter, two guest makeup artists did makeup demonstrations achieving the 3 different looks highlighted for the event – Sheer & Natural, Rich & Vibrant, Runway Glamour.

They were even able to create their own charm bracelets before the launch.

fun & fabulous SD Mid-Year meetings

Four Mid-Year meetings happened last July that fostered sisterhood and camaraderie among Sales Directors. The activity highlighted the importance of having a balanced business which is teambuilding and selling – the Mary Kay way.

The event put emphasis on the Mary Kay culture of giving and sharing. Fun classes and workshops were conducted. Reflections and affirmations also took place. And of course, a Mary Kay event will not be complete without the “fun night”. This year’s theme “Fun Fabulous Colors” was in line with the new colors that were launched to the SDs during the meeting.

July 2 – Manila | Crowne Regency Hotel

July 4 – Davao | Apo View Hotel

July 7 – Cebu | Cebu Beauty Center

July 7 – Zamboanga | Zamboanga Beauty Center



Earn raffle tickets as a
Ladder of Success achiever
 and get a chance to own this
Gucci bag.



'D gold' large shoulder bag
 with double straps, push lock
 closure, "D" ring detail, gucci
 script logo, bottom feet, inside
 zip and cell phone pockets.
 Beige/ebony GG fabric with
 brown leather trim and light
 gold hardware.

MARY KAY®

Visit our website : www.marykay.com.ph

MARY KAY (PHILS), INC.

Building II La Fuerza Compound,
 2241 Chino Roces Ave., Makati City
 Tel. Nos: (02) 859-6222/859-MARY
 Fax No: (02) 859-6299
 Email: mkpcservice@mkcorp.com

QUEZON CITY

G/Fir Casa Rafael Bldg.
 1223 Quezon Avenue,
 Quezon City
 Tel. Nos: (02) 371-83-55
 Fax No: (02) 371-8322

DAVAO CITY

Door 6 & 7 Regina Complex
 CM Recto Avenue,
 Davao City
 Tel. No: (082) 224-5956
 Fax No: (082) 224-5955

CEBU CITY

G/Fir, Cebu Capitol
 Comm. Complex,
 N. Escario Street,
 Bgy. Camputhaw, Cebu City
 Tel. No: (032) 254-8081
 Fax No: (032) 253-4661

BICOL

2/F GTS Building,
 Rizal Street,
 Old Albay District,
 4500 Legaspi City
 Tel. Nos: (052) 820-6222

ZAMBOANGA CITY

2/F YPC Building, Veteran's Avenue,
 7000 Zamboanga City
 Tel. No. (062) 992-6222



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