



AUGUST 2006



The Best Sellers



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www.myunitbiz.com/dsellars

MONTHLY GOALS

- \$25,000 Total Wholesale
- 30 Interviews
- 10 New Consultants
- 10 New Senior Consultants
- 5 New Star Recruiters
- 2 New Team Leaders

SEMINAR GOALS

- \$650,000 Unit Circle
- 200 Unit Members
- 65 Star Consultants
- 3 New Offspring Directors

Queen of Sales



Tina Javorski

Queen of Sharing



Tina Javorski



Dear Best Sellers and Adorables,

As you can see, we have a new newsletter! Take a look at what this new newsletter has to offer and see how well our unit is doing! Our unit also has a new website. Visit our website at www.myunitbiz.com/dsellars. Check it out each week to see what's going on in our unit and what training materials, fliers and forms are available to you. You will also see great recognition on the front page too!

We finished last year with over \$200,000 in retail sales, making us the #5 unit in the Moser Area at Seminar! I was so excited and proud to represent our unit, The Best Sellers, at Seminar! You were all a part of our successful year and I am proud to be your Sales Director! Thank you to everyone who worked their business last year and played in the game.

We have set a goal for this year and it is being verbalized on a daily basis that we will be the next \$650,000 Unit in the Moser Area! We are growing to 200 unit members this year with 65 Star Consultants and 3 new Off-Spring! We can do this! Congratulations to Tina Javoroski and Lisa Wucherpfennig for being Star Consultants already in July! Who will join them by being a Star Consultant this 1st quarter ending September 15th?

We have many new contests and promotions for the new Seminar Year. Make sure to read about all of them in the newsletter, but also check out our website for up to the minute contests and recognition. Join the fun of going for all of these contests! Some you'll make, others maybe you won't, but in the long run you've grown your business and had fun doing it! It's how I've gotten to Directorship and above!

Be sure to take charge of your attitude and listen to the hotline everyday. I sometimes have to listen to a hotline message before I even get out of bed! It's like getting that cup of coffee in the morning and it will make a difference in your positive attitude! Our hotline number is 1-641-297-4225. Press "1" and "#" at the end to leave a message and then press any Key after your message to save it for me to listen to!

Love,
Deb Sellars
Future \$650,000 Unit





Sensational Sales

There are no shortcuts to anyplace worth going!



Goals

To Jumpstart your Career!



Perfect Start

- Facial **15** customers or hold 5 skin care classes within two weeks.
- Earn your Perfect Start Pin!



Power Start

- Facial **30** customers or hold 10 skin care classes within one month.
- Earn your Power Start Pin!



Star Consultant

- Place your order.
- Build your inventory to profit level!



Move Up the Career Path

- Share the opportunity with at least one new team member.
- Receive recognition & prizes!



Preferred Customer Program

- Enroll customers for relationship building results & sales!

Tina Javoroski	Class: \$210	Facial: \$44	Weeks: \$16.50, \$310, \$128.50, \$14
Kristin Mielke (A)	Weeks: \$168.50, \$46		
Rebecca Stirmel (A)	Class: \$132.50, \$114	Facial: \$44	Weeks: \$218, \$176.50, \$137
Sande Becker (A)	Weeks: \$84(on-the-go's)		

(A) stands for "adoptee"



Help our Unit Grow with the Great With 48 Unit-Building Challenge.

Incredible rewards and recognition await Independent Sales Directors who add at least 48 qualified* new unit members from July 1, 2006, through June 30, 2007, along with their contributing unit members. There are even recognition opportunities throughout the year to help you stay focused the yearlong goal.

UNIT-BUILDING CHALLENGE

From July 1 through Nov. 30, 2006, Independent Sales Directors who add at least 16 qualified* new unit members and their unit members who add the qualified* new team members can receive a "48" pin with crystals.

From July 1, 2006, through Feb. 28, 2007, Independent Sales Directors who add at least 28 qualified* new unit members and their unit members who add the qualified* new team members can receive and invitation to Career Conference lunch.

From July 1, 2006, through June 30, 2007, Independent Sales Directors who add at least 48 qualified* new unit members and their unit members who add the qualified* new team members can receive an invitation to seminar 2007 luncheon plus more.

\$100 Days! in July

- Ellen Amoroso (1)
- Tina Javoroski (2)
- Linda Mann (1)
- Rebecca Stirmel (A) (1)
- Kristin Walloch-Schlicht (1)

Unit Production

JULY 2006 Wholesale

Tina M. Javoroski	\$3,631.50
Lisa M Wucherpennig	\$2,400.50
Dayamin Lopez	\$614.25
Linda L. Mann	\$381.50
Sally Kells	\$219.00
Lorie Trytek	\$215.00
Ellen Amoroso	\$211.75
Heidi Farrell	\$210.00
Cheryl L. Jones	\$203.75
Linda E. Lasch	\$200.50
Charmaine Hintz	\$76.75
K. Walloch-Schlicht	\$34.00
Debra Sellars	\$612.75

Thanks to all who placed a wholesale order in July!

UNIT HOTLINE

Call Monday-Friday
for business tips!

(641) 297-4225



Stars of Success

It's Your Time to Shine!



On Target Star Consultants

June 16—September 15



NAME	For Star	Sapphire	Ruby	Diamond	Emerald
TINA JAVOROSKI	\$4,293.50	*****	*****	*****	STAR
LISA WUCHERPFENNIG	\$2,697.25	*****	STAR	\$302.75	\$902.75
DEBRA SELLARS	\$1,291.75	\$508.25	\$1,108.25	\$1,708.25	\$2,308.25
MARY SUE JENSEN	\$657.25	\$1,142.75	\$1,742.75	\$2,342.75	\$2,942.75
JEANETTE NOWAKOWSKI	\$640.50	\$1,159.50	\$1,759.50	\$2,359.50	\$2,959.50
PAMELA HARVEY-DIXON	\$631.00	\$1,169.00	\$1,769.00	\$2,369.00	\$2,969.00
DAYAMIN LOPEZ	\$614.25	\$1,185.75	\$1,785.75	\$2,385.75	\$2,985.75
LINDA MANN	\$585.25	\$1,214.75	\$1,814.75	\$2,414.75	\$3,014.75



Words of Wisdom

DREAMS

God would not give us a dream without the ability to achieve it. Winning begins when you throw away your pride and "go for broke." When you aim at something that's bigger than you're sure you could ever achieve, and then you practice believing and seeing yourself achieve that goal. Act as if you have already achieved it. In other words, "fake it 'til you make it."



Bee an All-Star! Star Consultant Yearlong Consistency Challenge

Achieve Star Consultant status all four quarters and meet the total year-end minimum, and you can earn extra Star Consultant rewards!



What it takes to be a STAR!



Sapphire Star ~ \$1,800 Wholesale

Sell \$1200/month for 3 months
\$300/week for 12 weeks



Emerald Star ~ \$3,600 Wholesale

Sell \$2400/month for 3 months
\$600/week for 12 weeks



Ruby Star ~ \$2,400 Wholesale

Sell \$1600/month for 3 months
\$400/week for 12 weeks



Pearl Star ~ \$4,800 Wholesale

Sell \$2800/month for 3 months
\$700/week for 12 weeks



Diamond Star ~ \$3,000 Wholesale

Sell \$2000/month for 3 months
\$500/week for 12 weeks

Set a weekly plan of action. \$60 in Sales a Day will make you a CONSISTENT STAR!

Quarter 4 Star Consultants



Pearl Star ~ \$4,800 Wholesale

Deb Sellars



Ruby Star ~ \$2,400 Wholesale

Tina Javoroski



Emerald Star ~ \$3,600 Wholesale



Sapphire Star ~ \$1,800 Wholesale

Mary Sue Jensen



Diamond Star ~ \$3,000 Wholesale



Moving on Up

Women Sharing their Passion



Recognizing Recruiters

Senior Consultants

Tina M. Javoroski
Lisa M Wucherpfennig

Cheryl L. Jones
Lisa M. Abraham
Tina M. Javoroski

Kristin Walloch-Schlicht
Linda Doby



Moving up the Career Path!!

There's a place on this page for your name next month!

Share the Dream...Build a Team!

Senior Consultant

1-2 active personal team members
4% personal team commission

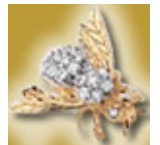


Star Recruiter

3-4 active personal team members
4% personal team commission
\$50 red jacket rebate
building bonus with fourth qualified team member
On-target Grand Achiever status

Team Leader

5-7 active personal team members
9% or 13% personal team commission
\$50 team-building bonus



Future Director

At least 8 active personal team members
9% or 13% personal team commission
\$50 team-building bonus
Grand Achiever qualification & DIQ program eligibility

DIQ

At least 8 active personal team members
Submit your intention to earn your Director status
Meet monthly production



Director

4%, 9% or 13% personal team commission
9% or 13% Unit Volume Commission
\$500+ per month Unit Volume Bonus
\$100 personal team-building bonus
\$500 Unit Growth Bonus
Luxury Top Sales Director Trip qualification
Premier Club or Cadillac qualification



Here We Grow



Welcome New Team Members

New Team Member

Dayamin Lopez
Susan L. Schrader
Lisa Wucherpfennig

From

MILWAUKEE, WI
WAUWATOSA, WI
WEST BEND, WI

Proud Recruiter

D. Sellars
D. Sellars
T. Javoroski

Consistency Club 2007

Order \$200, \$400 or \$600 wholesale

3 months in a row and WIN!

How does it work?

Place \$200, or more, in wholesale orders each month for 3 months in a row and choose your charms!

\$200 w/s a month, 3 months in a row = 1 charm

\$400 w/s a month, 3 months in a row = 2 charms

\$600 w/s a month, 3 months in a row = 3 charms

\$800 w/s a month, 3 months in a row = 4 charms

\$1000 w/s a month, 3 months in a row = 5 charms

**You will earn your Starter Bracelet the first time you win.



Circle your choice of Consistency Charms




“And Then Some” Charms 2006

Earn Special Charms when you do the “And Then Some” in your business this year!
(Remember, to earn your Starter Bracelet you must be a member of the Consistency Club!)

Be a Star Consultant and earn a Star for your bracelet!






Ready to DRIVE FREE?
Earn your VIBE and show the world!




Earn your Red Jacket & your charm.
Already a Red Jacket? Just add 1 new active team member.



Are you ready to be a Director? Become a Director in Qualification with 8 active team members and submit your DIQ commitment Card.



Attend Career Conference



Qualify for Arena Seating at Seminar by either being a Star every quarter or by being a Diamond Star Consultant by March 15th.

This Voucher must be turned in to collect your Bracelet and Charms.

Date: _____ Name: _____ Phone: _____

\$200 (1 charm); \$400 (2 charms); \$600 (3 charms), \$800 (4 charms), \$1000 (5 charms) Circle your choice above.

_____ This is my first time. I have also earned my Starter Bracelet. Circle a “And Then Some” Charm when you have earned it.

Mail to Your Director



MOSER AREA *Run for the Roses* Monthly Contest July 1, 06-June 30, 07

*This year I WILL "Make A Difference" in my life, my family's, my Unit's and my National Area!
 "Excellence is not an Exception, it's an Acceptance." NSD Nancy Moser*

Earn your New Area Charm link-bracelet and a charm for it each month thereafter by completing 3 of the 5 categories each month

Show 1 charm
 Complete 3 of the following
 8 faces or 2 Classes
 2 interviews*
 1 new team member (A/ Q)
 \$200 wholesale
 \$400 retail sales
 Spare time

Place 2 charms
 Complete 3 of the following
 16 faces or 4 classes
 4 interviews*
 1 new team member (A /Q)
 \$400 wholesale
 \$800 retail sales
 1+1+1

Win 3 charms
 Complete 3 of the following
 24 faces or 8 classes
 8 interviews*
 1 new team member(A/Q)
 \$600 wholesale
 \$1000 retail sales
 2+2+2

Triple Crown 4 charms
 Complete 3 of the following
 30 faces or 12 classes
 12 interviews*
 1 new team member(A/Q)
 \$1000 wholesale
 \$2000 retail sales
 3+3+3

Go Baby Go !!



****See Consistency CharmClub to view the charms ****

*Interviews will consist of presenting the Mary Kay opportunity to your prospect face-to-face, through video or tape or by being a guest at an event or meeting. Your director must receive the name and phone number of your prospect within 48 hours of the interview to follow up with them.

SALES for the MONTH
 Total product moved off shelf - not including tax

Week 1 _____
 Week 2 _____
 Week 3 _____
 Week 4 _____
 Week 5 _____

Total Sales for the month = \$ _____

WHOLESALE order(s) for the MONTH

Total wholesale orders for the month= \$ _____
 Not including Sales Tax & Section 2

NEW RECRUITS

	Active \$200+ w/s	Qualified \$600+ w/s
1 _____	<input type="checkbox"/>	<input type="checkbox"/>
2 _____	<input type="checkbox"/>	<input type="checkbox"/>
3 _____	<input type="checkbox"/>	<input type="checkbox"/>
4 _____	<input type="checkbox"/>	<input type="checkbox"/>
5 _____	<input type="checkbox"/>	<input type="checkbox"/>

Gold Recruiting Medal

INTERVIEWS for the MONTH

1 _____
 2 _____
 3 _____
 4 _____
 5 _____
 6 _____
 7 _____
 8 _____
 9 _____
 10 _____
 11 _____
 12 _____

FACES for the MONTH

1 _____
 2 _____
 3 _____
 4 _____
 5 _____
 6 _____
 7 _____
 8 _____
 9 _____
 10 _____
 11 _____
 12 _____
 13 _____
 14 _____
 15 _____
 16 _____
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 25 _____
 26 _____
 27 _____
 28 _____
 29 _____
 30 _____

Your Name: _____ Director Name: _____
 Month of: _____ Charm Choice(s) _____

"Dreams Ahoy, Passport to Success"

Please read through, trip details

Contest date: July 1, 2006 ~ June 30, 2007

Bahama Cruise Contest

Cruise dates: Oct. 5-8, 2007

We are promoting the opportunity to earn the honor of shipping off to Nassau and Cococay, Bahamas via the Royal Caribbean "Savorign of the Seas" **October 5-8, 2007** with Several NSD's, Million \$ Directors and Top Directors, about 14 areas or future area directors! The consultant pays her own way, she is working to be among the elite group of directors, YOU and the NSD's.

Here is further information...

It costs about \$289 per person (outside cabin) and your winners can bring their spouse or family if they wish for the per person price. It includes: cruise, food, & port charges. Not included is travel to Orlando, FL, transfer to and from ship \$65, tip \$30, soda or drinks. Total fixed expenses is about \$400 per person. 3 Nights.

There will be a business meeting on board the day we are at sea. This morning will be quick tips from each of the NSD's and Top Directors. This is done on the Top Director Trips and is always a highlight. It is also how everyone can validate a business deduction!

Second evening will be the Captains Party...FORMAL and FUN!

Last Night the ship is hosting a Private Cocktail Party for extra special challenge winners. This additional challenge will come out mid-year for our consultants.

The island of Cococay is owned by Royal Caribbean and is a day of fun in the sun. Cruise director will be designing "Survivor Challenges" games between each of the areas or future areas and more. This day is all about having fun on the beach!!

Each consultant will receive a Passport.

You will earn stamps for your passport, as you complete the various categories outlined in this booklet. See the following page, the rules are outlined, and the number of stamps that you receive per achievement. Print out this booklet and put into a 'Dreams Ahoy' folder so you have all the information to track.

Bonus Bucks

You may earn Cruise Bonus Bucks from your Director throughout the year to put toward your costs. Watch for specials every month. Must be on cruise on cash in!

Upcoming Success Events for September 2006

Our Training Sessions will be held on Tuesday nights at our New Mary Kay Training Center, 10125 W. North Ave. in the Thompson Building, in Wauwatosa.

1. Meeting Fee is \$3.00 per consultant. Bring a guest and you don't have to pay! Guests are free!
2. Business attire Please (suits, no slacks)! No children!
3. Bring your weekly summary sheets for recognition. **SHOW UP TO GO UP!** You'll get it all right here!

**Deb will be on vacation from
Wed., Aug. 30th—Monday, Sept 4th!
Enjoy the Holiday Weekend!**

Tuesday, September 5 (Wauwatosa Tr. Ctr.)
Step Up Rally With Nancy Moser NSD

- 6:15 Check-in for all units!
6:30 Recognition /Training / Skin Care Class
7:30 Marketing Facts
8:30 Drawings for guests!



Saturday, September 9

Saturday Salad Lunch!

10 a.m.—12:30

We're joining Tricia Milinski's Unit at 280 Regency Ct. (191st & Bluemound) next to Chucky Cheese and Krispy Kreme. Invite lots of guests and let us help you build your team! R.S.V.P. to Deb (414) 438-9013.

Tuesday, September 12

Weekly Training Session and Guest Event

- 6:15 Check-in
6:30 Consultant Training & Guest Makeovers
7:30 Recognition/Announcements

Saturday, September 16

Career Brunch Silver Spring Country Club

N56 W21318 Silver Spring Dr.

9:30– 11:45a.m. Brunch & Marketing, \$15 per person
Cost: \$15 per person, RSVP by Wednesday before!

Monday, September 18

Star Event at ThymeSavvy in Brookfield!

15670 W. Capitol Dr., Brookfield (Capitol & Pilgrim)

For all 1st quarter Star Consultants! We will all make meals to take home! Director Bake-Off too!

6:00 p.m.—8:30 p.m.

Tuesday, September 19

Weekly Training Session and Guest Event

- 6:15 Check-in
6:30 Consultant Training & Guest Makeovers
7:30 Recognition/Announcements



Saturday, September 23

Saturday Salad Lunch!

10 a.m.—12:30

We're joining Tricia Milinski's Unit at 280 Regency Ct. (191st & Bluemound) next to Chucky Cheese and Krispy Kreme. Invite lots of guests and let us help you build your team! R.S.V.P. to Deb (414) 438-9013.

Tuesday, September 26

Weekly Training Session and Guest Event

- 6:15 Check-in
6:30 Consultant Training & Guest Makeovers
7:30 Recognition/Announcements

Saturday, September 30

Saturday Salad Lunch!

10 a.m.—12:30

We're joining Tricia Milinski's Unit at 280 Regency Ct. (191st & Bluemound) next to Chucky Cheese and Krispy Kreme. Invite lots of guests and let us help you build your team! R.S.V.P. to Deb (414) 438-9013.

Tuesday, October 3

Weekly Training Session and Guest Event

- 6:15 Check-in
6:30 Consultant Training & Guest Makeovers
7:30 Recognition/Announcements



Saturday, October 7

Career Brunch Silver Spring Country Club

N56 W21318 Silver Spring Dr.

9:30– 11:45a.m. Brunch & Marketing, \$15 per person
Cost: \$15 per person, RSVP by Wednesday before!

Tuesday, October 10

Top of the Quarter at Silver Spring Country Club

6:00—6:45 Winner's Reception

6:45 –9:00 p.m. (check-in 6:30 p.m.)

Cost: \$7 in advance by 9/27/06 or \$10 cash at the door.

R.S.V.P. **and totals due to Deb 10/4/06.**



Deb Sellars
Senior Sales Director



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Wauwatosa, WI 53222

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AUGUST 2006 Newsletter



BEST SELLARS CONSULTANT:

For complete details, please visit
the Mary Kay InTouch® Web site
and click "Applause® Online."

ADDRESS CORRECTION REQUESTED

Keep On Track for Seminar 2007 Success!

**"To do" list for daily and weekly activities to help keep you on track
for your Seminar year goal!**

- Talk to one new prospective customer per day. Get her name and be sure to follow up.
- Hold 3 selling appointments a week. These can be any selling appointment, including skin care classes, facials, on-the-go appointments or product previews.
- Set a weekly sales goal and commit to it each week.
- Listen to a positive Mary Kay audiotape or CD everyday.
- Share the Mary Kay business opportunity with two prospective team members each week.
- Invite one person each day to your weekly unit meeting.
- Put a team building brochure in all reorder bags with a note that says how much you would love to work with her!
- Order eight Mary Kay logo pins from the Consultant order form and lay them out where you can see them each day. This represents your new team members. Since having eight active personal team members is one of the requirements needed to submit your commitment form for DIQ you'll be on your way tom becoming an Independent Sales Director - the best career in the world!
- Stay "plugged in" to something positive every day. It's such a key to success!
- Start each day with quiet time. The morning is the rudder of your day!