Congrats on entering the last month of DIQ, Bailey’s Believers & Achievers! They are also On Target Car!

Michelle Keener earned her car on December 31! So proud of you, Michelle!
STAYING COZY THIS WINTER!

Ring in the NEW YEAR
JANUARY 1ST-24TH
CONSULTANTS WHO FACIAL & DO MAKOVERS WITH 24 NEW MODELS WILL RECEIVE THE QUEEN BEE RING

ALL GUESTS WHO DECIDE TO JOIN OUR MK FAMILY THE SAME DAY WILL RECEIVE THE "FOLLOW YOUR HEART" RING

2016
Our monthly promotion to help each other move towards our goals and keep moving up the star consultant ladder. Based on the order you place, you will receive a motivational CD to help you along the way. $250 Wholesale—1 CD, $400 Wholesale—2 CDs, $600 Wholesale—2 CDs + limited edition product of greatness! This will not only help all of us towards our seminar goals, but it will help each of us be diligent and focused! Stay driven, motivated and persistent!

Wahle's Wild Race to Red!

We currently have 6 active ladies.

Bailey
Dianne
Chloe
Bridget
Tayla
Noel

Let's get those next 9 ladies in the jackets!
Who will be next???

Our goal is to have 15 Reds by the end of the month!

Who will be our next offspring Director?

Get your photo on the wall!
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<td>Brittany Serrano &amp; Callie Salm’s Birthdays</td>
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<td>Kelsey Bennett’s 2nd Anniversary</td>
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<td>Kaitlyn Bloom’s Birthday</td>
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<td>Morgan Wiedenhoeft’s 3rd Anniversary</td>
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<td>Nichole Graham’s 9th Anniversary</td>
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Pink Doing Green

Storage containers of all kinds tend to go on sale in January each year. If you stock up on new plastic containers, remember to recycle your cardboard boxes and old plastic ones! Go get yourself a good deal and remember to recycle!

WILD WEDNESDAYS
(Women In Leadership Development.)

Do your best to become a Star Consultant! When you are a Star Consultant for 4 quarters in a row, you will receive a Spa Day with Rachel!

The best feeling in the world is finally knowing you took a step in the right direction. A step towards the future where everything that you never thought was possible, is possible.

We will meet at the new Radina’s Bake House on Fort Riley Blvd on Wednesdays at 4:00! For senior consultants & up!
Welcome, new consultants!

Welcome to the Mary Kay family, Sarah Thompson. She joined Bailey’s team on December 20. Congrats!

Abby Webb is a brand new WILD Woman! She joined Bridget’s team on December 10. Welcome, Abby!

WILD Wednesdays (Women In Leadership Development.) We will meet at the new Radina’s Bake House on Fort Riley Blvd on Wednesdays at 4:00! For senior consultants & up!
Look Who Invested In Their Business!

Chloe Garcia—$226.00
Bailey Tebow—$1,678.50
Darla Plante—$229.50
Cassie Sims—$1,069.00
Abigail Webb—$238.00
Sarah Thompson—$245.00
Marcela Diaz—$237.38
Kirby Crownover—$339.50
Rebecca Reynaga—$422.00
Jessica Minge—$225.50
Kayla Barker—$252.00
Jackie Smith—$590.00

Makenzie Talbott—$225.00
Sara Pryor—$233.25
Sarah Tatum—$425.50
Tonya Soyez—$295.00
Emily Decker—$387.50
Nichole Graham—$521.00
Janie Noll—$298.00
Dianne Conway—$483.50
Keep up the good work, Chloe & Wild Women!

Who doesn’t want to be a part of the purple bag club?? You earn your bag when you submit for DIQ! Here is the fabulous Bridget modeling the fabulous purple bag!
Maintain Your Active Status by placing a minimum order of $200 every three months, but keep your A1 status by placing your order EVERY MONTH!

A1 Status = you placed an order in that month.
A2 Status= You placed an order the month before.
A3 Status= You placed an order 2 months ago and will need to place an order to maintain your Active Status.

Congrats on TWO consecutive months in A1 Status, Bailey Tebow, Dianne Conway, Bridget McBratney and Jackie Smith!

Congrats on FOUR consecutive months in A1 Status! Nice job, Rebecca Reynaga!

A1
Kayla Barker
Bailey Tebow
Dianne Conway
Kirby Crownover
Emily Decker
Marcela Diaz
Nichole Graham
Bridget McBratney
Kellie Means
Jessica Minge
Janie Noll
Sara Pryor
Rebecca Reynaga
Makenzie Talbott
Jackie Smith
Tonya Soyez
Sarah Tatum
Sarah Thompson
Abigail Webb

A2
Kassi Axelson
Laura Beers
Michelle Blackfeather
Kaitlyn Bloom
Amanda Doughty
Tayla Geist
Lauren Jankovich
Kami Irlmeier
Sarah Leiv
Kylie Lieber
Stephanie Lind
Gladis Martinez
Amanda Mitchell
Brandey Nelson
Nita Prickett
Janessa Updike
Malia Young
Michelle Zajac

A3
Kelsey Bennett
Rebecca Carpenter
Marsha Evans
Chloe Garcia
Erin Hartnett
Noel Hunter
Zori Monreal-Vega
Darla Plante
Tara Purdie
Tanya Redel
Callie Salm
Sidney Storey
Kristen Tebow
Lisa Tebow
Alissa Wells
Pizza and Planning Party!
January 22 @ 6:00 PM
@ Rachel's House

WILD PROMOTIONS!

From January 1-24, ALL CONSULTANTS who facial/makeover 24 NEW MODELS that you have never facialed before will receive the QUEEN BEE RING!!! A silver ring retailed at almost $50 to inspire you for the Queen's Court of Sharing Ring!!! All guests who decide to join our MK Family the same day will receive the "FOLLOW YOUR HEART" ring retailed at almost $50!!

THIS IS A TWO MONTH PROMOTION, BUT IN ORDER TO PARTICIPATE IN FEBRUARY, MUST ACHIEVE IN JANUARY! (you must fill out a prize claim form to receive!)

1) When you place a $250 wholesale order in January, you will earn your choice of either the Rockin' Red Necklace or Earrings.

2) When you place a $450 wholesale order in January, you will receive the Remarkable Red Clutch!

3) When you place a $650 wholesale order or more in January, you will receive your choice of the two, a conference call, and be in the drawing for January for the Earn Your Stripes Tote!!

When you do this in January, we will repeat this in February, and you have the opportunity to earn ALL the jewelry sets!!!! WOO HOO! And this will give us a HUGE BOOST for our unit!!!
Wednesday, Jan 6- WILD WEDNESDAY
For Senior Consultants and above with Sean Perry- 4 pm- Radina's Bakehouse

Wed, Jan 6
WInter Facials at 6 PM

Sunday, January 10—2:30 PM
Sunday Funday Makeovers!

Monday, Jan 11- Training @ 5:45 pm
Maxwell Monday!- Spa Oasis Facial Relaxation Night at 6:30 PM

Jan 12-16
Rachel, Paige, Bailey at Leadership Conference in LA

Monday, Jan 18
"BLING IN THE NEW YEAR" BACK TO SCHOOL SPECIAL TRAINING KICK OFF NIGHT @ 5:45!! Special Strobing Makeup Clinic at 6:30!!!

Wednesday, Jan 20- WILD WEDNESDAY
For Senior Consultants and above- Radina's Bakehouse
Thursday, Jan 21
Fondue and Facial Yummy Delicious Night- 6 PM!

Sunday, Jan 24
Consultant Power Hour- 3pm

Sunday, Jan 24- 4:30 pm
RING IN THE NEW YEAR with Mary Kay Party!!- Bling in with Rings, Fun, Friends, hors deovres, and fun marketing party with prize giveaways!!

Monday, Jan 25- training at 5:45
Maxwell Monday! January Jams event at 6:30 with Music, Makeovers, Munchies and Mary Kay!!

Wednesday, Jan 27- WILD WEDNESDAY
For Senior Consultants and above at Radina's Bakehouse at 4 pm

Thursday, Jan 28- 6pm- Chocolate Extravaganza!!
Stay warm when it's cold outside with hot chocolate and warm spa moisturizing facials featuring the replenishing mask night!!

Saturday, Jan 30
Muffins and Makeovers at 10:30 am!

Sunday, Jan 31
Consultant Power Hour at 3 pm followed by RING IN THE NEW YEAR Glamour Event at 4:30 PM!!!!

Trainings/Guest Events are located at the MK Success Studio:
209 Southwind Drive (near Panera). Please park in the Panera or business area parking lot.
Every event is skirt or dress, professional attire EXCEPT Friday evenings which are Girl's Night Out!
Please RSVP for yourself and your guests at least 24 hours in advance! $5 per event, $15 for the month, or $40 quarterly. (Cost covers Studio supplies)
Painting With the Stars

Our star quarter consultant party was a night painting bees on canvas! The red jackets had a pre-party for some ice skating!
Need to book an appointment with Rachel? Here's a way to book marketing plans, coaching calls, etc. Book yourself!

calendly.com/rachel wahle

DAILY INSPIRATION HOTLINE!
641-715-3900 ACCESS CODE 26717#
CALL EVERY DAY AND GET A LITTLE RAY OF SUNSHINE TO HELP YOU BE THE BEST YOU CAN BE!!!

SHE WAS POWERFUL. NOT BECAUSE SHE WASN'T SCARED. BUT BECAUSE SHE WENT ON SO STRONGLY, DESPITE THE FEAR.—ATTICUS

2015-2016 GOAL IS TO BE A TRIP EARNING UNIT TO ROME! AND TO HAVE 5 FIRST LINE AND 5 SECOND LINE OFFSPRING SALES DIRECTORS!

Spring Into Red

During the Spring Into Red Challenge, you can earn rewards each month for building your team. And when you build your team, you can increase your income, earn more rewards and step up on the career path!

3 IS THE KEY

Career Conference 2016

- Prize #1 - one of three months luncheon and dazzling earrings
- Prize #2 - two of three months fabulous black and white tote, luncheon, and earrings
- Prize #3 - three of three months gift card for $100 in addition to the luncheon, earrings and tote!
If you want to be happy, you have to be happy on purpose. When you wake up, you can't just wait to see what kind of day you'll have. You have to decide what kind of day you'll have.

Check out this rock star! Here is Paige speaking at C4, an event in KC and her first event as a new director!

Seminar! 
July 30-August 3

Career Conference! 
March 11-12 in KC

Bailey is pictured above because she is a Red and she is in DIQ!
# Queen's Court of Sharing

## COMPANY COURT
24 qualified* new personal team members
- Choice of Prize from Seminar brochure
- Invitation to Seminar 2014 Royalty Reception
- On Stage Recognition at Seminar
- Recognition at National Area Awards Banquet
- Gift and Certificate from National Sales Director
(2 qualified* new personal team members per month will make you a WINNER!)

## PRINCESS COURT
12 qualified* new personal team members
- Recognition at National Area Awards Banquet
- Gift and Certificate from National Sales Director
(1 qualified* new personal team member per month will make you a WINNER!)

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<th>JULY</th>
<th>OCT</th>
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**HIGHLIGHT EACH NEW TEAM MEMBER’S NAME WHEN THEY BECOME QUALIFIED**

*A qualified new personal team member is someone who submits an Independent Beauty Consultant Agreement and a minimum of $600 in wholesale Section 1 orders during the Seminar contest period*
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Interview #1:
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Interview #6:
Interview #7:
Interview #8:
Interview #9:
Interview #10:
## Wahle's WILD Perfect Contest

<table>
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<tr>
<th>PERFECT</th>
<th>15 Parties</th>
<th>15 Interviews</th>
<th>Recognition in Newsletter</th>
<th>2 Snap Charms of your choice</th>
<th>1 on 1 Coaching call with an NSD or top director!</th>
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<tr>
<td>10 Parties</td>
<td>10 Interviews</td>
<td>$1,000 Wholesale</td>
<td>Recognition in Newsletter</td>
<td>2 Snap Charms of your choice</td>
<td>1 Snap Charm bracelet if you haven’t received yours yet</td>
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<tr>
<td>6 Parties</td>
<td>6 Interviews</td>
<td>$600 Wholesale</td>
<td>Recognition in Newsletter</td>
<td>1 Snap Charm of your choice</td>
<td>1 Snap Charm bracelet if you haven’t received yours yet</td>
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<td>3 Parties</td>
<td>3 Interviews</td>
<td>Recognition in Newsletter</td>
<td>A party is considered three or more people over the age of 18, including the hostess, and $100 in sales. You must hand in each potential recruit’s name and phone number to your Sales Director to qualify as an interview.</td>
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- **Antq Silver Cross**
- **Bling Lgt Pink**
- **Bling Purple**
- **Cosmic Matter**
- **Antq Crys Flower**
- **Darling Dear**
- **Field Flowers**
- **Flat Flecked Red**
- **Flecked Purple Geometry 2 Smpl**
- **Hold Tight**
- **Jenni Knows Best**
- **Oh Daisy**
- **Pink Stone Cross**
- **Quiet Passion Purple**

1 Snap Charm bracelet if you haven’t received yours yet.
# Track Your Month

## Wahle’s WILD Perfect Contest

### Interviews Per Week

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<th>Y=Yes</th>
<th>N=No</th>
<th>M=Maybe</th>
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### MONTH to DATE Recap

|____ # Appointments on calendar for THIS month |
|____ # Total New Faces |
|____ # Marketing Plans |
|____ # Total Team     ____ # New Team Members: |
|____ $ Retail Sales |
|____ $ Wholesale Order |
|____ $ Total Team Production (your + team) |

### MONTH END RESULTS

**Circle YOUR Achievement:**

- **Perfect 3**
- **Perfect 6**
- **Perfect 10**
- **Perfect 15**

|____ # Perfect Months in a Row (any level) |
|____ # Book 10 Appointments for NEW MONTH |

- (____ # parties  _____ # Facials)

**MOVED UP Career Path**

From __________ TO __________________

---

**Email to Rachel every Sunday by midnight & monthly by the 5th of every month**

rachelwahle@gmail.com

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**Tracking Wholesale:**  

= $100 Wholesale

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<th>Week</th>
<th>New $</th>
<th>Reorders $</th>
<th>Total $</th>
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Perfect Tracking!

A Party is a Hostess plus 2 Guests & $100 in Sales

1. Hostess: ___________ Phone: ___________ # of Guests: _____ Total Sales: _____
2. Hostess: ___________ Phone: ___________ # of Guests: _____ Total Sales: _____
3. Hostess: ___________ Phone: ___________ # of Guests: _____ Total Sales: _____
4. Hostess: ___________ Phone: ___________ # of Guests: _____ Total Sales: _____
5. Hostess: ___________ Phone: ___________ # of Guests: _____ Total Sales: _____
6. Hostess: ___________ Phone: ___________ # of Guests: _____ Total Sales: _____
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12. Hostess: ___________ Phone: ___________ # of Guests: _____ Total Sales: _____
13. Hostess: ___________ Phone: ___________ # of Guests: _____ Total Sales: _____
14. Hostess: ___________ Phone: ___________ # of Guests: _____ Total Sales: _____
15. Hostess: ___________ Phone: ___________ # of Guests: _____ Total Sales: _____

Name: ____________________ Month: __________________

Interview counts when you give the name & phone# to your Director

1. Name: ___________ Phone: ___________ Director Follow-Up? _________ Sign Agreement: _________
2. Name: ___________ Phone: ___________ Director Follow-Up? _________ Sign Agreement: _________
3. Name: ___________ Phone: ___________ Director Follow-Up? _________ Sign Agreement: _________
4. Name: ___________ Phone: ___________ Director Follow-Up? _________ Sign Agreement: _________
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13. Name: ___________ Phone: ___________ Director Follow-Up? _________ Sign Agreement: _________
14. Name: ___________ Phone: ___________ Director Follow-Up? _________ Sign Agreement: _________
15. Name: ___________ Phone: ___________ Director Follow-Up? _________ Sign Agreement: _________

To receive prizes and recognition for this promotion all of your tracking sheets must be emailed to Rachel by the 5th of the following month - rachelwahle@gmail.com