

Ladies,

One of my most treasured, Mary Kay possessions (besides my caddy and ring) would be my \$700,000 bar pin. I get more questions on how many zeros are on the pin and what it stands for, than anything else



I wear. My bar pin reminds me of the hard work produced by both myself and you. It is a piece that makes me proud every time I look at it. After my first few months as a consultant, my director, Angie Day, gave me a bar pin similar to the ones pictured. It was for \$11,000 in retail sales and I remember being amazed at how much I had actually sold. The pin was a symbol of my success. It showed both me, and my support group, I was making money and joining Mary Kay had been a smart decision. I want to help you have those same feelings and thoughts about your business.

Please take a little time and complete your weekly accomplishment sheets. If possible look at your sales from July 1, 2010 to the present week. Fill out every week and submit them to me. I want to send, or hand, every single consultant and A-Team member, a bar pin symbolizing her success throughout the year. If you don't have a goal I am sure this recognition is going to help you set a goal. So, submit your weekly accomplishment sheets, and get your beautiful bar pin and be recognized in our newsletter and on our unit site.

Every time your weekly accomplishment sheet shows a new pin level, please click on "I Won A Prize" button on the Promotions Page of our unit site so I will know you moved up a bar pin then I will be trading pins with you!!! I can't wait to watch you climb the jewel sudded Mary Kay Ladder of Success!!

Krista

Hope is Confident Expectation