



KRISTA WARNER'S WILD WEST GIRLS

January 2012—December Recognition

December Queens

Queen of Wholesale



Dora Heathcock

Queen of Retail



Tricia Phillips

Queen Team Builders



Tricia Phillips &
Cathy Carroll

Congratulations!
We are currently
#2 in the State
of Oklahoma
for 2011!!

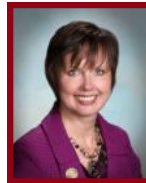
Wild West Future National Area



Angela LaFerry
1st Line Sales Director



Tiffany Chumley
1st Line Sales Director



Rachelle Nicely
1st Line Sales Director



Your Name Here!



Your Name Here!



Heather Hardison
2nd Line Sales Director



Jody Nichols
2nd Line Sales Director



Christy Peters
DIQ



Melisa Pollard
DIQ



Your Name Here!
DIQ

CONGRATULATIONS QUARTER 2 STARS!



Tina Burleson
Diamond Star
On-Target
ALL STAR!



Shirley Parsley
Sapphire Star
On-Target
ALL STAR!



Jerri Baldwin
Sapphire Star
On-Target
ALL STAR!



Tricia Phillips
Sapphire

ON-TARGET QUARTER 3 STARS!

December 16, 2011—March 15, 2012

When you reach Star Consultant status each quarter during the Seminar year, you are building a business foundation based on selling products to a growing customer base. And that translates to more income for you!

Receive your Bee Charm from MK for your Star Level!



— Wholesale Production Needed for Star —

Consultant Name	Current Total	Sapphire	Ruby	Diamond	Emerald	Pearl
Johnette Stites	321	1479	2079	2679	3279	4479
Jinny Lewis	298	1502	2102	2702	3302	4502
Laura Mortensen	296	1504	2104	2704	3304	4504
Diana Sparks	283	1517	2117	2717	3317	4517



KRISTA WARNER'S WILD WEST GIRLS

★ Memo From Krista

I love a New Year!

A fresh start and a time to wipe the slate clean of any missed goals of the previous year. A place to start where everything is new!

January is the time to dust off those goals and dreams and begin again with fresh enthusiasm and energy! Whether you have a short term goal of an extra \$500-\$5,000 or a long term goal of immediate and continued large income and advancement, now is the right time in the right company. In a company with the right people with the right product. Mary Kay is a totally debt free company. It is not publicly owned so as not to fall prey to the whims of Wall Street. It is rock solid as we run into this amazing future we have in store for us in 2012!

In Mary Kay we get two new year starts; one in January and then in July. And January marks the most fun time in our company—the home stretch toward our MK year end finish and our Seminar Celebration!

Lots of exciting things happening ...

Leadership Conference in Atlanta, GA January 8-11!

January Jumpstart—Krista's home, January 21st (details on pg 8)

NSD Kate DeBlander Consultant Workshop/Guest Event
January 26th, Makeover Studio (details on pg 4)

Feel The Power Event in Oklahoma City, February 17-19!

Career Conference in Branson, MO March 30-April 1
Registration Begins February 5th!!

3rd Quarter Star Consultant Contest 12-16-11 to 3-15-12
Be a Star this quarter to receive Priority Registration
for Seminar 2012!

In Mary Kay we can create wealth for our family and money buys choices! That is BIG! If we learn this skill and are willing to develop the habits of discipline, we can have it all in Mary Kay. So at whatever level on the career ladder you want to be, it all begins with a face—FACES TAKE YOU PLACES!

Love & Belief,

Krista

**NATIONAL - NOT AN OPTION!
IT'S THE ONLY OPTION...**

First Steps

Congratulations on a Life-Changing Decision!
Here are the 1st things you need to do...

Make your contact list! Write down the names of everyone you know with skin!

Listen to the "Inventory Options" CD!
Replace FEAR with Knowledge!

Schedule & hold your Business Debut ASAP!
What you lack in experience you'll make up for in enthusiasm!

I will match my time & effort with yours! I am so excited for you & care about your future with our fantastic company! *Krista*

Focus on the Four P's

Your 1st goals in your 1st 30 days!

1. Perfect Start—15
Faces in 15 Days
2. Power Start—30
Faces in 30 Days
3. Pin Enhancer—Add
New Team Member
4. Profit Level
Inventory



★ Welcome New Consultants in December!

Who said YES
Cindy Kroll
Becky Cisco

From
Bartlesville, OK
Neveda, MO

She Made the Difference
Tricia Phillips
Cathy Carroll



KRISTA WARNER'S WILD WEST GIRLS

★ Stairway to the Stars!

STAR TEAM BUILDERS



Shirley Parsley
Rebecca Estep
Tammy Hein
Deborah Rogers
*Alisha Clark
*Shannon Delacruz
*Linda Haney
*Lonna Place



Charlotte Trotter
Jenny Noel
Jennifer Seimer
*Jinny Lewis



Patricia Ellis
Debbie Higgins



Peggy Anderson
Jeri Baldwin



Ginger Knight+
Yvette Hatridge
Emma Terry



Shannon Bridges
Sharlynda Sutton



Jerri Baldwin
Katie Kendrick
*Glenda Helmle
*Jennifer O'Leary



Shawnda Purdy
Marsha Marihugh



Tricia Phillips
Shealynn McElroy
Stephanie Nichols
Patty Phillips
*Jacie Chinn
*Sabrina Willig



Julie Stover
Kammy Hall



Tami Duvall
Ginger Knight



Emma Terry
Mary Qualls
Hali Repass
Glennnda Young
*Debbie Brewer



Laramay Adams
Brandy DeLaet
Candice Crippen



Linda Haney
Ann Showalter

SENIOR CONSULTANTS



Alisha May+
Cathy Adolph
Shari Richter



Angela Howze
Ramonia Davis
*Stephanie Howze



Deborah Rogers
Dora Heathcock

Send your new prospects to the MK Opportunity page on our unit website at www.wildwestarea.com.

When they complete the form I will do the follow-up for you!
OR

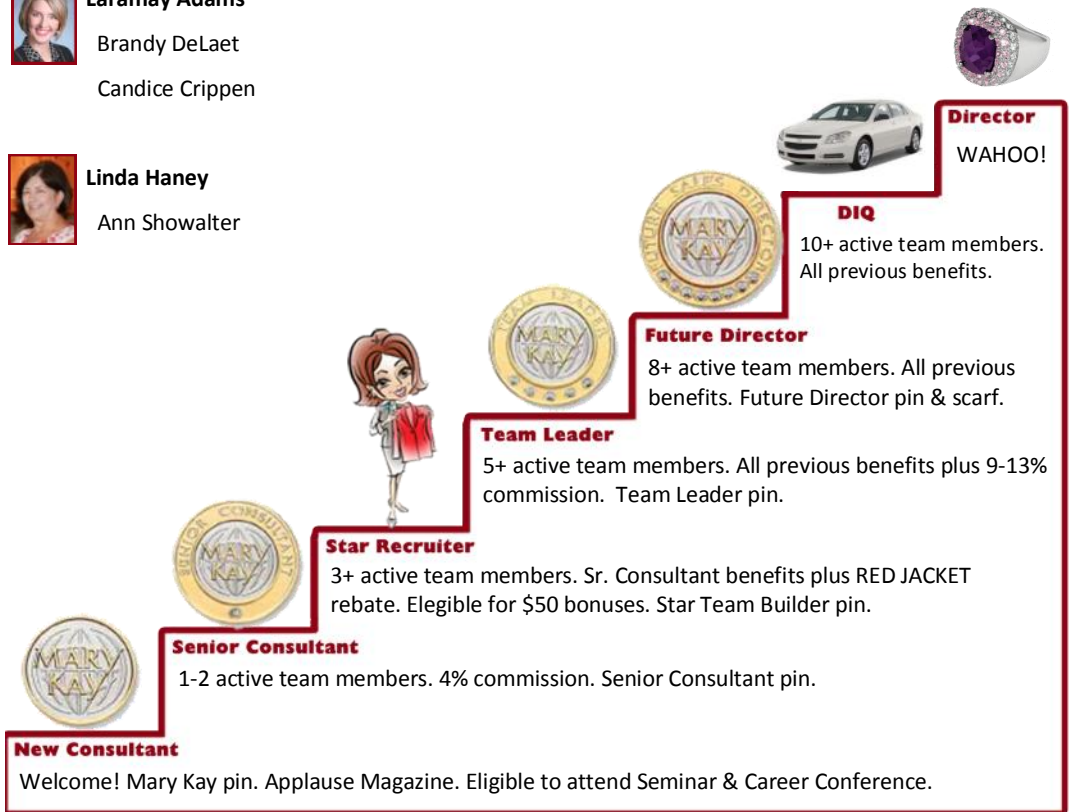
Have them dial into Krista's Marketing Call. They can hear about the Mary Kay Opportunity and hear Krista's "I" Story!
641-715-3900
access code 108028#

Ask them to leave their name, Consultant's name and their comments after "beep".

TOGETHER we will help YOU climb the Stairway to the Stars.

* Indicates a \$200 wholesale order is necessary to become active

+ On- Target for Red Jacket



KRISTA WARNER'S WILD WEST GIRLS

★ Upcoming Events!

JANUARY

- 8th** —No Conference Call
- 8th-11th**—Krista at Leadership Conference
- 10th**—No Meeting
- 15th**—Unit Conference Call—9pm CST
- 16th**—Spring PCP online enrollment begins
- 17th**—Mid-Year Awards (see details on right)
- 21st**—January Jumpstart—10am-2pm—Krista's home
- 22nd**—Unit Conference Call—9pm CST
- 24th**—Tuesday Nite Live (see details on right)
- 26th**—NSD Kate DeBlander Consultant Workshop/Guest Event
- 29th**—Unit Conference Call—9pm CST
- 30th**—Last day of month to place telephone orders until 10pm CST
- 31st**—Tuesday Nite Live (see details on right)
- 31st**—Last day of mth to place online orders until 9pm CST. After 9pm all orders must be assigned to Krista with pmt. Info.
- 31st**—Online agreements accepted for mth until midnight CST.

FEBRUARY

- 5th**—Unit Conference Call—9pm CST
- 7th**—Tuesday Nite Live (see details on right)

**NSD Kate DeBlander
Consultant Workshop/Guest Event
Thursday, January 26th
Director & Consultant Workshop
10am-Noon**

**Evening "Guest" Event
New Year, New You Live Makeover
Plus Kate's "I" Story & Living Lineup
6pm-8pm
Makeover Studio**

Check our website at
www.wildwestarea.com often for
**more information and flyers about
each of the upcoming events!**

★ Tuesday Nite Live!

Tuesdays • 5:30pm Guest Makeovers & New Consultant Training
6:30-8:00pm Consultant Training • MK Studio, 5707 Jenny Lind, Ft. Smith

Driving Directions From So. Oklahoma/Pocola/Poteau Area: Bring US-271 E into Arkansas. Stay on I-540, Take Exit 12. Turn left onto Hwy 71 go 1.3 miles. Turn left onto Zero Street go .3 mile. Turn left onto Jenny Lind Rd. 5707 Jenny Lind Rd is on the left.

Driving Directions from Van Buren: Take I-540 W toward Fort Smith. Take exit 11. Turn right onto

★ Unit Conference Call!



712-775-7100, access code 150791#
Every time you dial into the Unit Conference call on Sundays at 9:00pm CST your name will be entered into a monthly drawing for a special prize! Great way to stay connected! Put these call on your datebook today!

December Winner!



Deborah Rogers

★ Leaders Hotline Call!

Meet the Directors in the Future National Daydream Area.
Be inspired, motivated & encouraged by the Best of the Best 5 days a week!
Dial in everyday, Monday—Friday, for a different message!
641-715-3900, access code 606653#

Hear From:

- Exec. Sr. Sales Director Angie Day
- Future Exec. Sr. Sales Director Krista Warner
- Sr. Sales Director Renee McCormick
- Sales Director Lisa Spann
- Sr. Sales Director Angela LaFerry

Also hear from our newest Sales Directors!

- Tiffany Chumley, Kathy Langston, Jody Nichols
- Heather Hardison, Barbara Berkley, Rachele Nicely



★ The Power of Three!



Use this to your advantage!
You are part of "The Power of Three"!
Without you this would not be possible!
Great marketing tool to use to build your team.
Krista is adding to all her New Consultant Packets and using at her marketing events.

To get a pdf file of the 3 page article, from your InTouch home page—the Applause Online can be found under Publications from the Resources menu.

KRISTA WARNER'S WILD WEST GIRLS

waytoGROW

Dec. 1, 2011 – Feb. 29, 2012

The challenge continues! Sales Directors and Consultants can be rewarded during *You Can Do It!*SM Career Conference 2012 for unit growth. Rewards are based on increasing the unit's size by 10 percent each month from Dec. 1, 2011 – Feb. 29, 2012.



Way to Grow
Luncheon bonus bracelet

Career Conference Rewards

Directors who complete their *Way to Grow* goal at least **two** of the three months from Dec. 1, 2011, to Feb. 29, 2012, will receive an invitation to the *Way to Grow* Luncheon and a name badge ribbon – **along with all of their contributing unit members** with at least one new active* personal team member. Plus, all luncheon attendees will receive a one-of-a-kind bonus bracelet that reflects the spring product promotion.

Sales Directors who complete their *Way to Grow* goal all **three** months also will **receive onstage recognition – along with all of their contributing unit members** with at least one new active* personal team member.

Bangle Bracelet Rewards

Each month in which an Sales Director achieves her *Way to Grow* goal, **each contributing unit member** will receive a glamorous bangle bracelet for every new active** personal team member she adds! The bracelets come in three coordinating designs that can be worn alone or together for maximum impact. For example, if a unit member adds three new active** personal team members in December, and the unit has achieved the December *Way to Grow* goal, she'll receive all three bracelets. Add more and receive more bracelets! *Note: Bracelets will be earned and mailed in this consecutive order: 1) silver bangle 2) rose-gold bangle 3) yellow-gold bangle. The pattern will repeat as more bracelets are earned.* Sales Directors also will receive a bangle bracelet for each new active** personal team member they add each month when their monthly *Way to Grow* goal is achieved.



Coordinating bangle bracelets

*A new team member's Independent Beauty Consultant Agreement and minimum \$200 Section 1 wholesale order must be submitted and accepted by the Company in the same calendar month within the contest period.

**In order to receive a bangle bracelet, the new team member's Independent Beauty Consultant Agreement and minimum \$200 Section 1 wholesale order must be received and accepted by the Company in the same calendar month within the contest period.

*In the case of an offspring unit, each unit goal will be reset once the new offspring has been debuted. The new debut will receive her own unit goal based on her debuting unit size. This will happen by the 15th of the month in which the debut takes place.

★ Build Strong!

The first month you medal, you will receive your Mary Kay Bracelet Chain along with your medal.



Add **five** new personal team members in one month! Receive your **GOLD MEDAL** & receive recognition in the *Applause!*



Add **four** new personal team members in one month! Receive your **SILVER MEDAL!**



Add **three** new personal team members in one month! Receive your **BRONZE MEDAL!**

★ Star Consultant Club!

Every time you're a Star this 2012 Seminar year you will receive a Star Charm for your bracelet! Being a Star has it's rewards!



★ Red Jacket Club!



When you become a Red Jacket you will receive the Sparkly Red Jacket Bauble Charm!

This charm will be offered the entire 2012 Seminar year.



★ Words of Wisdom!

"First of all, you must know what it is you want. Many people fail because they have neglected to visualize in detail what it is they are trying to achieve. If you really want your dream to come true, you will plan, organize, reorganize, and work until you get what you want. Remember, you never fail until you stop wanting and quit. It is said that many people never commit their lives to something that has the prospect of greatness because they fear failure. Many people deliberately set their goals too low to reduce the possibility of disappointment." ~Mary Kay Ash



KRISTA WARNER'S WILD WEST GIRLS

★ Look Who Invested In Their Business! Dec. Production \$200+

NAME	AMOUNT
Dora Heathcock	\$643.25
Shirley Parsley	\$607.25
Dia Finn	\$430.00
Candice Crippen	\$427.25
Diana Montgomery	\$393.00
Julie Stover	\$351.75
Tracy Null	\$350.00
Krystal Moore	\$339.25
Emma Terry	\$331.50
Brigitte Parsons	\$323.00
Johnette Stites	\$320.75
Mitz Haben	\$306.50
Jinny Lewis	\$297.50
Laura Mortensen	\$295.50
Beverly Givens	\$295.00
Karen Clark	\$289.25
Wanetta McKay	\$289.25
Diana Sparks	\$282.50
Blair Williams	\$269.00
Shawnda Purdy	\$260.00
Lisa Martin	\$258.50
Angela Howze	\$254.00
Becky Ollar	\$246.50
Stephanie Hancock	\$246.00
Patricia Ellis	\$239.50
Ro Poindexter	\$237.75
Tammie Mossien	\$233.25
Autumn Kirkes	\$230.75
Elissia Whitfield	\$227.50
Julie Wing	\$222.50
Rebecca Goodbar	\$218.75
Stephanie Howze	\$212.25
Donna McCarley	\$210.50
Cheryl Davis	\$208.50
Andrea Watkins	\$208.00
Tara Chisum	\$207.25
Misty Cotton	\$206.75
Mindy Wilson	\$206.50
Lauren Roberts	\$204.00
Melissa Shamblin	\$203.50
Shari Richter	\$203.25
Judy Asbill	\$202.00
Mary Short	\$201.25
Amber Tipton	\$200.75
Nancy Collins	\$200.50
Brenda Hayes	\$200.25
Leisa Irvin	\$200.25
Becky Cisco	\$200.00

I want to express my genuine thanks for your order last month. I really appreciate your efforts to go above and beyond to make dreams come true every month. Take the challenge and show the world that you can do it. The Wild West Girls are destined to rope their dreams. Call me today and tell me what goals you want to accomplish this month! *Krista*

★ Love Checks From Mary Kay!

"Love Check" Commissions for Personal Team Building: \$10+



13% Team Builder Commission Level

9% Team Builder Commission Level

Krista Warner—\$320.87

4% Team Builder Commission Level

Emma Terry—\$22.26

Shirley Parsley—\$18.61

Tricia Phillips—\$13.05

Laramay Adams—\$10.10

★ January Mary Kay Anniversaries!

Consultant	Years	Consultant	Years
Sheryl Ysbrand	9		
Melissa Koller-Shamblin	8		
Nancy Collins	7		
Laramay Adams	7		
Carolyn Tunnell	6		
Dia Finn	4		
Stephanie Gilmore	3		
Jyme Brinkley	3		
Tricia Phillips	2		
Charlotte Trotter	1		
Nicole Bennett	1		



★ January Birthdays!

Consultant	Day	Consultant	Day
Brenda Slape	1	Mindy Wilson	17
Rachel Harp	2	Kayla Pekarek	18
Charlotte Trotter	3	Debra Bates	19
Jessica Morris	8	Janna Martin	20
Alica Bogner	11	Tracy Null	22
Kasey Copeland	11	Amber Tipton	22
Brandy DeLaet	12	Amy Snapp	23
Brigit Dollar	13	Monica Lamproe	24
Nancy Collins	14	Angela Crawford	29
Katie Kendrick	14	Donna McCarley	31
Jennifer Hunter	15		
Kimberly Rhea	15		



KRISTA WARNER'S WILD WEST GIRLS

★ Our 1st Annual Mid-Year Awards!

Celebrate Halftime Mid-Year Recognition Night
Tuesday, January 17th
6:30-8:30pm; MK Studio, Ft Smith



We will recognize several categories & HONOR Top Winners in each. Where can you be a WINNER?!
Plus raffles for jewelry, gift cards & much more!

Top 10 Court of Sales*
Queen of Retail Sales*
Top 5 Court of Sharing*
Book 10 Challenge Winners
2nd Quarter Stars
On-Target All Stars
Red and Above

More recognition categories will be revealed at recognition night!

*(based on all figures from 07-01-11 to 12-31-11)



The Power Classes start in Jan!

This special pre-recorded webcast will be available on the first day of each month, and will include powerful education taught by the leaders of our independent sales force – Independent National Sales Directors! There also will be links to videos and handouts that complement the education featured in the webcasts.

Here are the educational topics you can look forward to in the first quarter:

- January: *The Courage To Be Great!*
– Sabrina Goodwin Monday
- February: *Getting Fabulous with Follow-Up!*
– Kimberly Copeland
- March: *You CAN Bounce Back!*
– JoAnne Barnes

Check it out on InTouch!

WELCOME BACK! Team-Building Promotion

You can help others bring in the New Year with a “Welcome Back” and a fresh start!

Former Independent Beauty Consultants, who sign an Agreement from Jan. 1-31, can purchase a \$20 Second Chance Starter Kit or a \$100 Starter Kit and are eligible to receive the following:

- A \$50 credit on the initial Section 1 order of \$400 wholesale or higher* placed in the month of January or February.
- A \$100 credit on the initial Section 1 order of \$600 wholesale or higher* placed in the month of January or February.

To take advantage of this special offer, the new Independent Beauty Consultant must mark on the paper Agreement or designate on the online Agreement that she is a former Independent Beauty Consultant and include her former Consultant number.

On Jan. 3, eligible former Independent Beauty Consultants who last placed orders between Dec. 2009 and Nov. 2010, will receive an email from the Company. If you have current email addresses for former Beauty Consultants, consider sending them a Mary Kay e-Card to welcome them back to a new future with Mary Kay!

Visit InTouch for complete details on this Promotion!

*Excluding shipping, handling and tax; and the \$50 or \$100 credit will not apply to subsequent orders.

KRISTA WARNER'S WILD WEST GIRLS

Book 10



All who HOLD 10 appointments before January 15th at midnight earn this gorgeous & roomy Champagne MK Business Tote!!



All qualifying appointments earn you an entry into the drawing for this MK Color Carrier! Every qualifying class you hold counts!

Here are the dates and some details:

Today: make your list of people you will call and put an A,B,C, or D behind their name (see the attached 30/24 tracking sheet) so you know what your plan is when you call. Obviously, if you don't plan to book her you won't use the attached script for her, you'll instead go with plan B, C, or D. Choose what your 24-hour calling period will be. Working with a time limit will help you have a sense of urgency and will get more done in less time. Guaranteed.

- Suggestion: for those of you who are interested in really moving up quickly (for example, to earn a car or become a director in the next 6 months) I recommend booking a 10-show week. Choose your 10-show week and book classes more heavily into that week. If you book fewer than 10, it'll still be a powerful week. Consider offering extra incentives for *holding* during that week.
- Get on the phone. YOU MUST USE THE ATTACHED SCRIPT word-for-word, trust me here. This script gets results every single time. Don't change it! There is a reason it's worded the way it is. Email your director with your results immediately.
- By January 15: All classes must be held by midnight on this date to count for this challenge. The goal is to get you booked up early and let you hold new classes booked off the earlier ones.

Remaining prize categories: all who HOLD 10 appointments (champagne-colored MK bag), consultant who sells the most over \$2000, and all who HOLD 10 in one week. One lucky consultant will win a COLOR CARRIER! (see picture) Your name goes in the Color Carrier drawing for every QUALIFIED class you hold! (hostess plus at least 2 guests over age 18, plus sales of at least \$100. Don't forget, you must be a wise money-manager. Qualified classes reported must be backed by at least a 50% wholesale order BY JANUARY 17)

Tracking sheets can be found on Promotion Page at www.wildwestarea.com

★ January Jumpstart!

Saturday, January 21st, 10am-2pm
Krista's home
112834 S 4730 Rd, Muldrow, OK
Dress is casual for this event.

New Year, New YOU!

2012 is your chance to start over and begin creating the life and the lifestyle you want for yourself and your family.

- Discover what it will take to bring in an extra \$1,000 per mth from your MK business
- Set new personal and financial goals for the new year
- Learn how to increase your chances of meeting your goals
- Find out how to identify and stop your own limiting beliefs that sabotage your success
- We'll award prizes to the Book 10 Challenge winners

In order for your MK business to grow, you must be willing to feed it. Even if it's been a while since you have attended any local event or meeting...or maybe it's been awhile since you worked your business at all...invest in yourself and your business by attending this FIRST Area Event of the new year. Put your MK business to work for you!

RSVP so Krista's knows you're ready for a fresh start! Cost is \$10 per person which includes lunch & all material.

Can't wait to have a WILD WEST area time with each of you!

KRISTA WARNER'S WILD WEST GIRLS

★ December's Top 20!

The Top 20 of Wholesale Orders & Team Building each month will receive a training cd along with a copy of the newsletter.



Brandy DeLaet	Carla Terry
Tina Bureson	Sharlynda Sutton
Shirley Parsley	Hali Repass
Tricia Phillips	Wanetta McKay
Jerri Baldwin	Vickie Mead
Angela Howze	Emma Terry
Blair Williams	Paula Tehee
Chelsey Slusser	Shawnda Purdy
Peggy Anderson	Beverly Givens
Ann Showalter	Laramay Adams
Dora Heathcock	

★ December's Diva Club!

Each Consultant that places at least a \$600 wholesale section 1 accumulated order in the month will be honored at the first meeting of the next month. Out of town Diva's will be mailed a prize!



Dora Heathcock

Shirley Parsley

★ Guestbook Drawing!

Each time you visit www.wildwestarea.com, remember to sign the guestbook! Your name will be entered into a monthly drawing for a special prize!



December Winner!



Shawnda Purdy

★ Joining Red Jacket Club in December!

Laramay Adams Charlotte Trotter

★ \$100 Days Drawing!

Each time you have a \$100 day, sign our guestbook at www.wildwestarea.com to let Krista know! Your name will be entered into a monthly drawing for a special prize!



December \$100 Days!

December Winner!



Carla Terry

★ Dec. Wholesale Winners!

Each Consultant that placed at least a \$250 wholesale section 1 order in December earned these beautiful CZ Studded Earrings!



Dora Heathcock	Shirley Parsley	Dia Finn
Candice Crippen	Diana Montgomery	Julie Stover
Tracy Null	Krystal Moore	Emma Terry
Brigitte Parsons	Johnette Stites	Mitz Habben
Jinny Lewis	Laura Mortensen	Beverly Givens
Blair Williams	Wanetta McKay	Karen Clark
Lisa Martin	Shawnda Purdy	Angela Howze
Diana Sparks		

Blair Williams—1 Shawnda Purdy—1
 Jerri Baldwin—1 Ann Showalter—2
 Carla Terry—1

It's a Beautiful Business

As a Mary Kay Independent Beauty Consultant you could:

- Earn 50%* on everything you sell.
- Earn rewards to help you build your business.
- Build your self-esteem and self-confidence.
- Advance your business at your own pace.

* The 50% gross profit calculation is based on suggested retail prices.

I WON A PRIZE!

CLICK HERE TO
CLAIM YOUR PRIZE

Go to www.wildwestarea.com and on the Promotions page you will see the "I Won A Prize!" button. For each prize you win from me, YOU MUST complete this form out completely! This is the only way we know to send you your prize!! Remember if you live within an hour of meeting; you MUST attend meeting to pick-up your prizes.

KRISTA WARNER'S WILD WEST GIRLS

★ Making Money—December Selling Success!

SKIN CARE SETS SOLD

SKIN CARE CLASSES

Tricia Phillips—\$39.00
Carla Terry—\$45.00

APPOINTMENTS BOOKED

SHOW SALES

FANTASTIC FACIALS \$50+

Blair Williams—\$70.00
ON-THE-GO APPTS
Jerri Baldwin—\$54.00; \$188.00

PCP / MISC ORDERS

Carla Terry—\$173.84; \$190.00
Tina Burleson—\$114.50

ON THE GO

Katie Kendrick—\$213.00
Tricia Phillips—\$18.00

GRAND WEEKS—\$1,000+

Your name belongs here!

PEARL WEEKS - \$800+

Your name belongs here!

EMERALD WEEKS - \$600

Your name belongs here!

DIAMOND WEEKS - \$500+

Your name belongs here!

RUBY WEEKS - \$400+

SAPPHIRE WEEKS - \$300+

BOLD BEGINNINGS - \$200+

Katie Kendrick—\$213.00

OPEN FOR BUSINESS

Carla Terry—\$173.84; \$190.00; \$45.00

Blair Williams—\$70.00

Tricia Phillips—\$18.00; \$39.00

Jerri Baldwin—\$54.00; \$188.00

Tina Burleson—\$114.50

Weekly Queens



Week 1
Katie Kendrick



Week 2
Carla Terry



Week 3
Jerri Baldwin



Week 4
Jerri Baldwin

TOP 3 IN SALES!

1. Carla Terry—\$408.84
2. Jerri Baldwin—\$242.00
3. Katie Kendrick—\$213.00

\$500 & \$1,000 WEEKS!

When you have \$500 or \$1,000 in sales in 1 week, complete your W/A sheet & earn a special prize from Krista!

DECEMBER WINNERS!



Enter your Weekly Accomplishments Online!

I want to hear about your success! Go to www.marykayintouch.com, log in, click on Business Tools, then Weekly Accomplishments & enter your sales!

★ Valentine's Day Hot Sales Tips!!



You are the heart of my business!

Here is a Valentine surprise for you!
You are entitled to a FREE Mary Kay makeover and you may purchase any one glamour item for just a penny if you share your appointment with at least 3 friends before the end of February.



Give me a call!



Printable postcard found under Seasonal Selling on Training Page at www.wildwestarea.com

Here is a catchy poem that you can use to promote gift certificates:

Happy Valentine's Day!
I loved you when I met you,
today I love you more.
You've made my life more wonderful,
than it's ever been before.
I hope your day of shopping,
will be happy as can be.
So try it all and have a ball,
and then come home to me!

Calling Husbands/Significant Others:

"Hi, __, this is __ and I am __'s Independent Mary Kay Beauty Consultant. With Valentine's Day right around the corner I thought you might like to know about some special Mary Kay products that __ loves (or has been wanting). If you are needing something special for __ for Valentine's Day I wanted to offer you my special gift service. Because __ is one of my preferred customers, you would automatically receive a 10% discount. I have all price ranges. I also offer gift wrapping and delivery. Tell me __, may I help you with a Valentine's Day gift for __?"

If he has already decided on something else...Say, "Oh, that's great. Well how about a small, romantic pillow gift?" You can then go on to tell him that this is a gift he would put on her pillow on Feb. 14th...very romantic!

KRISTA WARNER'S WILD WEST GIRLS

★ Tracking for Courts! July 1, 2011 to June 30, 2012

Queen's Court of Sharing

Top 10 Consultants as of December 31, 2011
(year-to-date qualified new team members)

Name	Qualified Team Members	Earned Team Member Commission Credit
1 Laramay Adams	1	\$163.57
2 Peggy Anderson	1	\$88.52
3 Emma Terry	1	\$34.48
4		
5		
6		
7		
8		
9		
10		



Queen's Court of Personal Sales

Top 20 Consultants as of December 31, 2011
(year-to-date retail & PCP add'l credit)

Name	YTD Total
1 Brandy DeLaet	\$9,155.00
2 Tina Burleson	\$6,781.00
3 Shirley Parsley	\$5,136.50
4 Tricia Phillips	\$4,728.00
5 Jerri Baldwin	\$4,526.00
6 Angela Howze	\$4,493.50
7 Blair Williams	\$3,866.50
8 Chelsey Slusser	\$2,890.50
9 Peggy Anderson	\$2,725.00
10 Ann Showalter	\$2,606.50
11 Dora Heathcock	\$2,518.00
12 Carla Terry	\$2,306.50
13 Sharlynda Sutton	\$2,157.00
14 Hali Repass	\$1,982.50
15 Wanetta McKay	\$1,895.00
16 Vickie Mead	\$1,698.00
17 Emma Terry	\$1,681.50
18 Paula Tehee	\$1,662.50
19 Shawnda Purdy	\$1,515.50
20 Beverly Givens	\$1,413.50



The Queen's Courts are recognized and rewarded by Mary Kay Corporate.

Queen's Court of Sales: \$36,000 Retail

Queen's Court of Sharing: 24 Qualified Team Members

The **Princess Courts** are recognized and reward at the Go-Give Banquet. Princess Court of Sales is \$20,000 Retail. Princess Court of Sharing is 12 Qualified Team Members.

The **Unit Courts** are recognized and rewarded by your Sales Director at Unit Year End Awards.



class of 2012

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*Sales Directors and Senior Sales Directors can only earn one ring during the contest period.



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Conference Dates:

- March 23-34
- March 24-25
- March 25-26
- March 30-1
- April 1-2

Visit www.marykayintouch.com for more details & to find a city near you!

Krista will be attending the Branson, MO Conference, March 30-April 1!

Registration Begins: February 5, 2012 for Branson, MO Conference

Registration Deadline: February 29, 2012

Registration Fee: \$80 per person in advance; \$90 on-site space permitting

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