GOLD CIRCLE NSD RUTH EVERHART

REDS ON FIRE

EVERHART AREA RED JACKET NEWS

JUNE NEWS | MAY 2017 RESULTS

EVERHART NATIONAL AREA SEMINAR 2017 RED JACKET GOAL:
60 RED JACKETS • 5 DIQS • 5 ON-TARGET CAR DRIVERS
by June 30th!!

Why do you want to be in Red by June 30th?

- On Stage Recognition at our Red Jacket Rally
- All Reds will take a group photo with VP Sean Key
- Your picture with accolades highlighted on a special Red Jacket flyer at the Red Jacket Rally

Congratulations to Lisa Gutierrez who earned her free airfare & 2 Night Stay in NYC!!

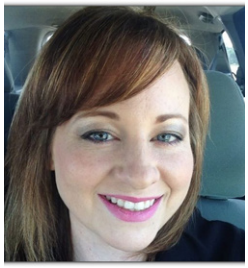
Lisa Gutierrez
NEW Sales Director &
NEW Car Driver

· TOP 10 PERSONAL TEAMS ·

$3,000+

Brandy Harlan
Ruth Everhart Unit
$3,638.00

Stacey Theis
Orenda Hunniford Unit
$3,554.00



Tammy Benson
Holly Dix Unit
$3,157.00

$2,000+

Patricia McKeithen
Lisa-Marie Hintze Unit
$2,856.00

Brandi Howell
Emily Stalf Unit
$2,827.00

Michelle Givens
Ruth Everhart Unit
$2,598.50

Gina Suponic
Orenda Hunniford Unit
$2,145.50

Jennifer Meadows
Orenda Hunniford Unit
$2,025.50

$1,500+

Peggy Deering
Pamela Weber Unit
$1,545.50

Amanda Beckwith
Danielle Tyra Unit
$1,531.85

· PERSONAL WHOLESALE ·

• $2,000+ •

Brandi Howell
Emily Stalf Unit
$2,489.50

• $1,000+ •

Michelle Givens
Rachel Everhart Unit
$1,685.00

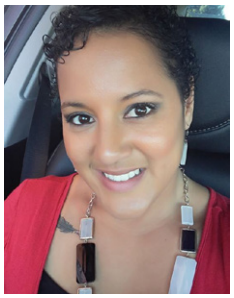
Gina Suponic
Orenda Hunniford Unit
$1,435.50

All these red jackets earned their Embrace Your Dreams bracelet in May!

• $600 - $999 •

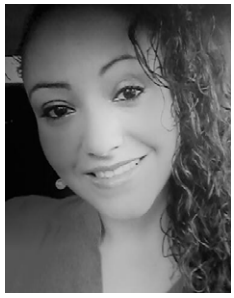
Amanda Beckwith
Danielle Tyra Unit
$947.85

Christine Page
Orenda Hunniford Unit
$784.00

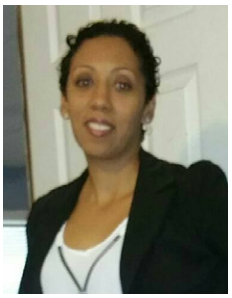


Brandy Harlan
Ruth Everhart Unit
$707.00

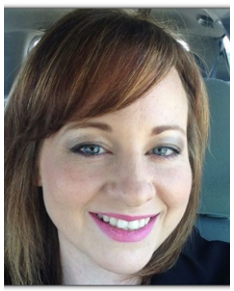
Patricia McKeithen
Lisa-Marie Hintze Unit
$615.00



Ruby Olguin
Claudia Polanco
$608.80



Jessica Pizarro
Jenna Emerton Unit
$606.00



Tammy Benson
Holly Dix Unit
$602.50

· MEDAL ACHIEVERS ·

who will earn a medal in JUNE?!

· ON FIRE RECRUITING ·

Leah Lattimore
Amber Keller Unit
1 NEW QUALIFIED

ARE YOU READY TO PARTY IN THE LONE STAR STATE?

If so, join us for Seminar 2017! Come on down to Dallas, and help us turn the town pink. Stop by the Expo for a sneak peek of the newest Mary Kay® products, programs and technology. Then, grab a seat with thousands of your best girlfriends for riveting recognition, mind-blowing motivation and electrifying education.

Seminar 2017

REGISTRATION OPENS FOR ALL CONSULTANTS MAY 1ST

OUR GOAL IS TO HAVE 103 EVERHART AREA DIRECTORS, CONSULTANTS & HUSBANDS ATTENDING!

MARY KAY

Dreaming in Red

April 1 to June 30, 2017

Are you ready to **Dream Big in Big D?** You can receive an invitation to the biggest prize party of the year when you achieve *Dreaming in Red*.

An Independent Beauty Consultant who adds three qualified* new personal team members during the challenge period of April 1 to June 30, 2017, will receive these exciting rewards:

- An invitation to the exclusive *Dream Big in Big D* prize party at Gilley's during Seminar 2017.
- An invitation to try on the new red jackets at the prize party and to select the style of her choice.
- Her new red jacket to take home at no cost.

For all of the qualification details, visit the *Dreaming in Red* page on *Mary Kay InTouch®*.

Dream BIG IN BIG D

MARY KAY SEMINAR 2017

DREAMING IN RED

*A qualified new personal team member is one whose initial order with the Company is $600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company (A+1). For purposes of this contest, an Independent Beauty Consultant whose Agreement is received and accepted by the Company in the month of March 2017 and who places a qualifying order that is received and accepted by the Company in the month of April 2017 will be counted. An Independent Beauty Consultant who places her order in July 2017 will not count toward the contest.

The Company grants all Mary Kay Independent Beauty Consultants a limited license to duplicate this page in connection with their Mary Kay businesses in print form only. This page should not be altered from its original form nor incorporated into other materials. For a printable version of this page, go to the *Mary Kay InTouch®* website.

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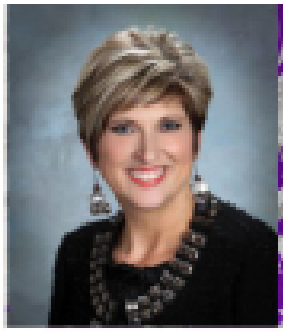
2016 - 2017 SEMINAR SCOREBOARD

TOP 20 EVERHART AREA CONSULTANT COURT OF SALES

CONSULTANT	UNIT	YTD RETAIL	WHOLESALE
Brandi Howell	Emily Stalf Unit	$41,349.40	$16,529.60
Gina Suponic	Orenda Hunniford Unit	$38,888.90	$15,153.95
Patricia McKeithen	Lisa-Marie Hintze Unit	$35,482.00	$ 4,226.00
Rebecca Hartman	Lisa-Marie Hintze Unit	$24,254.20	$10,842.20
Heather Falzone	Natasha Pelton Unit	$22,845.80	$9,498.35
Tammy Benson	Holly Dix Unit	$22,521.90	$8,355.10
Stephanie Glidewell	Valerie Goldston Unit	$22,434.00	$8,792.50
Cynthia Gelinske	Maggie Segneri Unit	$21,086.10	$7,923.75
Tiffany Mason	Hannah Brunner Unit	$20,411.00	$7,692.50
Peggy Joseph	Maggie Segneri Unit	$19,810.00	$7,728.50
Kathleen George	Emily Stalf Unit	$18,924.50	$5,829.75
Betsy Franco	Claudia Polanco Unit	$18,306.70	$6,104.25
Debra Johnson	Orenda Hunniford Unit	$ 17,803.80	$7,344.10
Maria Aguada	Claudia Polanco Unit	$17,692.40	$7,224.75
Christine Page	Orenda Hunniford Unit	$17,159.10	$6,830.55
LaZandra Lewis	Orenda Hunniford Unit	$16,899.80	$6,519.30
Gina Tomlinson	Holly Dix Unit	$16,883.00	$6,962.00
Amanda Arquette	Rachel Everhart Unit	$16,795.10	$8,272.55
Laura Cannon	Beth Malave Unit	$16,664.50	$7,295.75
Heather Miller	Orenda Hunniford Unit	$16,646.00	$6,953.50

TOP 20 EVERHART AREA CONSULTANT COURT OF SHARING

CONSULTANT	UNIT	COMMISSION	QUAL. TM
Patricia McKeithen	Lisa-Marie Hintze Unit	$1,236.19	9
Lynda Thurman	Maggie Segneri Unit	$785.31	7
Amanda Beckwith	Danielle Tyra Unit	$310.03	4
Gina Tomlinson	Holly Dix Unit	$554.15	3
Carmen Pena	Ruth Everhart Unit	$462.85	3
Maryann Tripp	Maggie Segneri Unit	$350.56	3
Robyn McAlpine	Natasha Pelton Unit	$435.44	2
Darlene Pelton-Kildo	Natasha Pelton Unit	$400.28	2
Tiffany Mason	Hannah Brunner Unit	$272.96	2
Brandi Howell	Emily Stalf Unit	$239.26	2
Cynthia Green	Danielle Tyra Unit	$198.77	2
Lauren Quick	Wendy Lemacks Unit	$157.24	2
Jessica Miller	Hannah Brunner Unit	$136.92	2
Wilnesse Nazario	Ruth Everhart Unit	$96.00	2
Jessica Pizarro	Jenna Emerton Unit	$81.30	2
Brittany Hester	Emily Stalf Unit	$79.78	2
Jaimie Young	Erica Howe Unit	$72.04	2
Sylvie Newby	Lisa Gutierrez Unit	$66.28	2
Peggy Deering	Pamela Weber Unit	$57.40	2
Kimberly Panak	Jenna Emerton Unit	$54.40	2



Everhart National Area

DIQ & 1st Year Director Path to TOP UNIT!

Alex and Ani® Bangle (+) ENERGY Promotion

Earn your "heart" charm by achieving $5,000+ wholesale unit production and one personal qualified recruit.

Month 1

Earn your "Key to Success" charm by achieving $5,000+ wholesale unit production and one personal qualified recruit.

Month 2

Earn your "Born To Be Something" charm by achieving $5,000+ wholesale unit production and one personal qualified recruit.

Month 3

- Finish DIQ in 1 Month - Earn ALL 3 Bracelets & "Tree of Life" bracelet.
- Finish DIQ in 2 Months - You will automatically get Month 3 "Born to be Something" bracelet.

Pamela Weber
MAY ACHIEVER*
Unit Director

Lisa Gutierrez
May ACHIEVER
Unit Director

Amber Keller
May ACHIEVER
Unit Director

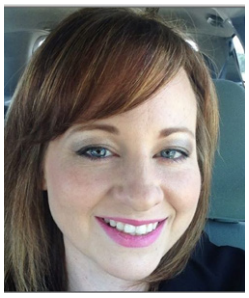
*Pam Weber was an achiever in April as well and it was mistakenly omitted.

· FUTURE DIRECTORS ·

Future Directors have 8 - 10 team members. They receive a $50 BONUS with each NEW Qualified Team Member they add. PLUS they receive a 9 - 13% commission each month.

· TEAM LEADERS ·

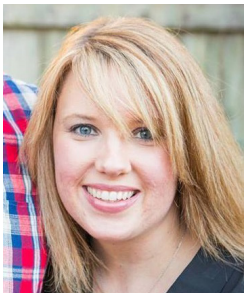
Team Leaders have 5 - 7 team members. They receive a $50 BONUS with each NEW Qualified Team Member they add and are eligible to go on-target for their Career Car! PLUS they receive a 9 - 13% commission each month.



Tammy Benson
Holly Dix Unit

Gina Tomlinson
Holly Dix Unit

Brandy Harlan
Ruth Everhart Unit



Hope Christmas
Valerie Goldston Unit

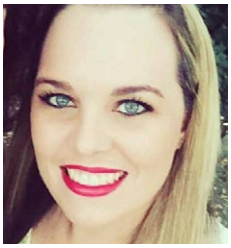
Patricia McKeithen
Lisa-Marie Hintze Unit

Jennifer Meadows
Orenda Hunniford Unit

Brandi Howell
Emily Stalf Unit

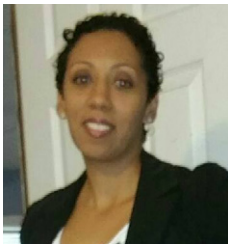
· STAR TEAM BUILDERS ·

Star Team Builders have 3-4 team members. They receive a $50 BONUS with each NEW Qualified Team Member they add. PLUS they receive a 4% commission each month.



Caitlin Gordon
Hannah Brunner Unit

Jennifer Causby
Hannah Brunner Unit



Jessica Pizarro
Jenna Emerton Unit

Michelle Givens
Rachel Everhart Unit

Rita Skinner
Ruth Everhart Unit

Tricia Flagler
Valerie Goldston Unit

Ashley Jenkins
Valerie Goldston Unit

Gina Suponic
Orenda Hunniford Unit

Christine Page
Orenda Hunniford Unit

Billiejo Ermalovich
Orenda Hunniford Unit

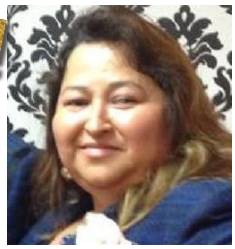
Julie Hunniford
Orenda Hunniford Unit

Stacey Theis
Orenda Hunniford Unit

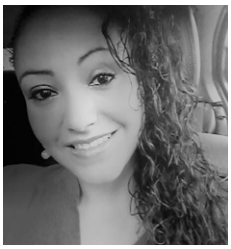
Deborah Landis
Orenda Hunniford Unit

Jen Casto
Amber Keller Unit

Leah Lattimore
Amber Keller Unit



Nelly Polanco
Claudia Polanco Unit



Ruby Olguin
Claudia Polanco Unit

Lynda Thurman
Maggie Segneri Unit

Keri Hommez
Maggie Segneri Unit

Amanda Beckwith
Danielle Tyra Unit

Peggy Deering
Pamela Weber Unit

How will you wrap up this Seminar year!?!

The Red River Retreat was a BLAST!

LISA'S DIRECTOR DEBUT

Congratulations!

Everhart National Area

Red Jacket Meetings

February 2017 - June 2017

February, 2017

Saturday, February 25th / LWR Pink Studio / 7:45am - 9:45am

March, 2017

Saturday, March 18th / Stars & Cars / LWR Pink Studio / 9am - 12:30pm

Friday, March 23rd & 24th / Career Conference / Check " Mary Kay In Touch" for a city near you.

Friday, March 31st & April 1st / Career Conference / Check " Mary Kay In Touch" for a city near you.

April, 2017

Friday, April 7th & 8th / Orlando Career Conference / Orlando, FL

May, 2017

Saturday, May 19th & 20th / Red Jacket River Retreat / Ft. White, FL

at Ruth's River Home (see flyer for details).

June, 2017

Saturday, June 17th / Stars & Cars / LWR Pink Studio / 9am -12:30pm

Congratulations to our May "Final 3 Challenge" Achievers!!

Amanda Arquette
Cynthia Gelinske
Michelle Givens
Stephanie Glidewell
Becky Hartman
Ashley Tamayo

Alex Heekin

Hannah Brunner

Wendy Coffey
Rachel Everhart

FINAL 3

EVERHART AREA CHALLENGE

April ~ May ~ June

Monthly Challenge:

30 NEW Faces (18+ Years)

10 Sharing Appointments (with Director)

Minimum $650 Wholesale Order

(Same qualifications as Everhart Area Pin)

1 month achiever

You earn...

- **Beautiful Earrings** (style & color may vary)
- **Plus our Area pin if you haven't earned it yet.**

2 month achiever

You earn...

- **A Beautiful Earring & Necklace Set** (style & color may vary)

3 month achiever

You earn...

- **A Beautiful Earring & Necklace Set**
- **On-Stage Recognition at our Seminar Red Jacket Rally**
- **Plus an Invitation to the "MK Seminar Awards Night After Party" in NSD Ruth Everhart's Suite (Day 2)**

BOOKING SCRIPT:

"I'm doing a Model Portfolio project for Mary Kay that requires me to facial 30 women by April 30th. Would you be willing to have a complimentary makeover and let me take your picture?"
(In May, change it to May 31st. In June, change it to June 30th)

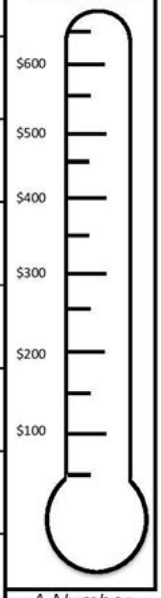
Designed By: lauri@newslettersolutions4you.com

Earn the Everhart National Area Pin!

Proudly Represent our National Area with the Exclusive Everhart National Area Pin!
How to Earn It!
Complete all 3 in one month – 30 Faces, 10 Interviews* and a $650 Wholesale Order
(*Interviews with Sales Director unless your Sales Director says otherwise)

30 FACES			10 INTERVIEWS		
	Customer Name	Retail ($)	Name / Number		Yes / No / Maybe
1			1		
2					
3					
4			2		
5					
6					
7			3		
8					
9					
10			4		
11					
12					
13			5		
14					
15					
16			6		
17					
18					
19			7		
20					
21					
22			8		
23					
24					
25			9		
26					
27					
28			10		
29					
30					

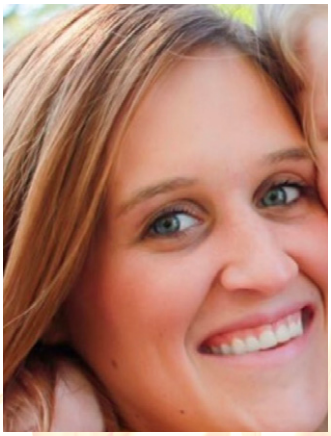
$650 WHOLESALE



A Number tracked is a Number that Grows!

Track your way to Success and Join the Race to Red!

Congratulations to our latest Area Pin Winner!



Alex Heekin
Amber Keller Unit

EVERHART NATIONAL AREA JUNE 2017 TEAM BUILDING CHALLENGE

PROMOTION FOR EACH UNIT

The consultant with the most personal recruits in each UNIT in June will get a prize from me!!

BONUS PRIZE!

The Consultant in our AREA with the most QUALIFIED team members in June will get on stage recognition at our Red Jacket Rally at Seminar!

*Ties broken by commissions earned and then personal wholesale ordered

May 2017 Team Building Challenge Winners

Hannah Brunner Unit • Megan Chafee (1)	**Lisa-Marie Hintze Unit** • Rebecca Hartman (2)
Mindy Cremont Unit • Diane Standiford (1)	**Orenda Hunniford Unit** • Heather Miller (1)
Wendy Coffey Unit • Tabitha Ortega (1)	**Amber Keller Unit** • Leah Lattimore (2)
Rachel Everhart Unit • Ashley Tamayo	**Claudia Polanco Unit** • Ruby Olguin (1)
Ruth Everhart Unit • Brandy Harlan (2)	**Maggie Segneri Unit** • Peggy Joseph (1)
Lisa Gutierrez Unit • Darlene Bauters (2)	**Emily Stalf Unit** • Krystal Jones (1)
Valerie Goldston Unit • Stephanie Glidewell (2)	**Pam Weber Unit** • Lindsey Shiflet (1)

Congratulations to the Consultants with Most Qualified Team Members in May !!

We had a 4-way Tie with 1 Personal New Qualified Recruit Each!

Ashley Tamayo
Rachel Everhart Unit

Lindsey Shiflet
Pam Weber Unit

Sylvie Newby
Lisa Gutierrez Unit

Leah Lattimore
Amber Keller Unit

I'M ALL IN! #teamMK

Everhart National Area

Sapphire Seminar, July 27th - July 31st 2017

EVERHART AREA Seminar Events Registration:

-Registration Fee: $20 per person on or before July 15th.

-Late Registration Fee: $25 from July 16th– July 25th

-Go to www.everhartnationalarea.com and click on "EVERHARTAREA Seminar Events Registration"

-For ALL Directors, Consultants and Spouses Attending Seminar.

We will be staying at the OMNI Hotel

555 S. Lamar St. Dallas, TX

214.744.6664

Kay Bailey Hutchison Convention Center

650 S Griffin St, Dallas, TX 75202

214.939.2750

Thursday, July 27th (Day 00)—Travel Day & Director Event

DIRECTORS ONLY 3:00pm - 5:30pm Special Director's Afternoon Tea at Rosewood Mansion (2821 Turtle Creek Blvd. Dallas)

-Attire: Floral Dress/Maxi Dress
-Cost is $38 per Director (Note: this is separate from Area Events registration) - Please ProPay Ruth, using ruthevehart@tampabay.rr.com by July 20)

FREE NIGHT

Friday, July 28th (Day 0)

9am - 5pm Registration, Badge Pick Up, MK Expo, MK Connections, Contest Booth| Hall D (CC)

10am - 3pm Prize Party at Gilley's Dallas (Come and Go Event)

Bus service will be available from lower C Lobby and is scheduled to depart every 30 minutes starting at 10am. The last bus will depart at 3pm.

10am - 3pm MK Building Tour

Bus service will be available from Lower Lobby AB and is scheduled to depart every 30 minutes starting at 10am. The last bus will depart at 2:00pm.

****Be sure to return from your afternoon activities to be ON TIME for our 2:30 Red Jacket Rally!****

2:30– 5:30 Red Jacket Rally for **ALL** Consultants & Directors (Omni Hotel) - Special Recognition for Red Jackets

4pm - 6:30pm Go Give Meeting - Hall A, Ballroom A (CC)

7pm - 8:30pm Go Give Celebration - Ballroom C (CC)

FREE evening for Units & Future National Areas to meet

(CC) Dallas Conference Center (OH) Omni Hotel

We will let you know if there are any changes

Saturday, July 29th (Day 1) ** Note: Breakfast on your own*

8:15am - 11:30am General Session |Hall of Dreams (CC)

11am - 2pm MK Expo | Hall D (CC)

11:30am - 1:30pm Prize Party Pick Up |Lobby F (CC)

12pm - 1:15pm Luncheons | (CC)
All-Star Luncheon | *Location TBD*
Cadillac Dining | *Hall B* General Dining | *Hall C*

1pm - 1:30pm Top Director Trip Mingle | D220 (CC)

1:30pm - 4pm General Session | Hall of Dreams (CC)

4:15pm—5pm Director's Meeting | Location TBD (CC)

7:30pm—11pm Everhart Area Awards Night (OH)

7:00—Early Entry for Directors and DIQs, 7:15—Everyone Enters

-Theme: Breakfast at Tiffany's
-Attire: Evening Gown or After 5 Attire
(optional colors: White, Black, Silver, Tiffany Blue)
-Note: Please eat dinner prior to Area Awards Night

Sunday, July 30th (Day 2) ** Note: Breakfast on your own*

8am - 1pm MK Expo & MK Connections | Hall D (CC)

8:30am - 11:30am Career Development Classes | Refer to MK Events App (CC)

Immediately Following Classes Box Lunch Pick-Up | Hall C

1:45pm - 2:45pm Royalty Reception by Invitation | Ballroom C (CC)

3pm - 7:30pm Awards Show | Hall of Dreams (CC)

8:30pm "After Party" in Ruth's Suite by Invitation Only (OH)

Monday, July 31st (Day 3) ** Before 9am, check out of hotel*

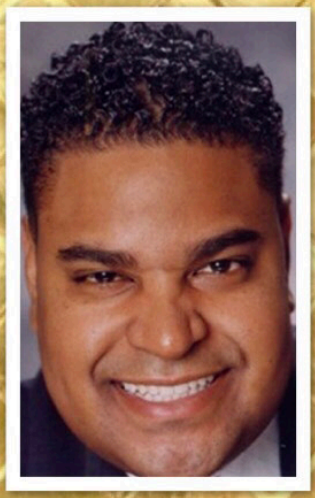
8am - 1pm Luggage Storage | Hall C (CC)

9:30am - 12pm General Session Closing |Hall of Dreams (CC)

Travel Home

GET INTO RED BY JUNE 30TH AND WE WILL CELEBRATE YOU AT OUR RED JACKET RALLY AT SEMINAR!!!

Day 0 July 28 2:30- 5:30
The Omni Hotel



With special guest speaker VP Sean Key and much more!!!

On stage Recognition

SUITED FOR SUCCESS

***All consultants and directors are invited**

MARY KAY

Embrace Your Dreams Seminar Challenge

March 1 – June 30, 2017

Your All In success can fuel the Year of Your Dreams, and now you can show that commitment at Seminar. You can qualify to earn an invitation to the Dream Big in Big D Seminar 2017 prize party at Gilley's where you will receive the special Seminar Embrace Your Dreams bracelet which encourages you to follow Mary Kay Ash's lead and "Do It Now." You will earn these two wonderful rewards if you are:

- An **Independent Beauty Consultant or Independent Sales Director** who achieves the *Embrace Your Dreams* Challenge in March, April, May and June.
- A **NEW Independent Beauty Consultant** whose Independent Beauty Consultant Agreement is received and accepted by the Company in the months of March, April or May and who achieves the *Embrace Your Dreams* Challenge in the month her Agreement is accepted and each of the following months during the contest period. New Independent Beauty Consultants with Agreements received and accepted by the Company in the month of June are not eligible.

To find out more about this exciting challenge, visit *Mary Kay InTouch*®. Get ready to show off your new bracelet at Seminar 2017!

embrace YOUR DREAMS | MARY KAY SEMINAR 2017 | Dream BIG

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