

# Greater Together

May 2016 Newsletter

## Hello friends!

Happy May!

It's been so much fun working with you guys and I have to admit, the mascara flurry was the most fun I've had in a LONG time! Ha! HUGE THANK YOU TO ALICIA HENSON FOR UNLEASHING THE MASTERFUL PRE-SALE MEGA SYSTEM! HOLY COW! Not only was it effective for herself and her team and our unit BUT MANY OTHER UNITS NATIONALLY! Wow! It was such a beautiful illustration to me that reconfirmed my belief in PERSONAL INGENUITY flowing from the TRUE, organic soul of a woman. It's SO POWERFUL when we're the ones CLOSE TO this wellspring of inspiration! WE ALL BENEFIT and win! THANK YOU ALICIA ON SO MANY LEVELS.

I know many of you are experiencing backorders and I want to let you know how unusual this is for our company to be so far behind in product delivery. Please know this is definitely not the standard! Remember that YOU are Mary Kay to your customers and your attitude about this extreme delay will impact their view of the company!!! Be gracious and honest and let them know you're staying on top of it. Because of how unusual it is, I sincerely expect our customers to do very well with this.

We're rounding the corner to SEMINAR and we are definitely excited about reaching for UNIT CLUB!! THANK you for the great APRIL! I really expect May and June to be full of it's own excitement and GOALS REACHED!!!

I want to update you on a VERY serious project I'm involved in!!!! I'M BUSTIN AT THE SEAMS! I've been out of the field for a while and realized my skills were a little rusty. I spent time talking to different friends to spruce up my skin care class. In the process I really bought into the professional significance of the skin care class in this new way. I really did realize EVERY SINGLE THING WE NEED IS AT THE SKIN CARE CLASS (I know....DUH). Bookings, sales and recruits! I thought, "why am I developing leads when I could just work the system?" SO, I'm so excited to be working HARD to put together a master skin care class FLIPCHART! There are a few other flipcharts by other directors that are definitely good. But no buy in from me. You know? But then I remembered the lesson of Alicia and the massive mascara craze that broke the system! I knew that GREATNESS comes from individual and group conviction. I knew I must be a part of our very own flip chart. For me. For my sake. And then I would buy in, have success and SHARE!!! I believe we need a tool and a process that's predictable and full circle that TOTALLY PRODUCES RESULTS! I partnered with Chelsey Colbert because her class average is between \$600 to \$800! I knew if we could teach women to do that consistently, we could help women GET WHAT THEY WANT. And that's the goal right?

I'm totally committed to this. To using it myself and partnering with you to obtain maximum results and help improve the results of your teams!!! WOOOOHOOOOOO!!

I love and appreciate you and don't ever plan to get over how wonderful you are!! WHAT DO YOU WANT THIS MONTH?

**MAY 2016**

Shelly's Cell: 405.283.6899  
**Monday night live:**  
 Studio E  
 1528 SW 89th, OKC OK 73159

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
8	9 <b>Now Night</b> 6-6:30 Eye Centre \$5 Consultants	10	11	12 <b>Pizza &amp; Possibilities</b> 6-6:30 Color 101 7 Studio E	13 <b>Summer "The Look" books</b> start mailing	14
15	16 <b>Pacesetters</b> 6-6:30 Skin Care 6-4:5 Studio E	17 <b>Summer Products LAUNCH</b>	18	19 <b>Pizza &amp; Possibilities</b> 6-6:30 Color 101 7 Studio E	20	21
22	23 <b>Pacesetters</b> 6-6:30 Skin Care 6-4:5 Studio E	24	25	26 <b>Pizza &amp; Possibilities</b> 6-6:30 Color 101 7 Studio E	27	28
29	30 <b>MEMORIAL DAY</b>	31				

**Million \$\$ Message**  
641-715-3900 Ext 44336#  
Monday-Saturday

**Stuff You Should Know!**  
-Seminar registration is open!

**Unit Website:**  
[www.fikinsarea.weebly.com](http://www.fikinsarea.weebly.com)  
**Area Website:**  
[www.nsdstacyjames.com](http://www.nsdstacyjames.com)

Pink Dreaming Media

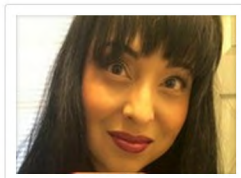
**DONT MISS NEW MONDAY NIGHT LIVE!**



1528 SW 89th, OKC, OK 73159

April Consistency Promotion Achievers!

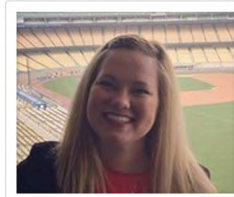
\$800 Wholesale Achievers!



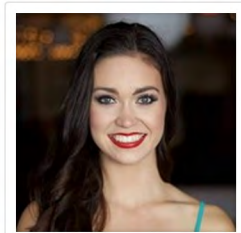
Alicia Henson



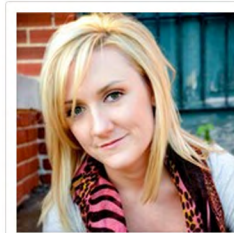
Terri Kennedy



Clare Nolen

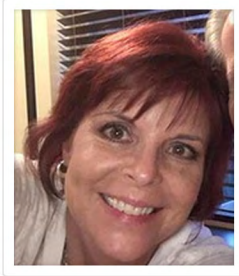


K.K. Tester

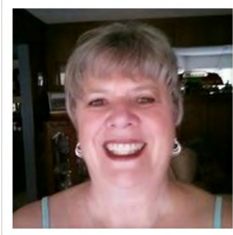


Kristi Stamper-Kerchee

## \$600 Wholesale Achiever!



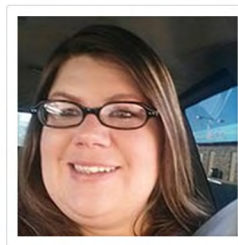
Shelli Hibberd



Carla Newton

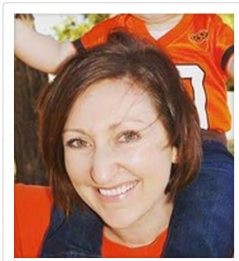


Deanna McNeil



Dacia Person

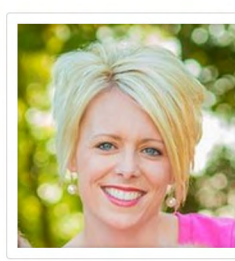
## \$450 Wholesale Achievers!



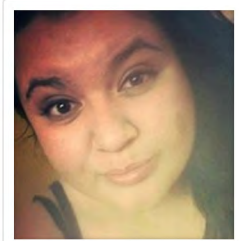
Kaci Edwards



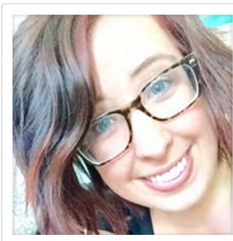
Rhonda Veazey



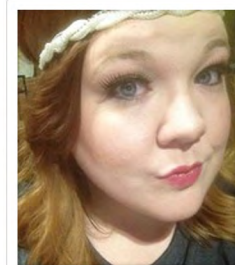
Sharla Sharp



Moriah Montez



Tristan Edge



Keisha Gordon

## \$250 Wholesale Achievers!



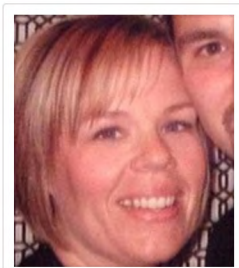
Shiela Gilley



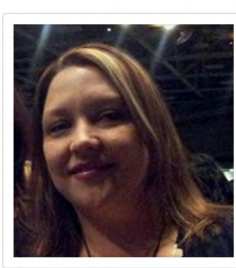
Megan Atchley



Reyna Rubalcaba



Amie Fowler



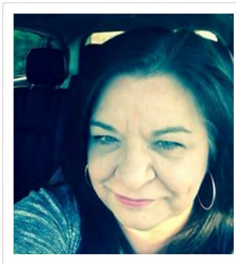
Tasha Kellough



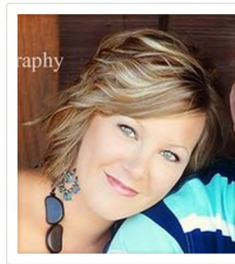
Kathy Mitchell



Patty Chan

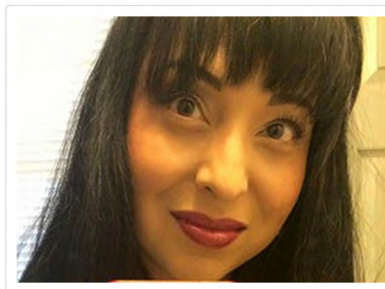


Karri Hudson



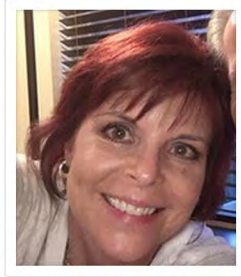
Heather Seay

## Queen of wholesale, Alicia Henson!



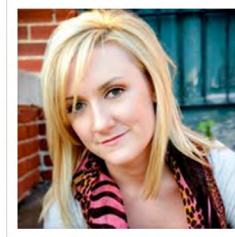
Alicia had \$1,533 wholesale for the month of April!

## Queens of Recruiting!



**Shelli Hibberd**

2 New recruits



**Kristi Kerchee-Stamper**

2 New recruits

## SEMINAR REGISTRATION OPEN NOW!

Registration Open Till July 1st

- IBCs who achieve **Star Consultant status** for Q3 (Dec. 16, 2015 – March 15, 2016) with at least \$1,800 or more in personal wholesale Section 1 orders.
- Achievers who are on-target for the **Court of Personal Sales** with at least \$26,000 in estimated retail personal sales from July 1, 2015, through Feb. 29, 2016.
- Achievers who are on-target for the **Court of Sharing** with at least 16 qualified new personal team members from July 1, 2015, through Feb. 29, 2016.

### GENERAL REGISTRATION OPENS MAY 2 FOR ALL IBC

- The registration fee for Seminar 2016 is **\$195** per person (including spouses) for priority qualifiers and those who registered for Career Conference 2016 without canceling. The fee for all other registrants is **\$225** except for new IBCs whose IBC Agreement is received and accepted by the Company beginning March 16, 2016. Their fee is \$195. The fee covers three days of functions and is separate from any other expenses, such as hotel, travel, etc.

**INVINCIBLE**

JAMES AREA SEMINAR 2016 RECOGNITION & PROMOTIONS

Consultants	Directors
<b>CONSULTANT HALF COURT ACHIEVERS</b> You will be gifted with a stunning pair of Seminar Awards Night earrings at our James Area Banquet when you complete \$20,000 YTD Retail Production for the Seminar Year.	<b>DAY 00 :: JULY 30*</b> 1:00 :: Director and DIO Workshop 6:30 :: <b>ILLUSTRIOUS DIRECTOR DINNER:</b> Directors who grow their units by 60 consultants with minimum of 30 qualified for the Seminar Year!
<b>PHOTO BUTTON RECEPTION with STACY</b> All Double Star Consultants December 16 <sup>th</sup> to March 15 <sup>th</sup> AND March 16 <sup>th</sup> to June 15 <sup>th</sup> . ALL FOUR Quarter Stars will be honored at our James Banquet!	<b>DAY 0 :: JULY 31*</b> 10:00 AM :: SEIZE THE SUITE LIFE James/Gambian Directors in Stacy's Suite Directors who recruit 10 qualified personals from February 1 to June 30 <sup>th</sup> OR add 20 New Qualified consultants to their Unit will be invited into this Exclusive mentoring and Luxurious Experience!
<b>REDRAGEOUS EVENT</b> DAY 1 6:00 PM :: For all Red Jacket & UP RED RAGIUS PRE-PARTY ON Target Car Drivers   Future Directors & DIO's in Stacy's luxurious suite!	...Those who do both will be presented with an Extremely Special Gift from Stacy and Amie.

*Invincible James Area Banquet*

**ATTIRE IS FORMAL**

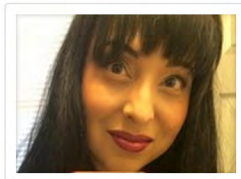
Directors will be wearing 50 different shades of lipstick colors!  
Solid color dresses & you chose what lipstick shade.  
Director Spouses :: black suits | white shirts | ties that match your wives dresses.  
Consultants will be wearing solid black long dresses.  
Consultant Spouses :: black pants | suit not necessary.

3:30 | Photo Button Reception  
4:30 | Doors Open  
5:00 | Awards Begin  
7:00 | Dinner is Served

## Star Consultant Program!

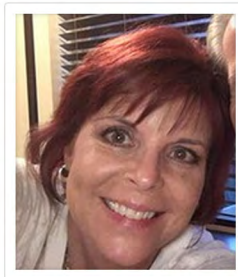


## Who's on target!



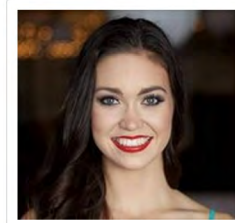
**Alicia Henson**

On-Target Sapphire with \$1643 credits! ONLY \$157 away!



**Shelli Hibberd**

On-Target Sapphire with \$1372 credits! ONLY \$428 away



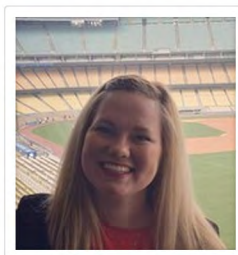
**KK Tester**

On-Target Sapphire with \$1335 credits! ONLY \$465 away



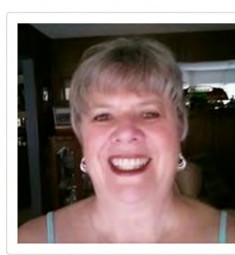
**Terri Kennedy**

On-Target Sapphire with \$1300 credits! ONLY \$500 away



**Clare Nolen**

On-Target Sapphire with \$1285 credits! ONLY \$515 away

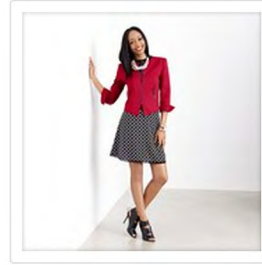


**Carla Newton**

On-Target Sapphire with \$1013 credits! ONLY \$787 away

## New Team Members

- Michelle Hernandez - Kristi Stamper-Kerchee's Team
- Brandi Hunter - Mahtab Doty's Team
- Deanna McNeill - Shelly Filkins' Team
- Virginia Nolen Hollis - Shelli Hibberd's Team
- Daicia Person - Shelli Hibberd's Team
- Jennifer Snider - Kristi Stamper- Kerchee



## Summer Of Reds Achievers!

# Summer of Reds

**MARCH 1 - MAY 31, 2016**

Stand out in sophisticated style!  
These fabulous bracelets are yours when you:

- 1 Sell the Product.
- 2 Build Your Team.
- 3 Move Up the Mary Kay Career Path!



One Month  
Crystal Bracelet



Two Months  
Ruby Bracelet



Three Months  
Onyx Bracelet

### How It Works

Who ▶	Star Team Builders* (5 to 4 active team members)	Team Leaders** (5 to 7 active team members)	Future Independent Sales Directors** (8 or more active team members)
Do This ▶	\$1,200 cumulative team production***	\$1,800 cumulative team production***	\$2,400 cumulative team production***
Any One Month Receive ▶	Crystal Bracelet	Crystal Bracelet	Crystal Bracelet
Any Two Months Receive ▶	Ruby Bracelet	Ruby Bracelet	Ruby Bracelet
All Three Months Receive ▶	Onyx Bracelet	Onyx Bracelet	Onyx Bracelet

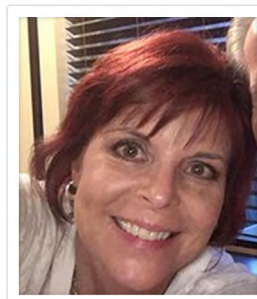


**Consistency Pays!**  
Earn this fabulous tote when you achieve all three months of the contest. It's waiting for you at Seminar 2016 at the prize party. Check Mary Kay InTouch® for contest prizes and details.

**Independent Sales Directors:** You can win too! Just have a minimum three unit members achieve the challenge within each month to get the same bracelet your unit member receives.

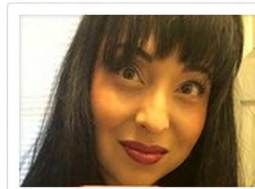
\*Sales path dates will be determined as of the last day of the month.  
\*\*An Independent Sales Director is considered active in the month a minimum \$205 wholesale volume is entered and accepted by the Company and in the following two calendar months.  
\*\*\*Cumulative team production is the combination of your personal wholesale (wholesale Section 1 production) and your personal team members' wholesale (wholesale Section 1 production).

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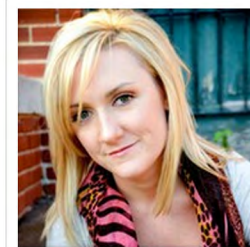
**Shelli Hibberd**

Earned her second bracelet as a Team Leader



**Alicia Henson**

Earned her first bracelet as a Star Team Builder

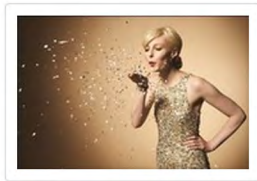
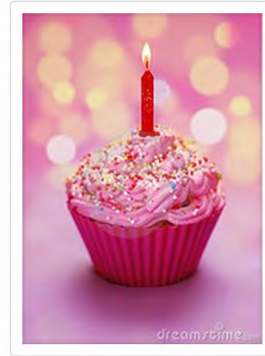


**Kristi Stamper-Kerchee**

Earned her first bracelet as a Future Director

## Happy Birthday!

- MeganAtchley - May 29
- Kayla Copeland - May 22
- Paula Giddens - May 16
- Lauren Hanna - May 21
- Julie Hodgden - May 4
- Amberleigh Jewart - May 23
- Shae Mortimer - May 2
- Cerissa Perry - May 13
- Michelle Raleigh - May 4
- Heidi Richardson - May 3
- Sharla Sharp - May 28
- Donna Tarver - May 2
- Amber Villines - May 7



## Happy Anniversary!

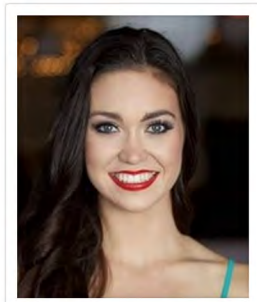
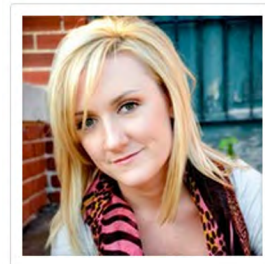
- Tabatha Roberts - 8th
- Valarie McKinney - 5th
- Reyna Rubalcaba - 4th
- Kimberly Williams- 3rd
- Tessa Tharp - 2nd
- Marybeth Rutledge - 2nd
- Kaylen Williams - 1st
- Jennifer Hagan - 1st
- Guadalupe Rodriguez - 1st

## Greater Together Emerging Leaders

### Kristi Kerchee-Stamper, Team Leader

As a Team Leader, you may enjoy

- 5+ Active Personal Team Members
- Product Sales & Reorders
- 4%, 9% or 13% Personal Team Commissions
- Team Building Bonuses
- Eligible to go on-target for Chevy Cruze
- Eligible to wear Red Jacket



### KK Tester, Team Leader

As a Team Leader, you may enjoy

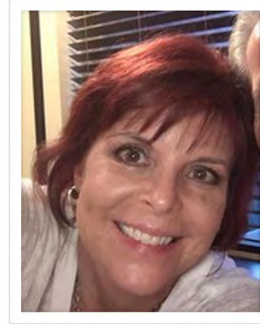
- 5+ Active Personal Team Members
- Product Sales & Reorders
- 4%, 9% or 13% Personal Team Commissions
- Team Building Bonuses
- Eligible to go on-target for Chevy Cruze
- Eligible to wear Red Jacket



## Shelli Hibberd, Team Leader

As a Team Leader, you may enjoy

- 5+ Active Personal Team Members
- Product Sales & Reorders
- 4%, 9% or 13% Personal Team Commissions
- Team Building Bonuses
- Eligible to go on-target for Chevy Cruze
- Eligible to wear Red Jacket



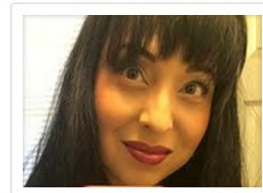
## Star Team Builder



### Carolyn Booher

As a Star Team Builder, you may enjoy

- 3-4 active personal team members
- Product sales and reorders
- Team-Building bonus on your 4th qualified Team Member
- 4% personal team commission
- Eligible to wear red jacket
- Receive \$50 rebate on the purchase of the official red jacket available only from Mary Kay Inc.



### Alicia Henson

As a Star Team Builder, you may enjoy

- 3-4 active personal team members
- Product sales and reorders
- Team-Building bonus on your 4th qualified Team Member
- 4% personal team commission
- Eligible to wear red jacket
- Receive \$50 rebate on the purchase of the official red jacket available only from Mary Kay Inc.



## Senior Consultants

- Mahtab Doty
- Jordan Hodgden
- Amie Vasquez
- Sharla Sharp
- Marie Flores
- Kaci Edwards



## Greater Together Resources

 Facebook

Please check out our unit website for great resources like training, tracking sheets, upcoming events and promotions! Stay connected on a daily basis by joining our Greater Together FB and Voxer Groups!

 [shellyfilkins@yahoo.com](mailto:shellyfilkins@yahoo.com)

 405.283.6899

 [filkinsarea.weebly.com/](http://filkinsarea.weebly.com/)

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OKC, OK 73101*