



Shelley's
Shooting Stars
 Destination Double; Back to Basics!

Queens



Wholesale!
 Gina O'Hara



Sharing!
 Sue Akright

January Monthly Challenge



Congratulations
Michelle McFadden!
 25 items sold=3 Mary Kay Pens

January
Embracelet
 Winners!



Martha
Anderson



Gina
O'Hara



Challenge

February Bracelet



"One Person Can"

Get the year of your dreams off to a great start with this yearlong challenge! Each month during the year that you place a cumulative \$600* or more wholesale Section 1 order, you can receive a gorgeous bracelet with a quote that reflects Mary Kay Ash's legacy of love.



Welcome New Consultants!

Kristina Keller of Milton, DE welcomed by Shelley Townsley!

Tanisha Taylor of Palmyra, PA welcomed by Sue Akright!



Look Who enrolled Customers in Spring PCP!!

Kim D. Swartley
Christel L. Roberts
Kelli A. Rinaldo
Jenna Rentschler
Dawn M. Perkins
Regina S. O'Hara
Catherine A. Lienhard

Sharon Kroh
Meagan E. Joynes
Mary T. Grant
Cyndi S. Godfrey
Martina M. Evans
Karen S. Eddinger
Penny Andrews
Martha J. Anderson



The Look mails Feb. 15th be sure to follow up!



March Birthdays

Name	Day
Carol Raught	1
Sharon Kroh	5
Holly Davis	10
Chandra M. Pietsch	11
Arienne Rosado	14
Olga B. Cook	15
Pat Juliano	17
Tiffany C. Boller	18
Sharon Sheppard	19
Ariel Belli	20
Renee Lubas	21
Roberta J. McLane	21
Patty L. Wolbert	23
Irena J. Banks	26
Judy C. Knarr	26
Rebekah Brightbill	28
Christel L. Roberts	30

March Anniversaries

Name	Years
Jennifer L. Trout	18
Sharon C. Pfander	18
Regina S. O'Hara	15
Kelly A. Adams	14
Christie Himmelreich	14
Kathleen A. Chlebove	13
Gina A. Rhone	8
Diane M. White	8
Patricia M Contreras	4
Courtney N. Weniger	4
Elizabeth Battistini	3
Cindy A. Caville	3
Lisa M. Yaich	3
Danielle Hartline	2
Michelle R. Moore	2
Kathi J. Stover	2
Jenna L. Rentschler	2
Arienne Rosado	2
Tara Kulp	1
Ashley Kozak	1
Amanda Reinfried	1
Elizabeth Binder	1
LynWilliams	1



Pink Investors

These consultants invested in product last month!

Regina S. O'Hara	\$640
Martha J. Anderson	\$600
Karen S. Eddinger	\$471
Sheryl L. Raught	\$470
Kelly L. Heffner	\$467
Patti J. DeLay	\$419
Tanisha Taylor	\$382
Lisa M. Frame	\$361
Jill E. Hafer	\$351
Suzanne R. Besecker	\$328
Judy C. Knarr	\$321
Tara Kulp	\$313
Rebecca Gryga	\$309
Kathi L. Weaver	\$301
Sheryl Grablewski	\$296
Carol Del Negro	\$291
Dawn M. Perkins	\$280
Sharon C. Pfander	\$259

Donna Rae D. Bond	\$244
Bernadette Figorski	\$241
Gheng C. Bensinger	\$235
Jeanne M. Long	\$234
Margaret M. Trapani	\$234
Tamara L. Rineman	\$233
Pat Juliano	\$233
Tiffani L. Jefferies	\$229
Ashley Anspach	\$229
Diane M. White	\$227
Lorraine R. Valeriano	\$226
Sonny Fermamento	\$225
Jodie L. Geary	\$225
Michelle A. McFadden	\$225
Cheraldine L. Scull	\$225
Darline Hettinger	\$189
Mary T. Grant	\$159
Brenda J. Roth	\$153

Cyndi S. Godfrey	\$132
Catherine A. Lienhard	\$127
Jenn Ruggiero	\$111
Barb Rahn	\$70
Kim D. Swartley	\$60
Penny Andrews	\$56
Kelli A. Rinaldo	\$37
Debbie Keyser	\$35





Women Sharing Their Passion

Red Jacket Club

Future Sales Director



Misty Laboy

Laura F. Adamczyk
 Jennica A. Courtney
 Mary T. Grant
 Pat Juliano
 Debbie Keyser
 Tara Kulp
 Lori L. Pupek
 Kelli A. Rinaldo
 * Elizabeth Battistini

Team Leaders



Regina S. O'Hara

Donna Rae D. Bond
 Sheryl Grablewski
 Michelle A. McFadden
 Ania M. McGuire
 Janet L. Wells
 Diane M. White
 * Leslie D. Eidle
 * Carol McKelvy
 * Janice S. Orner

Star Team Builders



Sheryl L. Raught

Tracey M. Haller
 Judy C. Knarr
 Barb Rahn
 Wendy Regan
 * Sue Akright
 * Sharon Cox
 * Danielle Hartline
 * Christina Hoke
 * Cheyenne Jones
 * Renee Lubas
 * KayBienne Rosado
 * Sharon Sheppard



Rosemary A. Forsyth

Tiffany C. Boller
 Bernadette Figorski
 Rose M. Kubovcsak
 Cheraldine L. Scull



Judy C. Knarr

Dawn M. Bramhall
 Carol Del Negro
 Deborah A. Heffner

Senior Consultants

Sue Akright

Tanisha Taylor
 * Chelsie Spotts

Penny Andrews

Kathi L. Weaver
 * Patty L. Wolbert

Alicia Arlen

Shelly Ellenberger
 * Brenda Rippetoe

Dorothyjo Cosgrave

Jeanne M. Long
 * Rosemary C. Courts

Rosemary C. Courts

Rosemary A. Forsyth

Jill E. Hafer

Jodie L. Geary
 Sheryl L. Raught
 * Christmas G. States

Tiffani L. Jefferies

Cindy A. Caville

Catherine A. Lienhart

Kathleen A. Chlebove
 Denise L. Wester

Jenn Ruggiero

Brenda J. Roth
 Lisa M. Yaich
 * Heather Landes

Melissa J. Stuart

Regina S. O'Hara

Monica G. Summers

Connie A. Forbes

Patty L. Wolbert

Krystal E. Bondello
 * Sharon Kroh
 * Deana Maier



'Love' Checks

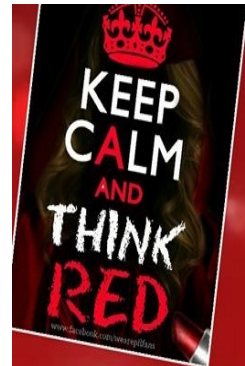


9% Commission

Regina S. O'Hara \$89

4% Commission

Jill E. Hafer \$27
 Rosemary A. Forsyth \$18
 Sheryl L. Raught \$15
 Michelle A. McFadden \$12
 Penny Andrews \$12
 Judy C. Knarr \$11
 Dorothyjo Cosgrave \$9
 Jenn Ruggiero \$6



THINK RED Contest:

January 1 - March 23, 2017

The FIRST THREE consultants who earn their Red Jacket with three new active team members during the contest period will ROOM WITH ME

at the Lancaster Career Conference (March 24-25)!!!

DO THIS:

Add 3 new

Active

Team members

1/1-3/23

GET THIS:

Room with me

For FREE

and a

Special LEADERS

Gift bag

Consultants who earn RED but not a spot in my room will get the LEADERS gift bag and special mention.

Shooting Stars Success Section

January

Wonderful Weeks (\$300 or higher)

QUEEN: Sheryl Raught \$587
Gina O'Hara \$508.50

Colossal Classes & Shows (\$100 or higher)

QUEEN: Gina O'Hara \$260
Sheryl Raught \$210
Michelle McFadden \$121

Reaping Reorders (Combined weekly)

QUEEN: Gina O'Hara \$260.50
Michelle McFadden \$136

Wopping Webs (Combined weekly)

Outrageous on the Gos
QUEEN: Gina O'Hara \$85

Total No. of Basics

QUEEN: Gina O'Hara-5
Michelle McFadden-2
Sheryl Raught-1

Sensational Sharers

Shelley Townsley-1
Sue Akright-1



We want to celebrate you here!!

Submit your weekly accomplishment sheets on InTouch to be recognized here. (Now found under My Dashboard>Weekly Accomplishments)

Not sure how to do it, call me!! Tracked results grow!!

Seminar Awards 2017



YTD Court of Sales

MK: \$40,000 retail * Area: \$20,000 retail



- | | |
|-------------------------|-------------|
| 1. Regina S. O'Hara | \$13,395.00 |
| 2. Sheryl L. Raught | \$7,985.00 |
| 3. Sharon Kroh | \$6,137.00 |
| 4. Penny Andrews | \$6,121.00 |
| 5. Mary T. Grant | \$6,036.00 |
| 6. Michelle A. McFadden | \$6,011.00 |
| 7. Kelli A. Rinaldo | \$5,087.00 |
| 8. Dawn M. Perkins | \$4,742.00 |
| 9. Martha J. Anderson | \$4,675.00 |
| 10. Suzanne R. Besecker | \$4,197.00 |

July 1, 2016-June 30, 2017

YTD Court of Sharing

MK: 24 Qualified * Area: 10 Qualified



1. Sue Akright 1Q



Career Conference Challenge

Look Who's On-Target!

Gina O'Hara

INDULGE YOUR DIVA DREAMS — DIVA DECOR —

Star Consultant Program
Dec. 16, 2016, to March 15, 2017
MARY KAY



On-Target STAR!!	Total Contest Credit	—Contest Credit Needed— for Star				
		Sapphire	Ruby	Diamond	Emerald	Pearl
Eddinger, Karen S.	1511	289	889	1489	2089	3289
O'Hara, Regina S.	1258	542	1142	1742	2342	3542
Anderson, Martha J.	1030	770	1370	1970	2570	3770
Raught, Sheryl L.	977	823	1423	2023	2623	3823
Perkins, Dawn M.	884	916	1516	2116	2716	3916
Besecker, Suzanne R.	669	1131	1731	2331	2931	4131
McFadden, Michelle A.	634	1166	1766	2366	2966	4166
Hettinger, Darline	612	1188	1788	2388	2988	4188
Heffner, Kelly L.	468	1332	1932	2532	3132	4332
Forsyth, Rosemary A.	453	1347	1947	2547	3147	4347
Jaskolka, Jamie L.	453	1347	1947	2547	3147	4347
Weaver, Kathi L.	439	1361	1961	2561	3161	4361
Godfrey, Cyndi S.	433	1367	1967	2567	3167	4367
Laboy, Misty	424	1376	1976	2576	3176	4376
DeLay, Patti J.	420	1380	1980	2580	3180	4380
Grant, Mary T.	403	1397	1997	2597	3197	4397
Scull, Cheraldine L.	402	1398	1998	2598	3198	4398
Del Negro, Carol	401	1399	1999	2599	3199	4399

Sapphire ★ 1.800 *Ruby* ★ 2.400 *Diamond* ★ 3.000 *Emerald* ★ 3.600 *Pearl* ★ 4.800

10 COMMANDMENTS OF A SUCCESSFUL TEAM BUILDER!

1. Always lead by example!
2. Attend all unit meetings.—see that she is there with you.
3. Call, write, email or text her daily for the first 3-4 weeks.
4. Keep a friendly business relationship.
5. Always talk about profit level.
6. Always let her learn while you earn—take her with you to shows and classes.
7. Keep a 100% positive attitude.
8. Call your director if you need help to answer her questions.
9. Help her sponsor her first recruit.
10. Just as you never take credit for her successes, never take responsibility for her failures.



Share Your LOVE of MK this February!! Welcome a NEW Team member!

SHELLEY'S SHOOTING STARS CONSISTENCY CLUB



EARN A BANGLE WHEN YOU PLACE \$250 W/S A MONTH FOR 3 MONTHS IN A ROW!

\$250 w/s can be cumulative.



MARGRIT CO

On Target for Our Shooting Stars Consistency Club!

Placed \$250+ in January

Regina S. O'Hara, Martha J. Anderson, Karen S. Edginger, Sheryl L. Raught, Kelly L. Heffner, Patti J. DeLay, Tanisha Taylor, Lisa M. Frame, Jill E. Hafer, Suzanne R. Besecker, Judy C. Knarr, Tara Kulp, Rebecca Gryga, Kathi L. Weaver, Sheryl Grablewski, Carol Del Negro, Dawn M. Perkins, Sharon C. Pfander

Have your best skin care class ever.

Listen as Mary Kay superstar Independent Executive Senior Sales Director Tawnya Krempges and Sales Director Connie Ackroyd shares their tips. Plus a preview of MKU! Don't miss! Available at www.marykayintouch.com



MARCH

Sunday

Monday

Tuesday

Wednesday

Thursday

Friday

Saturday

5



9 pm.
Sunday Night
Conference Call
641-715-3690 747514#

6



6:30-8:30pm **MNLive**
@ Homewood Suites
in Wyomissing
Bring guests RSVP to Shelley 3/5/17!!

7

8

9



6:30-8:30pm **TNLive**
@ Staybridge Suites
in Royersford
Bring guests RSVP to Shelley 3/1/17!!

10

12

13

14

15

END OF QUARTER!

16



6:30-8:30pm **TNLive**
@ Staybridge Suites
in Royersford
Bring guests RSVP to Shelley 3/15/17!!

17

19

20

21

22

23

24

4

10am-12pm

Boot Camp @Shelley's



MUFFINS & Makeovers



10am to 11:30am
Staybridge Suites
88 Anchor Parkway
Royersford Pa 19468

MUFFINS & Makeovers



10am to 11:30am
Homewood Suites
2801 Papermill Road
Wyomissing Pa 19601

26

27



6:30-8:30pm **MNLive**
@ Homewood Suites
in Wyomissing
Bring guests RSVP to Shelley 3/26/17!!

28

Shelley will be at Lancaster Career Conference

Monthly Challenge!

Earn fabulous prizes when you work your business this month!!



WIN this fun Lipstick Pen!



WIN these beautiful Heart Earrings!



WIN the "You Got This" Mouse Pad!



WIN Kendra Scott Look Alike Earrings!

Sell 25 Items & order \$225 w/s		Sell 50 Items & order \$400 w/s		Sell 75 Items & order \$600 w/s		Sell 100 Items & order \$800 w/s	
1.	26.	51.	76.				
2.	27.	52.	77.				
3.	28.	53.	78.				
4.	29.	54.	79.				
5.	30.	55.	80.				
6.	31.	56.	81.				
7.	32.	57.	82.				
8.	33.	58.	83.				
9.	34.	59.	84.				
10.	35.	60.	85.				
11.	36.	61.	86.				
12.	37.	62.	87.				
13.	38.	63.	88.				
14.	39.	64.	89.				
15.	40.	65.	90.				
16.	41.	66.	91.				
17.	42.	67.	92.				
18.	43.	68.	93.				
19.	44.	69.	94.				
20.	45.	70.	95.				
21.	46.	71.	96.				
22.	47.	72.	97.				
23.	48.	73.	98.				
24.	49.	74.	99.				
25.	50.	75.	100.				

Name: _____

Return this form by the 3rd of the next month your Director.

SPRING *reinvented*



NEW! LIMITED-EDITION
MARY KAY NAIL LACQUER,
\$9.50 EACH

*Available in Vivid Sunburst,
Luminous Mauve and Brilliant Violet.*



NEW! LIMITED-EDITION
MARY KAY GLOSSY LIP OIL,
\$16 EACH

*Infused with grapeseed, avocado
and jojoba oils, they quench and
smooth lips. Available in Brilliant Violet,
Magenta Ray and Sheer Pink.*



NEW! LIMITED-EDITION MARY KAY
EYE COLOR PALETTE, \$24 EACH

Available in Glistening Horizon and Sunlight.



NEW! ENCHANTED WISH EAU DE TOILETTE, \$36

*With notes of crisp Granny Smith Apples, delicate Stargazer Lily
and warm Brown Sugar, the magical fruity floral Eau de Toilette
unlocks the power of imagination to transport you to a place where
every wish is within your reach.*

NEW! LIMITED-EDITION ENCHANTED WISH
SHOWER GEL AND BODY LOTION, \$20 EACH

ENCHANTED WISH
COLLECTION BAG, \$5

*This bag can be yours for \$5 with
a qualifying purchase of \$40
suggested retail (excluding tax)
of Enchanted Wish products.*



DREAM TEAM TRACKING

Name: _____ Dir. Name _____
 Email: _____
 Month: _____

*Tracking sheets must be received by the 3rd of the month
 Please e-mail to nsdsandyvalerio@verizon.net or fax: 215-699-8573

Which did you achieve this month?
 Inner: ____ Diamond: ____ Gold: ____

Personal W/S: _____ Retail Sales: _____
 Pers. Recruits Not Qual: ____ Pers. Recruits Qual: ____

Interviews

Name/Phone	Follow-Up / Recruited?
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
11.	
12.	
13.	
14.	
15.	

Inner Circle COMPLETE 4 OF THE 5
 \$800 Personal w/s* \$1400 retail sales*
 25 faces or 10 parties 15 interviews/guests
 1 new pers. Q or 2 new recruits

Diamond Circle COMPLETE 4 OF THE 5
 \$600 Personal w/s* \$1000 retail sales*
 20 faces or 6 parties 10 interviews/guests
 1 new pers. Q or 2 new recruits

Gold Circle COMPLETE 4 OF THE 5
 \$400 Personal w/s* \$800 retail sales*
 15 faces or 4 parties 5 interviews/guests
 1 new personal recruit

* these items must be completed

Faces/Selling Appointments

Name/Phone	Class/Facial	\$ Sold	Bookings
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			
11.			
12.			
13.			
14.			
15.			
16.			
17.			
18.			
19.			
20.			
21.			
22.			
23.			
24.			
25.			
26.			
27.			
28.			
29.			
30.			
Totals			

Parties

Hostess/Date	Hostess/Date
1.	5.
2.	6.
3.	7.
4.	8.



Shelley Townsley
Ind. Sales Director
 8 Schoolhouse Ln
 Fleetwood, PA 19522
 (610) 944-6525
 mktownsley@msn.com
 shelleytownsleymk.weebly.com

To the Incredible:



New Spring Products!!

2Q Stars & PCP participants can order Feb 10th!
 All consultants can order Feb 16th!

VALERIO AREA
Dream Team
 2017 Consultant Challenge

Be a Dream Team Achiever in your Category of Choice Each Month!

Gold Circle

- \$400 Personal Wholesale*
- 15 faces or 4 parties
- \$800 retail sales*
- 1 new pers. Q or 2 new recruits
- 5 interviews/guests to events

Complete 4 of 5

Complete Gold Circle 3 months in a row to earn bracelet

Diamond Circle

- \$600 Personal Wholesale*
- 20 faces or 6 parties
- \$1000 retail sales*
- 1 new pers. Q or 2 new recruits
- 10 interviews/guests to events

Complete 4 of 5

Complete Diamond Circle 2 months in a row to earn bracelet

Inner Circle

- \$800 Personal Wholesale*
- 25 faces or 8 parties
- \$1400 retail sales*
- 1 new pers. Q or 2 new recruits
- 15 interviews/guests to events

Complete 4 of 5

Complete Inner Circle 1 month in to earn bracelet

* These items MUST be completed



Earn this bee bangle when you achieve Inner Circle Status!

Earn your Embrace Your Dreams bracelet when you place \$600 w/s in a month!



*\$600 w/s can be cumulative. Bracelet inscription changes each month.

Qualify for a Bracelet, recognition at Area Workshop AND a monthly Advanced Training Session via Google by completing Gold, Diamond or Inner Circle!

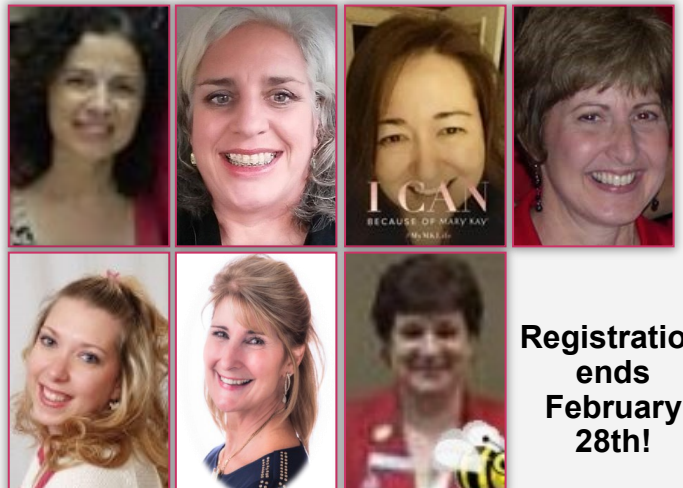
Plus recognition on area site & in area newsletter!



Get wrapped up in the infectious energy of positive, driven women who are also seeking success in their Mary Kay businesses! One of the great things about Career Conference is that the locations are near you, usually within driving distance. See *InTouch* for complete details!

Look Who's registered!!

Week 1 - Lancaster, PA: Michelle McFadden, Martha Anderson, Sharon Kroh, Gina O'Hara, Kelli Rinaldo, Shelley Townsley
Week 2 - Atlantic City 1, NJ: Patty Wolbert



Registration ends February 28th!

"The key to happiness is having dreams. The key to success is making your dreams come true." Anonymous