February Newsletter * January Results

A Circle of Excellence Unit!

Seminar 2009 Goals
$1,000,000 Unit Club
NIQ-National Area In Qualification

<table>
<thead>
<tr>
<th>Sharing Court</th>
<th>Wholesale Court</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lauren Kratz</td>
<td>Anna Fazen</td>
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<tr>
<td>Denette Godo</td>
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<td>Amber Lockhuff</td>
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<td></td>
<td>Aleitha Ravenell</td>
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<td></td>
<td>Mickey Varacallo</td>
</tr>
</tbody>
</table>

Think big, set your goals and achieve your dreams! At Work Smart! Career Conferences 2009, you'll receive education and encouragement on how to not only begin the work toward those goals, but how to "work smart" to complete them. You won't want to miss out on the motivation, education and recognition at Work Smart! Career Conference 2009. Registration going on now! Registration is $80 but you will get $80 back in FREE Products! registration is tax deductible! DON'T MISS OUT!

The Dream Team’s Goal is 25 Consultants attending!
Look who’s registered so far!

**BALTIMORE 2, MARCH 22-23**
Tammy and Dan, Lauren Kratz, Ann Marie Fazen, Tammy Marquardt
Sam Gross, Charlene Raves, Katelyn Rodgers, Jannie Baylor
Karen Smith, Kristen Weitzel, Diane Purvis

* Tammy has a block of rooms for Baltimore.

**PITTSBURGH, MARCH 27-28**
Tammy Romage, Denette Godo, Jodie Soule, Stacy Milliron
Dawn Link, Shari Weber

**TODO:** Add more content...
**DIQ**

**Samantha Gross**
- Tammy Marquardt
- Jade Snook
- Amber Lockcuff
- Julie Quick
- Penny Shores
- Lindsey Houseknecht*
- Danielle Ross*
- Kathleen Sheddy*
- Janice Solecki*
- Wendy Hinkal*
- Michelle Sechrist*
- Anna Heffner*

**Team Leader**

**Jannie Baylor**
- Lauren Watts
- Barbara Hunter
- Marisa Reeder
- Samantha Gross
- Joy Proctor
- Amber Seiders
- Diane Purvis*

**Lori Loudon**
- Tomasa Goodson
- Laurie Hestor
- Lisa Kemp
- Tracy Greco
- Elizabeth Anderson*
- Mona Huston*
- Julie Lechner*

**Joanna Miller-Ash**
- Carolyn Labik
- Susan Mankamyer
- Lena Miller
- Lisa Yeckley
- Debra Barron
- Lydia Moreland*

**Denette Godo**
- Debbie Brauer
- Mary London
- Danielle Smith
- Mickey Varacallo
- Lisa Wymer
- Jennifer Rigard*

**Team Leader**

**Stacy Milliron**
- Shari Weber
- Dawn Link
- Jennifer Sotirake
- Leslie Barnes*
- Julia Kemper*
- Shannon Leary*
- Alisha Moore*

**Leanne Walls**
- Amy Kreiger
- Danna Lamarca
- Jennifer Price
- Lora O Connor
- Teresa Hanna

**Star Recruiter**

**Lauren Kratz**
- Roseann Dougherty
- Anna Fazen
- Aleitha Ravenell
- Katelyn Rodgers

**Tracy Shultz**
- Pamela Benford
- Mary Schroyer
- Michelle Timulak

**Amey Walker**
- Betsy Coldiron
- Connie Heckert
- Heidi Christophel*

**Shari Weber**
- Denette Godo
- Anastasiya Miecznikowski
- Karen Young
- Katie Jurecki*

**Lindsey Houseknecht**
- Amber Malloy
- Heather Waldron
- Heather White*
- Jaime Fitzgerald*

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**Chocolate is Hard to Resist!**

And so are the benefits of becoming a director in ‘09!

The Suit.
The Ring.
The Check.

How can you resist??

---

**Love’ Checks**

**9% Commission**

- Lori Loudon $212.18
- Denette Godo $128.97
- Samantha Gross $93.08
- Joanna Miller-Ash $78.41
- Stacy Milliron $76.91
- Jannie Baylor $39.44

**4% Commission**

- Lauren Kratz $96.76
- Amey Walker $12.24
- Shari Weber $8.49
- Tracy Shultz $8.17
- Leanne Walls $6.24
- Lindsey Houseknecht $2.44
Women Sharing Their Passion!

Star Recruiter
Jaime Fitzgerald
Vicky Sample
Adriane DeLullo
Barbara Johnson

Senior Consultants
Mollie Bakhsheshe
Rochelle Richard*

Jennifer Deusenberry
Kristin Kleha
Donna Newell*

Gail Ebersole
Holly Kilmore

Jamie Kleeman
Deborah Salada

Danna Lamarca
Liza Taft*

Dawn Link
Jodi Soule

Senior Consultants
Mary London
Nancy Bittner*

Tammy Marquardt
Jessica Newman
Jodi Hall*
Bonnie Hessert*
Shonny Miller*

Pamela McHenry
Jamie Jaskula
Erin Tsutsumishita*

Julie Peterson
Diane Crosby

Charlene Raves
Karen Smith

Marisa Reeder
Tessie Savage*

Candace Roberts
Donna Flanagan*

Senior Consultants
Rachel Rudolph
Candace Roberts

Karen Smith
Jamie Barkley*
Christina Siddle*
Stephanie Card*

Joyce Trinen
Mary Glace
Kim Nicoles

Rosemary Vogelsong
Charlene Raves
Jessica Shambach*
Amanda Shomper*

Christina Worthington
Kristen D’Agata*

Michelle Zang
Lucia Hindman
Stacy Milliron*
Amy Fong*

Sunday Night Live
Conference Calls, 9pm. Stay Connected.

February 22 (712) 432-0800, access code: 326028#
Playback number: (712) 432-0899, access code: 326028#

March 1 (712) 775-7000, access code: 1031604#
Playback number: (641) 715-3409, access code: 1031604#

March 8 (712) 432-0850, access code: 904485#
Playback number: (712) 432-1088, access code: 904485#

March 15 (712) 432-0950, access code: 1082263#
Playback number: (712) 432-1090, access code: 1082263#

March 22 (218) 339-2500, access code: 501670#
Playback number: (218) 339-2599, access code: 501670#

March 29 (712) 432-0750, access code: 635432#
Playback number: (712) 432-1080, access code: 635432#

**Please note, you will not be able to listen to the recorded call prior to the date of the call**
Happy Birthday & Anniversary in March!!!

Birthdays
Name       Day    Name       Day
Jillian Zeigler  2    Teresa Musser  4
Christina Tabaczky 6    Theresa Krier 7
Michelle Timulak  8    Lindsey Houseknecht 9
Wendy Hinkal     10    Alisha Moore  10
Paula Stahl      10    Kelly Lacy  11
Janice Solecki   15    Tracy Shultz  19
Rhonda Luongo    20    Linda Bieseker 27
Mindy Smith      29    Christine Valvo 30

Anniversaries
Name       Years    Name       Years
Cynthia Barger  9    Diane Swineford 9
Cherie Lane    7    Laurie Hestor  6
Michelle Fertenbaugh 5    Joyce Trinet 5
Crystal Houser  5    Melissa Loudenslager 5
Valerie LaMoy   4    Aimee Tsiktas 4
Jennifer Deusenberry 3    Kimberly Murray 3
Kristi Monnett  2    Bobbi Jo Shaffer 2
Christina Tabaczky 2    Jennifer Sotirake 2
Marisa Reeder   2    Terri White  2
Jennifer Price   1    Susan Sussman 1
Renee Tini      1    Heidi Christophel 1
Shealei Williams 1    B. Cozza-Kozicki 1

Wholesale Production

<table>
<thead>
<tr>
<th>New Consultant</th>
<th>From</th>
<th>Sponsored By</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anna Fazen</td>
<td>$1,800.75</td>
<td>Jannie Baylor</td>
</tr>
<tr>
<td>Tammy Marquardt</td>
<td>$615.00</td>
<td>Aleitha Ravenell</td>
</tr>
<tr>
<td>Mickey Varacallo</td>
<td>$603.75</td>
<td>Joan Keller</td>
</tr>
<tr>
<td>Debra Barron</td>
<td>$449.25</td>
<td>Leanne Walls</td>
</tr>
<tr>
<td>Rosemary Giancoli</td>
<td>$411.50</td>
<td>Joyce Trinen</td>
</tr>
<tr>
<td>Leslie Hicks</td>
<td>$394.75</td>
<td>Lori Loudon</td>
</tr>
<tr>
<td>Holly Kilmore</td>
<td>$337.25</td>
<td>Theresa Krier</td>
</tr>
<tr>
<td>Lauren Kratz</td>
<td>$318.50</td>
<td>Amy Tsiktas</td>
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<tr>
<td>Danielle Smith</td>
<td>$306.50</td>
<td>Candace Roberts</td>
</tr>
<tr>
<td>Lisa Wymer</td>
<td>$264.25</td>
<td>Pamela Yoder</td>
</tr>
<tr>
<td>Mary London</td>
<td>$258.50</td>
<td>Nancy Bookwalter</td>
</tr>
<tr>
<td>Dawn Link</td>
<td>$234.00</td>
<td>Jennifer Sotirake</td>
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<td>Gail Ebersole</td>
<td>$223.50</td>
<td>Barbara Hunter</td>
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<tr>
<td>Susan Mankamyer</td>
<td>$216.25</td>
<td>Marisa Reeder</td>
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<tr>
<td>Carrie Cimini</td>
<td>$213.75</td>
<td>Tracy Shultz</td>
</tr>
<tr>
<td>Denette Godo</td>
<td>$212.25</td>
<td>Deborah Salada</td>
</tr>
<tr>
<td>Jade Snook</td>
<td>$207.75</td>
<td>Cherie Lane</td>
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<tr>
<td>Lisa Yeckley</td>
<td>$205.75</td>
<td>Mary Schroyer</td>
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<tr>
<td>Laurie Hestor</td>
<td>$204.00</td>
<td>Betsy Coldiron</td>
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<tr>
<td>Lucia Hindman</td>
<td>$203.00</td>
<td>Adriane DeLullo</td>
</tr>
<tr>
<td>Kathi Klinger</td>
<td>$200.75</td>
<td>Crystal Gindlesperger</td>
</tr>
<tr>
<td>Jamie Jaskula</td>
<td>$200.50</td>
<td>Shari Weber</td>
</tr>
</tbody>
</table>

New Consultants!

Consistency Club 2009
January - February - March
NO SKIPPING — A $200+ Order MUST be placed EVERY month to stay in the CLUB!

Place a $200 wholesale order each month to earn the Pink Croc Money Bag!
Place a $600 wholesale order each month to earn the Pink Croc Datebook cover!
Place a $1,000 wholesale order each month to earn the Black Patent Leather Brief Case!

*see our unitnet site for prize pictures!!!

Sparkle & Shine
Team Building Challenge
Dec 1, 2008-Feb 28, 2009

♦ Add one qualified* new personal team member and receive a genuine freshwater pearl and crystal necklace, a name badge ribbon and standing recognition.
♦ Add two qualified* new personal team members and receive a genuine freshwater pearl and crystal bracelet
♦ Add three qualified* new personal team members and receive genuine freshwater pearl and crystal earrings
*Each qualified* new Independent Beauty Consultant you add to your team will also receive the genuine pearl and crystal earrings
*See Intouch website for complete details
Congratulations to these January X-treme Team Members!

Tammy Marquardt  Jannie Baylor  Mickey Varacallo

Movin’ On Up Challenge!
through February 28, 2009

Consultants who achieve and maintain a new step on the career path of Team Leaders, Independent Future Sales Director or Independent Sales Director-in- Qualification will receive a name badge ribbon and onstage recognition at Work Smart!™ Career Conference 2009. And that’s not all! Consultants who achieve and maintain a new step on the career path of Star Recruiter or higher, will be invited to attend the Movin’ On Up Luncheon along with their Director.
**3rd Quarter ends March 15th**

<table>
<thead>
<tr>
<th>Consultant Name</th>
<th>Total Contest Credit</th>
<th>Contest Credit Needed — for Star (Sapphire, Ruby, Diamond, Emerald, Pearl)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Samantha Gross</td>
<td>2,048</td>
<td>STAR!! 352 952 1,552 2,752</td>
</tr>
<tr>
<td>Katelyn Rodgers</td>
<td>1,803</td>
<td>STAR!! 597 1,197 1,797 2,997</td>
</tr>
<tr>
<td>Anna Fazeni</td>
<td>1,801</td>
<td>STAR!! 599 1,199 1,799 2,999</td>
</tr>
<tr>
<td>Amber Seiders</td>
<td>1,800</td>
<td>STAR!! 600 1,200 1,800 3,000</td>
</tr>
<tr>
<td>Tammy Marquardt</td>
<td>1,023</td>
<td>787 1,387 1,987 2,587 3,787</td>
</tr>
<tr>
<td>Jannie Baylor</td>
<td>1,010</td>
<td>790 1,390 1,990 2,590 3,790</td>
</tr>
<tr>
<td>Mickey Varacallo</td>
<td>1,010</td>
<td>790 1,390 1,990 2,590 3,790</td>
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<tr>
<td>Tomas Goodson</td>
<td>942</td>
<td>858 1,458 2,058 2,658 3,858</td>
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<tr>
<td>Karen Smith</td>
<td>905</td>
<td>895 1,495 2,095 2,695 3,895</td>
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<tr>
<td>Denette Godo</td>
<td>857</td>
<td>943 1,543 2,143 2,743 3,943</td>
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<tr>
<td>Leanne Walls</td>
<td>764</td>
<td>1,036 1,636 2,236 2,836 4,036</td>
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<tr>
<td>Aleitha Ravenell</td>
<td>752</td>
<td>1,048 1,648 2,248 2,848 4,048</td>
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<tr>
<td>Lori Loudon</td>
<td>680</td>
<td>1,120 1,720 2,320 2,920 4,120</td>
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<tr>
<td>Jessica Newman</td>
<td>674</td>
<td>1,126 1,726 2,326 2,926 4,126</td>
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<tr>
<td>Jodi Soule</td>
<td>611</td>
<td>1,189 1,789 2,389 2,989 4,189</td>
</tr>
<tr>
<td>Charlene Raves</td>
<td>607</td>
<td>1,193 1,793 2,393 2,993 4,193</td>
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<tr>
<td>Joan Keller</td>
<td>600</td>
<td>1,200 1,800 2,400 3,000 4,200</td>
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<tr>
<td>Meredith Weaver</td>
<td>537</td>
<td>1,263 1,863 2,463 3,063 4,263</td>
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<tr>
<td>Lorie Geistwhite</td>
<td>512</td>
<td>1,288 1,888 2,488 3,088 4,288</td>
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<td>Leslie Hicks</td>
<td>503</td>
<td>1,297 1,897 2,497 3,097 4,297</td>
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<tr>
<td>Karin Leitzel</td>
<td>476</td>
<td>1,324 1,924 2,524 3,124 4,324</td>
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<td>Debra Barron</td>
<td>449</td>
<td>1,351 1,951 2,551 3,151 4,351</td>
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<tr>
<td>Shari Weber</td>
<td>436</td>
<td>1,364 1,964 2,564 3,164 4,364</td>
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<tr>
<td>Deborah Salada</td>
<td>436</td>
<td>1,364 1,964 2,564 3,164 4,364</td>
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<td>Susan Mankamyer</td>
<td>435</td>
<td>1,365 1,965 2,565 3,165 4,365</td>
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<td>Mary London</td>
<td>435</td>
<td>1,365 1,965 2,565 3,165 4,365</td>
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<tr>
<td>Rosemary Giancoli</td>
<td>411</td>
<td>1,389 1,989 2,589 3,189 4,389</td>
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<tr>
<td>Amber Lockhuff</td>
<td>403</td>
<td>1,397 1,997 2,597 3,197 4,397</td>
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<tr>
<td>Joyce Trinen</td>
<td>401</td>
<td>1,399 1,999 2,599 3,199 4,399</td>
</tr>
</tbody>
</table>

We have a **HUGE GOAL** to be celebrated as a Top Unit at Career Conference!!!

$30,000 wholesale and 10 new consultants!

Finish your **STAR** by February 28th and Tammy will pay your rooming at Career Conference.

*(minimum wholesale order this month is $600 reorder and rooming up to $50.)*
Top 10 Reasons To Be a Star!

1. The Fame – You will be recognized in your unit newsletter and seen by hundreds of consultants, directors and many of the top executives at Mary Kay!

2. The Awards – You will be awarded the prestigious Ladder of Success Pin with a genuine, gemstone star to wear proudly. You will also be invited to attend our Unit Star Parties!

3. The Prizes – Pick a prize from the quarterly contest brochure. They are fabulous!

4. The Recognition – You will receive tons of recognition at your weekly Unit meetings, Special Area Events, and Seminar. You will also be featured on our Dream Team’s website. You will be famous in our Mary Kay world!

5. The Inventory – You will have enough products to service all of your clients and always have product on hand to take care of your Preferred Customer Orders. Plus, you will be on Profit Level!! Happy customers mean money in your pocket! Don’t forget about the referrals from the company.

6. Be A Team Player – Help your unit become the best ever by having more qualified Star Consultants than ever before. Helps your unit to reach their unit goals.

7. The fun – Imagine playing with your inventory, arranging it on your shelves and watching it fly off those shelves, Don’t ever forget – we are the #1 Best Selling Brand of Facial Skin Care and Color Cosmetics in the United States based on the most recently published sales data. Product on your shelf also motivates you to book and sell!! You are never broke when you have product on your shelf!

8. Stars Earn Cars – When you are selling enough product to consistently place a Star Consultant order each quarter, you are meeting enough women to build a team. Building a team can mean earning the use of a car and helping change another person’s life for the better. And this puts you on the path to Directorship...

9. The Pride of Accomplishment – Being a Star Consultant means you are one of the top consultants in your unit. What a way to build self-confidence and self-esteem!

10. Earning the privilege of ARENA Seating at Seminar 2009!! Yes, you still have time! You don’t want to miss this!! You snooze, you lose!!

You Can Do IT!!!!!!
FEBRUARY PROMOTION!

THIS IS YOUR OPPORTUNITY!!
We are so blessed to have our Mary Kay Opportunity!
The opportunity to add more income for your family.
The opportunity to be your own boss and design your life.
The opportunity for tax deductions and the benefits of a small business owner.
The opportunity to drive a free car!
The opportunity to take 5 star trips around the world!
YOU HAVE AN OPPORTUNITY!
What do you want to do with yours?
It all starts with the basics of the business. Building a strong customer base!

POWER OF 10 CLASSES!
* $2000+ in sales
* $900+ in profit
* 30+ new customers
* 20 Hours of your time
* Team members plus commissions

Your results will always equal your activity!
What you do in your business; every call, every class, every sharing appointment is for you and your family!

Achieve a Power Start in February
(10 classes or 30 faces)
To earn this sterling silver Charm Bracelet!!

BOOK 10 HOLD 2 SHARE 1

Going. Going. You’re Going Places!

Be a go-to girl. Be a go-for-it girl. Take the Customers Count Challenge and go for your dreams.
Part 2: Dec 16th-Mar 15th
Consultants & Directors who sell at least $100 in suggested retail product to 36 new or existing customers will receive:
• A new charm
• A name badge ribbon and standing recognition at Career Conference

See Intouch site for details!

Six Mary Kay Best Practices for “Thinking Like a Retailer”
1. You can meet your customers’ needs - immediately- when you always have a healthy inventory to sell from.
2. Get a customer excited about the Mary Kay® products that are perfect for her! It’s easy when you know your products.
3. Customers want to know they count! Offering personalized service tells them they’re important and builds loyalty.
4. When you make both initial purchases and reorders easy for customers, they’ll return again and again. Keep convenience in mind and be accessible to your customers by having a Personal Web Site.
5. Once you’ve found a new customer, you’ll want to keep her! Follow-up on phone calls and e-mails can keep your Mary Kay® business at the front of your customer’s mind.
6. Experts agree that frequent communication with customers leads to frequent buying! So get The Look into your customers’ hands each and every quarter.
Book 10

(Since one-half will hold, book 10 classes to be held by the 15th, then 10 more classes to be held by the end of the month!)

1_________ 6_________ 11_________ 16_________
2_________ 7_________ 12_________ 17_________
3_________ 8_________ 13_________ 18_________
4_________ 9_________ 14_________ 19_________
5_________ 10_________ 15_________ 20_________

I am focused! I am persistent! I am committed! I am successful!

Hold 10

1_________
2_________
3_________
4_________
5_________
6_________
7_________
8_________
9_________
10_________

Share 10

1_________
2_________
3_________
4_________
5_________
6_________
7_________
8_________
9_________
10_________

My Results

Total $$$ Sales: ____________
# New Skin Care Customers: ______
# New Classes Booked: ______

My Results

# New Team Members: ______
# Placed Inventory Order: ______
Total $$$ Production: ______
Tammy Romage  
Exec. Sr. Sales Director  
1110 Saffron Dr  
Mechanicsburg, PA 17050  
717-732-9090  
717-802-1864 cell  
romage6@aol.com

To the Millionaire:

I believe that you will make every day incredible just by what you exude in your eyes and your handshake and your friendly spirit. And that you will be self-contained and content in thinking, saying and acting the things that you know are right. And then those things which you believe with your heart, speak with your mouth and act out in love will inevitably come to pass! ~Mary Kay Ash

Dates Ahead

Monday Night Live 6:30-8:30-MK Studio

2/27……Last day to place online orders  
2/28……Last day for Tammy to place orders  
3/10……PCP participants can order Spring products today  
3/15……All consultants can order Spring products today. 3rd quarter ends.  
3/16……4th quarter begins  
3/22-23..Baltimore 2 Career Conference  
3/27-28..Pittsburgh Career Conference  
3/30……Last day to place online orders  
3/31……Last day for Tammy to place orders

See our Unitnet site, www.unitnet.com/tammyromage for details on upcoming events!