



Petie Huffman, Sr. Sales Director and Trip Director

Petie's Peacocks

Oh, the Places We will Go!



October 2017 Newsletter — September Results

Oh, the Places You'll Go When you are All In for the Million!



October 1-31: Unlock Your Courage!



Each month, you can earn an exclusive designer charm bracelet featuring a special power word.

Collect all 12 when you sell enough product to support a cumulative \$600+ wholesale Section 1 order each month.

It Takes Courage to Be Selfless. SSD Nancy Castro says, "When you stop worrying about yourself and what others may think of you, and instead, **think about what *you* can do for others,** that's when everything begins to click. That's when you can turn courage into success."



There are so many aspects of this business that require courage. To lead by example. To set a big goal out loud when everyone's watching. To pour your heart into a new team member or unit member even though there's a risk that they'll walk away. And to pick yourself up after you've had a bad day or a bad month, and do it all over again.



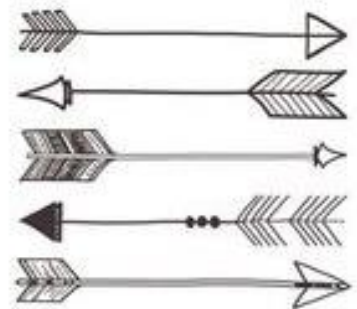
It takes **Courage** to be selfless. But if Mary Kay were here, I know exactly what she would tell every single one of us: '**You can do it!**' And I know we can!"

Surprise & Delight

When you earn the October bracelet, you'll be entered into a drawing to win this diamond Michele watch or a \$100 gift card!



New faces can lead to growth when you work your Mary Kay business full circle: **booking, selling and team-building.**



10 New in October!

I will be giving away \$1000 when we have 10 **NEW** unit members in October.



Every October recruiter will receive \$100 per new team member...how many will you add?

NEW FACES *take you* PLACES

Going Places in RED!

Team Leaders:

Julie Camele

Jody Clark
Kimberly Hutson
Shelly King Smith
Christie LaCharite
Amy Michael
*Kirsten Bain
*Jill Hilgefert



Kathy Marton

Suzanne Holleman
Beth McGrath
Therese Polito
Katharine Saunders
Hedy Van Tassel
*Audrey Hollett
*Allison Merchant
*Amy Ponton
*Dawn Sliwa
#Erin Boyd
#Elizabeth Marzella
#Lynda Teague



Norine Wiebmer

Traci Harrington
Linda Loria
Patty Sabo
Nancy Salerno
Gina Strelecki
Carla Tatone
Janna Tharp
*Carolyn Agee
*Dixie Jirak
*Stacy Peterson
#Catherine Ames
#BarbaraJo Kevan



Star Team Builder:

Diane Brault

MaryJane Flynn
Carolyn Lloyd
Pam Rosenthal
Ashima Saksena
*Jane Griffin
*Elena Mejia
*Carole Sears
#Darla Welch
#Sarah Zigal



Anita Stanko

Diane Brault
Carol Irons
Sally Simkins
*Kathy Ruswick



LeDeane Thomas

Kimberly Applebee
Brenda Hale
Sharilyn Hale
Ann Sutlive
*Judith Easley-Marsha
*Debbie Ellis
*Kelley McGowan
#Diana Chamberlain
#K. Erickson Reyes



NEW FACES *take you* PLACES

Team-Building Challenge

July 1 – Dec 31, 2017

When you step out and introduce new faces to our incredible Mary Kay skin care, the places it can take you and your Mary Kay business are limitless! New faces at skin care parties not only can lead to new customers but also to new hostesses, who can lead to more new customers, who can lead to new team members! When you introduce women to the incredible Mary Kay opportunity, a new level of success can be set in motion, and you might find you're going places!

October Prize



The consultant with the highest number of new personal team members in our unit (minimum of two), will receive

this arrow pendant necklace.

Be courageous!



NEW
FACES
take you
PLACES

♥ New Consultant

* Inactive – Place a \$225 Wholesale order to regain 50% discount!

Terminated – Place a \$225 Wholesale order to regain active status with the company and regain 50% discount!

Senior Consultants Moving on up to **Red!**

Lynda Carter
Jessica Clowney

Carol Irons
Cheryl Flynn

Candis Schey
*Donna Carlson

Debra Cook*
*Donna Tenaglia

Shelly King Smith
*Whitney Bonapfel
Sallie Kroeger

Dawn Sliwa*
Jami Cruikshank

Sharilyn Hale
*Bonnie Jones
*Kendra Smith
#Cathy Calvert
#Karen Townsend

Natasha Medina
*Rachel Stenbuck

Mallory Smith
Julie Camele

Michelle Huntley
*Colleen Stratman

Debra Moore
Renee Miller
*Ivy Morris
*Lillian Wilson

Ann Sutlive
Marilee Morley
*Wendy DeYoung

Kimberly Hutson
Kim Parsons

Therese Polito
Mary Carr
*Cathy Raspet

Gloria Ventura
Andrea Long
*Trish Alderson
*Katharine Neville

♥ **New Consultant**

* **Inactive** – Place a \$225 Wholesale order to regain 50% discount!

Terminated – Place a \$225 Wholesale order to regain active status with the company and regain 50% discount!

Sharing the opportunity can take you anywhere you want to go!

Be in the Queen's Court of Sharing with 24 new qualified personal team members this year! Oh, the places you'll go!



Find Unit Promotions, Recognition and selling ideas on our unit website!

www.HuffmanLegacyUnit.com

Love Checks

Petie's Director Check – \$4,995.61

August Love Checks

9% Commission Level

Diane Brault	\$111.83
Petie Huffman	\$96.93
LeDeane Thomas	\$80.73
Norine Wiebmer	\$65.50

4% Commission Level

Anita Stanko	\$70.84
Kathy Marton	\$20.46
Shelly King Smith	\$16.58



Unmask a New Opportunity!

October Only!



What a great month to find new faces and share the Mary Kay opportunity with courageous women

who want an opportunity with no boundaries! Within the Starter Kit is everything they need to connect with their first hostesses and customers! For only \$100, they'll receive products and literature that can put them on the road to success, plus they'll get two FREE masks as a limited-time bonus.

Spread the word about this special October offer at parties, on the go and anytime you meet a woman who has the potential to reimagine her future with an opportunity that can increase **confidence** and **empower** her life. Now that's the **Start** of Something Beautiful!

2018 Seminar Awards
July 1, 2017 – June 30, 2018



Queen's Courts of Personal Sales
\$40,000 Personal Est Retail Production

Queen's Courts of Sharing
24 Qualified New Personal Team Members



Letter from the Desk of Petie

Dear History Making "Women of Excellence!!"

"Oh, The Places We Are Going to GO!!!" This is our year ladies- \$ Million \$ in Sales.... because your reputation precedes you!! They call us the "Legacy Unit" among the young chickies on the Cruise- Lol!!! but we are going to show them that we are also- Women on a mission for a Million!!

I just love October- the weather is changing- so is their skin....they are already thinking of the Holidays and what they will need for gifts and events. They have \$ now because the kids have been in school for a while- and they are ready to go a bit deeper into skin care.

You can schedule new customers, update current customers, hold parties, Girls' night out, Mother/daughter facials...back to school parties and the list goes on and on and on!!!

There is no reason why you can't do 50 faces in Oct.....there are no holidays 'til Halloween and adding team members to your team is a BREEZE- because they are already thinking of how they are going to need extra \$ for Christmas. I have 3 women right now that are thinking " they need more \$ and more flexibility.

Why not go for "A Medal In October!" A bronze is 3, silver is 4 and gold is 5!!! I want to congratulate Rosie Davitt for a Gold Medal in August and Cheryl Satterfield for adding a new team member in September and Brenda Billington is entering DIQ Oct. 3rd!!!! PROGRESS-ACTIVITY and RESULTS!!!!

My goal for us is 10 in October!!! Who is going to help me out with this goal? You will earn your Car, or your Red Jacket or your New DIQ Time with a new career!!!

Courage is the Word for October- stepping out into unknown territory.....Who will earn their Bracelet of Courage in October!!! YOU!!! It Starts TODAY!!!! Now!!- Make it Happen!!

Love and Belief

Petie

"Be Unstoppable YOU!!"

**Oh the places you'll go,
Today is your day!
Your mountain is waiting,
So ...get on your way!**

--Dr. Seuss

All In With 8!

Oct 1 – Dec 1, 2017

For a limited time, you can enter DIQ with the *All In With 8!* DIQ promotion! When you have 8 active personal team members, you will be eligible to enter the DIQ program!



September Queens

Queen of Retail Sales



Jami Cruikshank

Consultant	Sales
1 Jami Cruikshank	\$1,088.00
2 Diane Brault	\$704.48
3 Carolyn Lloyd	\$534.00

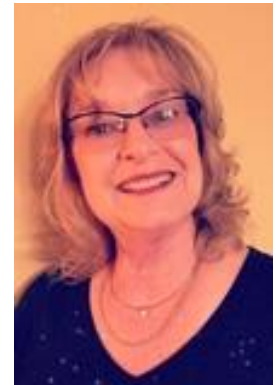
Queen of Sharing



Cheryl Satterfield

Consultant	New Team Members
1 Cheryl Satterfield	1

Queen of Wholesale



Candis Schey

Consultant	Wholesale
1 Candis Schey	\$883.50
2 Jami Cruikshank	\$882.75
3 Carol Irons	\$824.00

**September
BRACELET
ACHIEVERS**

Candis Schey Jami Cruikshank Carol Irons Debbie Brazzle LeDeane Thomas

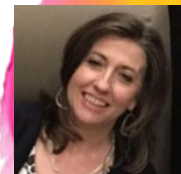
Cheryl Flynn Shirley Mestas Shelly King Smith Gloria Ventura Deb Moore

Diane Brault Kathy Marton

Congratulations to our September "World Traveler" Contest Winners!



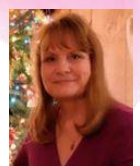
Rosie Davitt
14



Alex Barker
14



Diane Brault
12



Debbie Brazzle
8



1st Quarter Stars!



Petie Huffman
Diamond Star!



Gloria Ventura
Diamond Star!



Debbie Brazzle
Ruby Star!



Deb Moore
Ruby Star!



Diane Brault
Sapphire Star!



Carol Irons
Sapphire Star!



Carolyn Lloyd
Sapphire Star!



Jami Cruikshank
Sapphire Star!



Live the All-Star Life.

When you achieve Star Consultant status all four quarters, June 16, 2017 – June 15, 2018, and attend Seminar 2018, **you'll be eligible to receive one of five fashionable pieces** from the fabulous kate spade new York *All-Star* Collection. Each *All-Star* Star Consultant level (Sapphire – Pearl) has its unique prize. And you will receive standing recognition and **celebrate with other All-Stars at the Seminar 2018 prize party.**

Look Who Ordered in September!



Consultant Name	Sept Orders	Consultant Name	Sept Orders
Candis M. Schey	\$883.50	Norine Wiebmer	\$299.00
Jami C. Cruikshank	\$882.75	Amy M. Michael	\$298.50
Carol N. Irons	\$824.00	Lisa M. Simmons	\$283.00
Debbie Brazzle	\$813.00	Jamie Wilson	\$282.00
LeDeane D. Thomas	\$680.50	Wanda Edwards	\$272.00
Cheryl M. Flynn	\$667.00	Margo A. Park	\$268.00
Shirley Mestas	\$653.50	Connie Black	\$255.50
Shelly A. King Smith	\$652.50	Mallory B. Smith	\$253.75
Gloria J. Ventura	\$651.00	Jody P. Clark	\$248.50
Debra M. Moore	\$639.00	Kim Parsons	\$245.50
Diane J. Brault	\$637.00	Pam Rosenthal	\$240.00
Kathy Marton	\$611.00	Kelly Ramirez	\$239.00
Andrea Long	\$489.25	Therese R. Polito	\$234.25
Beth McGrath	\$401.50	Celesta J. Dickerson	\$233.50
Patty Sabo	\$368.50	Michelle Huntley	\$231.00
Janna Tharp	\$366.50	Carla M. Tatone	\$229.50
April K. Parker	\$355.50	Nayana Lowery	\$229.00
Lynne M. Luehrs	\$343.00	Linda M. Walters	\$228.25
Donna M. Strother	\$342.50	Cheryl A. Satterfield	\$228.00
Monica S. Wright	\$338.50	Kristina S. Koontz	\$225.50
Sheryl L. Shaner	\$334.50	Raechel A. Torres	\$225.25
Lynette B. Perry	\$325.50	Sharon L. Miller	\$225.00
Vicki L. Lash	\$318.00	Imelda Varilla-de la Cruz	\$225.00
Anita L. Stanko	\$302.50	Gloria J. Pefley	\$225.00
Linda L. Fromader	\$300.00		

Laurie K. Popp	4-Oct
Cindy Kopp	5-Oct
Carolyn Marie Agee	7-Oct
Darla True Welch	7-Oct
Lisa Lena Banach	8-Oct
Julie L McDaniel	8-Oct
Irina B Gomez	9-Oct
Mary J Carr	11-Oct
Linda M. Walters	13-Oct
Sandra G Page	15-Oct
Erin Piper Boyd	16-Oct
Lisa H. Smith	17-Oct
Barbara J. Dale	21-Oct
Dianne Dedick	26-Oct



Debra M. Moore	32nd
Donna K. Grossmann	29th
Carla J. Lauber	22nd
Sandra G Page	18th
Rona Monet Greene	15th
Imelda Varilla-de la Cruz	15th
Shelly E McCoy	14th
Fahmeeda Arshi	13th
Suzanne T. Holleman	12th
Elaine Gail Skelly	12th
Nayana Lowery	11th
Wanda Edwards	8th
BarbaraJo Eilzebeth Kevan	8th
Debbie Jo Ellis	7th
Debra Cook	7th
Debra Helen Stiefel	7th
Tiffany Jill Simmons	6th
Ivy D Morris	6th
Elena Mejia	5th
Kristi Rogers Farr	5th
Vicki Lynn Lash	4th
Lisa Lena Banach	3rd
Glenda W Cranwell	1st

Grand Days / Red Days

Your name will go into a drawing for a **mystery gift** when you sell \$100 in one day and when you hold an Interview.

Rosie Davitt - September Winner!

Welcome New Unit Members!

New Consultant	From	Sponsored by
Melinda Bloodworth	Raleigh, NC	Cheryl Satterfield





FaBOOious October

October 1st – 31st

Submit to Director by Nov 7th

Text a picture of completed form to 843-441-4080

Name: _____

Contact
Your Oct.
Birthday
Customers

Sell 10
EYE
Products

Hold 2
On-the-Go
Appoints

Watch a
Merry
Monday
Video and
post on Unit
FB an action
taken

Have a \$200
Day & Post
on Unit FB

Post this
on your
desk and
text a
picture to
director

Post a
before &
after pic on
our FB page

Call 5
Customers
for
re-orders

Hold
A MK Party
with 3 or
more

Sell 5
products
from the
Fall or
Holiday
Collection

Hold a
Double
Facial

Order
\$450
Wholesale

Facial 3
new
customers

Add a new
team
member

Sincerely
compliment
someone you
don't know
for 5 days in
a row

Submit
ALL of
your WAS
for
October

Have
3 Women
"Listen for a
Lipstick"

Contact 2
businesses
about gifts
for
employees

Bring
2 guests
to a MK
event

Watch the
Oct Power
Class and
post on FB
something
you
learned

Mail 5
Thank you
notes to
customers

Attend
All Success
Meetings
this month

Sell 10 Lip
Products

Have a
\$100 Day &
Post on
Unit FB

Sell
\$1000+
this month



PRIZE #1
Complete 6 squares and
earn NFTYP Mirror



PRIZE #2
Complete 11 squares and
earn a NFTYP Money Bag

PRIZE #3
Complete 16 squares and
earn NFTYP Lunch Cooler



PRIZE #4
Complete 24 squares and
earn NFTYP Bracelet Bar



I Did It All!

Beach Retreat 2017

November 10 -12

**Isle of Palms
Charleston, SC**



**Motivation!
Inspiration!
Recognition!**

**Open to everyone who
wants more from their
Mary Kay Business!**

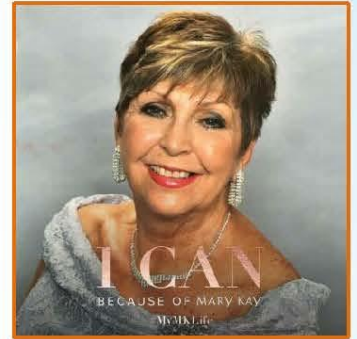
Cost: \$125
Includes Lodging,
Friday Dinner,
Saturday Breakfast & Lunch,
Sunday Breakfast

First 10 register for only \$100!

Send registrations to Petie Huffman @ 6501 Cross Meadow Ct, Fuquay-Varina, NC 27526



**Guest Speaker
Future Executive
Senior Sales Director
Nedra White**



**Hosted by
Senior Sales Director
Petie Huffman**

Guest Directors



**Agnes
Stewart**



**Janeigh
Grady**



**Eve
Jones**

July 1 – Oct 31

- ☒ New Faces Take You Places
Consistency Challenge
- ☒ 1st Qtr Stars (June 16 – Sept 15)
- ☒ New & Promoted Reds
- ☒ And more...



The Hunt for **RED** **OCTOBER**

When we add 10 NEW Unit Members in October,
I will give away \$1,000!!!

Everyone will receive \$100 per recruit when we reach our
goal! The more recruits...the more \$\$\$\$!!!

This will be our RECORD BREAKING YEAR!!!

Listen for a *Lipstick*



Call in and listen to a
recorded message by
my Sr. Sales Director
Petie Huffman about
how you can succeed
with a Mary Kay
business!

563-999-1181
access code
722354
reference #2

After you have listened to the message write down the code
given to you at the end and send it to me.
You will be contacted by my Sr. Sales Director Petie Huffman for
a survey and to let her know what Mary Kay lipstick or lip gloss
shade you would like!

A Woman can never have too many lipsticks

**New Grand Achiever
Color!**



**The Chevy Cruze is now a
beautiful silver ice
metallic!**

**How would you like to
earn the use of a FREE
MK car!!!**

September Weekly Accomplishment Sheets

Consultant	Facials	Classes	Weekly Sales Total
Alexandra Barker			
8/27-9/02			\$583.50
9/03-9/09			\$229.50
9/10-9/16	\$105.00		\$325.00
9/17-9/23	\$65.00		\$349.00
Brenda Billington			
9/10-9/16			\$951.00
9/17-9/23			\$581.00
Diane Brault			
9/10-9/16			\$250.78
9/17-9/23		\$40.80	\$253.50
9/24-9/30			\$200.20
Debbie Brazzle			
8/27-9/02		\$47.00	\$82.00
9/03-9/09			\$48.00
9/17-9/23		\$179.00	\$179.00
Evelyn Couture			
8/27-9/02			\$47.00
9/03-9/09			\$22.00
9/17-9/23			\$28.00
Jami Cruikshank			
9/17-9/23			\$1,088.00
Rosie Davitt			
9/10-9/16	\$104.00		\$126.00
9/17-9/23			\$54.00
Marylynn Dawson			
8/27-9/02			\$350.00

To get your name here...send Petie your Weekly Accomplishment Sheets!

Consultant	Facials	Classes	Weekly Sales Total
Janice Fields			
8/27-9/02			\$148.00
Cheryl Flynn			
9/24-9/30			\$501.90
Sallie Kroeger			
9/03-9/09	\$230.00		\$230.00
Carolyn Lloyd			
9/17-9/23			\$34.00
9/24-9/30			\$500.00
Tammy Mann			
8/27-9/02			\$144.00
9/03-9/09			\$101.00
9/10-9/16			\$97.00
9/17-9/23			\$180.00
9/24-9/30			\$172.00
Rebecca Moore			
9/03-9/09			\$24.00
9/10-9/16			\$415.00
Heather Seemuth			
8/27-9/02	\$234.00		\$265.50
9/10-9/16			\$106.00
9/17-9/23			\$135.20
9/24-9/30			\$113.95
Julia Thiede			
9/17-9/23		\$160.00	\$239.00
Gloria Ventura			
9/03-9/09			\$227.00

Submit your WAS on MKIntouch, under "Business Tools", "Weekly Accomplishments!"

Adoptees: make sure Petie has your consultant #.



September Gold Level Xtreme Team Members!



Alex Barker, Brenda Billington, Jami Cruikshank, Marylynn Dawson, Cheryl Flynn



Carolyn Lloyd, Rebecca Moore



Courage



October 2017

What kind of
 Courage does it take
 to earn October
 Courage bracelet? A
 Plan for Success!
 \$1,000 in sales will
 produce an order of \$600
 with \$400 profit for
 YOU! But if selling
 \$1,000 sounds too scary...

How about...

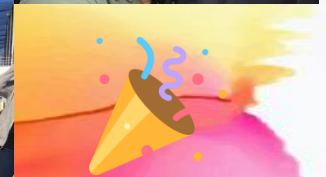
40 orders of \$25 each? Could you do 40 orders of \$25
 each in a MONTH? YES! Start tracking today!

\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25
\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25

Alaska!

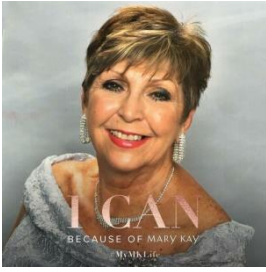


WORLD
 Traveler



October 2017

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	Lori Hogg Lessons 10am—12 noon @ Petie's 6:30—8:30pm @ Hope Community Power Calls 6:45 & 8:45am	Lipstick for Listening 8:30pm 515-739-1033, access code 643298# 	Power Calls 6:45 & 8:45am	Oct 6-9: Petie in Atlanta and Ohio	
8	Columbus Day Oct 6-9: Petie in Atlanta and Ohio	Holiday Packaging & Selling to small businesses 10am—12 noon @ Petie's 6:30—8:30pm @ Petie's Power Calls 6:45 & 8:45am	Lipstick for Listening 8:30pm 515-739-1033, access code 643298# 	Power Calls 6:45 & 8:45am		
15 Million \$ Mingle Conf Call with Trip Director 9:00pm EST 515-739-1033, access code 643298#	16 	17 Evening of Stars! Celebration for STARS only 6:30pm Last do to enroll for Winter PCP	18 Lipstick for Listening 8:30pm 515-739-1033, access code 643298# 	19 Power Calls 6:45 & 8:45am	20 Tuna Run Marathon	21
22	23	24 Anti-aging New Products & Eye education 10am—12 noon @ Petie's 6:30—8:30pm @ Hope Community Power Calls 6:45 & 8:45am	25 Lipstick for Listening 8:30pm 515-739-1033, access code 643298# 	26 Power Calls 6:45 & 8:45am	27	28
29	30	31 Lunch & Learn 11:30am - 1pm @ Petie's Power Calls 6:45 & 8:45am 	Power Calls! Every Tues. & Thurs. 6:45am & 8:45am 515-739-1033 Access 643298#			



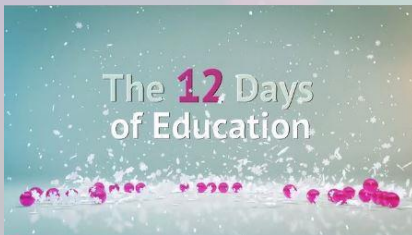
Petie Huffman
Ind. Sr. Sales Director
6501 Cross Meadow Ct
Fuquay-Varina,
843-441-4080 cell
petiehuff@aol.com
www.HuffmanLegacyUnit.com

To The Woman of Excellence:



"Nothing happens until someone sells something." ~ Mary Kay Ash

All In for the Holidays 2017



Don't miss the 2017
**Twelve Days of
Education for the
Holidays** series.

Go to your MK Intouch
website to watch all 12
videos!!!

Four Steps to a Successful Holiday Selling Season

Step 1: Have a personal goal that drives you.
Make sure your family gets on board.

Step 2: Set a specific Sales AND Team Building Goal for October to December to help you achieve your personal goal.
Be very specific.

Step 3: Set a specific Plan of Action.
Put everything on your schedule

Step 4: Evaluate your successes along the way. Adjust to hit your goal.
Keep a holiday journal, keeping track of what was successful and what wasn't.