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## Identifying the right track for Y.O.U...

O Magazine's article on finding your "calling" suggests that thinking rationally about your career decision is a BIG MISTAKE. Unemotional, rational people get hung up on the logical pro's and con's and ultimately are indecisive. Discerning what's the right career for you is more of an irrational sense of "Yes, this!" So, make your rational mind NOT the master but the tracker of your own irrational instincts.

What activities have you been utterly, happily absorbed in? Write them down. Then, consider what similar elements or characteristics are in the various activities on your list? Now, scan the horizon for opportunities that seem likely to foster these activities.

WARNING: A j.o.b. might make sense to you on paper, but in reality it might well up emotions like boredom, hope-

lessness, anger, and anxiety. When this happens, the trail you are on to finding your "calling" may have gone cold.

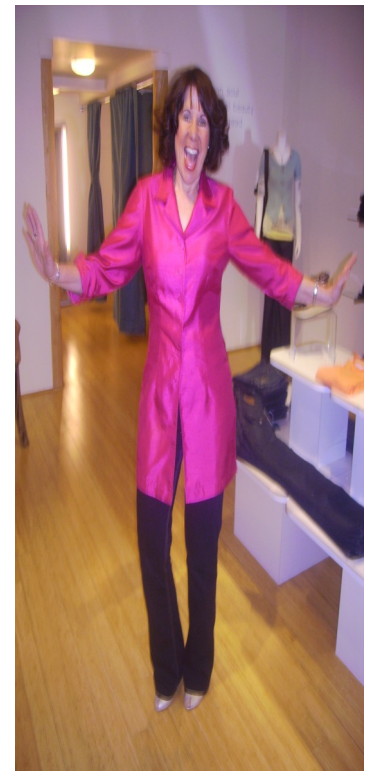
If the trail goes cold, PAUSE to check whether the path you are on is what you prefer. Then go back to the last "hot track" that possessed enjoyment, fascination, and heartfelt desire.

Following your INSTINCTS, not established paths, is the way to go. Giving in to other's expectations, or your own, will only send you sideways.

Poet Mary Oliver...  
"Meanwhile... the world offers itself to your imagination, calls to you like the wild geese, harsh and exciting—over and over announcing your place in the family of things."

If you would like to send me your list of activities that bring you happiness, maybe we could discern YOUR calling together.

With love, Jody



### Presenting Our Queen & Her Court

- Queen of Sales—  
Allison Davis
- First Runnerup—  
Carla Barnes
- Terri Akin
- Yvonne Susac
- Jill Johnson

### Mary Kay Is Good For the Long Haul!

Patsy Butler has been on our Mary Kay team since March 2007. Recently Patsy told me "I want you to know that I have used Mary Ky skin care products exclusively on my skin for 35 years. I still get compliments on my beautiful skin regularly; a great opportunity to give MK all the credit!"

Do you have a Mary Kay product testimony you would like to share? Send it to me for our next newsletter!

# Preferred Customer Program - The SMART way to do business...

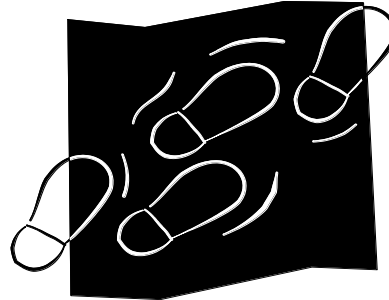
Back in “the day” Yellow Page advertising was the HOT, HOT ticket. People were all about “letting their fingers do the walking.” Today’s instant access to information via the internet has made the yellow pages almost obsolete.

HOWEVER, there is NOTHING like getting a full color, exciting, enticing catalog in the mail. Even your “occasional” customers will be tempted to buy as they flip through the pages while they’re watching tv or laying in bed with their feet up.

The following women have participated in this quarter’s Preferred Customer Program. Hat’s off!

Terri Akin  
Carla Barnes  
Carolyn Clontz  
DeAnn Cox  
Jill Johnson

Tammy Martin  
Sharon Shore  
Susan Rae Manis  
Susy Morrison



*Let their fingers do the walking!*

**Team Work Makes the Dream Work!**

## Recruiters and Their Teams...

### Future Sales Director Terri Akin

Carla Barnes  
Mona Berg  
Wendy Borst  
Susan Ceccacci  
Rosemary Douglass  
Sue Fuller  
Wanda Rigmaiden  
Barb Wilson  
\*Karen Mayall

### Senior Consultants

Allison Davis  
Yvonne Susac  
Laura Russell  
Rebecca Griffiths  
Katherine High  
Lena Young  
Rebecca Griffiths  
Kimberly Merklin

Susan Lopez  
Leona Priest  
Teaa Warinner  
Jessie DuBose  
Tracy Hamaker  
Wendy Palmerton  
Yvonne Susac  
Jill Johnson  
Susan Lopez

## Doing Green—Nothing New for Oregonians

I remember visiting my cousins in Bend, Oregon when I was nine. They took me to Lake Waldo where we canoed, zip-lined, hunted for huckleberries to make pies, cooked over the campfire, and slept on the ground. It was amazing for a little girl from Illinois (where it’s impossible to find anything resembling a mountain.) On the way home I threw a gum wrapper out the window. My cousins wanted to EXECUTE me! I had committed a federal offense!

When we moved to Oregon in 1995, I was amazed that people recycled when there was no money in it, like there was in California. They did it because it was the right thing to do.

The Applause Magazine article on “Pink Doing Green” made me proud to see that our Company is on track for protecting and preserving our environment.

“I feel very strongly that we must do everything in our power to save our planet or our grandchildren will not have a place to live. Let me emphasize that Mary Kay is an environmental leader because we strongly feel it is the right thing to do.”  
- Mary Kay Ash

# Happy Birthday & Anniversary To You!

I have TWO daughters who were born in October, so this is a very celebrative month for me! Congratulations to the following gals who share birthdays in October!

- Millie Akridge—20th
- Gerry Confer—18th
- DeAnn Cox—16th
- Jama Evans—19th
- Jill Johnson—3rd
- Kimberly Merklin—8th
- Wendy Palmerton—18th
- Lena Young—5th
- Dianna Fluegge—14th
- Yvette Hayes—17th
- Jacqueline Richter—27th

The following Consultants are celebrating their Mary Kay Anniversary in October!

- Gretchen Claypool—2008
- Jama Evans—2009
- Shirley Knight—2003
- Cara Shadley—2008
- Bonnie Stuart—2002
- Janice Berry—2009
- Nikki Hunter—2009
- Tammy Martin—2001
- Patricia Warkentin—2003



## The true definition of selling...

*The true definition of selling:*

Asking people:

**What** they do?

**How** they do it?

**When** they do it?

**Who** they do it with?

**Why** they do it that way?

And then,

helping them do it **BETTER!**

The art of asking questions is at the core of all sales training. I remember coming up with one or two questions I could ask for each page of the flip chart. If you ask questions, people remember 50% more than if you simply lecture them with facts and information.

I really love this definition of selling because it is so simple to translate into our Mary Kay conversation.

For example:

**What** do you do to take care of your skin?

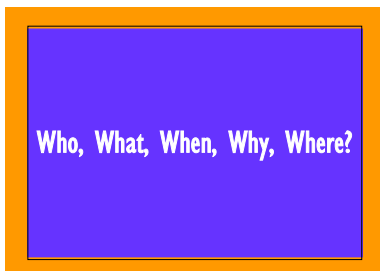
**How** do you do that?

**When** do you do that? (In the shower in the morning?)

**What** products do you use?

**Why** have you chosen those products? (Because they are quick and easy.)

If I could show you how to keep your skin care routine quick and easy and to get better results for less money, would you be interested?

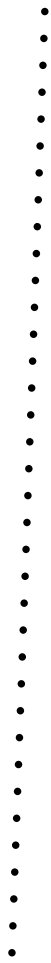


## Jody's Jubilee!

Jody Smith  
985 N. Main Street  
Independence, OR 97351

541)480-6725  
jodysmith@arykay.com  
www.jodykemplesmith.com

## MARY KAY NEWS



*For the past two years I've felt like my life is completely out of control. My sister gave me a sweet book of encouragement. From [His Princess, Love Letters from Your King](#) by Sheri Rose Shepherd...*

*My Princess... Give Me Control*

*I am your King and the ruler of all things. When the winds blow and the waves crash against the sides of your lifeboat let Me steer you to safety. I'm not only the Captain of your ship, I can also control the storm. I know you like to feel you're in control by holding on to the wheel with all our strength, but I have you and your future under control. Who knows you better than I do? I don't want you to keep exhausting yourself trying to rebuild your life after another shipwreck. I am the One who takes what is broken and rebuilds it even better than before. So give your life back to Me. I will calm you in the storm, or I will clear the rough water; either way, you will be safe with Me!*

*Love, Your King who calms the storm*

## Send me your "silver lining" story

As you know, when the housing market took a dive, it hit Bend hardest of all. Marty was a general contractor, so his income took a catastrophic dive as well. We ultimately made a proactive decision to take on a business opportunity in the valley, rented out our newly remodeled 3,000 sq ft home on three acres, packed up our truck and trailer, and moved. We now live in the corner of commercial building.

There are a number of advantages to downsizing. One, it doesn't take much time to clean. You can literally plug your vacuum into one outlet and vacuum the entire space! If you lose your keys, there's only so many places they can be. But the most valuable "silver lining" to downsizing is that it forces you to deal with your "stuff." When issues arise, particularly between you and your spouse or partner, you can't go running off into your shop, or into the corner of your bedroom. You're forced to

confront, and confronting your issues is a good thing.

A number of years ago I wrote a book. It's called "Recapturing Your Original Blueprint." The book was written on the idea that when you were created, there was a specific plan, or blueprint in mind for your spiritual, emotional, mental and physical being. Then, for many of us, something happens. Usually between birth and kindergarten, and we begin to believe a lie about who we are and why we were created. As I traveled to five states in the west and shared these ideas with thousands of people, I realized that as we shared our stories, healing began.

So, I would like to write another book; a book about YOUR "silver lining" experiences and blessings as a result of our economy. There are a number of things that are going to happen as we share our stories.

One, we aren't going to feel alone any more. Two, a synergy, and energy of creativity and excitement is going to rise up out of the ashes. And I believe this combined creativity is ultimately going to heal our nation and the world.

Here is my website. Send me your silver lining story. I will be honored to join us together through the written word. And, who knows, maybe we'll get to meet Oprah! Thank you, and God bless.

[www.jodykemplesmith.com](http://www.jodykemplesmith.com)

*Love, Jody*