

**IN ORDER TO MAINTAIN PAGE BREAKS THAT SEPARATE THE TOPICS/LINKS YOU MAY AT TIMES HAVE TO SCROLL DOWN THIS PAGE TO GET TO THE BEGINNING**

(Directors, you are always **welcome to share LINKS with your DIQs** when you feel it is appropriate, **but NOT THE PHONE NUMBERS for the Conf Call or Phone Replay.** That means they can only listen to the LINK on their computers or download it to a CD or iPod, **BUT... I really don't want the phone numbers given out.** Thank you!)

**REMEMBER... SCROLL TO THE BOTTOM OF THIS PAGE IF NECESSARY...**

Our guest speaker was **SrDirector CAMMY OTTEN.** **CAMMY's** subject is "**DIRECTOR Business and Money Management**".

57:51

[http://patdanforth.audioacrobat.com/download/2012\\_02\\_22\\_Cammy\\_Otten\\_Part\\_1.mp3](http://patdanforth.audioacrobat.com/download/2012_02_22_Cammy_Otten_Part_1.mp3)

[http://patdanforth.audioacrobat.com/download/2012\\_02\\_22\\_Cammy\\_Otten\\_Part\\_2.mp3](http://patdanforth.audioacrobat.com/download/2012_02_22_Cammy_Otten_Part_2.mp3)

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Our guest speaker was **SrDirector CAMMY OTTEN**. **CAMMY**'s subject is "**CONSULTANT Business and Money Management**". Unfortunately, there was a lot of "sound" from the Conf Call background... not people, but technical. I have found that if I lower the volume when listening to the link, the background noise fades a little.  
44 min.

[http://patdanforth.audioacrobat.com/download/2012\\_02\\_12\\_C\\_Otten\\_BusinessMoneyMngmnt.mp3](http://patdanforth.audioacrobat.com/download/2012_02_12_C_Otten_BusinessMoneyMngmnt.mp3)

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Our guest speaker was **JULIUS HENDERSON**, **Founder of YOU CONSULTING**. **JULIUS** is a professional speaker and business coach for individuals as well as corporations... including Mary Kay, Inc. I have learned from **JULIUS** since 2006 when I first met him in **SrNSD CAROL ANTON**'s home. **CAROL** had met **JULIUS** through her sister-in-law, now **NSD THEA ELVIN**. **THEA** credits **JULIUS** for making the difference she needed to debut as a National Sales Director. Please take advantage of learning from a man who travels the United States sharing his wisdom!

50:23

[http://patdanforth.audioacrobat.com/download/2012\\_02\\_15\\_Julius\\_Henderson\\_You\\_Consult.mp3](http://patdanforth.audioacrobat.com/download/2012_02_15_Julius_Henderson_You_Consult.mp3)

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Our guest speaker was **Director RACHEL BULRIS**. **RACHEL** was our "Most Improved Unit" Director and spoke on her Leadership Workshop Topic: **Working Through Setbacks and Fear**.

27:03

[http://patdanforth.audioacrobat.com/download/2012\\_02\\_08\\_Rachel\\_Bulris\\_Setbacks\\_Fear.mp3](http://patdanforth.audioacrobat.com/download/2012_02_08_Rachel_Bulris_Setbacks_Fear.mp3)

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Our guest speaker was **SrDirector FRANCINE REED**. **FRANCINE** spoke on her Leadership Workshop Topic: **Growing by Faith**.

36:54

[http://patdanforth.audioacrobat.com/download/2012\\_02\\_01\\_Francine\\_Reed\\_Growing\\_By.mp3](http://patdanforth.audioacrobat.com/download/2012_02_01_Francine_Reed_Growing_By.mp3)

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**Director LINDA JONES**. **LINDA** speaks on **Building your business, your Team, and your Unit through Personal Sales**.

33:27

[http://patdanforth.audioacrobat.com/download/2012\\_01\\_25\\_Linda\\_Jones\\_Building\\_Unit.mp3](http://patdanforth.audioacrobat.com/download/2012_01_25_Linda_Jones_Building_Unit.mp3)

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**ExecSrDirector TEREZEJA LEMIEUX** spoke on how to coach Consultants through the career path, into DIQ, and beyond.

52:29 min

[http://patdanforth.audioacrobat.com/download/2011\\_12\\_28\\_BuildingConsDirs\\_T\\_Lemieux.mp3](http://patdanforth.audioacrobat.com/download/2011_12_28_BuildingConsDirs_T_Lemieux.mp3)

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Our guest speaker **FutExecSrDirector REGAN DANFORTH HOUSE** spoke on building strong, selling, Consultants through your support.

27:54

[http://patdanforth.audioacrobat.com/download/2011\\_12\\_21\\_Regan\\_Danforth\\_House.mp3](http://patdanforth.audioacrobat.com/download/2011_12_21_Regan_Danforth_House.mp3)

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And our guest speaker was **NSD JEANIE MARTIN. JEANIE** asks: Want to know more about the “5 Basic Needs” information... how you can use it to your advantage? If you want to hear more...

55:14

[http://patdanforth.audioacrobat.com/download/2011\\_12\\_14\\_Jeanie\\_Martin\\_5\\_Basic\\_Needs.mp3](http://patdanforth.audioacrobat.com/download/2011_12_14_Jeanie_Martin_5_Basic_Needs.mp3)

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Our guest speaker was Business Coach **BRANDON BARBER**. I have personally had a one hour conference call with **BRANDON** after taking the Assessment Survey he offers. I felt the conference was very beneficial to me. In addition, several of our Area Directors have worked with Brandon.

38:13

[http://patdanforth.audioacrobat.com/download/2011\\_12\\_07\\_Brandon\\_Barber\\_Business\\_Coach.mp3](http://patdanforth.audioacrobat.com/download/2011_12_07_Brandon_Barber_Business_Coach.mp3)

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Our guest speaker was **NSD JEANIE MARTIN. JEANIE** asks: Do you feel that you know what your needs are? Are you aware of what your stress behaviors are when your needs are not met?

23:28

[http://patdanforth.audioacrobat.com/download/2011\\_11\\_30\\_NSD\\_Jeanie\\_Martin\\_Your\\_Needs.mp3](http://patdanforth.audioacrobat.com/download/2011_11_30_NSD_Jeanie_Martin_Your_Needs.mp3)

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Our guest speaker was **FutExecSrDirector REGAN DANFORTH HOUSE. REGAN** talked about “**Communication Systems and Strategies**” to build relationships with your Unit. Her website is available to you for the information she referenced:

[www.dreamcatchers.mkunit.com](http://www.dreamcatchers.mkunit.com)

? minutes

[http://patdanforth.audioacrobat.com/download/2011\\_11\\_23\\_R\\_Danforth\\_House.mp3](http://patdanforth.audioacrobat.com/download/2011_11_23_R_Danforth_House.mp3)

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Our guest speaker was **SrNSD SHIRLEY OPPENHEIMER**. She spoke on “Shuffling the Deck” to move your people forward as their commitment level increases.

30:16

[http://patdanforth.audioacrobat.com/download/2011\\_11\\_16\\_SrNSD\\_Shirley\\_Oppenheimer.mp3](http://patdanforth.audioacrobat.com/download/2011_11_16_SrNSD_Shirley_Oppenheimer.mp3)

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Our guest speaker is **NICKI KEOHOHOU**, CEO of the **Direct Selling Women's Alliance**. She is passionate about **Principle Centered Coaching vs. Training**. Many times you have heard me speak of, and quote, **NICKI**. She has taught me a LOT about Coaching in the year that I have known her. I have attended her NSD personal training workshop, and also hosted a workshop in my home for several of my NSD friends. Everyone that hears her speak loves her! Be sure to listen this call!

54:51

[http://patdanforth.audioacrobat.com/download/2011\\_10\\_26\\_Nicki\\_Keohohou\\_Direct\\_Selling.mp3](http://patdanforth.audioacrobat.com/download/2011_10_26_Nicki_Keohohou_Direct_Selling.mp3)

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Our guest speaker was **Diamond Circle NSD TAMMY CRAYK**. **TAMMY** is passionate about personal accountability.

56:10

[http://patdanforth.audioacrobat.com/download/2011\\_10\\_19\\_NS\\_D\\_Tammy\\_Crayk\\_Personal\\_Acc.mp3](http://patdanforth.audioacrobat.com/download/2011_10_19_NS_D_Tammy_Crayk_Personal_Acc.mp3)

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Our guest speakers were our **Maui Top Director Trip Winners: SONYA GOINS, BREDA TEAL, DEBBIE ELBRECHT, and SHERRIE CLEMONS**. They painted the picture that YOU can be on the trip next year!

56:21

[http://patdanforth.audioacrobat.com/download/2011\\_10\\_12\\_Maui\\_Top\\_Dir\\_Trip\\_Winners.mp3](http://patdanforth.audioacrobat.com/download/2011_10_12_Maui_Top_Dir_Trip_Winners.mp3)

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**Tonia Harris**

32:23

[http://patdanforth.audioacrobat.com/download/2011\\_09\\_21\\_Tonia\\_Harris.mp3](http://patdanforth.audioacrobat.com/download/2011_09_21_Tonia_Harris.mp3)

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Our guest speaker was **Dr. Nathan Baxter**. **Dr. Baxter** has coached me several times: in a group setting, in his Tulsa, OK office, and on the phone. I believe in the value of what he can teach us. You have heard me quote him several times, including, **“What are you willing to rearrange your life for?”** and **“What will make the biggest difference?”**

45:22

[http://patdanforth.audioacrobat.com/download/2011\\_09\\_07\\_Dr\\_Nathan\\_Baxter\\_5\\_Areas\\_of.mp3](http://patdanforth.audioacrobat.com/download/2011_09_07_Dr_Nathan_Baxter_5_Areas_of.mp3)

Our guest speaker will be **SrDirector BRENDA FENNER**. **BRENDA** was **#5 in Ruby Seminar** this year... and **#3 in the Ruby Go-Give**. Be sure to be on the call to learn from this “woman of wisdom”!

31:52

[http://patdanforth.audioacrobat.com/download/2011\\_08\\_24\\_Brenda\\_Fenner\\_Woman\\_of\\_Wisdom.mp3](http://patdanforth.audioacrobat.com/download/2011_08_24_Brenda_Fenner_Woman_of_Wisdom.mp3)

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**Director CHERYL MONFETTE ROMERO** spoke about the **Makeover Class at Seminar 2011**. **CHERYL** did a fantastic job of sharing her detailed notes from this special class.

54:30

[http://patdanforth.audioacrobat.com/download/2011\\_08\\_14\\_C\\_Monfette\\_MakeoverNotesSem11.mp3](http://patdanforth.audioacrobat.com/download/2011_08_14_C_Monfette_MakeoverNotesSem11.mp3)

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Our guest speaker was **SrDirector TONIA HARRIS**. **TONIA** was in the **Top Twenty of Mary Kay's Director Personal Sales Court** this year. She spoke about following up on leads.

38:08

[http://patdanforth.audioacrobat.com/download/2011\\_08\\_10\\_T\\_Harris\\_FollowingUpOnLeads.mp3](http://patdanforth.audioacrobat.com/download/2011_08_10_T_Harris_FollowingUpOnLeads.mp3)

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**SrDirector JOLIE GENERALOV** gives a recap of her yearly Consultant recognition and prize program: **“The Four Keys to Success.”**

17:03

[http://patdanforth.audioacrobat.com/download/2011\\_07\\_06\\_Jolie\\_Generalov\\_Four\\_Keys\\_to.mp3](http://patdanforth.audioacrobat.com/download/2011_07_06_Jolie_Generalov_Four_Keys_to.mp3)

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Our guest speaker **SrDirector REGAN DANFORTH HOUSE** gave an excellent presentation at an Austin Guest Event... she covered a mixture of **“Growing up Pink”** (excellent for Moms to hear, as well as daughters) and **“Things I’ve learned from Mary Kay to be successful in business and life.”**

42:09

[http://patdanforth.audioacrobat.com/download/2011\\_06\\_15\\_R\\_Danforth\\_House\\_Growing\\_Up.mp3](http://patdanforth.audioacrobat.com/download/2011_06_15_R_Danforth_House_Growing_Up.mp3)

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Our guest speaker was **NSD VICKI AUTH**. She shared how to **FINISH STRONG!**

41:36

[http://patdanforth.audioacrobat.com/download/2011\\_06\\_08\\_Vicki\\_Auth\\_How\\_to\\_Finish\\_Strong.mp3](http://patdanforth.audioacrobat.com/download/2011_06_08_Vicki_Auth_How_to_Finish_Strong.mp3)

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**SrNSD Pat Danforth** will be talking about the **NEW NSD QUALIFICATIONS**

11:07

[http://patdanforth.audioacrobat.com/download/2011\\_05\\_25\\_Pat\\_Shares\\_New\\_NSD\\_Qualifications.mp3](http://patdanforth.audioacrobat.com/download/2011_05_25_Pat_Shares_New_NSD_Qualifications.mp3)

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Our guest speakers will be the **Directors** who just attended **INNER CIRCLE**.

30:38

[http://patdanforth.audioacrobat.com/download/2011\\_05\\_18\\_Danforth\\_Directors.mp3](http://patdanforth.audioacrobat.com/download/2011_05_18_Danforth_Directors.mp3)

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Our guest speakers will be the **Directors** who just attended **INNER CIRCLE**.

33:35

[http://patdanforth.audioacrobat.com/download/2011\\_05\\_11\\_Danforth\\_Directors.mp3](http://patdanforth.audioacrobat.com/download/2011_05_11_Danforth_Directors.mp3)

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Our guest speaker is **SrDirector KELLY HOGAN**. She will be talking about her **Marketing Call Follow-up Survey**

35:33

[http://patdanforth.audioacrobat.com/download/2011\\_05\\_04\\_Kelly\\_Hogan\\_Follow\\_up\\_Survey.mp3](http://patdanforth.audioacrobat.com/download/2011_05_04_Kelly_Hogan_Follow_up_Survey.mp3)

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Our guest speakers will be the **Directors** who just attended an **NSD NOW!** program with speaker **Julius Henderson** in Orlando, Florida. They won't be attempting to "teach" from the program, just to say "WOW!" as Julius asked us to... and to give a tip on why they are inspired to greater heights; whether it be NSD, Cadillac, and/or Top Director Trips.

44:10

[http://patdanforth.audioacrobat.com/download/2011\\_04\\_27\\_NSD\\_NOW\\_Directors\\_Share.mp3](http://patdanforth.audioacrobat.com/download/2011_04_27_NSD_NOW_Directors_Share.mp3)

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**SrDirector KAREN GARDNER** shares her experiences with Mary Kay... taken from her **Seminar & Career Conference speeches**.

23:56

[http://patdanforth.audioacrobat.com/download/2011\\_04\\_20\\_K\\_Gardner\\_Shares\\_MK\\_Experience.mp3](http://patdanforth.audioacrobat.com/download/2011_04_20_K_Gardner_Shares_MK_Experience.mp3)

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Our guest speaker was **FutExecSrDirector KAREN PAPPAS**. **KAREN** shared how to make the very most of this **AUDACIOUS APRIL** and the programs available to us!!

22:53

[http://patdanforth.audioacrobat.com/download/2011\\_04\\_13\\_K\\_Pappas\\_Audacious\\_April.mp3](http://patdanforth.audioacrobat.com/download/2011_04_13_K_Pappas_Audacious_April.mp3)

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**SrDirector KELLY HOGAN**. **KELLY** will share with you how she is about to be featured on the **Fox News Business website** and what she has done this year to catapult her Unit into a Cadillac and more!

32:44

[http://patdanforth.audioacrobat.com/download/2011\\_04\\_06\\_K\\_Hogan\\_Featured\\_on\\_Fox\\_News.mp3](http://patdanforth.audioacrobat.com/download/2011_04_06_K_Hogan_Featured_on_Fox_News.mp3)

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**Director LINDA JONES**. **LINDA** has already completed Director Queen's Court of Sales and is **currently #4 in the Ruby Seminar**. Be sure not to miss her tips and techniques!

17:00

[http://patdanforth.audioacrobat.com/download/2011\\_03\\_23\\_L\\_Jones\\_Queens\\_Court\\_Of\\_Sales.mp3](http://patdanforth.audioacrobat.com/download/2011_03_23_L_Jones_Queens_Court_Of_Sales.mp3)

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**ExecSrDirector TEREZEJA LEMIEUX** recently moved from Virginia to up-state New York and has been having **tremendous success in launching her personal business...** and therefore her new local Unit. Be sure not to miss her tips and techniques!

31:51

[http://patdanforth.audioacrobat.com/download/2011\\_03\\_16\\_Exec\\_Sr\\_Dir\\_Terezeja\\_Le\\_mieux.mp3](http://patdanforth.audioacrobat.com/download/2011_03_16_Exec_Sr_Dir_Terezeja_Le_mieux.mp3)

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Our guest speaker will be **SCOTT CARLEY**... he is an excellent teacher and coach on **Network Marketing Skills**. These are skills that can build your business exponentially.

35:38

[http://patdanforth.audioacrobat.com/download/2011\\_03\\_09\\_Scott\\_Carley\\_Network\\_M\\_arketin.mp3](http://patdanforth.audioacrobat.com/download/2011_03_09_Scott_Carley_Network_M_arketin.mp3)

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**FutExecSrDirector SHERRIE CLEMONS** already has **26 qualified personal Team Members** the first seven months of the Seminar year. Be sure to be on the call and learn what she is doing!

36:20

[http://patdanforth.audioacrobat.com/download/2011\\_02\\_23\\_S\\_Clemmons\\_26\\_Team\\_Members.mp3](http://patdanforth.audioacrobat.com/download/2011_02_23_S_Clemmons_26_Team_Members.mp3)

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**FutExecSrDirector JANET GAMMILL** will be covering excerpts from her advanced training class for **teaching Consultants great life skills**. As **JANET** says, *"The first and most important one... **A MAN IS NOT A PLAN!!!** Learn to take personal responsibility for YOUR life. Learn to be financially fit using your Mary Kay business. We love our men but all women (especially Mary Kay) need to step up to the plate and take personal/financial responsibility for their own lives. The men in our lives will love us even more when we are making "Big Bucks" with our business AND know what to do with those BUCKS!"*

37:45

[http://patdanforth.audioacrobat.com/download/2011\\_02\\_16\\_Janet\\_Gammill\\_Consultan\\_t\\_Life.mp3](http://patdanforth.audioacrobat.com/download/2011_02_16_Janet_Gammill_Consultan_t_Life.mp3)

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**SrNSD PAT DANFORTH** will be covering her notes on **JULIUS HENDERSON's** Directorship NOW! It's Conference Call #1 of 5.

20:59

[http://patdanforth.audioacrobat.com/download/2011\\_02\\_09\\_P\\_Danforth\\_Notes\\_on\\_Jul\\_ius\\_He.mp3](http://patdanforth.audioacrobat.com/download/2011_02_09_P_Danforth_Notes_on_Jul_ius_He.mp3)

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**PAT** will be talking about **SEAN KEY's Director Meeting** at the San Antonio Jumpstart Workshop. He was amazing as always!

33:03

[http://patdanforth.audioacrobat.com/download/2011\\_02\\_02\\_P\\_Danforth\\_Sean\\_Keys\\_Directo.mp3](http://patdanforth.audioacrobat.com/download/2011_02_02_P_Danforth_Sean_Keys_Directo.mp3)

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**SrNSD PAT DANFORTH** teaches about **BELIEF... emotionally equipping yourself and your team for success in business and in life.** From the DSWA CD by Nicki Keohohou and Bill McGrane.

45:27

[http://patdanforth.audioacrobat.com/download/2011\\_01\\_26\\_P\\_Danforth\\_About\\_Belief.mp3](http://patdanforth.audioacrobat.com/download/2011_01_26_P_Danforth_About_Belief.mp3)

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**SrNSD PAT DANFORTH** teaches about **Goal Setting** and from **NSD Connie Kittson's "Principle Centered Coaching"** to help you as you work with your unit.

26:51

[http://patdanforth.audioacrobat.com/download/2011\\_01\\_12\\_P\\_Danforth\\_Goals\\_and\\_Coaching.mp3](http://patdanforth.audioacrobat.com/download/2011_01_12_P_Danforth_Goals_and_Coaching.mp3)

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**NSD KATE DeBLANDER** will be our Guest Speaker! **KATE** is passionate about **The 8 Common Causes of Derailment** (learned from Dr. Lois Frankel on an NSD Call a few months ago)... and also **The Power of Story** (a technique the Human Institute of Performance is using to reinvent ourselves)!

47:08

[http://patdanforth.audioacrobat.com/download/2010\\_12\\_22\\_NSD\\_Kate\\_DeBlander\\_8\\_Causes.mp3](http://patdanforth.audioacrobat.com/download/2010_12_22_NSD_Kate_DeBlander_8_Causes.mp3)

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**Various Directors** share things they learned at December To Remember at Pat's house this year!

18:21

[http://patdanforth.audioacrobat.com/download/2010\\_12\\_15\\_DTR\\_Recap.mp3](http://patdanforth.audioacrobat.com/download/2010_12_15_DTR_Recap.mp3)

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**Various Directors** share their ideas about how to encourage consultants to book, share and sell in December.

39:43

[http://patdanforth.audioacrobat.com/download/2010\\_12\\_08\\_Various\\_Directors\\_Dec\\_Ideas.mp3](http://patdanforth.audioacrobat.com/download/2010_12_08_Various_Directors_Dec_Ideas.mp3)

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**NSD PAT DANFORTH** shares some of the teachings of **Dr. Nathan Baxter**. **PAT** attended one of his conferences and passes on some great words of wisdom about managing yourself well.

20:49

[http://patdanforth.audioacrobat.com/download/2010\\_12\\_01\\_Pat\\_Danforth\\_How\\_to\\_Finish.mp3](http://patdanforth.audioacrobat.com/download/2010_12_01_Pat_Danforth_How_to_Finish.mp3)

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**SrDirectors KAREN HAMER** and **CAMMY OTTEN** had highly successful **Holiday Open Houses** this year and will share their tips for success! Their tips can help you plan for this year and for years to come!

35:52

[http://patdanforth.audioacrobat.com/download/2010\\_11\\_24\\_K\\_Hamer\\_C\\_Otten\\_Holiday\\_Open.mp3](http://patdanforth.audioacrobat.com/download/2010_11_24_K_Hamer_C_Otten_Holiday_Open.mp3)

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**NSD VICKI AUTH** will be our Guest Speaker! **VICKI** will be sharing information about the plans for **Future Directors and DIQs at Leadership...** and she will be sharing her passion about finding your “why” to build your **Mary Kay business and your future!**

46:11

[http://patdanforth.audioacrobat.com/download/2010\\_11\\_17\\_V\\_Auth\\_Plans\\_for\\_FD\\_and\\_DIQ.mp3](http://patdanforth.audioacrobat.com/download/2010_11_17_V_Auth_Plans_for_FD_and_DIQ.mp3)

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**Director LESLIE KANE** will be our Guest Speaker! **LESLIE** was our **Area Queen of Sharing at Seminar 2010** and has developed a simple system for following up with prospects and getting on them on the road to success.

26:37

[http://patdanforth.audioacrobat.com/download/2010\\_11\\_10\\_L\\_Kane\\_Simple\\_System\\_for\\_Following\\_Up.mp3](http://patdanforth.audioacrobat.com/download/2010_11_10_L_Kane_Simple_System_for_Following_Up.mp3)

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**SrDirector CAMMY OTTEN** will be our Guest Speaker! **CAMMY** has combined what she learned from **NSD TERRI OPPENHEIMER SCHAFFER** and **NSD BEA MILLSLAGLE** into a once-a-week “**Bee-line to Black**” call for her up and coming Directors.

20:23

[http://patdanforth.audioacrobat.com/download/2010\\_11\\_03\\_C\\_Otten\\_Beeline\\_To\\_Black.mp3](http://patdanforth.audioacrobat.com/download/2010_11_03_C_Otten_Beeline_To_Black.mp3)

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**ExecSrDirector KRYSTAL WALKER** was our Guest Speaker! She shared her passion for building your Future Area to a National Area. She is a master at this as she is only four Directors away from NIQ and will be an NSD in 2011!

33:59

[http://patdanforth.audioacrobat.com/download/2010\\_10\\_20\\_K\\_Walker.mp3](http://patdanforth.audioacrobat.com/download/2010_10_20_K_Walker.mp3)

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**DARE RE-CAP.** Danforth Area Directors share their ah-ha! moments and a tip they learned at the DARE 2010 Conference.

41:42

[http://patdanforth.audioacrobat.com/download/2010\\_10\\_13\\_DARE\\_RECIP.mp3](http://patdanforth.audioacrobat.com/download/2010_10_13_DARE_RECIP.mp3)

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**NSD TERRI OPPENHEIMER SCHAFFER.** **TERRI** shares her passion for building your Unit Leaders. She is a master at this, having put together her National Area in 23 months (!) beginning with only 3 Directors (!).

53:28

[http://patdanforth.audioacrobat.com/download/2010\\_10\\_06\\_NSD\\_T\\_O\\_Schafer\\_Bldg\\_UnitLdrs.mp3](http://patdanforth.audioacrobat.com/download/2010_10_06_NSD_T_O_Schafer_Bldg_UnitLdrs.mp3)

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**SrDirectors KAREN GARDNER & SONYA GOINS** are our Guest Speakers!!! They share the excitement and education of both the "**PRESTIGE & TOP DIRECTOR TRIPS**"! You will LOVE the simple tips they brought home with them!

50:09

[http://patdanforth.audioacrobat.com/download/2010\\_09\\_29\\_K\\_GARDNER\\_S\\_GOINS\\_PREST\\_TRIPS.mp3](http://patdanforth.audioacrobat.com/download/2010_09_29_K_GARDNER_S_GOINS_PREST_TRIPS.mp3)

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**NSD CONNIE KITTSOON** shares her passion for "**Principle Centered Coaching**". The focus is on Coaching, instead of just Training, in relating to people.

53:09

[http://patdanforth.audioacrobat.com/download/2010\\_09\\_22\\_C\\_Kittson\\_PrincipCentCoaching.mp3](http://patdanforth.audioacrobat.com/download/2010_09_22_C_Kittson_PrincipCentCoaching.mp3)

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**NSD BEA MILLSLAGLE** is our Guest Speaker on this call!!! She shares her passion about the basics of our business, "Grass Roots Marketing". **BEA** is our Guest NSD at our 2010 DARE Retreat!

55:37

[http://patdanforth.audioacrobat.com/download/2010\\_09\\_08\\_B\\_Millslagle\\_Grass\\_Roots\\_Mktg.mp3](http://patdanforth.audioacrobat.com/download/2010_09_08_B_Millslagle_Grass_Roots_Mktg.mp3)

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**ExecSrDirector KRYSTAL DOWNEY-SHADA** covers "**How to 'Build through Four Key Focuses.'**" It is an intensive power-packed call with details on: Volume, Target Market, Skills, and Changing Your Thought Process. She also talks about the 20/10 principle and how it can move Consultants and Directors into action.

52:40

[http://patdanforth.audioacrobat.com/download/2010\\_09\\_01\\_K\\_D\\_Shada.mp3](http://patdanforth.audioacrobat.com/download/2010_09_01_K_D_Shada.mp3)

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**Director DEE FRANZ** is featured in the Beauty Consultant Enrichment Program, addressing the **Challenge of the Month for August, 2010: Booking 10 Shows per Week.**

06:22

[http://patdanforth.audioacrobat.com/download/2010\\_08\\_Dee\\_Franz\\_MKCorp.mp3](http://patdanforth.audioacrobat.com/download/2010_08_Dee_Franz_MKCorp.mp3)

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**Director ANN KUEHLER** addresses “**How to ‘Market Yourself’**”... ideas on what to do to get yourself out in the market place and build your personal business, and therefore, your Unit!

35:58

[http://patdanforth.audioacrobat.com/download/2010\\_08\\_25\\_A\\_Kuehler\\_How\\_2\\_Mrkt\\_Yourself.mp3](http://patdanforth.audioacrobat.com/download/2010_08_25_A_Kuehler_How_2_Mrkt_Yourself.mp3)

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What are you doing to kick off a fabulous Seminar Year? **FutExecSrDirector SONYA GOINS** has some great ideas to share about moving up your people! Please be sure to see her attached picture page, and her **Face Race Contest.**

19:27

[http://patdanforth.audioacrobat.com/download/2010\\_08\\_10\\_S\\_Goins\\_KickOff\\_Ideas.mp3](http://patdanforth.audioacrobat.com/download/2010_08_10_S_Goins_KickOff_Ideas.mp3)

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**ExecSrDirector TEREZEJA LEMIEUX** will be talking about **creating balance in your faith, family, and Mary Kay business.** Please be sure to see her attached picture page and her personal Weekly Plan Sheet. I have attached the document in Excel so that you can modify it for yourself.

43:13

[http://patdanforth.audioacrobat.com/download/2010\\_07\\_28\\_T\\_Lemieux\\_Create\\_Balance.mp3](http://patdanforth.audioacrobat.com/download/2010_07_28_T_Lemieux_Create_Balance.mp3)

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It's definitely time to promote that **Future Directors are invited to Leadership Conference!** **SrDirector RACHEL HALL** has some great ideas to share about promoting their moving up and attending!

33:29

[http://patdanforth.audioacrobat.com/download/2010\\_07\\_21\\_R\\_Hall\\_Promote\\_Future\\_Directors.mp3](http://patdanforth.audioacrobat.com/download/2010_07_21_R_Hall_Promote_Future_Directors.mp3)

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Danforth Area **SrDirector CAMMY OTTEN** will be hosting this call featuring her friend, almost-**EliteExecSrDirector JEANIE NAVRKAL** from the **NSD STACY JAMES** Area. **JEANIE** has been a Top Director for many, many years and has a lot to share about vision and working all-out!!!

44:26

[http://patdanforth.audioacrobat.com/download/2010\\_05\\_19\\_C\\_Otten\\_J\\_Navrkal.mp3](http://patdanforth.audioacrobat.com/download/2010_05_19_C_Otten_J_Navrkal.mp3)

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Our **SuperStar Weekend** was fabulous as ever... so much inspiration, education, and motivation! We hosted **5 Directors and 8 Consultants**... all amazing women. The **5 Directors** will be sharing on this call about the most inspiring "take away" from what they heard: **Debbie Duncan, Stephanie Hugh, Kristin Milner, Cheryl Monfette, and Bonnie Rickert**. Thank you in advance... I know you will be great!

26:57

[http://patdanforth.audioacrobat.com/download/2010\\_05\\_12\\_SuperStar\\_Weekend.mp3](http://patdanforth.audioacrobat.com/download/2010_05_12_SuperStar_Weekend.mp3)

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**Senior Director REGAN DANFORTH HOUSE** talks about the "hows & whys" of climbing the **Mary Kay Career Ladder**.

45:22

[http://patdanforth.audioacrobat.com/download/2010\\_05\\_15\\_MKU\\_CLIMB\\_LADDER.mp3](http://patdanforth.audioacrobat.com/download/2010_05_15_MKU_CLIMB_LADDER.mp3)

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Our **Inner Circle Legacy Weekend** was fabulous as ever... so much inspiration, education, and motivation from **18 Inner Circle NSDs!!!** On this call you will hear an additional five of our ten attendees share their most inspiring "take away" from our Inner Circle Legacy Weekend: **Ann Kuehler, Tonya Colbert, Regan Danforth House, Renee Motyka, and Tina Sierra**.

32:31

[http://patdanforth.audioacrobat.com/download/2010\\_05\\_05\\_5AddINNER\\_CIRCLE\\_ToDir.mp3](http://patdanforth.audioacrobat.com/download/2010_05_05_5AddINNER_CIRCLE_ToDir.mp3)

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Our **Inner Circle Legacy Weekend** was fabulous as ever... so much inspiration, education, and motivation from **18 Inner Circle NSDs!!!** On this call you will hear five of our ten attendees share their most inspiring "take away" from what they heard: **Debbie Elbrecht, Becki Hoisington, Karen Hamer, Heather McKinney, and Terezeja Lemieux**.

36:12

[http://patdanforth.audioacrobat.com/download/2010\\_04\\_28\\_INNER\\_CIRCLE\\_Attendees.mp3](http://patdanforth.audioacrobat.com/download/2010_04_28_INNER_CIRCLE_Attendees.mp3)

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After Career Conference, **SrDirector KAREN GARDNER** took advantage of the "window of excitement" the event had created within her Unit. From that excitement, **KAREN** led her Unit to bring in **18** new Consultants! **KAREN** is a firm believer that if you don't like the direction your Unit is taking; take control and change it yourself. **Reverse the flow of your own business** and it will **reverse the flow of your Unit's business!**

35:36

[http://patdanforth.audioacrobat.com/download/2010\\_04\\_07\\_K\\_GARDNER\\_UnitBldg.mp3](http://patdanforth.audioacrobat.com/download/2010_04_07_K_GARDNER_UnitBldg.mp3)

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**Sr.Director REGAN DANFORTH HOUSE** spoke on hiring and training an administrative assistant(s). Her class covered many aspects: why we really “need help!”... hiring help even before we can “afford it”... giving ourselves freedom, and giving our Unit consistency... where to find help, who to hire, how to train. She has created an Assistant Manual” that she calls **REGAN’s “Office for Dummies”**. The Assistant Manual and other documents can be found on:

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

**Directors’ Page** (user name: leaders ... password: leaders

48:01

[http://patdanforth.audioacrobat.com/download/2010\\_03\\_31\\_SrDirReganDHouseHiringAdmin.mp3](http://patdanforth.audioacrobat.com/download/2010_03_31_SrDirReganDHouseHiringAdmin.mp3)

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At Seminar, **Director BRIANNA JENSEN** showed me a very clever way to **use the “Create-a-Look” Application Page for a customized or generic “Goodie Bag.”** You could create this for your Hostess, for all her Guests, or for warm chattering. Be sure to print and read the **Custom Color Card Instructions** document you can find on:

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

**Consultants’ Page** (user name: dazzlers ... password: dazzlers

16:08

[http://patdanforth.audioacrobat.com/download/2010\\_03\\_24\\_DirBJensen\\_CreateALookApp.mp3](http://patdanforth.audioacrobat.com/download/2010_03_24_DirBJensen_CreateALookApp.mp3)

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**SrDirector SONYA GOINS** talked about **building your Unit (and your DIQ’s Unit) with Quality AND Qualified women.** **SONYA** has found that a quality woman may not have “readily available” financing, but when she is interviewed and given the ordering information at the same time, she may have the confidence to go out and **FIND THE MONEY!**

32:44

[http://patdanforth.audioacrobat.com/download/2010\\_03\\_17\\_S\\_GOINS\\_BuildingQualityUnits.mp3](http://patdanforth.audioacrobat.com/download/2010_03_17_S_GOINS_BuildingQualityUnits.mp3)

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**FutExecSrDirector KAREN PAPPAS** gave an outstanding class covering her **Tropical Fruits Guest Event.** The product line info may be time-sensitive, but the concepts she shares are universal for hosting excellent Mary Kay Guest Events, big or small!

16:06

[http://patdanforth.audioacrobat.com/download/2010\\_03\\_10\\_K\\_PAPPAS\\_TropFruitGuestEvt.mp3](http://patdanforth.audioacrobat.com/download/2010_03_10_K_PAPPAS_TropFruitGuestEvt.mp3)

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At Leadership Conference 2005 in New Orleans four of our Directors got together over coffee and beignets. They decided to form a **Power Partner group** that would meet briefly on the phone four days a week. Their purpose was to support, encourage, challenge each other to be their best, and to hold each other accountable. From this

call came a MKU (Mary Kay University) call for any of their Consultants every Saturday morning. **Director CHANTELE GONZALEZ TRUMAN** and **SrDirectors TONYA COLBERT, JOLIE GENERALOV,** and **REGAN DANFORTH HOUSE** share how you might benefit from forming a group of your own.

34:23

[http://patdanforth.audioacrobat.com/download/2010\\_03\\_03\\_Power\\_Partner\\_Groups-MKU\\_Info.mp3](http://patdanforth.audioacrobat.com/download/2010_03_03_Power_Partner_Groups-MKU_Info.mp3)

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**FutExecSrDirector KAREN PAPPAS** leads a discussion on ideas for holding "Love Your Lashes" Events. The link to buy lashes wholesale is:

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

26:30

[http://patdanforth.audioacrobat.com/download/2010\\_02\\_17\\_K\\_PAPPAS\\_LuvYourLashes.mp3](http://patdanforth.audioacrobat.com/download/2010_02_17_K_PAPPAS_LuvYourLashes.mp3)

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**ExecSrDirector TEREZEJA LEMIEUX** "interviewed us" with her **DIQ Presentation** folder. During our **December to Remember** Weekend, the Directors "drafted" **TEREZEJA** to repeat the class she taught at **DARE**. The folder has been put in matching font, and personalized by **SrDirector REGAN DANFORTH HOUSE**. It is ready for use once you have changed all references to **YOU** and **YOUR INFO**. You can find this document on our website under Director Success Center. This is something I would do immediately... it is an excellent presentation!

41:57

[http://patdanforth.audioacrobat.com/download/2010\\_02\\_10\\_T\\_LEMIEUX\\_DIQ\\_Pres\\_Fldr1.mp3](http://patdanforth.audioacrobat.com/download/2010_02_10_T_LEMIEUX_DIQ_Pres_Fldr1.mp3)

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**SrDirector SONYA GOINS** has a passion, vision, and mission to become a National in 1000 days. She has put together information from a variety of sources for a **1000 Days to NSD** binder. This call covered the information in her binder. You can find this document on our website under Director Success Center. The username is leaders and the password is leaders. Even if your own goal is not NSD, this is information you can use to grow your Unit to meet your own goal!

45:26

[http://patdanforth.audioacrobat.com/download/2010\\_02\\_03\\_S\\_GOINS\\_1000DaysToNSD.mp3](http://patdanforth.audioacrobat.com/download/2010_02_03_S_GOINS_1000DaysToNSD.mp3)

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**Director BREANNA JENSEN** spoke about her "**Bee Trail**" for **Buzzin' to 100 Unit Members**. This is a very clever idea to **promote/track the growth of your Unit!** It is something that you can create on the wall of your meeting room (and your office) so your Consultants will see it weekly! Attached are the picture of the "**Bee Trail**" from her Success Center wall (you can use poster board if you don't have a wall to paint on) and the poster of the **Unit Parties** they will enjoy as the Unit reaches the levels along the way. (Reminds me of the Candy Land game I used to play with the girls!)

10:13

[http://patdanforth.audioacrobat.com/download/2010\\_01\\_27\\_B\\_JENSEN\\_BeeTrailTo100.mp3](http://patdanforth.audioacrobat.com/download/2010_01_27_B_JENSEN_BeeTrailTo100.mp3)

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**Director KAREN LINK** talked about her **January, February, and March Unit Meeting ideas**. These are three very timely ways to promote getting Guests there!!! She also shared an idea for a "Girls Love Pearls" promotion for Guests. These four documents are attached.

11:22

[http://patdanforth.audioacrobat.com/download/2010\\_01\\_27\\_K\\_LINK\\_UnitMeetingThemes.mp3](http://patdanforth.audioacrobat.com/download/2010_01_27_K_LINK_UnitMeetingThemes.mp3)

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**SEVERAL DIRECTORS** shared tips and techniques for December sales: **Open Houses & Businesses**. Definitely worth listening to NOW... people buy up till Christmas Eve!

50:08

[http://patdanforth.audioacrobat.com/download/2009\\_12\\_02\\_DECEMBER\\_TIPS\\_AND\\_TECHNIQUES.mp3](http://patdanforth.audioacrobat.com/download/2009_12_02_DECEMBER_TIPS_AND_TECHNIQUES.mp3)

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**Director TAMARA WOLFE** covered the **Q&A Call** that she had with **DARRELL OVERCASH, PRES. U.S. TAMARA** had earned this call during our DARE Retreat... the proceeds of all of our Raffles went to the **MARY KAY FOUNDATION!**

34:43

[http://patdanforth.audioacrobat.com/download/2009\\_11\\_25\\_T\\_Wolfe\\_QandA\\_with\\_D\\_Overcash.mp3](http://patdanforth.audioacrobat.com/download/2009_11_25_T_Wolfe_QandA_with_D_Overcash.mp3)

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**SrNSD PAT DANFORTH** covered inspiration, information, and ideas from the **NSD Summit Workshop** held in Dallas Nov 12 & 13<sup>th</sup>.

40:10

[http://patdanforth.audioacrobat.com/download/2009\\_11\\_18-SrNSDPatDanforth\\_SummitReport.mp3](http://patdanforth.audioacrobat.com/download/2009_11_18-SrNSDPatDanforth_SummitReport.mp3)

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**SEVERAL DIRECTORS** shared ideas for **Pacesetter Conference Calls** (K.Cole) **Generating Interviews & Getting Guests to Events** (R.Hall), **Successful Holiday Open Houses** (C.Otten), **Cons "Goodie Bags" for Ordering** (A.Kuehler), **Monthly Promotion with Danforth Consultant Pin** (T.Colbert), **Advantages of MK VISA** (S.Goins)!

44:22

[http://patdanforth.audioacrobat.com/download/2009\\_11\\_11\\_VariousDirectorsShareIdeas.mp3](http://patdanforth.audioacrobat.com/download/2009_11_11_VariousDirectorsShareIdeas.mp3)

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**Director RENEE MOTYKA's** Unit did **\$19,657.04** in **October** and had **15 new agreements (including 3 personals)** with only **53 Unit Consultants** at the

**beginning of the month!!!** She has a DIQ two new On-Target Grand Achievers, one of them also a second-line DIQ. **RENEE**'s consistent journey to the success she is having today was not without its challenges... learn her tips for success!

37:14

[http://patdanforth.audioacrobat.com/download/2009\\_11\\_04\\_Dir\\_RENEE\\_MOTYKA\\_Bldg\\_Success.mp3](http://patdanforth.audioacrobat.com/download/2009_11_04_Dir_RENEE_MOTYKA_Bldg_Success.mp3)

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**Director MAUREEN O'BRIEN** WORKED FOR THREE MAJOR COSMETICS COMPANYS IN NYC FROM 1982-1991. SHE HAS A FACINATING STORY (AND LOTS OF "INSIDE INFORMATION") THAT HELPS GIVE US THE CONFIRMATION THAT WE ARE IN THE RIGHT PLACE WITH MARY KAY!

37:16

[http://patdanforth.audioacrobat.com/download/2009\\_10\\_15\\_Dir\\_MAUREEN\\_OBRIEN\\_NYC.mp3](http://patdanforth.audioacrobat.com/download/2009_10_15_Dir_MAUREEN_OBRIEN_NYC.mp3)

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**SrDirector SONYA GOINS** SHARED THE EXCITEMENT AND EDUCATION OF THE TOP DIRECTOR TRIP TO ROME & TIPS ON GETTING YOUR PROSPECTS & PEOPLE TO TAKE ACTION!

38:19

[http://patdanforth.audioacrobat.com/download/2009\\_10\\_07\\_SrDirSonyaGoins\\_Top10DirTrip.mp3](http://patdanforth.audioacrobat.com/download/2009_10_07_SrDirSonyaGoins_Top10DirTrip.mp3)

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**FutExecSrDirector DEBBIE ELBRECHT** SHARED THE EXCITEMENT AND EDUCATION OF THE TOP DIRECTOR TRIP TO ROME!

22:23

[http://patdanforth.audioacrobat.com/download/2009\\_09\\_30\\_FutExecSrDirDEBBIE\\_ELBRECHT.mp3](http://patdanforth.audioacrobat.com/download/2009_09_30_FutExecSrDirDEBBIE_ELBRECHT.mp3)

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**Director LESLIE KANE** and **ExecSrDirector SHERRIE CLEMONS – BEING "DUPLICATABLE" FOR YOUR CONSULTANTS** and **HOW YOUR PERSONAL BUSINESS IMPACTS YOUR UNIT**

34:52

**LESLIE KANE**'s topic is **Working Full-Circle & Being "Duplicatable" for Your Consultants**. **SHERRIE CLEMONS**' topic is **How Your Personal Business Impacts Your Unit**.

[http://patdanforth.audioacrobat.com/download/2009\\_09\\_16\\_DirL\\_KANE\\_DirS\\_CLEMONS.mp3](http://patdanforth.audioacrobat.com/download/2009_09_16_DirL_KANE_DirS_CLEMONS.mp3)

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**SrDirector BECKI HOISINGTON** and **SrDirector ELAYNE WATSON – PASSION & A SENSE OF URGENCY**

43:32

**SrDirector BECKI HOISINGTON** speaks on **Selling the "Sense of Urgency" to your People**. **ELAYNE WATSON**'s topic is **Passion & Living Your Dream**.



[http://patdanforth.audioacrobat.com/download/2009\\_09\\_09\\_Dirs\\_Hoisington\\_Watson.mp3](http://patdanforth.audioacrobat.com/download/2009_09_09_Dirs_Hoisington_Watson.mp3)

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**Director BREANNA JENSEN and ExecSrDirector TEREZEJA LEMIEUX – “BACK TO SCHOOL” & “EYELASH BASH” GUEST EVENTS**

34:33

**Director BREANNA JENSEN and ExecSrDirector TEREZEJA LEMIEUX** share two very successful Guest Event ideas! **BREANNA** just held a “**Back to School**” evening with 22 guests and \$1500 in sales, not counting their “Wish Lists!” **TEREZEJA's** Guest Event was the “**Eyelash Bash**” with over 50 guests and a number of new Consultants signing!

[http://patdanforth.audioacrobat.com/download/2009\\_09\\_02\\_B\\_Jensen\\_T\\_Lemieux\\_GuestEvent.mp3](http://patdanforth.audioacrobat.com/download/2009_09_02_B_Jensen_T_Lemieux_GuestEvent.mp3)

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**FutExecSrDirector KIM CAVARRETTA and Director ANN KUEHLER – PARTY WITH A PURPOSE & EXCITING UNIT MEETINGS**

56:53

**ExecSrDirector KIM CAVARRETTA and Director ANN KUEHLER** both speak about what their passions are for this coming Seminar year! **KIM's** topic is “**Party with a Purpose!**” **ANN's** topic is holding **Exciting Meetings** that increase Unit attendance.

[http://patdanforth.audioacrobat.com/download/2009\\_08\\_26\\_K\\_Cavarretta\\_A\\_Kuehler.mp3](http://patdanforth.audioacrobat.com/download/2009_08_26_K_Cavarretta_A_Kuehler.mp3)

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**ExecSrDirector SHERRIE CLEMONS and FutExecSrDirector KAREN PAPPAS – PASSION, VISION & GROWTH FOR YOUR MARY KAY FUTURE**

1:13:53

**SHERRIE and KAREN** speak about what their passions are for building offspring and strong relationships! **SHERRIE's** topic is Developing Offspring Directors. **KAREN's** topic is building positive relationships through communication.

[http://patdanforth.audioacrobat.com/download/2009\\_08\\_19\\_S\\_Clemons\\_K\\_Pappas\\_S\\_HARE.mp3](http://patdanforth.audioacrobat.com/download/2009_08_19_S_Clemons_K_Pappas_S_HARE.mp3)

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**PROFESSIONAL ORGANIZER, MARVA RUOT**

42:29

**MARVA RUOT** shares tips for organization in our offices and in our schedule. She will be teaching Webinars on these topics in the near future.

**Quote from MARVA:** *“The secret is in order. Creating order. And it starts with organized thinking. Ever wonder why some people get more done in less time? It's because they think differently. They act differently. And the result is they're able to do more-a lot more!”*

**Reference from Tammy Crayk, NSD:** *“If you are ready for a quantum leap in your business, you can't afford not to be working with Success Is in Order!”*

For further information: [www.successisinorder.com](http://www.successisinorder.com)

[http://patdanforth.audioacrobat.com/download/2009\\_08\\_12\\_Marva\\_Ruot\\_ORGANIZING\\_TIPS.mp3](http://patdanforth.audioacrobat.com/download/2009_08_12_Marva_Ruot_ORGANIZING_TIPS.mp3)

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**FutExecSr Director DEBBIE ELBRECHT & Sr Director KAREN HAMER – PASSION, VISION, and GROWTH FOR THE SEMINAR YEAR!**

49:59

**FutExecSrDirector DEBBIE ELBRECHT** and **SrDirector KAREN HAMER** speak about what their passions are for this coming Seminar year! **DEBBIE**'s topic is affirmations and vision. **KAREN**'s topic is working through adversity and building Reds and Stars.

[http://patdanforth.audioacrobat.com/download/2009\\_08\\_05\\_K\\_Hamer\\_D\\_Elbrecht\\_Passions.mp3](http://patdanforth.audioacrobat.com/download/2009_08_05_K_Hamer_D_Elbrecht_Passions.mp3)

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**Sr Directors SONYA GOINS & KAREN COLE – MAKING IT HAPPEN THIS YEAR!**

56:48

**SrDirectors SONYA GOINS** and **KAREN COLE** speak about their “passion” for this coming Seminar year! **SONYA** is excited about her updated "**Girls Gone Pink!**" booking program and **KAREN** is passionate about being in all three courts and earning the Greek Cruise. She shares thoughts/notes from Inner Circle Weekend and Seminar.

[http://patdanforth.audioacrobat.com/download/2009\\_07\\_29\\_Cole\\_Goins\\_MakeItHappenThisYr.mp3](http://patdanforth.audioacrobat.com/download/2009_07_29_Cole_Goins_MakeItHappenThisYr.mp3)

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**Director CHANTELLE GONZALEZ TRUMAN– TIPS FOR BUILDING YOUR PERSONAL SALES**

36:15

**Director CHANTELLE GONZALEZ TRUMAN** was the #3 Director in Personal Sales for the entire Ruby Seminar! **CHANTELLE** shares with us how she built her business by beginning with Facial Boxes and progressing until almost all of her bookings come from the Classes that she is holding!!!

[http://patdanforth.audioacrobat.com/download/2009\\_07\\_22\\_C\\_Gonzalez\\_BldgPersSalesTips.mp3](http://patdanforth.audioacrobat.com/download/2009_07_22_C_Gonzalez_BldgPersSalesTips.mp3)

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**Sr Director TINA SIERRA – HOW SHE GAVE HER PEOPLE A PLACE TO WIN!**

55:25

**Sr Director TINA SIERRA** took the “place to win” suggestion and ran with it. Even though she used the concept at the end of the Seminar year, it is applicable all year long. **TINA** covers how she sets up her weekly, quarterly, and year-long contests and recognition. She shared how, with just 39 Unit members she had 7 Star Consultants in the final quarter alone, and did almost \$200,000 Unit Retail. She has a Unit that is excited about SELLING the product and it shows!!

[http://patdanforth.audioacrobat.com/download/2009\\_07\\_01\\_T\\_Sierra\\_Place\\_To\\_Win.mp3](http://patdanforth.audioacrobat.com/download/2009_07_01_T_Sierra_Place_To_Win.mp3)

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**Sr Director SONYA GOINS – BALANCING IT ALL**

32:47

**Sr Director SONYA GOINS** talks about "Balancing it All." With three **DIQs**, a **Unit that is On-Target \$800,000**, a thriving **Personal Business**, plus **two teenagers**, she is "making it happen." Does she have challenges and frustrations? Of course! She shares with you how she handles her **SCHEDULE** and maintains her **FOCUS**.

[http://patdanforth.audioacrobat.com/download/2009\\_06\\_03\\_S\\_Goins\\_Balancing\\_It\\_All.mp3](http://patdanforth.audioacrobat.com/download/2009_06_03_S_Goins_Balancing_It_All.mp3)

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### **FutExecSr Director KAREN PAPPAS – WORKING THRU ADVERSITY Part2**

25:57

**FutExecSr Director KAREN PAPPAS** referenced the **DISC Program** when she spoke on the April 22nd Conference Call. There were so many questions and positive responses from that Call that Karen speaks again, referring to her **DISC Chart** on this Call.

[http://patdanforth.audioacrobat.com/download/2009\\_05\\_27\\_ExSrDir\\_KPappas\\_WrkgT\\_hruAdv2.mp3](http://patdanforth.audioacrobat.com/download/2009_05_27_ExSrDir_KPappas_WrkgT_hruAdv2.mp3)

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### **IC-SrNSD PAT DANFORTH – GIVING YOUR PEOPLE A PLACE TO WIN (PLUS MISC LEGAL INFO)!**

24:44

**IC-SrNSD PAT DANFORTH** begins with some information she learned on an NSD Conf Call with the Legal Dept. She then gives suggestions about why and how it is so important to give everyone in your Team/Unit a "place to win." No matter what her career path and priorities are, find out what she wants and encourage her to work for goals that meet her needs. There are always Unit, Area, and Seminar goals that can receive her focus and your guidance. Don't let her miss a goal that she could accomplish if she were paying attention!

[http://patdanforth.audioacrobat.com/download/2009\\_05\\_20\\_SrNSDPatDanforth\\_Place\\_sToWin.mp3](http://patdanforth.audioacrobat.com/download/2009_05_20_SrNSDPatDanforth_Place_sToWin.mp3)

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### **Director ELLA JONES – PERSONAL TEAM-BUILDING**

17:44

**Director ELLA JONES** averages 2-3 personal recruits per month. At Seminar 2009 she will receive her **THIRD Diamond Bumble Bee Pin/Ring!** Ella talks about "giving up the story" that we constantly play in our head... why we can't... why we shouldn't... what is holding us back... etc. She encouraged prayer for guidance, but then listening to the guidance! Additionally, it is important to stop "hunting" and increase our communication... as Mary Kay always said, "Attract, not attack."

[http://patdanforth.audioacrobat.com/download/2009\\_05\\_13\\_EJones\\_TeamBuilding.mp3](http://patdanforth.audioacrobat.com/download/2009_05_13_EJones_TeamBuilding.mp3)

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### **INNER CIRCLE LEGACY WEEKEND WINNERS – AHAs & TIPS!**

01:04:31

**SEVEN OF OUR TEN WINNERS** shared their hearts... their "**AHA's & Tips**" **WOW**. This is a power-packed call full of inspiration and education from the **very top ICNSDs** who spoke and taught at the weekend. Congratulations **5 DANFORTH AREA WINNERS:** Kim Cavarretta, Regan Danforth, Becki Hoisington, Ann Kuehler, Karen

Pappas, **5 McBROOM AREA WINNERS:** Sherrie Clemons, Karen Cole, Taffy Dobbins, Paige Fleming, Cathie Stevens!!

[http://patdanforth.audioacrobat.com/download/2009\\_05\\_06\\_INNER\\_CIRCLE\\_WKND.mp3](http://patdanforth.audioacrobat.com/download/2009_05_06_INNER_CIRCLE_WKND.mp3)

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**FutExecSr Director SUE COX – SIMPLIFY YOUR BOOK-KEEPING!**

20:13

**FutExecSr Director SUE COX** talked about **Simplifying your "Book-keeping" so you can get out the door and WORK!** Any time we are dealing with Income Tax we are **highly motivated** to **not** go through as much pain next year! **SUE's** income tax preparation to for her accountant actually took her FIVE MINUTES this year! She uses a program designed by John Steinhoff whose wife is in Mary Kay so he really knows our business expenses, deductions, etc. Here is John's link: [www.steinhoff.com](http://www.steinhoff.com)  
[http://patdanforth.audioacrobat.com/download/2009\\_04\\_29\\_FutSrDirSCox\\_SimpleBookkeeping.mp3](http://patdanforth.audioacrobat.com/download/2009_04_29_FutSrDirSCox_SimpleBookkeeping.mp3)

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**FutExecSr Director KAREN PAPPAS – WORKING THROUGH ADVERSITY**

30:50

**ExecSr Director KAREN PAPPAS** shared her heart... and the heart-breaking challenges she has overcome in her 26 years in Mary Kay. Her theme is "**Working Through Adversity.**" There were many times that it would have been much easier for her to quit but she stayed for the relationships, as well as the income she desperately needed.

[http://patdanforth.audioacrobat.com/download/2009\\_04\\_22\\_ExSrDir\\_KPappas\\_WrkgThruAdv.mp3](http://patdanforth.audioacrobat.com/download/2009_04_22_ExSrDir_KPappas_WrkgThruAdv.mp3)

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**ExecSr Director SHERRIE CLEMONS – BUILDING A TOP UNIT & FUTURE AREA**

27:59

**ExecSr Director SHERRIE CLEMONS** has been building a Top Unit and a Future Area since 1994. In this call she shares her strategies and suggestions for how YOU can do the same! Her I-Story is inspiring and also has the attitude/approach that Directors AND Consultants need to build a strong Mary Kay business.

[http://patdanforth.audioacrobat.com/download/2009\\_04\\_15\\_ExSrDir\\_SClemons\\_BldgTopUnit.mp3](http://patdanforth.audioacrobat.com/download/2009_04_15_ExSrDir_SClemons_BldgTopUnit.mp3)

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**IC-SrNSD PAT DANFORTH – SEMINAR INFO!**

20:34

**IC-SrNSD PAT DANFORTH** covers the general schedule for SEMINAR 2009, including tips for preparation, packing, travel, etc. (Please note: "In-the-Bag" should really reference "Stars in Red/White/Blue!")

[http://patdanforth.audioacrobat.com/download/2009\\_04\\_08\\_SrNSD\\_PDanforth\\_SeminarTips.mp3](http://patdanforth.audioacrobat.com/download/2009_04_08_SrNSD_PDanforth_SeminarTips.mp3)

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**IC-SrNSD PAT DANFORTH QUALIFYING WITH STRENGTH FOR GRAND ACHIEVER / DIQ!**

25:23

**IC-SrNSD PAT DANFORTH** shares her philosophy, wisdom, and experience on the advantages of building strong before and during Qualification for Grand Achiever and/or DIQ. Her message covers building a Personal Team / DIQ Unit without recruiting the Qualifier's and her Team's best customers/hostesses to bring them in with minimum orders and no serious intent to sell the product. That sacrifices 50% on selling to them for 4/9/13% on their occasional orders... it weakens the Qualifier's and her Team's customer/hostess base. (Please note: Going into Grand Achiever Qualification requires 5 Active Personal Recruits... Going into DIQ requires 12 Active Personal Recruits.)

[http://patdanforth.audioacrobat.com/download/2009\\_4\\_1\\_PDanforth\\_QualifyWithStrength.mp3](http://patdanforth.audioacrobat.com/download/2009_4_1_PDanforth_QualifyWithStrength.mp3)

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**Sr Director REGAN DANFORTH HOUSE – PREP, PLAN & TRACK**

59:25

Because of the incredible feedback expressing a desire for more information, **Sr Director REGAN DANFORTH HOUSE** continues teaching about "Organizing Your Time & Space." In this audio, she covers "Daily Planning and Tracking - Using a Brain Book" and "Daily Preparation - Making Your Mobile Office and Your To Do" Basket."

[http://patdanforth.audioacrobat.com/download/2009\\_03\\_25\\_RDanforth-PrepPlanTrack.mp3](http://patdanforth.audioacrobat.com/download/2009_03_25_RDanforth-PrepPlanTrack.mp3)

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**Sr Director REGAN DANFORTH HOUSE - ORGANIZING YOUR TIME & OFFICE SPACE**

1:2:40

**Sr Director REGAN DANFORTH HOUSE** shares more details on "Organizing Your Time and Office Space" with tips for your personal business and how to pass these skills on to your Consultants.

[http://patdanforth.audioacrobat.com/download/2009\\_03\\_18\\_RDanforth-OrganizeTimeSpace.mp3](http://patdanforth.audioacrobat.com/download/2009_03_18_RDanforth-OrganizeTimeSpace.mp3)

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**IC-SrNSD PAT DANFORTH – Notes from an NSD CONFERENCE CALL**

46:53

**IC-SrNSD PAT DANFORTH** shares info from a Monday morning conference call for NSDs. Featured were **#1 EENSD BARBARA SUNDEN** and **EENSD Emeritus ANNE NEWBURY, who was #1 for years** before she became an Emeritus. Naturally they are fantastic and inspiring!

[http://patdanforth.audioacrobat.com/download/2009\\_03\\_11\\_SrNSDPatDanforthNSDsConfCall.mp3](http://patdanforth.audioacrobat.com/download/2009_03_11_SrNSDPatDanforthNSDsConfCall.mp3)

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**Sr Director KRISTIN MYERS (McGuire Area) - INSPIRING & EDUCATING YOUR UNIT**

50:56

**Sr Director SONYA GOINS** introduces her Top Director Trip friend, **Sr Director KRISTIN MYERS** from NSD GLINDA McGUIRE's Area who shares how she educated and inspired her Unit to the \$M Unit Club AND #1 in the Pearl Seminar!

[http://patdanforth.audioacrobat.com/download/2009\\_03\\_04\\_K\\_Myers\\_Inspire\\_Educate\\_Units.mp3](http://patdanforth.audioacrobat.com/download/2009_03_04_K_Myers_Inspire_Educate_Units.mp3)

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**Sr Director JOLIE GENERALOV - MOVING AND UNIT CLUB/CADILLAC**

44:22

**FutExecSr Director HAVEN O'HALLORAN** introduces her offspring **Sr Director JOLIE GENERALOV** and you will learn how JOLIE moved from Marin County, CA to Austin, TX in January 2008, all while attaining Personal Court of Sales for the third time AND building her Unit in to a Pink Cadillac!

[http://patdanforth.audioacrobat.com/download/2009\\_02\\_25\\_J\\_Generalov\\_Moving\\_Achieving.mp3](http://patdanforth.audioacrobat.com/download/2009_02_25_J_Generalov_Moving_Achieving.mp3)

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**Sr Director SONYA GOINS - CONSULTANT WELCOME PACKET**

32:15

**Sr Director SONYA GOINS** shares her Consultant Welcome Packet information.

[http://patdanforth.audioacrobat.com/download/2009\\_02\\_04\\_K\\_Pappas\\_Recruiting\\_Ethics.mp3](http://patdanforth.audioacrobat.com/download/2009_02_04_K_Pappas_Recruiting_Ethics.mp3)

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**FutExecSr Director KAREN PAPPAS - RECRUITING ETHICS**

7:25

In this short audio, **FutExecSr Director KAREN PAPPAS** and **IC-SrNSD PAT DANFORTH** use a sample guest event to discuss not only the details of hosting this event but additionally, some important recruiting ethics that every Consultant needs to put into practice if she wants to carry on the true spirit of Mary Kay Ash.

[http://patdanforth.audioacrobat.com/download/2009\\_02\\_04\\_K\\_Pappas\\_Recruiting\\_Ethics.mp3](http://patdanforth.audioacrobat.com/download/2009_02_04_K_Pappas_Recruiting_Ethics.mp3)

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**IC-SrNSD PAT DANFORTH - WORKING WITH YOUR UNIT**

38:59

**IC-SrNSD PAT DANFORTH** gives suggestions on communicating with your Consultants on inventory decisions and building their business. She also gives her opinions on "playing the 'winning' game against the computer in Dallas!"

[http://patdanforth.audioacrobat.com/download/2009\\_01\\_28\\_WorkingWithYourUnit.mp3](http://patdanforth.audioacrobat.com/download/2009_01_28_WorkingWithYourUnit.mp3)

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**WELCOME McBROOM AREA DIRECTORS**

30:27

**IC-SrNSD PAT DANFORTH** welcomes the incoming **McBroom Area Directors** - summarizes Danforth Area procedures, schedules, etc. **New Director JEANNIE WARNKE** shares her excitement about attending New Director Week.

[http://patdanforth.audioacrobat.com/download/2009\\_01\\_07\\_Welcome2009.mp3](http://patdanforth.audioacrobat.com/download/2009_01_07_Welcome2009.mp3)

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### THREE NEW DIRECTORS SHARE

34:16

**IC-SrNSD PAT DANFORTH** gives the floor to three of four NEW DIRECTORS who attended the December 2008 New Sales Director Education: **Director MELISSA MILNER** offspring of Director Patti Roll, **Director BREANNA JENSEN** offspring of Director Jolie Generalov, and **Director ELIZABETH BARTH** offspring of Director Regan Danforth. The fourth, **Director JEANNE WARNKE** offspring of Director Cammy Otten is featured in the January 7, 2009 conference call.

[http://patdanforth.audioacrobat.com/download/2008\\_12\\_17\\_ThreeNewDirectorsShare.mp3](http://patdanforth.audioacrobat.com/download/2008_12_17_ThreeNewDirectorsShare.mp3)

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### FIVE DIRECTORS TEACH

48:19

Director Karen Pappas hosts and teaches, along with **Directors REGAN DANFORTH, SONYA GOINS, RACHEL HALL, & MARILYNN WHITE.**

[http://patdanforth.audioacrobat.com/download/2008\\_12\\_10\\_DirKPAPPAShosts5DirTeach.mp3](http://patdanforth.audioacrobat.com/download/2008_12_10_DirKPAPPAShosts5DirTeach.mp3)

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### Director CORIANNE DURKEE - GUEST EVENT-CINDERELLA NITE

31:42

**Director CORIANNE DURKEE** offers a new way to conduct Guest Nights and make them special: Team up with your local beauty salons, stay within legal guidelines put forth by Mary Kay Corporation and give women a sensational evening. You'll be inspired to create community links, enhance existing relationships and create new ones while offering Consultants and Guests a night to remember!

[http://patdanforth.audioacrobat.com/download/2008\\_12\\_03\\_DirCDURKEE\\_GstEvntCinderella.mp3](http://patdanforth.audioacrobat.com/download/2008_12_03_DirCDURKEE_GstEvntCinderella.mp3)

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### Director TONYA COLBERT - ADOPT-A-SPECIAL-FRIEND

49:13

**Director TONYA COLBERT** shares her adaptation of her highly successful 'Adopt-a-Grandparent' program to include people with special needs. Her 'Adopt-a-Special-Friend' program is sure to multiply blessings for all involved.

[http://patdanforth.audioacrobat.com/download/2008\\_11\\_19\\_DirTCOLBERT\\_Adopt-Friend.mp3](http://patdanforth.audioacrobat.com/download/2008_11_19_DirTCOLBERT_Adopt-Friend.mp3)

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### Sr Director RACHEL HALL - BOUNCE BACK!

43:14

**Sr Director RACHEL HALL** shares her BOUNCE BACK approach to overcoming natural and economic challenges.

[http://patdanforth.audioacrobat.com/download/2008\\_11\\_12\\_Dir\\_RACHEL\\_HALL\\_Bounce\\_Back.mp3](http://patdanforth.audioacrobat.com/download/2008_11_12_Dir_RACHEL_HALL_Bounce_Back.mp3)

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**Director KAREN LINK - MONTHLY CONSISTENCY PROMOS**

16:15

**Director KAREN LINK** speaks about developing and using promotions to increase Unit monthly consistency.

[http://patdanforth.audioacrobat.com/download/2008\\_11\\_28\\_DirKLINK\\_MonthlyConsistency.mp3](http://patdanforth.audioacrobat.com/download/2008_11_28_DirKLINK_MonthlyConsistency.mp3)

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**Sr Director ELAYNE WATSON - CMA AWARDS PARTY IDEAS**

40:07

**Sr Director ELAYNE WATSON** does a fantastic job sharing how she plans a CMA Awards Party: how to include people, make it fun, serve easy refreshments, and promote our products and opportunity.

[http://patdanforth.audioacrobat.com/download/2008\\_10\\_22\\_SrDirEWATSON\\_CMA\\_Awards\\_Party.mp3](http://patdanforth.audioacrobat.com/download/2008_10_22_SrDirEWATSON_CMA_Awards_Party.mp3)

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**IC-SrNSD PAT DANFORTH - DARE08 REVIEW**

39:22

**IC-SrNSD PAT DANFORTH** reviews DARE 2008 as well as her experience as guest speaker for **IC-SrNSD SUZANNE BROTHERS'** Fall Retreat. She shares challenges, changes and highlights from both retreats.

[http://patdanforth.audioacrobat.com/download/2008\\_10\\_15\\_SrNSD\\_PAT\\_DANFORTH\\_DARE08Rev.mp3](http://patdanforth.audioacrobat.com/download/2008_10_15_SrNSD_PAT_DANFORTH_DARE08Rev.mp3)

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**Sr Director REGAN DANFORTH HOUSE - COLOR COSMETICS DISPLAY**

45:03

**Sr Director REGAN DANFORTH HOUSE** reviews her "Color Cosmetics & Mineral Powders Organization" which she displayed at DARE 2008.

[http://patdanforth.audioacrobat.com/download/2008\\_10\\_8\\_RDANFORTH\\_ColorCosmOrgnzation.mp3](http://patdanforth.audioacrobat.com/download/2008_10_8_RDANFORTH_ColorCosmOrgnzation.mp3)

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**Director ELLA JONES - SHARING THE MK OPPORTUNITY**

39:47

**Director ELLA JONES**, the recipient of 6 Bronze Medals, 2 Silver Medals and 19 Gold Medals for sharing the Mary Kay opportunity, as well as qualifying for Seminar Court of Sharing 2 times, offers invaluable insights into building your personal team.

[http://patdanforth.audioacrobat.com/download/2008\\_10\\_01\\_EJONES\\_SharingMKOpportunity.mp3](http://patdanforth.audioacrobat.com/download/2008_10_01_EJONES_SharingMKOpportunity.mp3)

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**IC-SrNSD SUZANNE BROTHERS - PERFECT 10 PLAN**

47:00

Not only is **IC-SrNSD SUZANNE BROTHERS** a witty and people-wise woman, she has a firm grasp on the reality of building this business. When you commit and



accomplish her Perfect 10 Plan, you will be amazed with your personal business success and the quantum leap your Unit will make.

[http://patdanforth.audioacrobat.com/download/2008\\_09\\_24\\_ICSrNSDSBROTHERSPerfect10Plan.mp3](http://patdanforth.audioacrobat.com/download/2008_09_24_ICSrNSDSBROTHERSPerfect10Plan.mp3)

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### **Director MAUREEN O'BRIEN - SKIN CARE PRODUCT KNOWLEDGE**

28:32

**Director MAUREEN EISENHART** has had in-depth experience in New York City working for three major cosmetic companies. She shares pertinent points to know and wording to use when teaching your customers and Consultants about our Skin Care products.

[http://patdanforth.audioacrobat.com/download/2008\\_09\\_17\\_M\\_EISENHART\\_SknCareProdKnwldg.mp3](http://patdanforth.audioacrobat.com/download/2008_09_17_M_EISENHART_SknCareProdKnwldg.mp3)

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### **FutExecSr Director NANCY VICKERY - PREPARE FOR DISASTERS**

19:58

Whether it's weather, fire, or terrorism (God forbid) that strikes your geographical area, you can be prepared to guide your unit before, during, and after. Living on the Gulf Coast, **FutExecSr Director NANCY VICKERY** has "weathered" many hurricanes. She speaks from experience and gives solid insight into what you can do as a Director

[http://patdanforth.audioacrobat.com/download/2008\\_09\\_10\\_N\\_VICKERY\\_Prep\\_for\\_Disasters.mp3](http://patdanforth.audioacrobat.com/download/2008_09_10_N_VICKERY_Prep_for_Disasters.mp3)

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### **Director JO ELLEN WEAVERLING (Piro Area) - WORKING WITH GEN Y**

52:00

**DIRECTOR JO ELLEN WEAVERLING**, from ENSD KAREN PIRO's Area, does a masterful job of outlining strategies and offering practical tips for working with young women.

[http://patdanforth.audioacrobat.com/download/2008\\_9\\_2JWEAVERLING\\_PiroArea\\_WorkingGenY.mp3](http://patdanforth.audioacrobat.com/download/2008_9_2JWEAVERLING_PiroArea_WorkingGenY.mp3)

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### **IC-SrNSD PAT DANFORTH - OPTIMIZING DIRECTOR INCOME**

00:11:31

**IC-SrNSD PAT DANFORTH** covers avenues of income for Directors. Unfortunately, this recording got cut-off at 11 minutes.

[http://patdanforth.audioacrobat.com/download/2008\\_8\\_13\\_SrNSD\\_P\\_DANFORTH\\_OpDirlIncome.mp3](http://patdanforth.audioacrobat.com/download/2008_8_13_SrNSD_P_DANFORTH_OpDirlIncome.mp3)

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### **FutExecSr Director KAREN PAPPAS - THE FINAL MONTH**

00:18:35

**FutExecSr Director KAREN PAPPAS** offers her psychology and suggested approaches on how to work with your Consultants during June, or any final month of a contest period.

[http://patdanforth.audioacrobat.com/download/2008\\_6\\_11\\_FutExSrDir\\_K\\_PAPPAS\\_FinalMonth.mp3](http://patdanforth.audioacrobat.com/download/2008_6_11_FutExSrDir_K_PAPPAS_FinalMonth.mp3)

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**Director RENEE MOTYKA - BUILDING TEAMS & UNITS**

00:40:09

**Director RENEE MOTYKA** has been extremely successful in building her personal business, her Team, and her Unit, while moving and enjoying her first pregnancy. She is realllllly focused on Customer Service to increase consistency and retention of Customers and Consultants. In this recording she shares her experiences and tips.

[http://patdanforth.audioacrobat.com/download/2008\\_7\\_2\\_R\\_MOYTKA\\_BuildingTeamsUnits.mp3](http://patdanforth.audioacrobat.com/download/2008_7_2_R_MOYTKA_BuildingTeamsUnits.mp3)

\*\*PLEASE NOTE THAT, UNFORTUNATELY DUE TO TECHNICAL DIFFICULTIES, THERE IS A DELAY OF NEARLY 3 MINUTES WITH SOME ATTEMPTS TO BEGIN THE RECORDING.

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**Sr Director REGAN DANFORTH HOUSE - WORKING WITH BRIDES**

00:38:46

**Sr Director REGAN DANFORTH HOUSE** tells how to work with brides - citing strategies, techniques, and tools to form networks within your wedding service community ... also strategies for developing relationships with the brides.

[http://patdanforth.audioacrobat.com/download/2008\\_06\\_04\\_R\\_DANFORTH\\_WorkingWithBrides.mp3](http://patdanforth.audioacrobat.com/download/2008_06_04_R_DANFORTH_WorkingWithBrides.mp3)

\*\*PLEASE NOTE THAT, UNFORTUNATELY DUE TO TECHNICAL DIFFICULTIES. THERE IS SILENCE ON THIS AUDIO FROM THE '2 MIN 16 SEC' MARK UNTIL THE '4 MIN 32 SEC' MARK; REGAN ACTUALLY BEGINS AGAIN AT THE '5 MIN 28 SEC' MARK.

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**Director LINDA LARSON - NETWORKING**

00:11:51

**Director LINDA LARSON** shares strategies for successfully networking to build your business.

[http://patdanforth.audioacrobat.com/download/2008\\_05\\_28\\_L\\_LARSON\\_Networking.mp3](http://patdanforth.audioacrobat.com/download/2008_05_28_L_LARSON_Networking.mp3)

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**Sr Director THERESA NORTHWAY - \$ MANAGEMENT TIPS**

00:23:51

**Sr Director THERESA NORTHWAY** offers helpful tips and strategies for Consultant Money Management.

[http://patdanforth.audioacrobat.com/download/2008\\_05\\_14\\_T\\_NORTHWAY\\_MoneyManagementTips.mp3](http://patdanforth.audioacrobat.com/download/2008_05_14_T_NORTHWAY_MoneyManagementTips.mp3)

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**Director TONYA COLBERT - ADOPT-A-G'MOTHER**

00:23:19

**Director TONYA COLBERT** outlines her "Adopt-a-Grandmother for Mother's Day" program.

[http://patdanforth.audioacrobat.com/download/2008\\_05\\_06\\_T\\_COLBERT\\_AdoptGrMotherProg.mp3](http://patdanforth.audioacrobat.com/download/2008_05_06_T_COLBERT_AdoptGrMotherProg.mp3)

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### **Director CORIANNE DURKEE - GROWTH & EDUCATION**

00:30:22

**Director CORIANNE DURKEE** speaks about Weekly Meetings, Personal Growth, and the impact of MARVA RUOT's education and leadership.

[http://patdanforth.audioacrobat.com/download/2008\\_04\\_30\\_C\\_DURKEE\\_WkMtgPersGrowth-Ruot.mp3](http://patdanforth.audioacrobat.com/download/2008_04_30_C_DURKEE_WkMtgPersGrowth-Ruot.mp3)

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### **INNER CIRCLE WEEKEND DIRECTORS**

00:58:57

Five Directors who earned their invitation Inner Circle Weekend share their experiences, and **IC-SrNSD PAT DANFORTH** speaks about the Monday-Tuesday ICNSD meetings.

[http://patdanforth.audioacrobat.com/download/2008\\_04\\_23\\_ICNSD\\_AttendeesShare.mp3](http://patdanforth.audioacrobat.com/download/2008_04_23_ICNSD_AttendeesShare.mp3)

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### **IC-SrNSD PAT DANFORTH - TRAVELING TO UNIT EVENTS**

00:36:07

**IC-SrNSD PAT DANFORTH** shares tips on traveling to out-of-town Consultants.

[http://patdanforth.audioacrobat.com/download/2008\\_04\\_02\\_SrNSD\\_P\\_DANFORTH\\_TravelTips.mp3](http://patdanforth.audioacrobat.com/download/2008_04_02_SrNSD_P_DANFORTH_TravelTips.mp3)

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### **IC-SrNSD PAT DANFORTH - WEEKLY UNIT MEETINGS**

00:48:45

**IC-SrNSD PAT DANFORTH** shares suggestions on Unit Meetings.

[http://patdanforth.audioacrobat.com/download/2008\\_03\\_26\\_SrNSD\\_P\\_DANFORTH\\_UnitMeetings.mp3](http://patdanforth.audioacrobat.com/download/2008_03_26_SrNSD_P_DANFORTH_UnitMeetings.mp3)

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### **Director KAREN LINK - FACIALING 30 FACES A MONTH**

00:16:33

**Director KAREN LINK** encourages you to meet the challenge of completing 30 facials a month - watch your goals and dreams become reality as you take control of your personal business.

[http://patdanforth.audioacrobat.com/download/2008\\_03\\_19\\_K\\_LINK\\_30FacesPerMonth.mp3](http://patdanforth.audioacrobat.com/download/2008_03_19_K_LINK_30FacesPerMonth.mp3)

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### **Sr Director REGAN DANFORTH HOUSE - OFFICE ORGANIZATION**

00:30:51

**Sr Director REGAN DANFORTH HOUSE** speaks about office organization, time management, and creating habits that will lead to success. Her class is based on the

sound counsel of Professional Organizer, **MARVA RUOT**.

[http://patdanforth.audioacrobat.com/download/2008\\_03\\_13\\_R\\_DANFORTH\\_OfficeOrganization.mp3](http://patdanforth.audioacrobat.com/download/2008_03_13_R_DANFORTH_OfficeOrganization.mp3)

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**ExecSr Director SUSAN MOORE (Williams Area) - HOSTESS IDEA**

43:18

**ExecSr Director SUSAN MOORE** from NSD CINDY WILLIAM's Area has created a Hostess Plan, complete with a beautiful "label" that you can adhere to your Look Book. Check out the document on our Website's Consultant Education page

[http://patdanforth.audioacrobat.com/download/2008\\_01\\_16\\_ExecSrDir\\_S\\_MOORE\\_HostessIdea.mp3](http://patdanforth.audioacrobat.com/download/2008_01_16_ExecSrDir_S_MOORE_HostessIdea.mp3)

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**FutExecSr Director DEBBIE ELBRECHT - GETTING THEM THERE!**

51:54

**FutExceSr Director DEBBIE ELBRECHT** shares some creative ideas for motivating your Consultants to register and attend events ... whether Seminar, Career Conference, or local.

[http://patdanforth.audioacrobat.com/download/2008\\_02\\_13\\_FtExSrDirDELBRECHT\\_GetEmThere.mp3](http://patdanforth.audioacrobat.com/download/2008_02_13_FtExSrDirDELBRECHT_GetEmThere.mp3)

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**Director MAUREEN COHN - MKHQ's CUSTOMER SERVICE FOR US!**

50:46

After a number of calls and even some meetings with Corporate representatives, **Director MAUREEN COHN** has gleaned a lot of information on how the company serves US, their customers!

[http://patdanforth.audioacrobat.com/download/2008\\_02\\_20\\_M\\_COHN\\_MKHQ\\_CustSvcForUs.mp3](http://patdanforth.audioacrobat.com/download/2008_02_20_M_COHN_MKHQ_CustSvcForUs.mp3)

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**IC-SrNSD Pat Campbell - EARNING & MANAGING \$**

1:44:54

Fantastic class on Money Management (and earning more money to manage!). This is a long recording, but well worth the time invested. It takes about 5 minutes to get past the intros, etc. You won't believe the things you will learn!

[http://patdanforth.audioacrobat.com/download/2008\\_03\\_NSD\\_PAT\\_CAMPBELL\\_EarnMngMoney.mp3](http://patdanforth.audioacrobat.com/download/2008_03_NSD_PAT_CAMPBELL_EarnMngMoney.mp3)