

West Coast Summit 2014 MAC Productions

Menina Givens, Angelique Talbert and Caterina Harris Earl

Catch the Wave



FEBRUARY 22-23, 2014



JULIA MUNDY
NATIONAL SALES DIRECTOR
DALLAS, TX



TAMMY CRAYK
NATIONAL SALES DIRECTOR
SALT LAKE CITY, UT



TABITHA HALLUMS
ELITE EXECUTIVE SR. SALES DIRECTOR
ATLANTA, GA

REGISTRATION DEADLINES

Earlybird Registration - DEADLINE December 20, 2013

Consultants \$115 & Directors \$130

General Registration December 21 -February 7, 2014

Consultants \$135 & Directors: \$150

Late Registration February 7-12, 2014 (Space Permitting)

Consultants \$155 & Directors: \$170

ABSOLUTE LAST DAY TO REGISTER: FEBRUARY 12, 2014

This event will SELL OUT!

Register early to guarantee your Spot!

Book your rooms by January 31st.

Ask for the Mary Kay Room Block

(no holding multiple rooms under the same name)

Rate: King or Double \$93 • Suite \$119

PLEASE NOTE ALL ROOMMATES WILL BE REQUIRED TO CHECK IN AND CHECK OUT TOGETHER OR THE ROOM FEE WILL BE PLACED ON ONE PERSON'S CREDIT CARD. TO BREAK UP THE ROOM RATE YOU WILL NEED TO CHECK IN ALL TOGETHER

No Refunds!! • Transfers Okay!!!
Beautiful Location

Holiday Inn Hotel & Conference Center
9000 W. Airport Dr. • Visalia, California 93277
559-651-5000

RETREAT DETAILS

Friday

Director's Meeting 3 PM - 6 PM

Saturday

General Session

Noon - 4 PM & 6 PM - 11 PM

Sunday

8 PM - 2 PM

Meals

Include Saturday Dinner & Sunday Breakfast

Husbands

Husband's register for \$75

Director's

Visit Website to be added to Director Mailing List and Voxer Group
Please note: Director registration includes Director Shirt and Director's Meeting

f Like Us on Facebook & Twitter
west coast summit (not westcoast summit)

Don't Delay Register TODAY at www.westcoastsummit.net

West Coast Summit 2014 MAC Productions

Menina Givens, Angelique Talbert and Caterina Harris Earl



Catch the Wave

AGENDA

Friday, February 21, 2014

Director Registration Only 2:00 PM - 4:00 PM
Director's Meeting 3:00 PM - 6:00 PM

Saturday, February 22, 2014

Registration Opens at 10:00 AM
General Session 12:00 PM - 4:00 PM
Break 4:00 PM - 6:00 PM
Dinner Session 6:00 PM - 11:00 PM

Sunday, February 23, 2014

Breakfast 6:30 AM - 8:15 AM
Optional Workshop Service 7:00 AM - 8:00 AM
S.O.U.L. Surfers Training
Classes and Closing 8:30 AM - 2:00 PM

No Refunds!!
Transfers Okay!

ATTIRE

Friday Director's Meeting - Business Attire

Saturday Career Attire
Dinner-Luau Chic Beach Attire
(Pants Ok! - Jeans Okay)

Sunday WCS T-Shirt and Slacks (no jeans)
(Purchase shirt on website.)

T-shirt Price
Consultants \$15 Available on the Website
Director Shirts Included in Registration

BE A S.O.U.L. SURFER

Stand Out From the Crowd!
S.O.U.L. Surfers Winners Will Receive:

- Reserved Seating
- The S.O.U.L. Surfer Treatment throughout the entire conference
- Framed Picture with you and our Guest Speakers

To qualify to be a S.O.U.L. Surfer:

- Option 1 - Be a Ruby Star Consultant or Above Sept 16-Dec15
And \$600 in for New Star by Jan 31st
Option 2 - \$1200 in for New Star by Jan 31st

PROCEDURE FOR SUBMITTING RECOGNITION **Directors ONLY** - Submit Recognition Information

Online at www.westcoastsummit.net
Submit Recognition online by 2/7/14 - NO EXCEPTIONS
Click on Details Button on Website

AWARDS DINNER

SPECIAL RECOGNITION

Stars, On-Targets, DIQ's
New Directors as of last WCS
Top in Sales and Team Building

S.O.U.L. Surfers receive reserved seating.

Star Consultants

Receive Reserved Seating
The Bigger the Star... the Closer You Are!

"Registration does NOT include Hotel Reservation"
Go on line or Call the Holiday Inn to reserve your room.

Don't Delay Register TODAY at www.westcoastsummit.net

• **Deadline •**

Must be Received by February 7, 2014

NO EXCEPTIONS.



MAC Productions Recognition Sheet

For Directors Only
Submit this form online at
www.westcoastsummit.net

February 22,23, 2014

Director Recognition

Director: _____ Title: _____

Address: _____

City _____ State _____ Zip _____

Phone Number _____ Cell Phone: _____

Email: _____ Car Status: _____

(If you experience problems, fax by February 7, 2014)

Fax to (925) 779-7997

Please NO CALLS. Email: recognition@westcoastsummit.net

List consultants who qualified for the S.O.U.L. Surfers Contest

Achieve Ruby Star Consultant or Above Sept 16 - Dec 15 and \$600 in for New Star by January 31st
or \$1200 in for New Star by Jan 31st. (See flyer page 2 for details)

List Consultants who qualify for S.O.U.L. Surfer Recognition and pay \$12 for their prize.

If submitting on line, please go to www.westcoastsummit.net and pay for your S.O.U.L. Surfer winners. \$12 per consultant

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

Personal Recruits YTD July 1st - January 31st

Only list recruiters with recruits that are seminar qualified, \$600 wholesale+

Example: Jane Doe, 3 recruits \$725 total Commission earned

	Recruiter	#of Qualfd Recruits	Total Comm Earned		Recruiter	#of Qualfd Recruits	Total Comm Earned
1			\$	6			\$
2			\$	7			\$
3			\$	8			\$
4			\$	9			\$
5			\$	10			\$

List Consultants with retail sales of over \$10,000 YTD July 1st - January 31st

Example: Jane Doe, \$13,750 YTD Retail

	Consultant Name	Total Retail Sales		Consultant Name	Total Retail Sales
1		\$	6		\$
2		\$	7		\$
3		\$	8		\$
4		\$	9		\$
5		\$	10		\$

PLEASE SUBMIT ALL RECOGNITION VIA ONLINE FORM • WWW.WESTCOASTSUMMIT.NET

West Coast Summit 2014 MAC Productions

Menina Givens, Angelique Talbert and Caterina Harris Earl

Catch the Wave



FEBRUARY 22-23, 2014



JULIA MUNDY
NATIONAL SALES DIRECTOR
DALLAS, TX

"I've held steadfast to the Golden Rule, 'Do unto others as you would have them do unto you,' and it has worked for me. I've had peaks and valleys along the way, but I never gave up."

- Began Mary Kay career in June 1992 with the goal of making \$50 per week. She debuted as a Sales Director in May 1995, and debuted as a National Sales Director in July 2013.
- She has been a member of the National Court of Sharing twice, and a member of the National Court of Sales 18 times.
- As a Beauty Consultant and Sales Director, she earned Gold Medal 5 times, and achieved Star Consultant status 83 quarters.
- In 1996, she was the Most Improved State Contest Winner for Texas
- Has earned all-expense paid trips around the world from Mary Kay to: China, Monte Carlo, France, Greece, Turkey, Croatia, Germany, Sweden, Spain, Africa, Maui & Kauai, Switzerland, Vienna, and Rome!
- Has earned the use of 10 career cars from Mary Kay...9 of which were Pink Cadillacs.
- She has been recognized with the Monthly Go-Give Award in August 2006 and October 2011.
- State Contest Winner for the #1 Unit in the State of Texas in 2010.
- Julia's highest monthly Unit Wholesale Production is \$72,341.
- Her highest single monthly Commission Check to date is \$23,768, and has career earnings in excess of \$2,000,000.



TAMMY CRAYK
NATIONAL SALES DIRECTOR
SALT LAKE CITY, UT

- Tammy began her Mary Kay business in January of 1994 as a stay-at-home mom with a 3 year old and an 8 year old. Four months later she earned her first car! Within 9 months of purchasing her Starter Kit, she debuted as a Sales Director and her income skyrocketed to more than \$5000 per month! During their first full year, Tammy's unit of Beauty Consultants sold in excess of \$500,000 worth of Mary Kay product, and during their 3rd year as a unit, sold in excess of \$1.3 Million!!! The Crayk Unit has repeated the Million Dollar Club 4 times!!
- Tammy's unit ranked as the #1 unit TWICE in the Diamond Seminar....and In 2003, Tammy's unit ranked as the #1 unit.....IN THE ENTIRE MK WORLD!!! Tammy has enjoyed 15 all-expense-paid LUXURY TRIPS ...all over the world.....(compliments of Mary Kay).
- Tammy has driven pink Cadillacs for 17 years and is currently driving a FREE....\$85,000 Hybrid Cadillac Escalade.....AND....she also has a Sporty, Convertible Cadillac XLR too!
- Tammy's highest income from commissions and bonuses in one single month has been in excess of \$54,000. She is a Mary Kay Multi-Millionaire having earned more than \$3.5 Million in commissions during her career.
- Tammy has been selected by her peers to serve on the National Sales Director Advisory Board – twice - and was invited to teach at Mary Kay's International Summit in Italy and Greece and also at the company's Seminar in Munich, Germany.
- Tammy reached the pinnacle of success on the Mary Kay Career ladder when she debuted as a National Sales Director on July 1, 2004....just 10 short years after she purchased her Starter Kit!!! What's her "Secret" to success? Tammy's favorite quote is: "The true test of a woman's character is what it takes to stop her!"

From Park City, Utah....National Sales Director, Tammy Crayk

Don't Delay Register TODAY at www.westcoastsummit.net

Catch the Wave



FEBRUARY 22-23, 2014



TABITHA HALLUMS
ELITE EXECUTIVE SR. SALES DIRECTOR
ATLANTA, GA

• Tabitha started her Mary Kay Career part time 12 years ago, she earned her 1st car with the company in 4 months and became a director 2 months later-6months...

• She has been the Queen Court of Sharing 8 times and earned 9 Diamond Bubblebee Pins (Jennie, Abigail, Luke, Christine, Shanna, Tasha, Max and just picked up TWINS-Lula and Lilly...) which includes being the 1st Runner Up in Mary Kay Sapphire Area...250,000-PEOPLE!!

• She has been in the Circle of Achievement 7 TIMES-represented her unit in the \$400,000,\$450,000.00, HALF MILLION DOLLAR UNIT CIRCLE, CIRCLE OF EXCELLENCE x 2 and The Prestige Circle of Excellence-800K-CAN YOU GET EXCITED ABOUT 800K...Double Star Achiever-6 TIMES...

• Tabitha has earned 8 cars with Mary Kay including 4 FABULOUS TROPHYS on WHEELS-CURRENTLY DRIVES 2013 CADILLAC SRX...

• Tabitha has EARNED SOME HOTT VACATIONS for her/her husband TO MAUI, HAWAII-PROVENCE, FRANCE-MONTE CARLO, MONACO and just got back from HONG KONG/BEIJING, CHINA-ALL EXPENSES PAID BY MK!!!!!! She has earned over 40+ karats of diamonds, JUST PICKED UP 5 MORE CARATS SEMINAR JULY-2013 Tabitha's Unit is one of the TOP African American/Multi-Cultural Units in all of Mary Kay... HIGHEST CHECK HAS BEEN \$20,000 IN 30 DAYS.....



ALISA ALEXANDER
SR. DEVELOPER FOR
STRATEGIC SALES EDUCATION MARY KAY, INC.
DALLAS, TX

• Alisa is a highly qualified learning professional who holds degrees from Baylor University and Texas Woman's University.

• She's taught at Texas Woman's University and in the Dallas Community College District and was blessed to co-author the textbook, Women in Sociology.

• She's also worked internationally as a lead instructor and Director for the Canadian-based world's largest train-the-trainer company.

• In addition, she's worked internationally as a Training and Development Consultant. Her partial client list included The Hartford, The Money Store, Microsoft Corp., Michelin and Texas Instruments.

• Alisa is also referenced as a model for others in the fundamental text Power Speaking. This mention occurs in the chapter entitled "Energy" where Alisa is described as a "sparkling jewel" and a "diva." While unfolding the presentation essentials, the book goes on to say that Alisa "knows how to dig deep and harness whatever reservoirs of personal energy she can summon to engage her audience."

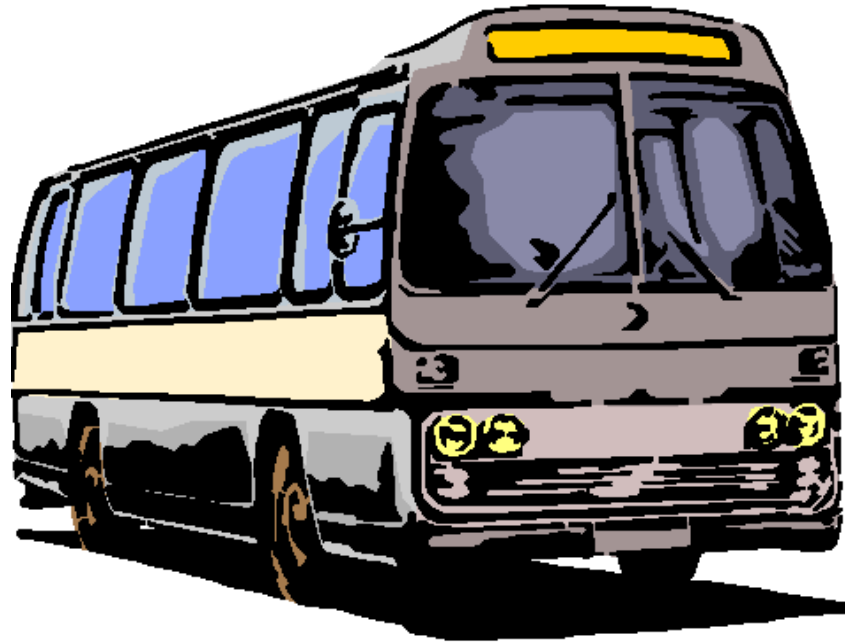
• Currently, her primary responsibility is creating educational strategies for Independent Beauty Consultants, which includes detailing the plans for all 2013 special events. Her most exciting project yet is the Power Class of the Month, an internet talk show designed to educate, empower and encourage! The Power Class has received such a warm welcome from its audience, as many as 50K view in one month! Other Mary Kay career highlights include producing motivational CDs, coordinating webinars for NSDs, organizing New NSD Scholar Week (an international leadership development conference), creating a learning strategy for over 20K Beauty Consultants for the 50th anniversary Seminar and facilitating monthly live chats for the sales force.

• On a personal note, Alisa loves to write and sing and is a featured soloist on several gospel CDs, including the Grammy Award winning Potter's House Choir's Live in Kenya CD. She's done live background vocals for Tramaine Hawkins, Tasha Cobb, Donnie McClurkin, Judy Jacobs and others. She's also recorded background vocals for several award winning gospel artists, including Ricky Womack, Tamela Mann and Myron Butler.

• Most importantly, she loves the Lord and her family: her wonderful husband Gary and their precious daughter Brianna who just turned 6 years old!

Don't Delay Register TODAY at www.westcoastsummit.net

GET ON THE BUS TO WEST COAST SUMMIT 2014



**We will depart from the Metro Park & Ride Lot On
Crenshaw Blvd at 120th Street 6:00AM on,
Saturday, February 22, 2014
and return Sunday, February 23, 2014 immediately after WCS
(\$25 HOLDS YOUR SPACE, NO REFUNDS – TRANSFERS OK)**

EARLY BIRD SPECIAL|

\$65pp, \$70pp online (TIP INCLUDED-Cash, money orders & checks)

AFTER JANUARY 15, 2014

\$70pp, \$75pp online (TIP INCLUDED-Cash, money orders & checks)

RSVP to

Belinda Curtis Simpson 310-339-3898

For online registration & payment go to:

<http://wcsbus2014.eventbrite.com>