#ShawTimeSTRONG

THE SHAWTIMES UNIT

Pamela Waldrop Shaw

EXECUTIVE NATIONAL SALES DIRECTOR

December Results Newsletter

STAY CONNECTED

JOIN our UNIT FACEBOOK page
Shawtime01-a million $ legacy

JOIN our AREA FACEBOOK page
Shaw Area FEARLESS winners

Download the VOXER app
on your smart phone and then search me *"Pamela Waldrop Shaw"* and 'vox' me a message so I can put you in our UNIT CHAT! Daily support, ideas, inspiration!

Put my email address in YOUR address book
pamelawaldropshaw@gmail.com and check your SPAM for emails from me! We send WEEKLY SHOUT OUTS with YOUR recognition and new info and updates every Monday!

LOG your weekly activity for recognition
by going to www.shawtime.com/ LEARN I Want to Get Recognized tab - top live link and then END OF MONTH results for recognition, by the 6th of the month, 11:00 a.m. Dallas time, click on the POWER link HOME page for your PARTIES, your MOVE up in RED and your BOOK 10+ results!

LET'S ADD TO OUR TRIBE AND DOUBLE!

Legacy Reds
6+ consecutive months as a Red Jacket

NEW DIQ!

Karen

NEW REDS!

Kara

Bonnie

GOAL OF 20 NEW REDS
6 from our Unit!

LEGACY REDS

Karen

Ruthie

Dawn

Lynda

Susan

Barbie

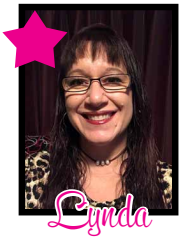
** *Please email me your headshot! pamelawaldropshaw@gmail.com*

CONGRATULATIONS QUARTER 2 STARS

September 16 - December 15

Karen
Emerald

Linda
Emerald



Lynda
Diamond

Kathy
Diamond

Kristen
Ruby

Debora
Ruby

Teresa
Ruby

Cindy
Ruby

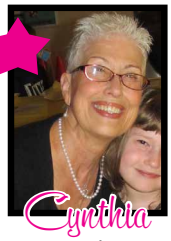
Dawn
Sapphire

Annalaura
Sapphire

Tamara
Sapphire

Sharon
Sapphire

Rebecca
Sapphire



Cynthia
Sapphire

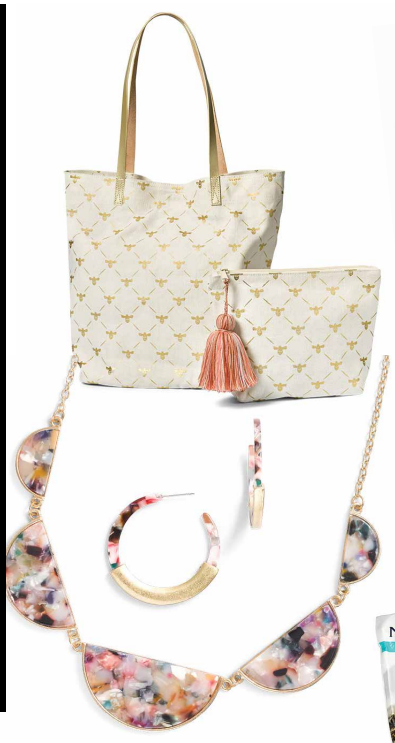
QUARTER 3 STARS!

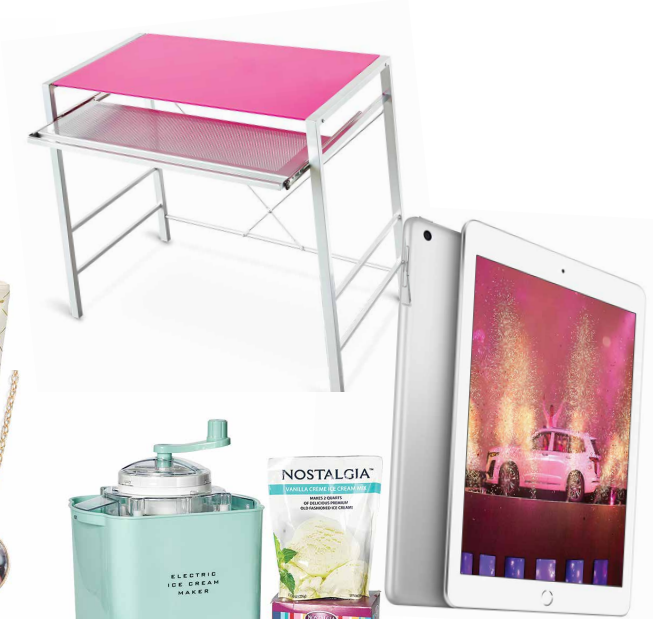
ON-TARGET ALL STARS

Karen Weaver
Linda Loud
Lynda Crick
Kristen Lowe
Debora Gribble
Teresa Billingsly
Cindy Hauser
Dawn Eisenhauer
Annalaura Sanchez
Sharon Alicea
Rebecca Remsburg
Cynthia Hollberg

Being a Star Consultant every quarter definitely has its perks! ALL four-quarter Star Consultants who attend Seminar will win a fifth prize exclusively for four-quarter Star Consultants. Sound interesting?

Every All-Star can earn a fifth prize simply by achieving Star Consultant status all four quarters during the All-Star Star Consultant Consistency Challenge, June 16, 2018, through June 15, 2019, and by attending Seminar 2019. Prizes range in value from $25 to $400. You don't want to miss your chance to win one of these amazing prizes at the end of the contest year!





SEMINAR SCOREBOARDS

July 1, 2019 - June 30, 2020

COURT OF SHARING

24 Qualified Team Members

Karen

Queen of Sharing

CONSULTANT	QUALIFIED TM	TOTAL COMM.
Karen Weaver	1	$99
Teresa Billingsley	1	$73
Connie Miller	1	$41
Rebecca Remsburg	1	$32
Bonnie McDaniel	1	$17

COURT OF SALES

$40,000 Retail Sales

Lynda

Queen of Sales

CONSULTANT	TOTAL
Lynda Crick	$13,549
Linda Loud	$13,227
Karen Weaver	$10,741
Cindy Hauser	$9,292
Dawn Eisenhauer	$8,980
Kristen Lowe	$8,615
Teresa Billingsley	$8,607
Kathy Phillips	$8,212
Annalaura Sanchez	$7,923
Cynthia Hollberg	$7,611

CONSULTANT	TOTAL
Debora Gribble	$7,602
Sharon Alicea	$7,375
Tamara Boyhont	$6,266
Mary Bailey-Bondurant	$6,123
Betty Williams	$5,712
Stephanie Thomas	$5,649
Barbie Turner	$5,174
Rebecca Remsburg	$5,084
Kaye Manship	$4,235
Pamela Midboe-Penn	$4,317

LOOK WHO INVESTED IN PRODUCT LAST MONTH!

Karen Weaver
Pamela Stoudt
Lynda Crick
Linda Loud
Dawn Eisenhauer
Angela Gordon
Kristen Lowe
Erin Scott
Thomas Hogue
Debora Gribble
Tamara Boyhont
Sharon Alicea
Teresa Billingsley
Kathy Phillips
Stephanie Thomas
Rebecca Remsburg
Tarachell Thomas
Cynthia Hollberg
Michelle Harding
Cindy Hauser
Alison De La Cruz

Nada Denison
Dottie Sheffield
Arlene Reiersen
Jeannette Russo
Karen Rausch
Darla Martin
Jeanette Sweeney
Debbie Grube-Taylor
Tina Zamora
Linda Miskinis
Linsey Decker
Wanda Shaffer
Katrina Weaver
Brook Green
Sarah Kilhefner
Belinda West
Felisa Swanson
Heather Bertram
Amber Gardner
Melissa Mason
Peggy Madison

Kaye Miller
Jill Hutchison
Laurie Rambler
Beth Smith
Holly Binderup
Terri Chaney
Donna Engebretson
Barbara Whitlock
Freda Smith
Becky Roden
Donna Moyer
Jennifer Clemmons
Amy Minoski
Kaye Manship
Kim Hardison
Mary Buckelew
Susan Gillespie
Ricki Rockafellor
Patrice Mull
Caren Hersey
Dawn Zimmerman

Sherry Santana
Mayri Martinez
Wendi Cawley
Kim Webel
Kelly Montrose
Meleca Brown
Sherry Mitchell
Brenda Beegle
Kayci Stump
Sue Zukor-Ouro
Catherine Ross
Gay Ann Tangen
Cheryl Hendrix
Bonnie McDaniel
Cathy Causey
Vicki Shupp
Sara Brown
Sandra Meehan
Barbie Turner
Patricia Matthis
Eleanor Asher

Kitty Eller
Antonia Hayden
Sheila Burkhart
JaDee Burns
Rebecca Eberly
Cyndy Rideout
Candy Vega
Maria Colwell
Ruth Christophel
Bonita McDill
Kymberly Richardson
Ruthi Schultz
Larissa Bartley
Theresa Clift
Tanika Etheridge
Amalie Farrris
Jane McCormick
Amy Stauffer
Margaret Stegner
Mary White
Elizabeth Fogle

Robin Orth
Frances Campbell Smith
Janice Oppel
Kelsey Boyle
Karena Hernandez
Vanessa McDonald
Corinne Bulley
Sharon Kropf
Heidi Sauder

*Names in **BOLD** are BEE ACHIEVERS

*Be recognized with $225+ Wholesale

HAPPY ANNIVERSARY

	YEARS
Paula Broadway	33
Lori Chadburn	25
Dawn Eisenhauer	24
Sheryl Pellis	24
Natalie Wise	24
Denise Davis	23
Rhonda Schroeder	21
Amanda Larkin	19
Wendi Cawley	18
Cecilia Griffin	18
Pam Ackerman	17
Tracy Clayton	17
Beth Needelman	17
Rhonda White	16
Marlene Alligood	15
Brook Green	15
Robin Young	15
Karen Crone	13
Pamela Midboe-Penn	13
Jessica Stewart	13
Heather Purnell	13
Monica Goswick	12
Angela Taylor	12
Gay Ann Tangen	10
Claudia DeCarlo	9
Maria Colwell	6
Esperanza Ramirez	6
Donna Cook	6
Peggy Madison	5
Pam Satterly	4
Katherine Manley	3
Kimberly Hoxie	3
Mervis Rahman	3
Mary Davidson	2
Rondi Allen	1
Susan DuBose	1
Laura Trimble	1
Cathy Maulden	1
Cathy Mayse	1
Jennifer Fitzgerald	1
Amy Minoski	1
Krystal Simpson	1
Jerrie Gunn	1

LOVE CHECKS Recruiter Commissions

13% Commission
Karen Weaver

9% Commission
Lynda Crick
Dawn Eisenhauer
Susan Gillespie
Kaye Manship
Ruthi Schultz
Barbie Turner

8% Commission

6% Commission
Teresa Billingsley

4% Commission
Rita Bishop
Terri Chaney
Ruth Christophel
Nada Denison
Rebecca Eberly
Debora Gribble
Debbie Grube-Taylor
Jean Horning
Kara Jones
Linda Loud
Bonnie McDaniel
Connie Miller
Rebecca Remsburg
DuAnne Seeley
Freda Smith
Stephanie Thomas

WELCOME NEW CONSULTANTS

SHE SAID 'YES'	SHE ASKED
Darlene Neal	Pamela Shaw

***MEDAL

Add 3 New Team Members in 1 month **Earn a Bronze Medal**

Add 4 New Team Members in 1 month **Earn a Silver Medal**

Add 5 New Team Members in 1 month **Earn a Gold Medal & Be featured in the Applause**

COURT MONTH ACHIEVERS

National Court $1500 WS • 2 Qualifieds
Area Court $750 WS • 1 Qualified
Unit Court $400 WS • 1+ NEW

National Sales
Karen Weaver

Area Sales
Pamela Stoudt
Lynda Crick
Linda Loud
Dawn Eisenhauer
Angela Gordon
Kristen Lowe

Unit Sales
Erin Scott
Thomas Hogue
Debora Gribble
Tamara Boyhont
Sharon Alicea
Teresa Billingsley
Kathy Phillips
Stephanie Thomas
Rebecca Remsburg
Tarachell Thomas
Cynthia Hollberg
Michelle Harding
Cindy Hauser
Alison De La Cruz
Nada Denison
Dottie Sheffield
Arlene Reiersen
Jeannette Russo
Karen Rausch
Darla Martin
Jeanette Sweeney
Debbie Grube-Taylor
Tina Zamora

YOU CAN YOU DO IT!

Power Program Achievers

ENTRAPRENEURAL SUCCESS- 3 P'S

BOOK 10

Book 10

Book 5

POWER PROGRAM ACHIEVERS

CENTURY CLUB

Join FB group **SHAW AREA FEARLESS WINNERS** and every Monday by noon, enter your # basics sold by clicking on the pinned google doc at the top of that page! Pam does a LIVE each WED to give reco! END OF YEAR 4 Q stars who have tracked 100 new SKIN CUSTOMERS receive a gift from Pam a SHAW AREA Banquet!

Pamela Waldrop Shaw

Power program

#EPICfamily
#ShawTimeSTRONG

must include hostess + min. 2 friends. PARTIES	must be confirmed as 'counting' by your Sales Director TEAM GROWTH	REWARDS
P10 POWER 10	10/10/1000 • 10 Group Parties or 50 Faces • 10 Career Chats • $1000 Wholesale	SAME AS P6 PLUS with 1 minimum Team Member "Pink Box" Surprise** from Pam and personal congratulations!
P6 POWER 6	6/6/600 • 6 Group Parties or 30 Faces • 6 Career Chats • $600 Wholesale	SAME AS P3 PLUS MK Bee Jewelry! NSD Voxer name with photo recognition! Photo featured in Shaw Area Newsletter!
P3 POWER 3	3/3/300 • 3 Group Parties or 15 faces • 3 Career Chats • $300 Wholesale	Unit Reward + NSD Voxer name recognition! Name featured in Shaw Area Newsletter!

Achieve P10 + 1 Recruit or ANY "P" Achievement AND move UP IN RED.

Receive a PINK BOX Surprise Gift and personal congratulations from Pam! **Only one gift for each MOVE UP position during the Seminar year.

EPIC ENTREPRENEUR

The Epic Entrepreneur Award goes to a NEW CONSULTANT who begins her business with a min. initial ORDER of $3600 wholesale order. A SEASONED Consultant (the month AFTER her initial order) may earn this AWARD when she can 'prove' she has an on shelf inventory of min. $5000 wholesale (classic and current line, no ltd.-edition). This can be turned in ONCE a month on the 6th along with POWER PARTY results!

HAVE A COURT MONTH

Complete a National or Area Court in Sales and/or Sharing to earn recognition. Complete BOTH National Courts in one month to earn a special gift from Pam.

- Nat'l Sales Court Month: $1500 Wholesale
- Nat'l Sharing Court Month: 2 Personal Qualified
- Area Sales Court Month: $750 Wholesale
- Area Sharing Court Month: 1 Personal Qualified

Place this and all tracking sheets inside your FOCUS FOLDER www.pamelashaw.com to order
ALL recognition that the SHAW OFFICE receives from Directors by 6th of each month by 11am central via google doc on www.pamelashaw.com//POWER link// will be entitled to the perks listed

I HOLD THE KEY

Shawtime01 TO MY OWN SUCCESS

FIRST STEPS & BUSINESS DEBUT

MAKE YOUR LIST OF 150 NAMES

"Beat the Box" (starter kit) and make out your prospective CUSTOMER 'wedding' list— of min 150 names (local, within an hours drive or out of state) and receive your CADILLAC business card holder

HOLD YOUR BUSINESS DEBUT

Hold your BUSINESS DEBUT and/or BOOK your Power START (min. 10 parties on your date book for a 30 day window) to hold min. 6 of them and receive your SHAWX Unit/Area wide pin of PRIDE!

HAVE 25 PEOPLE AT YOUR DEBUT

Hold your BUSINESS DEBUT with min 25 people in attendance and book min 5 parties from it, sell min $300 from it, and receive your Shaw-X charm for your bracelet!

THE POWER PROGRAM

HAVE A POWER MONTH
POWER 3: 3 PARTIES; $300 SALES
POWER 6: 6 PARTIES; $600 SALES
POWER 10: 10 PARTIES; $1000 SALES

The Power Program is our primary monthly accountability program. Here are prizes for completing Power Program levels in your first 30 days.

POWER 3: EARN YOUR PERFECT START CHARM

Hold 3 parties in 30 days and receive your Perfect Start charm and your charm bracelet

POWER 6: EARN YOUR POWER START CHARM

Hold 6 parties in 30 days and receive your Power Start charm and your charm bracelet

POWER 10: EARN ALL 3 CHARMS & BRACELET

Hold 10 parties in 30 days and receive your Power Start charm and your charm bracelet

ADDITIONAL PROMOS

PEARLS OF SHARING: SHARE THE OPPORTUNITY

Earn your Pearls of Sharing when you share the Mary Kay opportunity:

Earn your bracelet when 5 women watch the "Design Your Future" video

Earn your pearl necklace with your first team member

Earn your pearl earrings with your second team member

MY BOUTIQUE: BONUS AS $1800 INITIAL STAR

Start your business as a min. $1800 STAR and receive the monogrammed TRAVEL ROLL up as a gift to demo the COMPLETE ELITE SET at your parties

PROFIT IS KEY: BONUS WITH $3600 INVENTORY

Bring your business to 3600 w/s by the end of your A+1 month (the month of your agreement + 1) and receive your Epic ENTREPRENEUR NECKLACE

3 PS ARE KEY: BONUS FOR A STRONG START

Start with min. 1800 /2400/3000 or 3600 in your A+1 month

- Add your first Team Member
- Book your Power Start (book 10 parties to be held over 30 days)
- ***Receive your custom monogrammed BEAUTY COAT***

IM A LEADER: BONUS FOR MEDALING

For every medal you earn (min. 3, 4, 5 + team members in ONE month), you'll receive a charm for your bracelet reflecting the bronze (B), silver (S) or gold (G) medal accomplishment!

¡Recognition! Our Power Program is KEY!

#ShawtimeSTRONG

ShawXTime

CLUB RED

Results as of December 31, 2019

DIQ

Karen

FUTURE DIRECTOR

Dawn

TEAM LEADERS

Lynda

Susan

Kaye

Ruthie

Barbie

STAR TEAM BUILDERS

Theresa

Tamara

Rebecca

Michelle

Kara

DuAnne

Bonnie

shawXtime • • •

RED JACKET Hall of Fame

July 1 - June 30

3 Active+ Team Members with agreement and min. $225 order in by the end of your 60th day from your AGREEMENT DATE (official date on IN touch)

REWARDS

- Exclusive use of the shawXtime HALL OF FAME logo
- T-shirt as your first gift
- Recognition on our website
- Time with Pam in the exclusive HALL OF FAME group at events
- $100 Bonus from Mary Kay
- Exclusive privilege of wearing the coveted RED JACKET to weekly GIRLFRIEND events & Company events!

Grace Period!

All JUNE NEW Consultants can earn HALL OF FAME if they earn their RED JACKET by July 31st!

All FORMER & EXISTING REDS can jump in with 3 Personal Qualified this month to join the STRENGTHENED REDS!

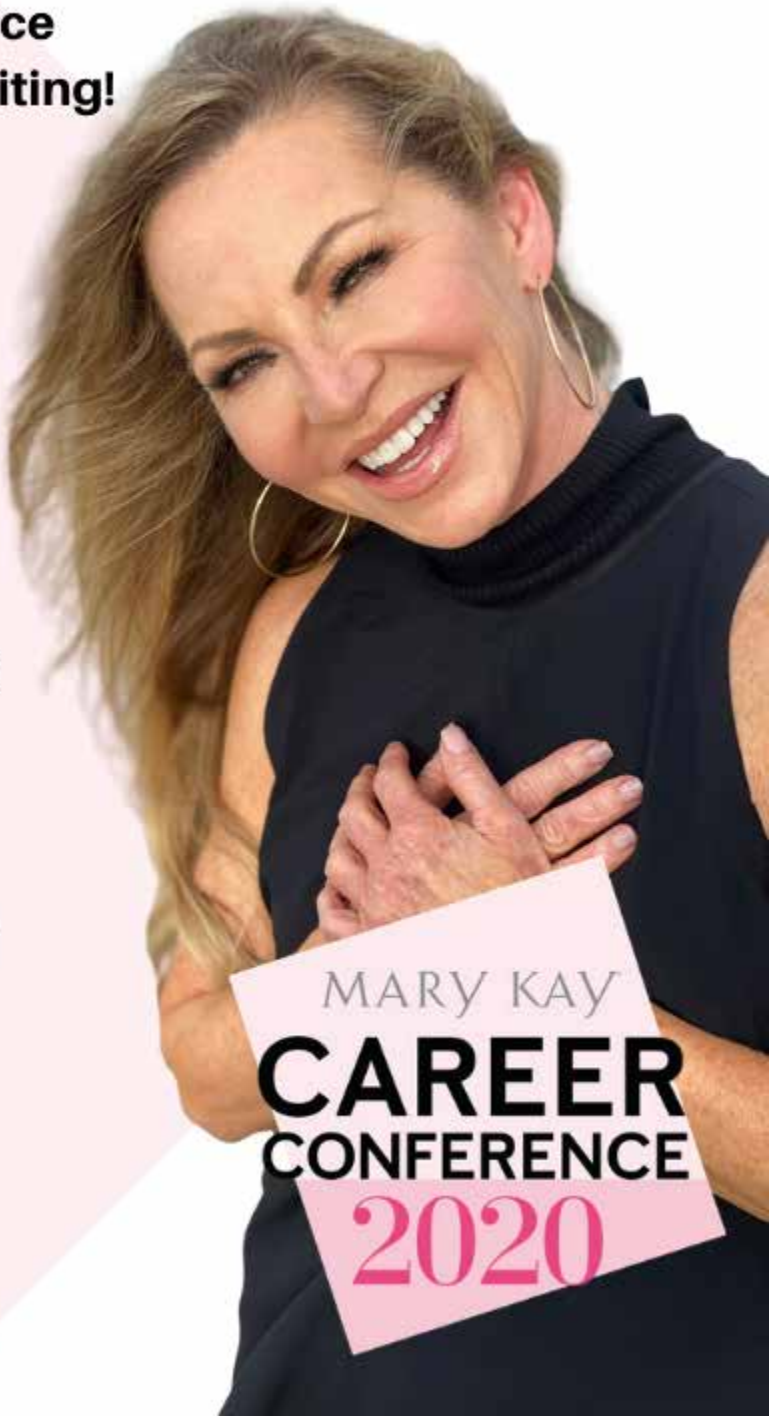
We've Set a Place for YOU at the Table!

Join us at the Career Conference Luncheon! We have your seat waiting!

1. Earn your **Be Confident** bee jewelry with $600 wholesale in January

2. Earn your **Be the One** bee jewelry with $600 wholesale in February

3. Add at least **1 Great Start Qualified** New Team Member between Jan 1 - Feb 29



shaw time

S H A W X T I M E A R E A

Seminar Awards

SEMINAR 2020

SEMINAR CELEBRATION DINNER FOR DIRECTORS

Earn a dinner with Pam @ Seminar 2020 four ways

#1 As a Unit Club/Cadillac Director, debut 1+ offspring Directors and you & your spouse will be invited to dinner with Pam (offspring must have production of min $5000 each month since debut) and/or

#2 Complete both National Court of Personal Sales AND National Court of Sharing to come solo (6.30.20 unit size must be at least 60 and Court of Sharing must have $4000 in commissions)

#3 New Offspring Director may attend when she completes ALL NEW DIRECTOR awards and is at min. unit size of 60

#4 NEW Directors debuting June 30: $20k DIQ production/30 Unit members/2+ red jackets

EPIC LEGACY GIRLFRIEND WEEKEND

Save the date: August 21-22, 2020
Aberlin Springs, Morrow, OH

Spend the weekend with your favorite NSDs Pam Shaw, Julia Burnett & Leah Lauchlan and their top achievers. The 2020 Girlfriend Weekend will be at Leah's community farm: Aberlin Springs in Morrow, OH.

- **Directors** complete Seminar 2020 Court of Sharing, Personal Sales, or Unit Club
- **Consultants** complete Seminar 2020 Court of Sharing or Personal Sales
- Receive **free accommodations** (Friday night) when you Triple Star or offspring 2 Directors

S H A W X T I M E A R E A

Seminar Recognition

ADDITIONAL BANQUET RECOGNITION

- UNIT GROWTH Top 10 (85:35)
- UNIT SALES Top 10 Unit CLUB
- BEAT YOUR BEST UNIT CLUB over 2019 Unit Club
- SHAW AREA Court of SALES and SHARING
- Double National COURT (DIRECTORS and CONSULTANTS)
- Triple Court SHAW AREA = Unit Club, 1 National Court and the other SHAW AREA Court
- ROOKIE of the YEAR (not received previously)
- MOST IMPROVED

AWARDS FOR WHICH THERE IS NO REPORT AND NEED NOMINATION OR RSVP

SHAW AREA DIRECTOR AWARD OF EXCELLENCE

For Seminar Year July 1 to June 30: 100+ Unit Members; 1+ New Offspring; Cadillac; personal 4 quarter STAR; one Shaw Area Court; the other National Court; Beat last year's UNIT CLUB by min. $50k retail

NEW DIRECTOR AWARD OF EXCELLENCE

Debut with 40+ unit members (4 months from month ONE DIQ) + $40k DIQ production + On the Move Achievement first 3 months + min 2 Red Jackets

NEW DIRECTOR GRAND SLAM

Completing all 3 New Director programs (and has not received Seminar recognition prior)

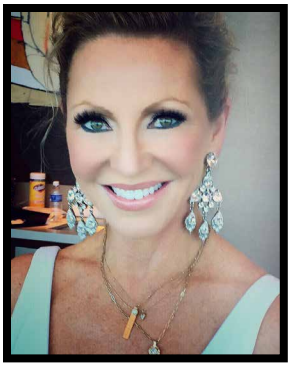
RED ROOKIE OF THE YEAR

To one of your REDS or New Directors debuting Feb.1-July 1. [New Directors debuting July 1-Jan 1 will be ranked in Official Company Rookie of the Year since they will have 6+ mos. tenure]. You must write the letter for nomination on time. One who excels in selling, team building, MK Go-Give heart and moving up the Career Path. Four quarter stars and bonus and reds on her team - must attend Seminar.

SHAW AREA CONSULTANT AWARD OF EXCELLENCE

1. Attending Seminar
2. Four Quarter Star
3. One Shaw Court/the other Unit Court (specify)
4. Moved up in red since last Seminar (specify from what to what)
5. Bonus: has reds on her team!

S E M I N A R 2 0 2 0



Pamela Waldrop Shaw

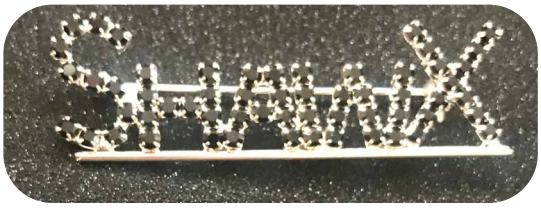
Executive Senior National Sales Director

108 Talbott Drive

Bowling Green, KY. 42103

CONSULTANT AWARD OF EXCELLENCE

4 Quarter All Star
Move up and Red by June 30th
(from July 1)
One Unit Court
The Other Shaw Area Court
EARNS THE SHAWX PIN!



SHAWTIME01

A Million $ Legacy

two shawXTime promos for you and your prospects to "win" this month!

PROMO 1: $100 DAYS

when you have a $100 day, text Pam at 270.245.1930 with the word:

BOSS

At the end of the month, when we have 100 entries, you will be entered in a drawing to win a $100 gift card or $200 in Mary Kay products!

PROMO 2: CAREER CHATS

during your career chats, have your prospect text Pam at 270.245.1930 the word

SHARE

She will receive a text back asking for the name of her Consultant. At the end of the month, she will be automatically entered into a $100 d rawing. When we have 100 entries, her recruiter (you) will be entered into a drawing to win a $100 gift card or $200 in Mary Kay products!

270.245.1930

#ShawTime•••