

THE SHAWTIMES UNIT




Pamela Waldrop Shaw


EXECUTIVE NATIONAL SALES DIRECTOR

September 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!

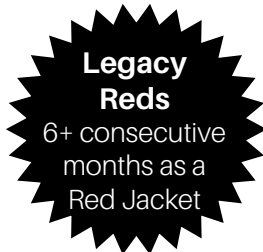
DIQS!



Lynda
Month 3



Karen
Month 1



LEGACY REDS



Karen



Lynda



Dawn



Ruthi



Barbie



Kaye

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

CONGRATULATIONS QUARTER 1 STARS

June 16 - September 15



Lynda
Pearl



Melissa
Pearl



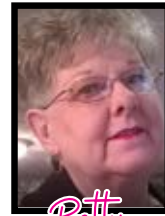
Linda
Diamond



Karen
Diamond



Kristen
Diamond



Betty
Ruby



Benita
Ruby



Dawn
Ruby



Marie
Sapphire



Debbie
Sapphire



Kitty
Sapphire



Debora
Sapphire



Teresa
Sapphire



Annalaura
Sapphire



Shannon
Sapphire



QUARTER 2 STARS!

ON-TARGET ALL STARS

All Quarter 1 Stars are on-Target!

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!



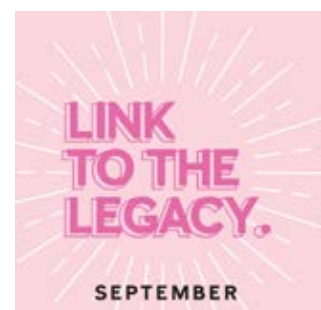
LOOK WHO INVESTED IN PRODUCT LAST MONTH!

Lynda Crick
Barbie Turner
Kitty Eller
Shirley Trupe
Kristen Lowe
Melissa Lutz
Annalaura Sanchez
Cindy Elder
Katherine Manley
Benita Conn
Crystal Consylman
Stephanie Oulton
Dawn Eisenhauer
Melissa Mason
Kara Jones
Shannon Blakesley
Debbie Grube-Taylor
Rebecca Eberly
Karen Weaver
Linda Loud
Debora Gribble
Amy Haas
Jill Hutchison
Tamara Boyhont
Sylvia Schyberg
Linda Miskinis
Teresa Billingsley
Dottie Sheffield
Lorelei Keeton
Barbara Whitlock
Amy Hankins
Stephanie Thomas
Christy Potter
Eva Jirout
Amy Morris
Rebecca Remsburg
Cynthia Hollberg
Jessica Stewart
Melanie Wohlers
Stacy Boyce
Kristin Green
Lisa Turner
Larissa Bartley
Janet Bass
Brenda Long
Kimberly Lindsey
Betty Williams
Caren Hersey
Karen Beadnell
Tammy Jordan
Jennifer Shoulders

Adriana Muth
Beth Kurtz
Patrice Mull
Leslie Doty
Monica Kercheval
Freda Smith
Michelle Kelchner
Emily Leavins-Sketo
Susan Gillespie
Susan DuBose
Pamela Midboe-Penn
Arlene Lopez
Charlotte Brown
Wendi Cawley
Katrina Weaver
Cecilia Griffin
Michelle Harding
Donna Moyer
Randi Amaya
Brandi Ennulat
Sharon Kropf
Jean Horning
Linsey Decker
Kim Harnish
Teresa Martin
Laureen Gibbel
Maureen Ruff
Lorie Dodson
Lisa King
Paula Broadway
Kathy Braddy
Vanessa McDonald
Gaylene Stanley
Sheila Johnson-Ramdhane
Angela Pinto
Beth Engle
Cindy Hauser
Laura Trimble
Karena Hernandez
Karen Riesenber
Denise Boyd
Brook Green
Marlene Alligood
Suzie Dixon
Heidi Sauder
Kimberly Jordan
Margaret Mason
Nada Denison
Sheila Burkhart
Tracy Clayton
E'Dwina Piggott

Ruthi Schultz
Kathy Phillips
Connie Miller
Mary-Kate Tomek
Teresa Gilliam
Brenda Kellam
Rory Lee
Vicki McDaniel
Pamela Sears
Mary Smith
Marie Agenor
Donna Engebretson
Megretha Haughton
Sarah Kilhefner
Kim Hardison
Sue Zukor-Ouro
Felisa Swanson
Tonya Wynn
Kymberly Richardson
Cathy Miller
Barbara Boisselle
Debra Harper
Johnna Cline
Amanda Trapp
Tabatha Castillo
Erica Cline
Misty Latham
Renee Howell
Ashley Hurd
Elizabeth Redway
Corinne Bulley
Carol Weaver
Linda Lutz
Erin Scott
Peggy Madison
Gay Ann Tangen
Maxzine Hankerson
Patricia Weaver
Judy Bush

*Names in **BOLD** are SPARK ACHIEVERS



HAPPY ANNIVERSARY

	YEARS
Rory Lee	27
Faith Stauffer	25
Jean Horning	24
Eva Jirout	21
Desiree Stoltzfus	20
Kristin Green	18
Patti Canepa-Hughes	18
Arlene Ledford	17
Connie Schrum	17
Kelli Hudson	17
Diane Harrison	17
Stephanie Thomas	16
Freda Willoughby	16
Stephanie Henry	14
E'Dwina Piggott	11
Carrie Clark	9
Jennifer Sperry	9
Monique Exume	9
Dana Lester	8
Denise Boyd	8
Katherine Thornton	7
DuAnne Seeley	6
Christine Ostrander	5
Bonnie McDaniel	4
Vanessa McDonald	4
Vicki McDaniel	4
Susan Longenecker	4
Cyndy Rideout	3
Lisa Grant	2
Rebecca Remsburg	2
Denisa Thomas	2
Rhonda Hall	1
Christel Elsea	1
Natasha McGraw	1
Yudelka Baez	1
Tammie Pierce	1
Holly Binderup	1
Annette Keene	1
Lisa Henning	1
Lauren Overfelt	1
Sarah Nelson	1

LOVE CHECKS Recruiter Commissions

13% Commission

Lynda Crick
Karen Weaver

9% Commission

Susan Gillespie
Ruthi Schultz

8% Commission

Barbie Turner

6% Commission

Dawn Eisenhauer
Rebecca Remsburg

4% Commission

Tamara Boyhont
Terri Chaney
Stephanie Dotson
Rebecca Eberly
Kitty Eller
Debora Gribble
Debbie Grube-Taylor

Michelle Harding
Jean Horning
Sheila Johnson-Ramdhané
Monica Kercheval
Sarah Kilhefner
Melissa Mason
Bonnie McDaniel
Vanessa McDonald
Connie Miller
Stephanie Thomas
Betty Williams

COURT MONTH ACHIEVERS

National Court \$1500 WS • 2 Qualifieds

Area Court \$750 WS • 1 Qualified

Unit Court \$400 WS • 1+ NEW

National Sales

Lynda Crick
Barbie Turner

Area Sales

Kitty Eller
Shirley Trupe
Kristen Lowe
Melissa Lutz
Annalaura Sanchez
Cindy Elder
Katherine Manley

Unit Sales

Benita Conn
Crystal Consylman
Stephanie Oulton
Dawn Eisenhauer
Melissa Mason
Kara Jones
Shannon Blakesley
Debbie Grube-Taylor
Rebecca Eberly

Karen Weaver

Linda Loud
Debora Gribble
Amy Haas

Jill Hutchison
Tamara Boyhont
Sylvia Schyberg
Linda Miskinis
Teresa Billingsley
Dottie Sheffield
Lorelei Keeton
Barbara Whitlock
Amy Hankins
Stephanie Thomas
Christy Potter

Unit Sharing

Rebecca Remsburg
Terri Chaney
Benita Conn
Lynda Crick
Rebecca Remsburg
Annalaura Sanchez

WELCOME NEW CONSULTANTS

SHE SAID 'YES'

Denise Ballard
JoJo Dickerson
Maria Hinojosa
Anne Parker
Tamara Pierce
Madonna Priest
Jennifer Shoulders

SHE ASKED

Terri Chaney
Rebecca Remsburg
Annalaura Sanchez
Amy Morris
Benita Conn
Lynda Crick
Terri Chaney



SEMINAR SCOREBOARDS

July 1, 2020 - June 30, 2021



COURT OF SHARING

24 Qualified Team Members



Lynda

Queen of Sharing

CONSULTANT	QUALIFIED TM	TOTAL COMM.
Lynda Crick	2	\$178
Karen Weaver	1	\$58
Rebecca Remsburg	1	\$52
Betty Williams	1	\$32
Sharon Alicea	1	\$0

CONSULTANT	RETAIL	CREDIT	YTD TOTAL
Melissa Lutz	\$7,631	\$4,000	\$11,631
Lynda Crick	\$7,702	\$3,900	\$11,602
Dawn Eisenhauer	\$4,424	\$2,181	\$6,605
Kristen Lowe	\$4,399	\$1,273	\$5,672
Shannon Blakesley	\$3,611	\$1,662	\$5,273
Karen Weaver	\$3,984	\$1,215	\$5,199
Linda Loud	\$3,017	\$1,978	\$4,995
Kitty Eller	\$4,963		\$4,963
Barbie Turner	\$3,922	\$988	\$4,910
Benita Conn	\$4,739		\$4,739
Kara Jones	\$2,599	\$1,657	\$4,256
Melissa Mason	\$2,644	\$1,598	\$4,242
Debora Gribble	\$2,321	\$1,809	\$4,130
Yvonne Palm	\$0	\$4,000	\$4,000
Tamara Boyhont	\$1,953	\$2,030	\$3,983
Annalaura Sanchez	\$3,164	\$761	\$3,925
Kathy Phillips	\$2,107	\$1,007	\$3,114
Kimberly Lindsey	\$1,905	\$1,133	\$3,038
Vanessa McDonald	\$1,594	\$1,416	\$3,010

COURT OF SALES

\$40,000 Retail



Melissa!

Queen of Sales

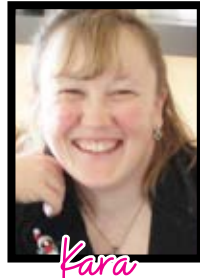


YOU CAN YOU DO IT!

Power Program Achievers

ENTRAPRENEURAL SUCCESS- 3 P'S

BOOK 10



5

POWER PROGRAM ACHIEVERS

CENTURY CLUB

Submit your results monthly to earn extra gifts at the end of the Seminar Year!

SHAWtime.pink

LEARN > I WANT TO GET RECOGNIZED

ENTER ALL LINKS

- BOOK 10
- POWER PROGRAM RESULTS
- MOVED UP IN RED
- CENTURY CLUB (NEW SKIN CARE SALES FOR THE MONTH)

epic entrepreneurs

thrilled to celebrate the Shaw Area Seminar 2020
epic entrepreneur achievers

2 WAYS TO BECOME AN EPIC ENTREPRENEUR

Earns the main necklace

1. A NEW Consultant this year who starts her business with \$3600 wholesale.
2. A SEASONED Consultant who has \$5000 regular line wholesale on their shelf + inventory and investment paid off to zero.

2 WAYS TO BECOME AN ELITE EPIC ENTREPRENEUR

Earns the layering necklace

1. A NEW (this Seminar year) Consultant who pays off their inventory investment to zero and has \$3600 wholesale on their shelf.
2. A SEASONED Consultant or Director who has \$8000 on her shelf with the inventory investment paid off.



LOOK WHO HAS EARNED THE EPIC ENTREPRENEUR NECKLACE

Sandy Galloway, Arbuckle
Renee Jeffries, Arbuckle
Lisa Lawson, Arbuckle
Linda Vittitoe, Artuckle
Sheila Smarts, Curry
JoAnn Jordan, Curry
Allison Alcineus, Curry
Tanika Franklin-Francis, Curry
Ruth Drewitt, Curry
Christy Rattray, Dodge
Linda Blackburn, Gingrich
April Barber - Gingrich
Margaret McCabe, Gingrich
Miriam Arenas, Guajardo
Jessica Dominguez-Garza
Felicia Nash, Lee
Jeanette Gandolfo, Lovvorn

Tiffany Huerta, Maldonado
Erika Guajardo, Maldonado
Kelley Heller-Veila, Maldonado
Angelia Nunn, Maldonado
Denise Harris, MacFlippen
Marilyn Esquilin, MacFlippen
Colleen Greenbaugh, Pettet
Jamie Mack, Powell
Lynda Crick, Shaw
Michelle Harding, Shaw
Pam Midboe Penn, Shaw
Barbie Turner, Shaw
Monica Kercheval, Shaw
Yvonne Palm, Shaw
Stephanie Thomas, Shaw
Christy Richards, Stanley
Lisa Gale, Weaver

LOOK WHO HAS EARNED THE EPIC ENTREPRENEUR LAYERING NECKLACE

Directors
London Arbuckle
Cindy Machado-Flippen
Nancy Powell
Debbie Dodge
Erika Guajardo
Tina Samuels
Coty Maldonado

Consultants
Lisa Lawson, Arbuckle
Kelly Vela, Maldonado
Colleen Greenhalgh, Pettet
Dawn Eisenhauer, Shaw



CLUB RED

Results as of September 30, 2020

DIQ



Lynda



Karen

TEAM LEADERS

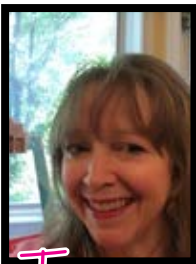


Susan

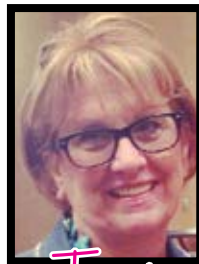


Ruthie

STAR TEAM BUILDERS



Tamara



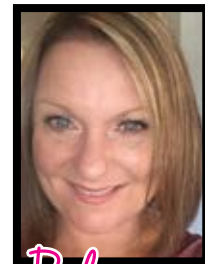
Terri



Dawn



Kaye



Rebecca



Barbie

2020-2021 SEMINAR WINS

SEMINAR CELEBRATION DINNER - The Celebration Dinner in Dallas **at official Seminar is extended to EVERY Sales Director via 4 options*

1. **Top 5 UNIT BUILDING** Directors (min. 85:35)
2. BEAT YOUR BEST 2020 UNIT CLUB + debut 2 Offspring
3. BEAT YOUR BEST 2020 UNIT CLUB **AND** Increase your July 1 UNIT size by 100 on June 30
4. TRIPLE STAR (must beat 2020 Unit Club and w/ \$4k in Court of Sharing commissions)

EPIC FAMILY LEGACY WEEKEND (SAVE THE DATE: AUG 20-22, 2021)

Spend the weekend with your favorite NSDs Pam Shaw, Julia Burnett, & Leah Lauchlan and their top achievers. Get invited by:

1. Being a 2021 UNIT CLUB DIRECTOR;
2. Be a member of the National Court of Sales or National Court of Sharing (Consultants and Directors) *Directors will have more time AT the house (than consultants)*
3. #1 Unit Growth from each AREA (85:25 + \$500k) and Unit Club Directors who have 2+ new offspring debuts (in good standing June 30) during the seminar year will earn FREE accommodations!

TOP 5 REWARDS - UNIT GROWTH

- Min. to be in the court 85:35 and must be in a Unit Club
- Be #1 and receive all the Perks - must meet min. 85:35 & hit \$500k Unit Club
 - Celebration Dinner
 - Gift from Pam - Crown, Sash, suite upgrade & more!
 - Any additional rewards in Epic family (like BG Day)
 - Dallas Suite upgrades at OMNI (as available - based on SHAW AREA ATTENDANCE)
 - *Suites at the Omni are ONLY king beds, so when you register for seminar keep this in mind. If you have 2-3 roommates, you will not be eligible for upgrades per the Omni*

SHAW AREA DIRECTOR AWARD OF EXCELLENCE

For Seminar Year July 1-June 30: 100+ Unit Members; 1+ New Offspring; Cadillac; personal 4 quarter STAR; One SHAW Area Court; the other NATIONAL Court

SHAW AREA 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 DIR 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 by July 6. One who excels in selling, team building, MK Go-Give heart and moving up the Career Path. Four QUARTER STARS and bonus: REDS on her TEAM; ***Must attend Seminar*

SHAW AREA CONSULTANT AWARD OF EXCELLENCE

Receive the SHAWX pin with BLACK STONES

1. ATTENDING SEMINAR
2. FOUR QUARTER STAR
3. One SHAW COURT/the other UNIT COURT (define)
4. MOVED up in RED since LAST Seminar (from what to what)
5. BONUS - has REDS on her team!

SEMINAR BANQUET RECOGNITION

- UNIT GROWTH- Top 10
- UNIT SALES- Top 10 Unit CLUB
- BEAT YOUR BEST UNIT CLUB over 2019 Unit Club
- SHAW AREA Ct 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



ShawXtime

NATIONAL AREA

CONSULTANTS & DIRECTORS

\$20,000 RETAIL

1 JULY 2020 THROUGH 30 JUNE 2021

Earn this gorgeous crystal & sterling silver bracelet

FROM YOUR ENSD PAMELA WALDROP SHAW

at Seminar for completing the Princess Court of Sales for Seminar 2021!

Princess Court Achievers

SEMINAR 2021

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 drawing. 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



SPARK A CHAIN REACTION

SEPTEMBER RESULTS

LOOK WHO EARNED THEIR SPARK JEWELRY WITH A \$600+ WHOLESALE ORDER!



OF MONTHS EARNED