



Mona Butters
National Sales Director
Mary Kay Cosmetics

Mona's Millionaires

Welcome to Mona's Millionaires, **the 1st Million Dollar Unit in Iowa, 2 years in a row!** You are on the threshold of an exciting new career. The opportunities with Mary Kay are unlimited. Part of my job as your Unit Director is to make you aware of these opportunities, but the decision to take advantage of them is left up to YOU.

Allow me to introduce myself and to tell you how I became involved in Mary Kay. In March of 1976, after a facial and many calls from NSD Emeritus Shirley Hutton, I signed an agreement. I was a referral from a consultant that I met at a wedding. I am so thankful that someone did their follow-up. In the beginning, I was teaching full-time in the Bismark, North Dakota Public Schools as a Speech Therapist. Mary Kay was part-time for me. I was disillusioned with teaching and appreciated Mary Kay's philosophy of God, family and career. Within three months, I matched my salary, and declined my contract for the following year.

In December of 1976, I moved to Des Moines, which meant starting over. Ken and I have four adult sons. This career has allowed me to put my family's needs ahead of my career and still achieve success in this company. Mary Kay will allow you the same opportunities as long as you make a commitment to yourself and use the proper priorities as a guide to building your Mary Kay business. Involve your family in your goals and plans. Tell them about your successes but don't whine about the "failures". Remember what Mary Kay says, "We fail forward to success".

Mona's Millionaires debuted as a Unit in July of 1979 and as a National Area in 1997 and has been "growing strong" ever since. In 1984, we were #1 Unit in the Ruby area. As you grow your Mary Kay career and begin to know more about Mona's Millionaires, you will be increasingly proud of your "family".

The word UNIT stands for U N I Together. I am committed to working with you and you will match my time and expertise with your interest and activity!!

I am looking forward to working with you.

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