

# CYNTHIA L. GRESS



September 10, 2004

Name  
Address  
City, State, Zip

Dear :

Wow...I am so excited about the business plan you have chosen for yourself as you begin your new Mary Kay career. I will be looking forward to presenting you with your much deserved praise and recognition when you achieve your hearts desire. When I announce your accomplishment, our whole unit will acknowledge you with thunderous applause, I know it will be a wonderful moment for you.

I want you to know I am totally committed to helping you achieve this wonderful goal. Please call me when the plan we made is working or if we need to regroup.

Whenever I am about to begin something I often think back on a poem Mary Kay herself used to share with us. Because of her legacy, I now share it with you.

What you can do, or dream  
you can, begin it  
Courage has genius, power  
and magic in it.  
Only engage, and then the  
mind grows heated.  
Begin it and the work  
will be completed.

I look forward to working with you, encouraging you and supporting you as you begin those all important first steps to create the perfect Mary Kay Career for yourself.

Sincerely,

Cyndee Gress  
Independent National Sales Director