

# CYNTHIA L. GRESS



September 10, 2004

Name  
Address  
City, State, Zip

Dear:

Congratulations!!!!...You are right track to complete a SAPPHIRE star quarter!!! I can't wait to celebrate your success at our unit meeting, and at star night, a night created to acknowledge you, the top consultants in our unit! When you've completed this quarter you will receive your company prize and genuine SAPPHIRE for your ladder pin, as well as the gorgeous multi-colored jeweled necklace from me!

Just place a \$994.00 cumulative wholesale order by September 15, and we will be announcing your name as a top winner. Mary Kay always told us the Star Consultant program is the path to success in Mary Kay.

If you need help to make this happen, just give me a call. Remember, the sooner you call, the easier it is to get it fixed, and make this wonderful accomplishment happen for you! I'm reminded of a poem I actually got from Mary Kay:

Life itself can't give  
you joy unless you  
really will it.  
Life just gives you  
time and space; it's  
up to you to fill it.

Make this quarter shine!!! I know you can do it!

Sincerely,

Cyndee Gress  
National Sales Director