

NSD LEAH LAUCLAN

Leah began her Mary Kay business in March 2006. At the time Leah was right out of college teaching 3rd grade and saw Mary Kay as an opportunity to make a little extra money, but did not want much else out of the business. She was even a little embarrassed by the fact that she, a respectable teacher, was now a Mary Kay consultant. In fact, in the back of her mind, Leah wanted to prove that Mary Kay does not really work. But Leah approached Mary Kay with her characteristic its-all-or-nothing-attitude and her initial mindset quickly and radically changed.

Eight months after ordering her Starter Kit Leah and her team earned their first career car, ten months later she debuted as a Sales Director, only 16 months later Leah and her unit earned their 1st of now 4 pink Cadillacs. Leah currently drives a 2013 Cadillac Escalade Hybrid and will receive a free pink Cadillac every 2 years from now until retirement. That's 35 more years of free pink Cadillacs and free car insurance!

Leah was a Double Star Achiever 4 times, Triple Star Achiever once, finished the Court of Sales 3 times and Court of Sharing 2 times, finishing at #5 in Pearl in the Court of Sharing in 2010. Leah was the Shaw Area Rookie of the Year in 2007 and 2008 and broke a record in the Shaw National area to be the 1st unit to earn the Top Director Trip in their 1st full year, completing \$650,000 retail. Leah and her unit have achieved the Circle of Excellence 5 times in a row, with their top year being \$950,000 retail. Leah's unit was also the #1 unit in the state of Ohio for 3 years in a row and Top 10 in the Pearl Seminar 4 years in a row, finishing at #4 in Pearl in 2012 and #11 in the Nation in 2011.

Thanks to the Mary Kay opportunity, Leah and her husband Cliff have started their dream of traveling the world – they have been on trips to Munich, Germany, Rome & Florence, Italy, a luxurious Greek Island cruise, a romantic trip for 2 to St. Lucia, a week in Maui, Hawaii, 4 days in France and a week in a resort in Monaco, right on the Mediterranean Sea. Cliff & Leah will be traveling to Beijing, China in Sept for their next Mary Kay trip.

In November 2012, Leah debuted the UNLEASHED National Area, only 6 ½ years after ordering her \$100 Starter Kit; at that time Leah was the youngest National Sales Director in Mary Kay. Leah now leads a team of 200 women and has 20 directors in her National Area and 6 DIQs. Leah & the women in her National Area have earned 45 free Mary Kay cars, including 10 pink Cadillacs.

Leah's highest commission check for ONE MONTH has been over \$22,000. Leah & Cliff have 2 beautiful children, Ian who is 2 and Aria who is 3 months.

Leah is now passionate about the opportunity that Mary Kay offers to women. She believes her main role is to mentor and coach women to UNLEASH their potential and to be all that God created them to be. She plans to carry on Mary Kay Ash's original goal of enriching women's lives with this business opportunity. Let's welcome National Sales Director, Leah Lauchlan!

AS A DIRECTOR- Highlights

#2 Deans List 2007

5 Top Trips- 2008-2012—from FIRST full year as a DIRECTOR and every year! ALL UNIT CLUBS at \$650k >>

\$650k 2008; \$700k 2009; \$650k 2010; \$950k 2011; \$850k 2012

4 Cadillacs