



The 2010 Stoker Area Fall Retreat

Program

A Personal Message from Angie Stoker

Welcome! Are you ready for a weekend full of fun, recognition, sharing and learning? I hope so because you are embarked upon one of the best training events ever in Mary Kay!! The next few days can be the springboard to your goals for the remainder of the Seminar year and the rest of your career!



The Retreat is about you! Everyone is here to give you what you need to succeed. There are no secrets to success... we share whatever works with everyone. That means you too can be a teacher! I encourage you to share your knowledge with everyone.

Retreats are many things to many people. One of the most significant aspects of Retreats like this is that they are a measuring stick for your growth in Mary Kay. If this is your first Retreat, you'll probably be doing more listening than talking. You'll be taking notes to not miss any good points. If this is your second Retreat, you'll know what you want to learn and will be actively seeking out that knowledge. If you've been to several Retreats, you'll find that you are the one they're seeking knowledge from and taking notes about! What a great feeling to see how far you've come! Retreats do that.

I encourage you to get together and share your experiences. Have a great time and get to know one another. It will amaze you how much you have in common with someone you may have always looked up to. Hotel du Lac is a perfect setting for a relaxed exchange of ideas. Make the fullest possible use of it. If you are not being taught what you want to know... ASK! The answer is somewhere here at the Retreat.

Take advantage of all of the talent that will be in the Resort for the next few days. It will change your business!

For now, I want to welcome you to the Fall Retreat. You have made a commitment to your career by attending and we are making that same commitment to you. You are not alone! You will find your sister consultants and directors to be a combination of friends, mentors and cheerleaders.

Just let our belief in you carry you through!

Have a wonderful weekend! Affectionately

A handwritten signature in blue ink that reads "Angie Stoker".

Angela Stoker

Day Two - Saturday, October 16th

Day One - Friday, October 15th

The first day of the Retreat is a day to arrive in Ottawa or Montreal, travel to Hotel du Lac (about 2 hours from the Ottawa airport) and check in to the hotel. With the exception of the Directors' meeting (for Directors and DIQs) the day is at leisure to discover the wonderful amenities that Hotel du Lac offers. Check in early to discover how relaxing the hotel is! The evening's activities get underway at 7:00 pm and will get you excited about the next days' activities.

Time	Event	Location
noon - 7:00	Check in to the Hotel	Main Lobby
1:00 - 7:00	Registration Package Pick-up	Beauvallon Room
2:00 - 4:00	Directors' Meeting	Grand Prix Room
6:30 - 10:00	Opening General Assembly	Beauvallon Room
10:00 -	Check in to the Hotel	Main Lobby

Please Note:

With your registration package, you will have received a name tag, which is required to be worn at all times during the Retreat. This is especially true for meals (the continental breakfasts, coffee breaks and the buffet lunch on Saturday). Hotel staff have been informed to present a bill to anyone not in possession of a name tag.

There will be a \$25 charge to replace lost name tags, so please keep track of yours.

This will be a full day of fun, sharing and education at fabulous Hotel du Lac. A continental breakfast will be available in the Dining Room. Then we will have a combined class in the Beauvallon Room. Then we will separate into classes in various rooms throughout the hotel. We will break into groups of Consultants, Red Jackets, Directors and Husbands. The schedules for each of these groups follows in succeeding pages. Below are the events which are being held in common.

Time	Event	Location
7:00 - 8:00	Registration Package Pick-up	Beauvallon Lobby
7:00 - 8:00	Continental Breakfast (included)	Dining Room
8:00 - 9:30	General Assembly & Combined Class - A Class Act	Beauvallon Room
9:30 - 12:15	Classes (see schedules)	various
10:00 - 10:15	Coffee Break	
12:15 - 1:30	Special Lunch (included)	Dining Room
1:30 - 3:10	Afternoon Classes (see schedules)	various
3:15 - 4:00	Open Classes - How to Make 4 Times More Money	Beauvallon Room
4:00 - 7:00	Magical Closing Ceremonies Surprises and Rewards - You'll have a blast!	Beauvallon Room
7:30 - 11:30	Directors' Candlelight Dinner/Dance (for Directors, DIQs and husbands)	Dining Room (Library) & Lounge

**Directors' Classes (translated)
Saturday, October 16th
Grand Prix Room**

Time	Class	Teacher
8:00 - 8:30	General Assembly	Angie Stoker (Beauvallon Room)
8:30 - 9:30	A Class Act (Combined Class)	Nathalie Delisle (Beauvallon Room)
9:30 - 10:15	Make It Happen	Claribel Avery
10:15-10:30	Coffee Break	
10:30 - 11:15	Growing Unit Size to 100 & 200	Angie Stoker
11:15 - 12:10	Developing Offspring	Josée D'Anjou
12:15 - 1:30	Lunch	
1:30 - 2:15	Moving People into Red Jackets, Cars and DIQ	Mireille Morin
2:15 - 2:45	Becoming a Great Promoter	Angie Stoker
2:45 - 3:15	Building a Cadillac Unit	Chrissy Novak & Elaine Maeland
3:15 - 4:00	Being a Top 10 Director	Nathalie Delisle
4:00 - 7:00	Magical Closing Ceremonies Surprises and Rewards - You'll have a blast!	Beauvallon Room

**English Red Jackets' Classes
Saturday, October 16th
Beauchemin 2 Room**

Time	Class	Teacher
8:00 - 8:30	General Assembly	Angie Stoker (Beauvallon Room)
8:30 - 9:30	A Class Act (Combined Class)	Nathalie Delisle (Beauvallon Room)
9:30 - 10:15	Booking & Booking from Appointments	Lisa-Marie Massey
10:15 - 10:30	Coffee Break	
10:30 - 11:15	Selling & the Court of Sales	Teresa Lutterman
11:15 - 12:10	Closing - Selling, Booking and Giving Out Recruiting Literature	Anik Séguin
12:15 - 13:30	Lunch	
1:30 - 2:15	Recruiting & Doing the Court of Sharing	Luisa Rallo
2:15 - 2:45	Earning a Mary Kay Car	Chrissy Novak
2:45 - 3:15	Selling \$500 - \$1000 at Every Appointment	Kathy Quilty
3:15 - 4:00	Open Classes - How to Make 4 Times More Money	Beauvallon Room
4:00 - 7:00	Magical Closing Ceremonies Surprises and Rewards - You'll have a blast!	Beauvallon Room

**English Consultant Classes
Saturday, October 16th
Promenade Room**

Time	Class	Teacher
8:00 - 8:30	General Assembly	(Beauvallon Room)
8:30 - 9:30	A Class Act (Combined Class)	Nathalie Delisle (Beauvallon Room)
9:30 - 10:15	Preferred Customer Program	Louisa Hoddinott
10:15 - 10:30	Coffee Break	
10:30 - 11:15	Selling & the Court of Sales	Ruby Chapman
11:15 - 12:10	Getting & Keeping a Great Attitude - Doing Ladder of Success Every Quarter	Lorraine Upwards
12:15 - 13:30	Lunch	
1:30 - 2:15	Earning a Mary Kay Car	Elaine Maeland
2:15 - 2:45	Recruiting & Doing the Court of Sharing	Josianne Boily
2:45 - 3:15	Booking	Cindy Levesque
3:15 - 4:00	Open Classes - How to Make 4 Times More Money	Beauvallon Room
4:00 - 7:00	Magical Closing Ceremonies Surprises and Rewards - You'll have a blast!	Beauvallon Room

**Husbands' Classes
Saturday, October 16th
Vertige Room (above the bar)**

Time	Class	Teacher
9:00 - 9:30	The Corporate View	Vice-President of Mary Kay Canada, Lynda Rose
9:30 - 10:15	Mary Kay Support	Stan Stoker & Alain Lefevbre
10:15 - 10:30	Coffee Break	
10:30 - 11:00	Mary Kay Support (cont'd)	Michel Morin
11:00 - 12:10	Day to Day Help	Alain Lefevbre
12:15 - 13:30	Lunch	
1:30 - 4:00	Round Table Discussion and Special Visit from Top Directors	Angie Stoker Mireille Morin Nathalie Delisle
4:00 - 7:00	Closing Ceremonies Surprises and Rewards - You'll have a blast!	Beauvallon Room

Weather permitting, husbands who wish to enjoy the surroundings or a game of golf are welcome to do so. Most golf courses in Mont Tremblant will be closed with the possible exception of La Belle.

We will discuss the location of the Panel Discussion at the end of the morning classes. In past years, we have gone into the village of Mont Tremblant and selected a "brasserie" to discuss our roles in our ladies' businesses, or we stayed in the hotel and moved the discussion to a more relaxing (and refreshing) venue.

Of course, husband are also welcome to attend any of the afternoon classes with their wives.

Day Three Sunday, Oct 17th Directors' Retreat Grand Prix Room

The third day of the weekend is a special Directors' Retreat, designed to provide Directors and DIQs with the advanced tools you need to succeed in Management in Mary Kay. We will start with a continental breakfast and a short Opening Assembly in the Grand Prix Room. After that, we will continue with classes and discussions.

Time	Event / Class	Speaker
8:00 - 9:00	Continental Breakfast	
8:00 - 9:00	Check Out of Hotel	
9:00 - 9:30	The Top Director Trip	Josée D'Anjou Mireille Morin Nathalie Delisle
9:30 - 10:30	Building a National Area	Mireille Morin Josée D'Anjou
10:30 -12:00	Becoming a Mary Kay Millionaire	Angie Stoker

Husbands' Sunday Activities

9:00 - 11:00	Husband's Extended Breakfast Meeting
11:15	Hotel Checkout

Note:

At the time of writing this, it is understood that "La Belle" golf course will be open. Weather permitting, husbands can elect to play a round of golf in the morning. We will discuss the details during the Husbands' Class on Saturday.

L' essentiel

L' essentiel
C' est d'partager
Le reste importe peu
À part les pauses beautés
Ou vous allez trouver
Ces femmes extraordinaires
Qui auront le goût
De faire comme vous

L'essentiel
C'est d'les aimer
Et de leur enseigner
Tout ce que vous savez
Et si c'est pas assez
Faudra s'améliorer
Pour pouvoir continuer
La mission de Mary Kay

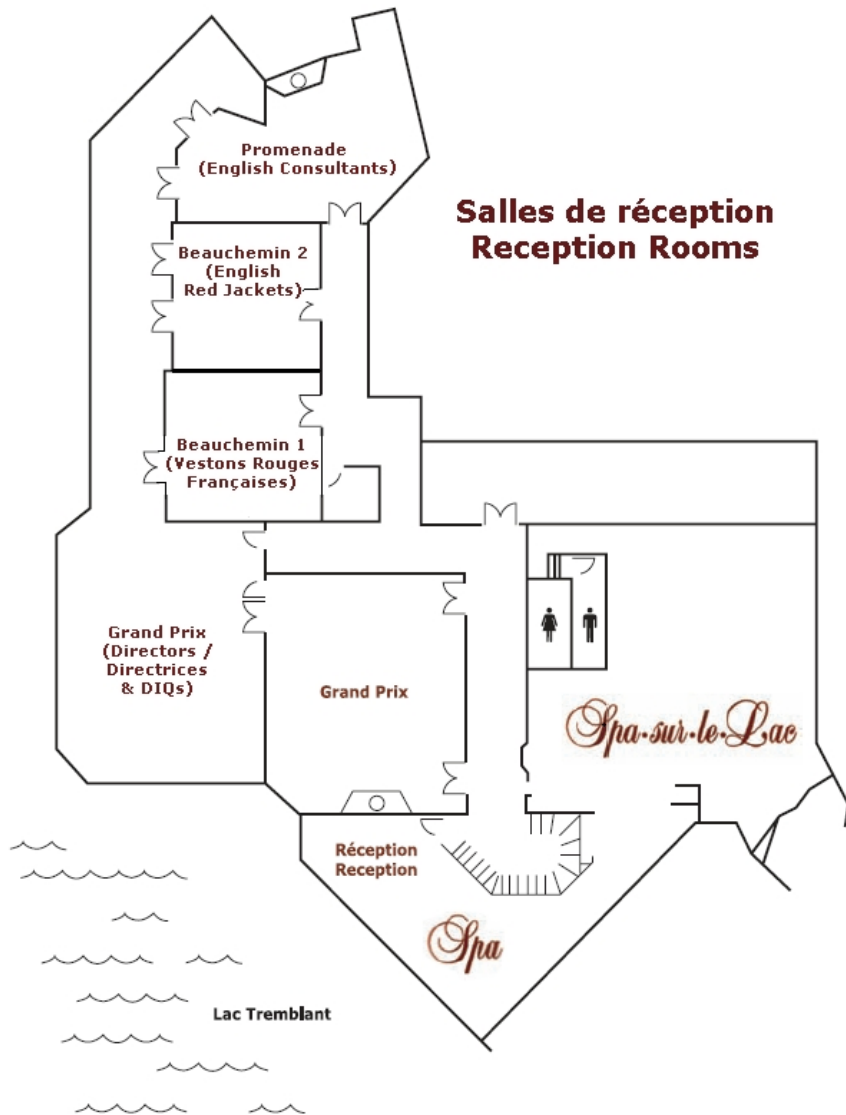
Je crois que l'important
C'est de croire en nos rêves
Et de les protéger
Quoique qu'il puisse arriver
Merci à Mary Kay
De nous avoir donné
La possibilité de les réaliser
Et d'avoir en nos gens
Des sentiments si forts
Qu'ils pourraient avancer
Parce qu'on les a aimés
C'est d'les aimer encore
Et toujours
Pour toujours

The Essential

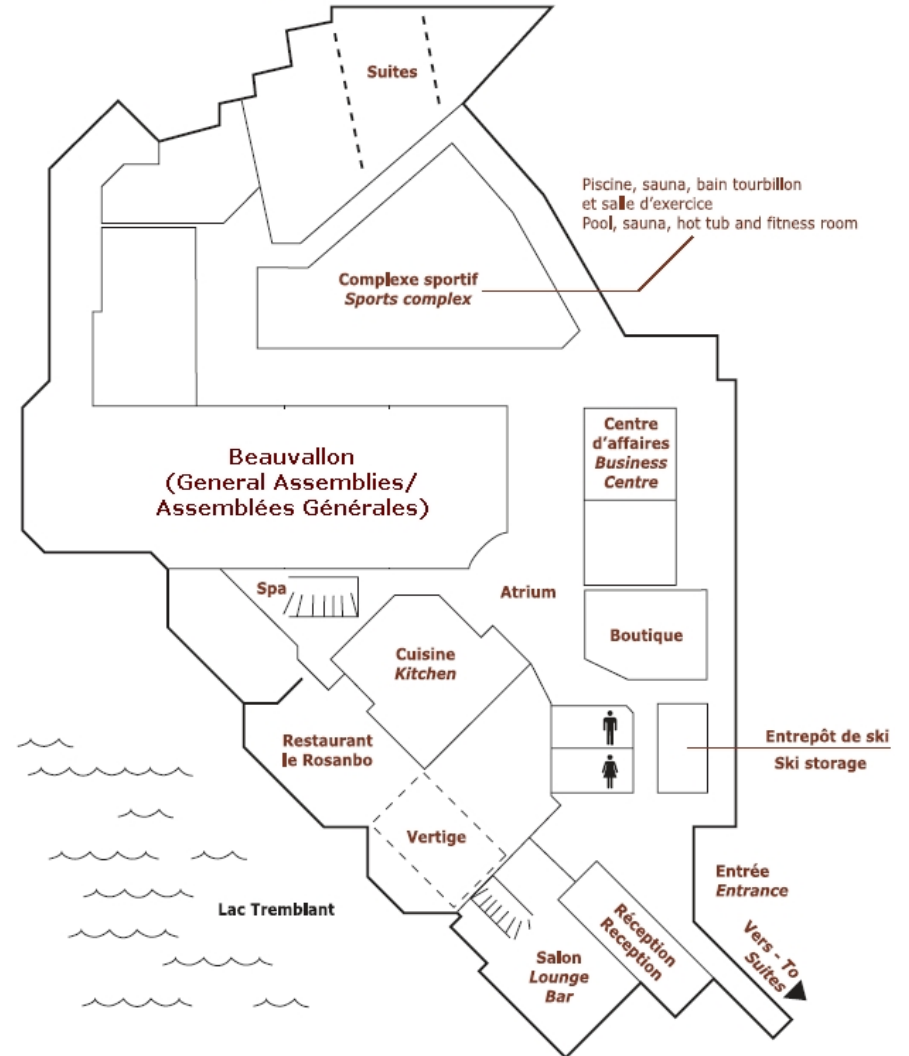
The essential
Is to share
The rest doesn't matter
Except our beauty pause
Where your going to find
Those wonderful women
Who would like to do
Just like you

The essential
It's to love them
And to teach them
Everything you know
And if it's not enough
We'll have to get better
So we can continue
The Mary Kay mission

I think the importance
it's to believe in our dreams
And to protect them
What ever happens
Thank you Mary Kay
For giving us the possibility
To realize them
And to have in our people
Such strong feelings
That they could move ahead
Because we loved them
It's to love them again
And always
For ever



Niveau Réception | Reception Level



Stoker Area Top Ten Directors

(As of September 30, 2010)



#1 - Nathalie Delisle



#2 - Mireille Morin



#3 - Josée D'Anjou



#4 - Josianne Boily



#5 - Diane Poulin



#6 - Danielle
Theriault



#7 - Louisa
Hoddinott



#8 - Claribel Avery



#9 - Julie Ricard



#10 - Chrissy Novak