

MARY KAY COSMETICS  
BIRGIT JOHNSON  
SELBSTSTANDIGE SENIOR NATIONALE  
VERKAUFSDIREKTORIN  
GERMANY

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- MY STORY SEEMS LIKE THE FULFILLMENT OF A POEM THAT MARY KAY ONCE SENT TO ME:

***I HAVE A PREMONITION THAT SOARS ON SILVER WINGS.  
IT'S A DREAM OF YOUR ACCOMPLISHMENTS OF MANY WONDROUS THINGS.  
I DO NOT KNOW BENEATH WHICH SKY OR WHERE YOU'LL CHALLENGE FATE,  
I ONLY KNOW IT WILL BE HIGH. I ONLY KNOW IT WILL BE GREAT!***

**MY DREAM THAT STARTED 1982 IN LEESVILLE, LOUISIANA.**

MY EX-HUSBAND AND I WERE STATIONED IN FT POLK ; LA WITH THE  
WITH THE US-ARMY FOR 3 YEARS AND EVEN SO, I WAS BUSY AS AN  
REG. NURSE WITH A LITTLE BABY BOY AND GOING TO SCHOOL FOR MY  
US INTENSIVE CARE LICENSE, I WAS BORED.

BEING A HOSTESS FOR A „ MARY KAY-PARTY“ SEEMS FUN AND I  
BECAME A HOSTESS MORE THAN 5 OR 6 TIMES. EVEN SO MY CONS ASK  
ME TO BECOME A CONS. IT WAS NOT EVEN ON MY MIND TO „ SELL“  
ANYTHING UNTIL THE DAY I MET EXC. SEN. SALES DIR. CINDY WILLIAMS  
DURING A HOSTESS APPRECIATION DAY. BEING A „ TYPICAL“ GERMAN  
WOMAN ALL THE CLAPPING AND SINGING SEEMED *VERY SUSPICIOUS*  
TO ME AND I THOUGHT TO MYSELF: „ WHAT A GREAT SHOW THE  
PUTTING ON „

- BECAUSE ALL THIS HAPPINESS COULD NOT BE REAL! SO AFTER THE  
MEETING CINDY ASK ME THE QUESTION IF THERE WAS ANY REASON,  
WHY I COULDN' T GET STARTED TODAY AND RECEIVE ALL OF MY OWN  
PRODUCTS FOR 1/2 PRICE FOR THE REST OF MY LIFE!

WELL - THAT DID IT ! MY REASON TO GET STARTED WAS JUST TO GET  
ALL „ MY“ MARY KAY 1/2 PRICE!!! BUT AFTER MY CONS.GUIDE BOOK  
ARRIVED AND I READ ALL THE POINTS ON HOW TO GET FROM A TO B IT  
WAS LIKE A DREAM COMPANY OPENING UP RIGHT IN FRONT OF MY EYES  
- BUT AGAIN - *TOO GOOD TO BE TRUE!!!*

TWO YEARS LATER (1984) I HAD TO GO BACK TO GERMANY.

ON MY DAY LEAVING LEESVILLE, CINDY AND I STARTED TO SHARE A DREAM:

- CINDY SAID: MARY KAY WILL OPEN UP IN GERMANY ONE DAY AND YOU WILL BE THE FIRST DIRECTOR THERE!
- I SAID: Y E S. AND I WILL MAKE SURE, THEY GIVE OUT PINK MERCEDES AND I WILL BE THE FIRST ONE GETTING ONE!
- CINDY SAID: AND BY THAT TIME I WILL FULFILL MY DREAM AND I WILL OWN A RANCH OVER THE TOP OFF SAN ANTONIO, TEXAS
- AND I SAID: YES, AND I WILL COME AND VISIT YOU AND YOU WILL COME TO GERMANY WHEN I BECAME A NSD AND WE WILL SIT TOGETHER IN THE HOFBRÄUHOUSE (MUNICH) AND HAVE A GERMAN BEER!!!

#### WHAT HAPPEN TO OUR DREAM?

- MARY KAY COSMETICS STARTED OPERATIONS IN GERMANY 1986
- I DID BECAME THE FIRST DIR. WITH A PINK MERCEDES 1987
- THE YEAR A BECAME A NSD THE US LEADERSHIP CONFERENCE WAS HELD IN SAN ANTONIO TEXAS AND I SAT ON A WONDERFUL PORCH OF CINDY WILLIAMS HOME, OVERLOOKING THE GREAT CITY OF SAN ANTONIO., TX
- THE SAME YEAR THE TOP DIRECTOR TRIP FOR THE US DIRECTORS WAS GOING TO..... **MUNICH GERMANY!!!!!!** AND GUESS WHO WON IT ? YES YOU ARE RIGHT..... CINDY WILLIAMS!!!!!!!!!!!!!!
- AND GUESS WHO DROVE TO THE HOFBRÄUHOUSE WITH A PINK CONVERTIBLE MERCEDES BENZ TO GREET HER ?????
- „ DREAMS COME TRUE“ IN THIS WONDERFUL COMPANY !!!!

THIS IS JUST ONE OF MY ENDLESS NUMBER OF DREAMS ON  
„ SILVER WINGS“ THAT HAVE BEEN FULLILLED THROUGH THIS  
AMAZING COMPANY WHERE I CAN LIVE MY PRIORITIES OF GOD FIRST,  
FAMILY SECOND AND CAREER THIRD!

THIS IS “ MY” DREAM FULLFILLED - START TO BEGIN YOURS  
TODAY!!!

LOVE YOUR NSD BIRGIT JOHNSON.