



THE  
FUTURE



COMPASS



NATIONAL



AREA

Nancy DeFina Alta Loma, CA (909) 941-4142 phone (909) 257-4100 text ndefina@marykay.com  
www.compassarea.com

Independent Senior Sales Director

## Nancy DeFina

Alta Loma, California

### FORMER OCCUPATION:

Museum Curator

### THEME SONG:

"Follow Your Dreams" by Poco

### CAREER HIGHLIGHTS:

Began, April 1996; Grand Achiever Car Winner, January 1997; Independent Sales Director, March 1998; driving seventh Pink Cadillac; Star Consultant 73 quarters; Monthly Go-Give Award, October 2010; National Queen's Court of Sales 11 times, Top 20 twice; Gold Medal Winner 16 times; National Queen's Court of Sharing 3 times, Top 20 twice, once as 1st Runner-Up; Seven time Star Achievement Winner; Two time Triple Star Achievement Winner; Circle of Achievement 17 times, Top 20 once: \$300,000, \$350,000 twice, \$400,000 5 times, \$450,000 twice, Half-Million Dollar Circle 3 times, \$550,000 twice & \$600,000 twice. Highest monthly paycheck: \$15,773.28

### FAST FUN FACTS:

Motivated by: hard-working people and the feeling that comes from accomplishing my goals

My best asset: a never-give-up attitude

**"What lies behind us and what lies before us are tiny matters compared to what lies within us." Ralph Waldo Emerson**

Nancy DeFina never imagined a career in cosmetics or sales because she didn't wear make-up, didn't own a dress & didn't think too highly of direct sales professionals. "I just didn't think I was the type". But with a job in a non-profit museum, which Nancy says was "non-profitable" for her, she needed extra income. "I had fallen in love with Mary Kay skin care and the service I got from my Beauty Consultant. I figured I could, at least, share *that* with other women." What she never expected was how quickly success would come. She replaced her full-time income in two months.

Her first two years were spent as a Beauty Consultant, while continuing her education and part-time non-profit work. "I still did not expect my Mary Kay business to become my career." But after earning her first car and over \$20,000 each year working 6 to 10 hours a week, it just seemed to make more sense to pursue Directorship in Mary Kay. "I absolutely loved helping women look and feel better & I loved helping the women on my team have the same financial resources I was enjoying." She debuted as a Fabulous 50s Director just 4 months after making her decision.

In the last thirteen years, Nancy has built her Unit, the Success Express, to become one of the largest in Mary Kay. Over the years, her Unit has earned 9 more cars, six of which have been the elite Pink Cadillac and she has mentored 8 women to the position of Sales Director. They are honored to be one of the top three Units in Southern California and were recognized among the top 150 Units nationwide at Seminar 2011, Mary Kay's annual convention. Their goal is to become the Inland Empire's first Million Dollar Unit and develop 20 leaders to form the Compass National Area by 2015.

For all this Nancy has won over 42 carats of diamonds and paychecks well over \$10,000 a month! She and her husband Rick, who has now left his career in the arts behind as well, live and work together in their 4000 sf home in the San Gabriel foothills. "We have had a fairy-tale life come true because of my Mary Kay business. We live according to our values, are able to eat healthy and exercise, have less stress, more time *and* more money. I work with a Company that is ethical and moral and with women who strive for excellence. What could be better than that?"

Nancy encourages anyone who loves Mary Kay products to give this opportunity a try. "You just never know. I never could have imagined I would flourish in this Company. If you have a dream in your heart and a willingness to learn, you too, can enjoy a life of abundance and happiness through Mary Kay."