

The Ride of Her Life

Independent Future Executive Senior Sales Director Cindy Machado-Flippen of Secaucus, N.J., describes her life – and her Mary Kay business – as a roller coaster ride. It's a journey filled with highs and lows and unexpected twists and turns. Her story shows that no matter what you do or where you land, the Mary Kay opportunity is there for you, and anything is possible.



Cindy grew up in South Florida in a loving family. "The door was always open at our home," Cindy says. "My parents loved people and helping others." This is something that Cindy finds she can do through her Mary Kay business and her faith.

Cindy was 18 the *first* time she became a Mary Kay Independent Beauty

Consultant. "I came home from my first semester of college and didn't go back," she says. "Ms. Waldrop, my high school English and dance teacher, had just started her Mary Kay business and encouraged me to join. She is now **Independent Executive National Sales Director Pamela Waldrop Shaw.**"

Cindy jumped in feet first. She traveled to Dallas for Seminar and went home eager to get started. But by the following summer, Pamela was an Independent Sales Director, and Cindy quit her Mary Kay business. "I was waitressing, partying and attending and dropping out of school again. Four years later, I moved on to my next ride – marriage!"



On the Move

Cindy moved to Naples, Fla., with her husband and signed her Independent Beauty Consultant Agreement again. "It was April, and I had been in Naples about a year," she says. "I made plans to attend Seminar and decided I **MUST** try for the Independent Beauty Consultant Court of Personal Sales. I wanted to

walk across the stage on Awards Night. And I did it! I also earned the use of a Mary Kay Career Car, but life happened, and I hit what I call post-car-dom depression."



The rest of the year, Cindy was on-again, off-again with her Mary Kay business. "Seminar 1993 was fast approaching, and this time I wanted to debut as an Independent Sales Director. I worked hard and I did it. Then we moved to New Jersey."

With the move came bumps in the road. "My marriage was a mess, and my unit was down to 17 Independent Beauty Consultants. I hadn't held a party in over a year. I lost my role as Independent Sales Director and the use of my Mary Kay Career Car."

As she met more people in her new city, Cindy started holding parties and team-building again. She earned the use of a second Mary Kay Career Car and became an Independent Sales Director again. "Instead of holding parties though, I went back to my party ways! I had made so many bad decisions and had damaged relationships, I couldn't get it right and didn't feel good about myself. I was at a crossroads and had to make a decision. I loved my Mary Kay business and wondered when and if this cycle would stop."





Laser Focus

Cindy decided to make a change. "I cut out the party scene, the husband and the excuses," she says. "I moved into a one-bedroom apartment and had no friends or family close. It was lonely and it was hard, but I didn't give up. I started taking care of myself, exercising and listening to motivational tapes. I took responsibility for my actions and went to work."

The next year, Cindy returned to Seminar, but she sat toward the top of the arena with one of the Independent Beauty Consultants



on her team. She was starting over again, but she had faith she could do it. "When I got home, I remember walking up the steps to my apartment with my bags and thinking, 'I can do this!' That next year we earned the use of a pink Cadillac and my first Seminar Circle of Achievement. It was so incredible after 11 years of working my Mary Kay business! But the big change happened when I found my way back home. I walked into Christ Church in Montclair, N.J., and was embraced and overwhelmed by God's love for me and complete forgiveness! My Mary Kay business skyrocketed (see Cindy's Accolades). The numbers were unexplainable, and for the first time in my life, I felt clean. I found freedom and peace that surpasses all understanding!"

Always Another Chance

Through everything, Cindy's Mary Kay business has been there for her. "Mary Kay has been my safe place to grow and to fall," she says. "There's always someone to pick you up and encourage you. A new month, a new year, a new goal. Always another chance! I thank God for Mary Kay! I have the best friends in the world because of it, and I am surrounded by greatness!"

Cindy and her team continue to work hard and achieve new levels of success. "We are focused on one mission: to move women to freedom," she says. "Freedom from fear, past mistakes, inadequacies and financial worries. Freedom to be with their families, to be themselves and to be great!"

With leaders in New Jersey and the Seattle area, Cindy's team has 12 red jacket achievers and eight more on-target in the next two months. "Thank you to my entire team, and especially my offspring Independent Sales Directors, for being rock-solid leaders and pillars in our developing National Area. In times when everything could have fallen apart, a movement began instead. When I've needed others to step up, they have. More team-building, more sales, more stars, more team spirit and more encouragement than ever! And a very special thank-you to my husband, Curtis Flippen. He has brought a steadiness and order to my life. His love for family has been a huge part of healing for me. I am blessed beyond words!"

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Cindy's Accolades

- Circle of Honor with 85 Quarters of Star Consultant Status
- Circle of Achievement two times including one time in the Half-Million-Dollar Circle
- Circle of Excellence 12 times including two times in the Million-Dollar Circle
- Four-times Double Star Achievement
- Two-times Triple Star Achievement
- Six-times Sales Director Queen's Court of Personal Sales
- Two-times Sales Director Queen's Court of Personal Sharing
- 2003 *Go-Give*® Award winner
- Earned the use of 12 Mary Kay Career Cars, including seven pink Cadillacs®.

Cindy's Three Tips for SUCCESS

- 1 Don't ever give up! I'm proof that it's never too late to make a difference!
- 2 You are enough! God created you this way for a reason! Stop beating yourself up when you get it wrong. Get up and try again – and surround yourself with people who are good at what you stink at!
- 3 Do not grow weary in doing GOOD!