

APRIL 2006

MARY KAY®

Enriching Women's Lives<sup>SM</sup>

# Applause®



Two New  
Reasons to  
Love the  
Miracle Set

New Beauty Consultant Tools and Education

# get it **free** WITH YOUR ORDER†

MARCH 16 – APRIL 15

## MK Signature™ Eye Primer and Oil-Free Eye Makeup Remover



### SUGGESTED USE:

If a customer has never tried MK Signature™ Eye Primer or Oil-Free Eye Makeup Remover, consider giving her one free when she makes a purchase.

## Travel-Sized TimeWise® Microdermabrasion Set



### GET YOUR PREVIEW NOW:

The Travel-Sized TimeWise® Microdermabrasion Set is a great way to treat a preferred customer (or yourself) to beautifully smooth skin – immediately! So get your preview of the Summer 2006 Preferred Customer Program gift with purchase, and you'll get excited about enrolling your customers!

## Travel Roll-Up Bag



### SUGGESTED USE:

Customers will love this organizer whether they travel or not. It makes a great gift with purchase to encourage sales of skin care and color. You may also want to offer it free to customers who purchase four or more product sets.

Total Section 1	Month 1 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 each: MK Signature™ Eye Primer and Oil-Free Eye Makeup Remover	\$26
\$1,200 sugg. retail/ \$600 wholesale	2 each: MK Signature™ Eye Primer and Oil-Free Eye Makeup Remover 1 Travel-Sized TimeWise® Microdermabrasion Set	\$52
\$1,600 sugg. retail/ \$800 wholesale	3 each: MK Signature™ Eye Primer and Oil-Free Eye Makeup Remover 1 Travel-Sized TimeWise® Microdermabrasion Set	\$78
\$2,400 sugg. retail/ \$1,200 wholesale	4 each: MK Signature™ Eye Primer and Oil-Free Eye Makeup Remover 1 Travel-Sized TimeWise® Microdermabrasion Set	\$104
\$3,600 sugg. retail/ \$1,800 wholesale	5 each: MK Signature™ Eye Primer and Oil-Free Eye Makeup Remover 1 Travel-Sized TimeWise® Microdermabrasion Set 1 Travel Roll-Up Bag	\$130
\$4,800 sugg. retail/ \$2,400 wholesale	5 each: MK Signature™ Eye Primer and Oil-Free Eye Makeup Remover 1 Travel-Sized TimeWise® Microdermabrasion Set 2 Travel Roll-Up Bags	\$130
\$6,000 sugg. retail/ \$3,000 wholesale	5 each: MK Signature™ Eye Primer and Oil-Free Eye Makeup Remover 1 Travel-Sized TimeWise® Microdermabrasion Set 3 Travel Roll-Up Bags	\$130
\$7,200 sugg. retail/ \$3,600 wholesale	5 each: MK Signature™ Eye Primer and Oil-Free Eye Makeup Remover 1 Travel-Sized TimeWise® Microdermabrasion Set 4 Travel Roll-Up Bags	\$130

## † New Independent Beauty Consultant

**Bonus!** Although **this** BizBuilders **bonus** is not available to new Beauty Consultants **with their initial order**, they are eligible for other exclusive bonuses. If you are a new Beauty Consultant, ask your Independent Sales Director how you can qualify for the *Ready, Set, Sell!* product bonus instead of BizBuilders when you place your initial order. Go to Mary Kay InTouch® and click on "Applause® Online" or see Page 19.

\*Independent Beauty Consultants will receive Seminar 2006 contest credit on all Section 1 retail products and gifts with purchase, but not Section 2 products distributed through this program.

\*\*Tax is required on the suggested retail value of Section 1 products. Add applicable bonus value to the Taxes area in the Summary Section of the current Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted. Orders must be postmarked March 16 through April 15, 2006, to qualify for this bonus.

# What's the buzz for **spring**?

It's taking a cue from Mother Nature as renewal brings beauty to life. It's exhilarating! And that makes it the perfect time for you to help your customers experience some renewal of their own. These products give you everything you need to help them reveal their beautiful new look for spring.

A collection of Mary Kay TimeWise skincare products, including a large bottle of Day Solution, a bottle of Night Solution, and a tube of primer.

## **new!** TimeWise® Age-Fighting Products

There's nothing like younger-looking skin to make customers feel revitalized. So tell them the news! There are two new reasons to love the Miracle Set: new, innovative formulas and even better results. Plus, you can help your customers give their lips a younger look with a primer that helps erase the signs of time.

(See Pages 2, 3 and 5.)

A collection of five Mary Kay Signature Lipsticks in various shades: Ruby Sky, Honey Moon, MidniteMauve, Pink Twilight, and Berry Dawn.

## **new!** Limited-Edition MK Signature™ Luscious Color™ Lipsticks

Lips get a colorful treat with five of the freshest, creamiest new shades for spring in a lipstick that's so moisturizing, it's called luscious.

(See Pages 6 and 7.)

A collection of gift sets for her and him. The 'for Her' set includes a bag of pedicure products, a tube of lotion, and a bar of soap. The 'for Him' set includes a tube of lotion, a bar of soap, and a small bottle of aftershave.

## **new!** Gift Sets

Show your customers how to spread some sunshine with two great gift sets: the perfect pedicure set to get her ready for sandal season and a grooming set to keep him good to go.

(See Pages 8 and 9.)

for  
Her

for  
Him



# Incredible Re

Women want the latest innovations in skin care. And now you can offer them even more dramatic anti-aging results with the new Miracle Set. Using the very latest breakthroughs in skin care science, TimeWise® Day Solution Sunscreen SPF 25\* and TimeWise® Night Solution have been reformulated. The results? A Miracle Set that's clinically proven to deliver even more benefits. So "think like a retailer" and tell women they can get the latest skin care innovation from you.



## **New! TimeWise® Day Solution Sunscreen SPF 25\***

Think of it as a veil of defense! With an increased SPF of 25, this innovative product helps prevent lines and discoloration *before* they occur by blocking damaging UVA/UVB rays. Plus, it includes a calming peptide to help relax the appearance of expression lines. **\$30**

am/p

# Results for Customers. Sales Results for You.

Fewer  
lines and wrinkles, improved  
firmness and more even skin tone.  
Call customers and share  
the news.



**Miracle Set Results** as seen by a dermatologist  
on panelists in a 12-week clinical study.

83% had a reduction in fine lines  
and wrinkles.  
Up to 25% improvement in skin elasticity.  
100% had softer, more supple skin.  
46% improvement in more even  
skin tone.

BEFORE

AFTER



## New! TimeWise® Night Solution

The unique delivery system of encapsulated  
vitamins and antioxidants combined with collagen-  
enhancing peptides helps fade away deep lines and  
wrinkles. And the new Nutribeads® microcapsules  
are larger to release even more vitamin-packed  
benefits. Your customers can rest assured their  
skin is being revitalized while they sleep. **\$30**

Together, TimeWise® Day Solution Sunscreen SPF 25\* and Night  
Solution deliver our exclusive Pronewal™ system around the clock  
with crucial protection during the day and boosted renewal at night.



## let's talk about...

### SHARING THE EXCITEMENT

With each new product launch our goal remains the same – to maximize product benefits for you and your customers. “And when we say customers, we not only mean the ones you currently have, but also *every* woman who has the potential to become your customer for life,” says **Dr. Myra Barker, Executive Vice President Marketing/Research and Development.**

“The powerhouse benefit story of the reformulated TimeWise® Day and Night Solutions and the improved Miracle Set should give Independent Beauty Consultants the confidence to approach new customers,” suggests Dr. Barker. “Having products with such a powerful story can help make that initial contact so much easier.” Consider having a current copy of *The Look*, product samplers and business cards with you whenever you’re out so you won’t miss an opportunity to introduce a potential customer to TimeWise® skin care and everything else you have to offer. “You also might carry copies of the hostess brochure so your customer can see the benefits of hosting a skin care class,” adds Dr. Barker. (See Page 11 for this quarter’s exciting hostess gift.)

But what about current customers who already love the Miracle Set? “Customers who already use our products are extremely loyal,” says Dr. Barker, “and that’s a reflection on our consistently high-quality products and *your* outstanding customer service. But as Mary Kay was fond of saying, ‘Standing still is the same thing as moving backward.’ In today’s competitive marketplace, it’s important that Mary Kay® products continue to lead the way in product innovation so your customers stay loyal to you.” Just remember to place that follow-up call to remind current customers when it’s time to reorder.

You might also consider “thinking like a retailer” when it comes to how, and how often, you contact current customers. Sending them *The Look* and other mailers through the Preferred Customer Program, letting them shop online on your Mary Kay® Personal Web Site, and keeping in touch by phone can help keep *your* name top of mind when it comes to skin care and cosmetics products. “Successful retailers not only use multiple channels to contact their customers, but they also do it on a frequent basis,” says Dr. Barker. (See Pages 10 and 11 for more tips on “making contact.”)

A final thought from Dr. Barker: “Remember that our national fall advertising campaign exposed approximately 40 million women to the Mary Kay® brand, and this is the *perfect* time to take advantage of this increased awareness, sharing the excitement about *all* the new Mary Kay® products this quarter with new and current customers alike.”

## ask the experts



Yvette Franco, Vice President  
of Brand Development



Terry Jacks, Vice President of  
Research and Development



**Q.** What new benefits does the reformulated TimeWise® Day Solution Sunscreen SPF 25\* deliver?

**Terry:** The big news is we’ve increased the SPF from 15 to 25 to provide even more protection from the damaging effects of the sun. We’ve also greatly improved the look and feel of the product. It’s lightweight, absorbs instantly and there’s no oily feeling after it’s applied. Additionally, we’ve added botanical extracts to provide even more anti-aging benefits. These extracts work to minimize the signs of aging and help fortify the skin against environmental stresses. Plus, a calming peptide has been added to help relax the appearance of expression lines.

**Q.** How does new TimeWise® Night Solution differ from the current Night Solution?

**Terry:** The unique delivery system of Nutribeads® microcapsules has always been our point of difference with this product. By encapsulating vitamins A, C and E, we ensure that this blend remains fresh and potent. As the product is dispensed, the Nutribeads® burst and deliver maximum benefits to help reinforce the skin’s own natural rebuilding process. We’ve increased the size of the beads so now they’re even more vitamin-packed. And the product has tempting eye appeal. The new colored beads look dramatic in the crystal clear solution. One side note: We chose the lavender, pink and pearl beads to signify that the product is great for all skin types.

**Q.** How does the new TimeWise® Age-Fighting Lip Primer compare to the MK Signature™ Lip Outliner Pencil and Triple-Action Lip Enhancer?

**Yvette:** The new lip primer reflects the latest technology, so it is much more advanced. It includes all the benefits of MK Signature™ Lip Outliner Pencil and Triple-Action Lip Enhancer, and more. For immediate benefits, a microsphere powder helps fill in lines around lips. While over time, age-fighting ingredients help eliminate those lines. This long-term benefit is very important because lipstick feathering and bleeding is caused by lines around the lips – and when your lipstick feathers or bleeds, it makes you look older.

### Product Knowledge Web site

For more information about the products you love, go to LearnMK® on the Mary Kay InTouch® Web site and click on “Product Knowledge.”



\*Over-the-counter drug product



# Get primed for **success**

Beauty secrets should be shared. So tell your customers they can now have priming *and* anti-aging benefits in one fabulous lip product. Your Miracle Set customers will be excited to have a *targeted* age-fighting product to go along with their other TimeWise® skin care products. It can help women look their best as they age – and that can mean customers for life.

The new TimeWise® Age-Fighting Lip Primer creates healthier-looking lips by fighting fine lines and wrinkles while light-diffusing microspheres decrease their appearance. It also helps extend lipstick wear and prevents lipstick and lip gloss from feathering and bleeding. See Ask the Experts on Page 4 for more information about the immediate and long-term benefits. **\$22**



Use it on lips, inside and outside of lip line. Let dry before applying any other lip products. The new stick form makes it easy to apply throughout the day. For a lip application demonstration, go to LearnMK® on the Mary Kay InTouch® Web site and click on "Product Knowledge." Customers also can see the demonstration on your Mary Kay® Personal Web Site.

A dermatologist saw **100%** of panelists had improvement of fine lines on lips.

**In a 12-week clinical study, a dermatologist saw:**

- ✓ 100% of panelists had improvement of fine lines *on* lips.
- ✓ Up to 33% reduction in fine lines *around* the lips.



*"Selling this product should be easy because so many women need help with lip lines as they age. I've tried it and I love it! Plus, this product also can open the door to talking about lipstick, lip gloss and lip liner."*

**Yvonne Lemmon** – Independent Elite Executive Senior Sales Director, Cypress, Texas

# Color becomes you

MidniteMauve

**There's a reason it's called luscious.** With over 60 percent moisturizers and conditioners, MK Signature™ Luscious Color™ Lipstick gives women what they want – intense color that's moisturizing. Using a custom blend of pigments exclusive to Mary Kay, this formula delivers rich, stay-true color. Plus, it hydrates and softens lips for up to six hours. And that's temptation too beautiful to resist. Limited edition, while supplies last. **\$13**

Ruby Sky

Berry Dawn

Honey Moon

**Color-coded**

ends make it easy to see which shade is inside.

**Lip Tip:** To extend lipstick wear, apply new TimeWise® Age-Fighting Lip Primer to lips followed by lip liner and new MK Signature™ Luscious Color™ Lipstick.

Pink Twilight



# — and your business

**Lipstick! It's the product that truly tempts women.** That's why these sleek tubes hold sensational potential for you and your business. With five of the latest colors – in an incredible formula – MK Signature™ Luscious Color™ Lipstick helps you get the attention you want. And that gives you the perfect opportunity to help new and existing customers discover even more Mary Kay® products they'll love.



The new MK Signature™ Luscious Color™ lipstick tubes fit into the Custom Compact. So “think like a retailer” by showing your customers how easy it is to create a complete look and keep it all together.

“I loved them! They were moisturizing, silky, velvety and stayed put.”

**Shelley Olson** – Independent Sales Director, Helena, Mont.



## What goes with a Luscious Color™ Lipstick?

A coordinated lip liner, lip gloss and nail enamel from the MK Signature™ Color Collection. Consider suggesting these great combinations.

Lipstick	Lip Liner	Lip Gloss	Nail Enamel
<b>Berry Dawn</b>	Berry	Cranberry	Rich Berry
<b>Honey Moon</b>	Neutral	Cocoa Creme Tiger Lily	Mystic Mauve
<b>MidniteMauve</b>	Burgundy	Cranberry	Hot Pink Lavender Moon
<b>Pink Twilight</b>	Dusty Pink	Pink Pearl	Whipped Pink
<b>Ruby Sky</b>	Dark Red	Beach Bronze	Red Hot, Sunfire



“Excellent! I liked the shades. Plus, the color lasted.”

**Valerie Bagnol** – Independent Senior National Sales Director

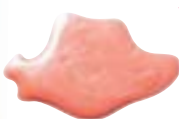
Price is suggested retail.

# It's Girl Time!

Here's a set that'll make toes tickled to come out and play. Infused with the revitalizing scent of Rosemary Mint, the new Private Spa Collection™ Mint Bliss™ Pedicure Set is a sensory experience. You'll probably want to call your customers and remind them that sandal season is just around the corner. This set is just what they need to put their best foot forward. And what a "toe-tally" perfect gift for Mother's Day, graduation or birthdays. Limited edition, while supplies last. **\$38**

## fun fact!

**Did you know** that the scent of Rosemary Mint can help invigorate the senses and stimulate creativity?



There are 10 reasons why your customer should add an MK Signature™ Nail Enamel to her order – pretty toes for spring!



**Private Spa Collection™ Rosemary Mint Foot Fizzies**, the perfect "pick-me-up" for tired feet, can be purchased separately. Limited edition, while supplies last. Pack of 10, **\$9**

Hot dots.  
Cool bag.

Fun  
Girl Time™  
door hanger/  
instruction  
card

3 oz.  
Rosemary  
Mint Soothing  
Foot Balm

3 oz.  
Rosemary Mint  
Energizing Foot  
Mask

10 pink  
Rosemary Mint  
Foot Fizzies  
(Also sold separately)

A  
foot file/  
brush

A pair  
of cozy spa  
socks

# It's a Guy Thing!

he'll love it!

Most customers have men in their lives – whether it's a significant other, father, son or brother. So when customers are buying for themselves, show them the new Men's Grooming Set. It's a great opportunity to expand your customer base. And that's "thinking like a retailer."

**The Men's Grooming Set includes** TimeWise® Age-Fighting Moisturizer Sunscreen SPF 15\* and Satin Lips® Lip Balm in cool platinum packaging, TimeWise® 3-In-1 Cleansing Bar (soap dish not included), plus one Domain® and one Velocity® for Him fragrance towelette. The lined mesh, zippered bag helps him keep it all together. Limited edition, while supplies last. **\$50**

*"What a great Company! We've been asking for a men's skin care set. More and more men are taking an interest in their skin. And who buys for men? Women. So think what this set can do for your business."*

**Linda Klein** – Independent Senior Sales Director, Woodland Hills, Calif.

## Gift Set Selling Suggestions

Consider calling your customers who bought the Private Spa Collection™ Mint Bliss™ Pedicure Set in the past and tell them about the irresistible Rosemary Mint fragrance of the new set.

Let customers know if they buy the Men's Grooming Set, they can qualify for the free gift with purchase – the Mary Kay® Skin Refreshing Set.

Get the girls together and have a *Girl Time*™ pedicure party. It's a great way to showcase the new pedicure set.

The new Private Spa Collection™ Mint Bliss™ Pedicure Set and the Men's Grooming Set make great "his and hers" gift sets for wedding showers, anniversaries and more.



# making contact

**H**ave you ever considered that your customer is as busy as you are? Of course you have! But that doesn't mean that she'll be happier if you "leave her alone"; in fact, it's just the opposite!

In today's hectic rush, a woman is grateful if you offer to deliver product to her door, follow up to see if she is happy with her purchase, and gently remind her that it's time to buy gifts for graduation parties and Father's Day. Do all that and she'll not only appreciate your thoughtfulness, she'll come to rely on you for all her beauty needs.

It's easy to make standout, personalized service part of your Mary Kay business. In fact, contacting your customers is essential to "thinking like a retailer," and we can help you excel at it! (Don't wait for her to call you – remember, she's busy!)

For example, through the Preferred Customer Program, *The Look* lets her shop at home, and it's delivered to her door for much less than you'd have to pay for your own mailing. The gift-giving brochure suggests great presents for those springtime holidays so that her shopping can be effortless. Best of all, using samplers and the *Fall in Love* customer brochure are two ways to get her excited about trying new products. Finally, go the extra mile and thank her for her business with the gift with purchase or the hostess gift. Using these tools in combination makes them even more powerful – experts say that reaching customers in a variety of ways simultaneously is more likely to result in sales. So let your customers know you are thinking of them at every opportunity – you'll find that sales and service go hand in hand.



## It's Time to Follow Up

The customers you enrolled to receive the spring edition of *The Look* are about to find it in their mailboxes. So, while they're still excited about all that's new, it's time to follow up and ask: Have they tried the new TimeWise® Day Solution Sunscreen SPF 25\* and new TimeWise® Night Solution samplers? Are they ready to reorder a Miracle Set with the new formulas? If one of the Color 101 Looks caught their eye, why not provide them with a Color 101 Card so they can try before they buy!



## Enroll Now and Send Her Some Love

Anytime is a great time to fall in love, and now is a great time to enroll customers to receive the *Fall in Love* customer brochure. Why not do it now! Or order a pack on the Consultant order form and distribute it yourself!

Either way, this eight-page booklet is sure to get her excited about Mary Kay as it features the essentials of the Company, an introduction to great Mary Kay® products, and a glimpse of the business opportunity. (New Independent Beauty Consultants can order 15 free mailings of this brochure through *First Steps*.)





## Treat the Hostess!

All your customer needs to do to earn this fabulous and functional mirror is to host a qualified class. It's lighted, has dual mirrors (with 8x magnification on one side, normal on the other) and even folds flat for travel. It comes with a travel case in a fun, floral print that will be featured in future hostess gifts all year! *Hostess gift, \$10*

### Independent Executive Senior Sales Director

**Annette Oxley**, from the **Independent Senior**

**National Sales Director Janet Tade** Area, demon-

strates retail thinking by starting with the most basic element, the skin care class. Annette loves the professional quality of the hostess brochure and uses it to entice hostesses. She's also a big fan of the

Mary Kay® Personal Web Site. "Everyone should have a Personal Web Site," she enthuses. And after one recent online order, Annette intertwined the hostess program and her Personal Web Site with just a quick phone call. "As part of our hostess program," I explained to my new customer, "I'd love to give you a complimentary facial to determine your skin type and favorite cosmetics colors. If you have a couple of friends who would enjoy the girlfriend time, all the better!" The customer loved everything she tried!"

Don't let your customers miss out on the first gift in the new, fabulous floral print collection!

## Appreciation Builds Loyalty – and Sales!

Stashed in a suitcase, briefcase or purse, the gift-with-purchase Skin Refreshing Set is great for the woman on the go – and what woman isn't on the go today?

Inside a pink mesh bag, she'll find travel sizes of our Intense Moisturizing Cream, Oil-Free Hydrating Gel, Indulge™ Soothing Eye Gel and Oil-Free Eye Makeup Remover. Thank her with this gift, and she'll be thanking you! *Skin Refreshing Set, pack of five, \$20*



## Six Mary Kay Best Practices for "Thinking Like a Retailer"

- 1 Always have a healthy inventory to sell from. Prompt delivery satisfies your customer when she needs it "now"! (And a strong order might earn you Star Consultant status!)
- 2 Help your customer cut through everyday information overload. When you know your products, you can recommend only exactly what she needs, and she'll come to trust your expertise.
- 3 Offering personalized service is a great way to build customer trust and loyalty. Be sure your customer knows you appreciate her business every time you contact her.
- 4 Many women prefer to shop online, and in fact, they shop often! That could give your sales a boost, so be accessible to your customers by having a Personal Web Site With Shopping.
- 5 Only frequent contact from you can keep your Mary Kay business at the front of your customer's mind. Make sure she thinks of you first for her cosmetics and skin care needs, from lip gloss to moisturizer.
- 6 Showing customers what's new each quarter gets them excited – and that gets them ready to buy. So be sure to get *The Look* into your customers' hands each and every quarter through the Preferred Customer Program.

# Tools for

## What's New in the Starter Kit?

The day your Starter Kit arrives is just the first of many exciting moments you experience as an Independent Beauty Consultant. Redesigned tools especially for new Beauty Consultants (included in their Starter Kits beginning in March) make sure that initial excitement and enthusiasm are channeled into a plan for future success. Now, when you share the opportunity with a future team member, you can be certain she'll be provided with tools that will build her business success at the same price as before – just \$100.

We've planned for your success by designing these tools with the help of independent sales force members and the NSD Advisory Board.

Each piece of these educational materials has been designed to be fun, refreshing and informative. It's just one more way for new Independent Beauty Consultants to experience the possibilities inherent in

the Mary Kay opportunity. We're sure new Beauty Consultants will want to dive right in as soon as they open their Starter Kit Bags!

So where can you find these exciting new tools? They're in the new *Consultants Guide* which has four elements to it. First is *Business Basics*. It's designed to give the new Independent Beauty Consultant an easy, quick start to launching her Mary Kay business.

Next is the *Product Guide*. This makes product information accessible and engaging, and it quickly sets up the new Independent Beauty Consultant as an expert in Mary Kay® products – one that her customers can rely on and trust.

There's also the *Success Stories* CD, full of motivational stories and helpful tips from Independent Sales Directors. A new *Skin Care Class* DVD is now included free. It shows a real skin care class led by a Sales Director from start to finish. Together, these four new tools replace *Career Essentials*®.

What's more, there are new selling tools for Independent Beauty Consultants at their skin care classes too! The *Skin Care Class*

*Guide* and *Skin Care Class* DVD explain how to use the new *Beauty Book* and Flip Chart. Both have been redesigned so they work together, making sure that women at a skin care class fall in love with Mary Kay® products while their Beauty Consultant is seen as a confident, qualified expert.

We all know that successful sales build confidence and that confidence builds even more success. Now your new team members can start holding skin care classes right away! Let these tools help your new team members realize the full potential of the Mary Kay opportunity!



Read All About It!  
The "Product Knowledge" link, which can be found on the Mary Kay InTouch® Web site through LearnMK®, has also been revised. Check it out today!



# Success

## Refresh Your Skin Care Class

Even the best presentation could use a little polish, so why not take advantage of the limited-time introductory offer of these new Independent Beauty Consultant tools for yourself? The special price, available only this quarter, is now on the March 16 Consultant order form. For just \$13, you'll be on your way to a fresher, more successful skin care class.



The new Flip Chart and *Beauty Book* are available on the March 16 Consultant order form.



Consultant, information and beauty knowledge that aren't necessarily in the *Beauty Book*. This positions you as the expert with new and established customers alike. It also helps you meet two important objectives: selling Miracle Sets and booking follow-up appointments.

And it's easy! An Independent Beauty Consultant can literally read the Flip Chart word-for-word and conduct an entire skin care class or customize it to her own needs. And if you've never used the Flip Chart before, don't worry. The *Skin Care Class Guide* and *Skin Care Class* DVD will walk you through the entire process.

The *Beauty Book* also has been redesigned to complement the Flip Chart, and the great new format is now printed in a size that easily fits into the Quick Zip Bag!

The *Consultants Guide* with *Skin Care Class* DVD, *Skin Care Class Guide* and

new Flip Chart are full of useful information and tips that all members of the independent sales force can learn from. Mary Kay Ash always believed that selling skin care should be one of the foundations of your success. Why not make it stronger today?

**B**ecause these new tools for the Starter Kit include education and information valuable to all independent sales force members, the introductory offer to existing Independent Beauty Consultants includes the *Consultants Guide* featuring the *Skin Care Class* DVD, the Flip Chart with *Skin Care Class Guide* and 10 copies of the newly designed *Beauty Book*.

The Flip Chart is new and better than ever. It has more in-depth information and is designed to give you, the Independent Beauty

Order Now!  
The introductory offer for these tools is available for a limited time to existing Independent Beauty Consultants on Section 2 of the March 16 Consultant order form for just \$13.

# Born to encourage

How do we put a price on a kind word, the rush we feel when someone we respect tells us, “You can do it!” Timely support can make the difference between failure and success. And thankfully, there are women among us for whom lifting up others comes as naturally as breathing. So what happens when they connect with an opportunity that expands their gift? The result is a dynamic chemistry that produces uncountable blessings – strengthening, empowering and enriching generations to come.



In the hopeful pursuit of success and recognition, corporate life for many women can become a thankless race. That’s why a good boss is a blessing, and a great boss can be hard to leave. **Independent Sales Director Heather Joseph**, from **Independent Senior National Sales Director Joan Chadbourn’s Area**, worked for one of the great ones. “He was an awesome mentor,” says Heather, a former office-solutions saleswoman. “When he noticed I wasn’t as happy or fulfilled as I had been, it was tough for both of us.”

Then came the moment Heather had to tell this exceptional man she was leaving to start her full-time Mary Kay business. “I remember that day so clearly,” she recalls. “I think he almost fell out of his seat!” But Heather’s announcement was just the first surprise.

For the next month, Heather kept thinking about her former boss’s wife, Amy, with whom she had shared trips and events and a growing friendship. She felt compelled to offer Amy a facial, and when appointment day arrived, they caught up on each other’s lives. After a while, Amy shared something more – her heart. She told Heather she was looking for an opportunity

of her own, maybe even the chance to own a business.

“I knew I had to ask, but I was petrified,” Heather admits. “Bringing my former boss’s wife into the business I had just resigned to pursue – what would he think?” But her boldness paid off, and today, 2½ years later, “Amy is a successful Independent Beauty Consultant with a beautiful baby girl and another baby on the way!” says Heather proudly. “She still has her corporate job, and she loves the added dimension of her Mary Kay business. Amy is consistent and successful, and I’ve loved watching her grow. Now her husband understands why I left!”

## Call it a gift

Coaching and persuading are second nature to Heather, who always knew she was a leader. “When you grow up in a military family and attend a new school every couple of years, you’re forced to develop people skills,” she laughs. “But I also believe those are the gifts God gave me. Recognizing our traits helps us develop our team-building style, and Mary Kay is the vehicle God provided to use my abilities. Don’t get me wrong. I still



get butterflies when I approach that supersharp, 'gonna-make-you-want-to-run-you're-so-nervous' woman! I used to have debates in my head, 'Should I give her my card? Maybe she'll think I'm crazy!' Then I realized, if she seems supersharp to me, that's exactly the kind of woman I want in my unit in the first place. *Of course* I have to offer her my card!"

Although Heather already was a woman of intense faith, team building has taught her an important lesson. "Prayer and visualization are powerful partners," she says, adding that **Independent National Sales Director Emeritus Rita Potter** opened her eyes to "seeing and receiving."

"When I had only seven qualified Independent

Beauty Consultants, Rita encouraged me to buy a fancy gown for my Court of Recruiting appearance, and we shopped for it together," says Heather. "It would have been easy to doubt, but I hung that gorgeous dress in my office and tried it on countless times over the year. Each time, I closed my eyes and saw myself walking down the stairs at Seminar, feeling my stomach quiver as I thought about not tripping! That bee pin was mine a thousand times before it actually became mine. I finished qualifying the 24th woman on the last day of the Seminar year. The last eight women to qualify were all younger than 25, and I had met three of them in the last 30 days of the year! I can't thank Rita enough for 'seeing' my success, even before I did."

## Making lemonade

But Heather's accomplishment was even more impressive than it sounds. In the process of reaching her dream, her husband, Matt, had three major surgeries in seven months. Then Matt was reassigned to Maryland for four months, and they moved from their home in Indiana. The former "traveling kid" was now a married woman who never had moved a business. "I was way outside my comfort zone," Heather reveals, "but instead of working against me, moving allowed me to replace fear with faith and get going." New to Maryland and with only a few months to go before Seminar, Heather "warm chattered" more than 150 women, added 16 to her team and held a Power Start every month for four months.

Then they picked up and moved *again*, this time to Durham, N.C., where they will stay until Matt finishes his master's degree. It's been another rebuilding drill. "My goals are to have 100 unit members by the time I leave here, with at least 80 percent of them my personal team members," says Heather. "I keep remembering what my mom, a Cadillac-driving Independent Sales Director, taught me about staying disciplined, about sacrificing today for tomorrow's rewards."

Heather reflects for a moment on the example set by her mother, **Independent Senior Sales Director Kathy Ahlwardt**. "My mom is my *hero*," she says with feeling. "I didn't realize for years that she even had a Mary Kay business. She was always there for us. When I became an Independent Sales Director, she was there for me professionally, just as she had been personally, offering guidance, cheering me on. With women like Mom and Rita Potter and Mary Kay Ash as role models, the least I can do to show my gratitude is to share my gifts with others."

## Heather's team-building five for which to strive:

- 1 "Know that image is everything. The way you walk, talk and carry yourself – right down to the pen in your purse and the way you approach someone."
- 2 "Discern the difference between confidence and charisma, and master both. Confidence enables you to approach someone. Charisma enables you to start a conversation without her thinking you're a weirdo!"
- 3 "Understand how enthusiasm is the key to all aspects of team building. If you're totally sold on this business opportunity, the woman you approach will know. If you're not, she'll know that too!"
- 4 "Learn that it's not about you! It's not about your fear, anxiety, goals, car, commission or insecurities. It's about her! If you're in this business for yourself, you've got to get over that."
- 5 "Decide to be the woman you want on your team – and *become* her before you look for her!"



# show your teamwork

## Success Depends on You and Your Team Members

You're building a team and moving up the career path. Now you're probably asking: How can I keep my team members excited about the Mary Kay opportunity? How can I help them build their success? Read these ideas from two Independent Senior National Sales Directors and learn how to keep your team members excited and build loyal and lasting relationships.



### Show Your Commitment

"When I made the decision to say 'yes' to the Mary Kay opportunity, I committed to 'yes' for a lifetime," says Independent Senior National Sales Director Kathy Helou. When Kathy shares this in her I-story while talking with potential team members, she communicates from the start that the decision to become an Independent Beauty

Consultant is a commitment. When working with your personal team, Kathy suggests that you:

- Recognize individual achievements, no matter how small, especially in areas that need improvement. Kathy says, "What gets praised and what gets recognized is what gets done!"
- Recognize your team on a regular basis. Consider sending a simple e-mail each week praising and thanking each team member by name for her hard work.
- Remind your team that they are not only an integral part of your personal team, but an integral part of their unit and NSD area, just like you!
- Encourage each team member to get connected. Emphasize that unit meetings build relationships and increase self-esteem. Kathy's motto: "Those that show up, go up."
- Offer to attend a new team member's first skin care class or let her attend one of yours so she can take notes and observe how you interact with customers. This can be a great confidence-builder.
- Remember, it's not about you! Be each team member's No. 1 cheerleader and let her know you believe in her 100 percent.
- Build a personal relationship by making each team member feel important. Mary Kay often said one of the most important lessons she ever learned was the value of making others feel important.
- Another motto of Kathy's: "Crawl with them when they're crawling. Toddle with them when they're taking their first steps. Then, when they're ready to run, you can *run with them!*"



### Lead by Example

Selling Mary Kay® products came naturally to Independent Senior National Sales Director Nancy Ashley, but it took some encouragement to convince her that she could "sell" the opportunity. Today, Nancy has made it a priority to maintain a strong personal unit and has achieved her goal to have 100 personal team members. Nancy has this advice:

- Always be truthful. One of Nancy's favorite quotes is from Sir Winston Churchill: "A lie gets halfway around the world before the truth has a chance to get its pants on." You can earn the respect of your team by being honest, dependable and true to your word.
- Show your team the big picture of what a Mary Kay business is all about. A great way to do this is by encouraging them to attend Career Conference or Seminar and by reading about other independent sales force members in Company publications.
- Don't overwhelm a team member with too much information at one time. Instead, help her learn and develop a thorough understanding of the products and programs she wants to learn about before moving on.
- Teach her to be patient – success doesn't always come overnight.
- Put the needs of your team first. Nancy remembers how Mary Kay shared that it is important to focus not on commissions, but on how you can help an Independent Beauty Consultant bring out her talents.
- Be passionate about your own Mary Kay business and the principles on which Mary Kay founded the Company.
- Listen! Mary Kay said, "Good managers are good listeners. When you listen, the benefit is twofold: You receive necessary information, and you make the other person feel important."
- If a team member makes a mistake or misses a goal, assure her that it's OK and encourage her to try again.
- Stay in touch with a phone call, a note or an e-mail. Let her know how much it means to you when she attends unit meetings or other events.
- Don't ask a team member to do anything you are not willing to do yourself.

A great resource for additional team-building education is the LearnMK® Media Source. You'll find a variety of CDs featuring some of the most successful members of the Mary Kay independent sales force. Just go to LearnMK® on the Mary Kay InTouch® Web site and click on the "LearnMK® Media Source" icon.

# Reflections From Mary Kay



"Our Company has brought financial security to women's homes and stability to their families. We are indeed changing this old world for the better. I've often said that we are doing something far more important than just selling cosmetics. We're changing lives."

— Mary Kay Ash

**POWER** Notes

## Dates to Remember

### MARCH

S	M	T	W	T	F	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

### APRIL

S	M	T	W	T	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

#### This Month:

**March 10:** Early ordering of Spring 2006 promotional items available to Independent Beauty Consultants who enrolled customers to receive the Spring 2006 issue of *The Look*.

**March 15:** Postmark deadline for Quarter 3 Star Consultant contest. Deadline to earn Month 3 bonus. Spring 2006 promotional items available to all Beauty Consultants for ordering. Last day to enroll online for the Spring 2006 Preferred Customer Program gift-giving brochure. Last day for customers to take advantage of the Winter 2005 gift with purchase (the MK Signature™ Mini Brush Set).

**March 16:** Start of Quarter 4 Star Consultant contest. Month 1 Bonus begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers. Personal Web Site can now feature the Skin Refreshing Set gift with purchase.

**March 17:** Career Conference begins in 18 cities.

**March 19:** Career Conference begins in five cities.

**March 20:** Deadline for February Career Car qualifier paperwork.

**March 24:** Career Conference begins in 21 cities.

**March 25:** Spring issue of *The Look* with samplers mails. Allow 7-10 business days for delivery.

**March 26:** Career Conference begins in three cities.

#### Next Month:

**April 1:** Priority Awards Seminar registration and online sales booth ordering begins.

**April 14:** Good Friday. All Company and branch offices closed.

**April 15:** Postmark deadline to earn Month 1 bonus.

**April 16:** Month 2 bonus begins. Enrollment for the summer issue of *The Look* and the Month 2 mailer begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

**April 20:** Deadline for March Career Car qualifier paperwork.

**April 25:** Preferred Customer Program Month 2 spring gift-giving brochure mails.

**April 30:** Priority Awards Seminar registration ends.

- Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
- Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.
- Last day to submit online Sales Director-in-Qualification Commitment Form.
- Last day of the month for Beauty Consultants to place online orders (until midnight Central time).
- Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.
- Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).
- Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

# Heart and Heritage

## Power Transmission

*Celebrities amaze us with their ability to “connect and convey.” Movie stars can do it with a certain glance. Artists, in just a few strokes. Often we pay to receive their gifts. But how many could simply take our hands in theirs, gaze into our eyes and whisper a few words of belief that would inspire us for a lifetime? Mary Kay Ash was such a woman.*



“There’s no way to possibly describe what I felt,” recalls **Independent National Sales Director Gloryann Koester**. “Standing in the presence of Mary Kay was unlike

anything I’ve ever experienced. I only know I was never the same again.” Gloryann pauses a moment as nearly 30 Mary Kay years roll back to that time, presenting so many images dear to her heart. “If I look for a turning point in my business life,” she reminisces, “I can pinpoint the impact of that one day.”

Gloryann was still a fairly new Independent Sales Director when she was honored to attend a reception for those who had achieved Unit Circle status. “Naturally, being a woman, I was worried about what to wear!” she laughs. “I wanted to be dressed appropriately to meet Mary Kay. When my husband, Larry, and I walked into the ballroom, I was awestruck by several breathtaking ice sculptures that rose up magnificently in the center of the table. The food was arranged all around them. I had never seen anything like it. But the next moment, that thrill paled in comparison with the ‘rush’ that raced through my body head to toe! There was Mary Kay, surrounded by all those achievers. I stood there watching her, as butterflies zoomed around in my stomach. I moved closer and closer, drawn to this dynamic woman who had inspired so many women to become all they could be. I was scared! But I was determined to feel her touch and her warmth.”

As Gloryann observed Mary Kay that day, she saw her treat each and every woman in her presence as though that woman were the only person in the room. “I watched her eyes, and they never left the face of the person in front of her,” she says. “In that moment, I knew the power she had to make everyone feel special and significant. When it was my turn, she pulled me to her and hugged me. It was the most incredible, emotional feeling of my whole life.”

As their conversation drew to an end, Mary Kay reached out and put her hands on Gloryann’s shoulders. “I’ll never forget her words. She looked straight into my eyes and said, ‘Gloryann, I know in my heart that you will follow my path. You will climb higher and reach many lives. I’ll see you in the Half-Million-Dollar Circle next year.’ And I believed her! I walked away from that reception not only feeling special, but also feeling deeply responsible to live up to her prediction. I still ask myself, where would I be in life without Mary Kay? She taught me to connect with just a touch and eye contact. And most of all, through genuine caring.”

Even the sign-off message that closes all of Gloryann’s e-mails – “You never know when someone will catch a dream from you” – was inspired by her own dream caught from Mary Kay. “She was my irreplaceable mentor,” she shares. “Mary Kay’s dynamic people skills transmitted her power to others, and now I’m working to continue her legacy.”

## Stay on Track for Seminar!

Seminar is almost here! Are you working toward your goals? Are you close to reaching new achievements? Make sure you stay on track for success by reviewing the rules for the Seminar Courts and all other contests and challenges by visiting the Mary Kay InTouch® Web site. Rules for Seminar recognition, along with exciting details of this year’s events, also will be printed in the May issue of *Applause*® magazine!

## Celebrate the Greatness Within You

How well do you really know yourself? Do you know what your strengths are and what might be holding you back? The *And Then Some* journal and CD set, a 13-week self-study program, explores traits such as endurance, abundance mentality and a thirst for knowledge. Each weekly module includes an inspirational message and reflection questions, plus activities and challenges that showcase the potential of each trait. Let the *And Then Some* program be your partner in celebrating your success! Look for it on the March 16 Consultant order form for just \$7.50.



## The Science Behind the Beauty – Now Online

You'll want to tell all your customers to check out the new Research and Development Web site at both [marykay.com](http://marykay.com) and your Personal Web Site With Shopping. It provides not only an "Ask the Experts" section, but also extensive information about how our products are developed, produced and tested. There are even some fast facts about our manufacturing plants. Customers are sure to be impressed by the "Product Hall of Fame" link, where best-selling Mary Kay® products are listed. Beginning March 16, customers can reach the new R & D Web site via [marykay.com](http://marykay.com) or your Personal Web Site With Shopping. Check it out yourself from a link on the Product Knowledge Web site and learn all about the science behind the beauty.

## Everyone Wins When You Team Up for Women!

Did you know that last year members of the Mary Kay independent sales force, along with their customers, helped raise nearly **\$214,000** in just 65 days during the *Team Up for Women!* Challenge? Together, you helped the Mary Kay Ash Charitable Foundation join with researchers fighting cancers that affect women and organizations working to end domestic violence.

This year, you have another opportunity to make Mary Kay's legacy your own. By spreading the word that Mary Kay Inc. is making a difference in communities across the land, you bring positive attention to causes Mary Kay held dear. And the synergy doesn't end there. Results show that many customers prefer to do business with those who support charitable causes, and that makes joining with customers to support the Foundation a good business decision, as well as a humanitarian one. Perhaps that's why the giving power of the Mary Kay independent sales force has increased dramatically every year since the Foundation was formed. That's the power of women united!

From now through **May 12**, simply invite your customers to Team Up for Women by making a donation to the Foundation. While any amount is greatly appreciated, those Independent Beauty Consultants who collect donations of at least **\$50** will receive a **name badge ribbon and standing recognition at Seminar 2006**. All donations, accompanied by the proper form, must be postmarked by **Monday, May 15**, to receive Seminar 2006 recognition. To help you promote this worthy cause to your customers, just go to the Mary Kay InTouch® Web site to access fundraising ideas, donation forms, instructions and a printable flier to display at your classes. Then take a moment to imagine the smiles you're helping to bring to thousands of women who thank you.

## Ready, Set, Sell! Bonus Values

Have your new team members boosted their businesses with a *Ready, Set, Sell!* New Consultant Product Bonus? These are the suggested retail values of the bonuses available from Feb. 16 through June 15, 2006. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details. Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$110.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

INITIAL WHOLESALE SECTION 1 ORDER:	NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:
\$3,600	\$603.50
\$3,000	\$517.50
\$2,400	\$401.50
\$1,800	\$328.50
\$1,200	\$225.50
\$600	\$114.00

## Lip Liner Sampler News

You may have already noticed that our **MK Signature™ Lip Liner samplers have moved to the Discontinued Items list** on Section 2 of the March 16 Consultant order form. Be sure to look for new lip liner samplers on the June 16 Consultant order form!

# RECOGNITION **Congratulations to the winners for December 2005.**

## On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1 through Dec. 31, 2005. (This includes NSD commissions earned on all foreign countries through November.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

### SAPPHIRE



**Christine Peterson**

### EMERALD



**Anne Newbury**

### PEARL



**Jan Harris**

### DIAMOND



**Barbara Sunden**

### RUBY



**Pat Fortenberry**

#### On-Target for Diamond/Inner Circle

##### On-Target for \$1,000,000

Anne Newbury \$516,797.11

##### On-Target for \$750,000

Pat Fortenberry \$402,449.80  
Barbara Sunden 393,760.48

##### On-Target for \$500,000

Gayle Gaston \$368,120.64  
Christine Peterson 352,686.39  
Carol Anton 298,853.56  
Marilyn Welle-Villella 267,827.77  
Jan Harris 264,515.86  
Karen Piro 258,770.12

##### On-Target for \$300,000

Kathy Helou \$249,380.39  
Lisa Madson 248,462.87

Rena Tarbet 231,075.10  
Nan Stroud 229,762.34  
Gloria Mayfield Banks 228,779.85  
Molly Morrow 223,032.77  
Karie Isenhardt 216,209.55  
Joanne Holman 216,030.92  
Stacy James 200,902.71  
Pat Danforth 197,186.34  
Cheryl Warfield 195,384.20  
Ronda Burnside 184,622.09  
Linda McBroom 180,109.32  
Sue Kirkpatrick 177,034.82  
Nydia Payán 174,837.43  
Sherry Giancristoforo 173,816.77  
Holly Zick 172,531.59  
Johnnette Shealy 163,610.26  
Pamela Waldrop Shaw 161,907.66  
Lupita Ceballos 161,624.95  
Julianne Nagle 161,555.76

Rosa Enriquez 161,051.53  
Cindy Williams 160,365.35  
Joan Chadborn 159,298.85  
Judie McCoy 153,340.48  
Kathy Z. Rasmussen 150,835.50

#### On-Target for Diamond Circle On-Target for \$250,000

Jackie Swank \$149,931.52  
Jana Cox 149,457.66  
Helene Reiners 149,187.84  
Debi Moore 148,680.69  
Pam Gruber 147,234.18  
Anita Mallory Garrett-Roe 143,421.94  
Doris Jannke 143,313.05  
Asenath Brock 142,229.12  
Rosa Jackson 142,008.86  
Mary Diem 141,464.06  
Linda Toupin 140,626.26

SuzAnne Brothers 139,215.39  
Darlene Berggren 138,957.50  
Diane Underwood 138,002.62  
Donna Floberg 137,865.55  
Nancy Perry-Miles 136,332.44  
Shirley Oppenheimer 135,567.12  
Wanda Dalby 135,362.33  
Gloria Castaño 134,516.47  
Sonya LaVay 133,883.87  
Jeanne Rowland 125,454.12

#### On-Target for \$200,000

Ronnie D'Esposito Klein \$124,246.09  
Kerry Buskirk 122,009.16  
Rita Potter 118,722.89  
Martha Langford 118,337.76  
Kay Elvrum 113,403.84  
Elizabeth Fitzpatrick 109,889.18  
Tammy Crayk 108,171.58

Patricia Rodríguez-Turker 107,965.95  
Jo Anne Cunningham 106,804.61  
Maureen Ledda 106,427.33  
Judy Newton 106,201.64  
Nancy Bonner 105,996.26  
Mary Cane 103,932.61  
Margaret Winner 103,926.24  
Martie Siber 103,200.19  
Dawn Dunn 102,945.95  
Anita Tripp Brewton 102,933.36  
Valerie Bagnol 102,203.99  
Pam Ross 101,695.39  
Joyce Z. Grady 101,595.90  
Shannon Andrews 101,326.92  
Scarlett Walker 100,496.61

## Monthly Commissions and Bonuses

Recruiter commissions, and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

Listed are NSD commissions earned in December by Independent National Sales Directors as defined above **plus** the following which are not included in rankings: NSD Director level commissions,

### SAPPHIRE

**Christine Peterson\*\* \$66,127**  
Gayle Gaston\*\* 58,383  
Rena Tarbet\* 43,182  
Joanne Holman\* 41,273  
Jana Cox\* 38,826  
Judie McCoy\* 38,752  
Lupita Ceballos 30,689  
Anita Mallory Garrett-Roe\* 28,341  
Donna Floberg\* 27,456  
Helene Reiners\* 25,004  
Rosa Enriquez\* 24,863  
Sonya LaVay\* 24,568  
Asenath G. Brock\* 23,655  
Valerie J. Bagnol\* 20,731  
Shannon C. Andrews 20,392  
Martha Langford\* 19,534  
Jo Anne Barnes 18,254  
Ann R. Cane 17,112  
Marilyn Welle-Villella\*\* 16,519  
Sherril L. Steinman 16,452  
Karen Kratochvil 16,136  
Martie Sibert\* 16,086  
Alia L. Head 15,806  
LaQueta McCollum 15,680  
Jeanne Curtis 15,659  
Nancy A. Moser 15,237  
Gloria Baez 15,031  
Gillian H. Ortega 14,757  
Carol L. Stoops 14,470  
Jan L. Thetford 14,424  
Mattie Dozier 13,996  
Sharon L. Buck 13,971  
Karen B. Ford 13,050  
Vernella Benjamin 12,953  
Davanne D. Moul 12,573  
Kendra Crist Cross 11,119  
Ann Brown 8,873  
Jo Ann Blackmon 8,431  
Jill Moore 7,163

### EMERALD

**Anne Newbury\*\* \$93,272**  
Marilyn Welle-Villella\*\* 63,738  
Gloria H. Mayfield Banks\*\* 62,437  
Kathy S. Helou\* 48,897  
Molly Morrow\*\* 42,610  
Ronda Burnside\* 34,115  
Pat Danforth\* 33,258  
Sherry Giancristoforo\* 29,872  
Debi R. Moore\* 28,610  
Nydia Payán\* 26,779  
Dacia Wiegandt 23,675  
Doris Jannke\* 23,115  
Kerry Buskirk\* 21,855  
Kay E. Elvrum 21,527  
Mona Butters 20,889  
Jamie Cruse-Vrinios 19,371  
Pamela Tull 18,959  
Janet Tade\* 18,322  
Cindy Fox 17,171  
Cathy Bill-Malpicia\* 17,168  
Sherry A. Alexander 16,597  
Lily Orellana 16,272  
Cathy Phillips 15,860  
Jackie LaPrade 15,695  
Sonya Gregian 15,222  
Regina Hogue 15,131  
Miriam Gómez-Rivas 14,597  
Crisette M. Ellis 13,865  
Consuelo R. Prieto 13,659  
Joanne R. Bertalan\* 13,393  
Kym A. Walker\* 12,776  
Cristi Ann Millard 12,699  
Shelly Gladstein 12,434  
Irene A. Shea 12,019  
Sabrina Goodwin Monday 11,973  
Jo Reynal 11,306  
Judy A. Rohde 10,497  
Dawn Otten-Sweeney 9,992  
Pamela Cheek 9,964  
Joyce Schuidt 9,494  
Nora L. Shariff\* 8,791  
Joanne Hollingsworth 7,972  
Natalie Privette-Jones 7,968  
Francie McBeth 7,582  
Phyllis R. Sammons 7,289  
Esther Whiteleather 6,800  
Carmen Rios 6,250

### PEARL

**Jan Harris\*\* \$51,334**  
Cheryl Warfield\* 42,601  
Pamela Waldrop Shaw 39,558  
Nan Stroud\*\* 38,776  
Cindy A. Williams 35,974  
Joan B. Chadborn\* 35,676  
Stacy I. James\* 33,658  
Jackie Swank\* 29,189  
Darlene Berggren 26,692  
Nancy Perry-Miles\* 24,786  
Rosa Jackson\*\* 20,674  
Rita Potter 20,075  
Ruth Theodocion 19,438  
Maureen S. Ledda\* 19,118  
Lise T. Clark\* 18,763  
Elizabeth Fitzpatrick\* 18,181  
Sandy Miller 17,999  
Wilda DeKerlegand\* 17,851  
Anita Tripp Brewton 17,416  
Nancy Bonner\* 16,655  
Julia Krebsbach 16,605  
Julvia Kalicak 16,191  
Bett Vernon 16,023  
Kathy C. Goff-Brummett 15,391  
Shirley M. Oshiro 14,886  
Wadene Claxton-Prince 14,871  
Monique Todd Balboa 14,839  
Robin Rowland 14,174  
Linda Kirkbride 13,677  
Lynda Jackson\* 13,546  
Beatrice Powell 13,291  
Linda McGuire 12,387  
Pat Campbell 12,318  
Maureen Myers 11,632  
Barbara Faber 11,038  
Kathy Jones 10,544  
Sonja Hunter Mason 10,364  
Linnie Woods-Stewart 10,216  
Anabell Rocha-Pedraza 9,632  
Gloryann Koester 9,476  
Connie Phillips 8,683  
Mary Pat Raynor 8,269  
Deb Pike 8,198  
Bettye M. Bridges 4,290

### DIAMOND

**Barbara Sunden\*\* \$66,213**  
Lisa Madson 52,987  
Karen Piro\*\* 46,970  
Kathy Z. Rasmussen\*\* 31,470  
Holly Zick\*\* 29,864  
SuzAnne Brothers\* 28,644  
Linda C. Toupin 28,087  
Pam Gruber\* 28,069  
Julianne Nagle\* 26,190  
Dawn A. Dunn 24,537  
Mary Diem\* 24,452  
Diane Underwood 24,212  
Patricia Rodríguez-Turker\* 22,745  
Jo Anne Cunningham 22,686  
Judy Newton 21,454  
Gloria Castaño\*\* 20,937  
Joyce Z. Grady 20,746  
Sharon Kingrey 19,132  
Tammy Crayk 19,020  
Sandy Valerio 17,279  
Sharon Z. Stempson\* 15,258  
Sonia Páez 14,738  
Betty Gilpatric 14,383  
Jo McKean 13,940  
Diana Heble 13,547  
Connie A. Kittson 13,401  
Linda O. Scott 12,397  
Kay Z. Hall 11,713  
Diana Sumpter 11,664  
Charlotte G. Kosen 9,210  
Naomi Ruth Easley 8,463  
Jan Mazzioti 8,255  
Carol Lawler 7,980  
Isabel Venegas 7,081  
Andrea C. Newman 5,819

### RUBY

**Pat Fortenberry\*\* \$66,784**  
Carol Anton\* 47,992  
Karie Isenhardt\*\* 37,959  
Linda McBroom\* 32,758  
Sue Kirkpatrick\* 32,579  
Johnnette Shealy\* 29,563  
Jessie Hughes Logan\* 23,156  
Ronnie D'Esposito Klein 22,321  
Shirley Oppenheimer 22,241  
Eileen Dunlap 21,962  
Wanda Dalby\*\* 21,464  
Kimberly R. Walker-Roop 20,886  
Jeanne Rowland\* 20,749  
Janis Z. Moon 19,556  
Pam Ross\* 19,527  
Kirk Beauregard Gillespie 19,335  
Scarlett Walker\* 19,084  
Judy Kawiecki 18,523  
Joan Watson 18,236  
Margaret Winner\* 17,728  
Toni A. McElroy 17,643  
Carol O. Robertson 17,399  
Bea Millsagle 15,769  
Dianne Velde\* 15,655  
Pamela A. Fortenberry-Slate\* 15,070  
Vicky L. Fuselier 15,036  
Michelle L. Sudeth 14,952  
Elizabeth Sapanero 14,815  
Rebecca Evans 14,716  
Patricia Lane 13,959  
Lynne G. Holliday 13,901  
Kate DeBlander 13,187  
Cheryl J. Davidson 13,032  
Nancy M. Ashley\* 12,723  
Maria Aceto Piro 12,472  
Kelly McCarroll 12,446  
Jean Santin\* 12,389  
Katie Walley 12,209  
Amy Dunlap 11,471  
Nancy West Junkin\* 11,318  
Rhonda L. Fraczkowski 11,080  
Cindy Z. Leone 10,904  
Phyllis Chang 10,630  
Sue Z. McGray 10,572  
Cindy Towne 9,868  
Cyndee Gress 9,558  
Sharilyn G. Phillips 8,894  
Renee D. Hackleman 8,688  
Gay H. Super 7,099  
Margaret M. Bartsch 6,955

\* Denotes Senior NSD  
\*\* Denotes Executive NSD

**MEET YOUR NSDs** Be sure to visit the Mary Kay InTouch® Web site for inspiring success stories about Mary Kay Independent National Sales Directors. Click on the "Meet Your NSDs" link. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?

# Achievement Circle

Listed is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their December 2005 estimated unit retail production.

## SAPPHIRE

Paola B. Ramirez	\$97,453
Ann W. Sherman	86,748
Randi Stevens	86,361
Lady Ruth Brown	83,932
Robin Blackmon-Dunda	83,797
Melva M. Slythe	82,855
Linne' Lane	78,705
Julie Weaver	76,578
Kristi M. Nielsen	72,540
Pam Klickna	70,217
Cheryl T. Anderson	69,675
Peggy B. Sacco	69,222
Tammy Romage	68,362
Sandra A. Zavoda	68,259
Kathy R. Bullard	62,032
Eileen Fricke	61,445
Zasha Noel Lowe	61,350
Angelee R. Murray	60,241
Jenny R. DeMell	60,210
Terry A. Hensley	59,489
Tracy Potter	58,249
Julie Neal	57,699
Ana M. Barba	56,456
Jill Beckstedt	56,115
Moleda G. Dailey	55,222
Dawn A. Peterson	54,068
Linda L. Quillin	53,970
Cindy L. Cameron	53,262
Elizabeth McCandliss	52,297
Jennifer G. Bouse	51,772
Judy K. Johnson Englund	51,745
Jerusher Wiggins	51,498
Marsha Morrisette	51,203
Kim Williams	51,049
Margaret Neill	50,957
Julia Mundy	50,686
Gayle J. Green	50,163
Kim B. Roberts	50,082
Pam Garner Moore	49,679
Angie S. Day	48,933
Bonnie Crumrin	48,496
Ruby Garner	48,003
Kaye Yuen	47,912
Leann Elaine Zondag	47,905
Julie M. Moreland	47,816
Rita E. Siqueiros-Avila	47,267
Romelia Bjornnes	46,678
Marti Louise Andersen	45,993
Dwauna Maura	45,699
Joanna Helton	45,579
Amy Rehmeier	45,543
Linda Klein	45,437
Belinda C. Gervase	45,239
Lynette R. Bickley	45,201
Debra M. Wehrer	45,172
Sherrian Beagle	44,353
Jeannie Helm	44,323
Shirley Jenkins	43,920
Holly V. Crumley	43,629
Bea Heath	43,585
Lorraine S. Kigar	43,361
Marty Ulmer	43,142
Barbara D. McKneely	42,784
Judy L. Staats	42,752
Kathleen Bonadie	42,150
Pam I. Higgs	42,000
Barbara Olesen Randall	41,906
Brynne M. Blalock	41,657
Sharon K. Swayzer	41,600
Dena Smith	41,549
Lyriss Yee	41,509
Dianne Hacker	41,436
Deb A. Hegland	41,209
Lynn Baer Roberts	41,199
Marie Pfarr	40,151
Sylvia Boggs	40,154
Virginia E. Curry	40,493
Norma Hood	40,483
Betty H. Schuler	40,391
Krista Neal Wickett	40,374
Julie Danskin	40,358
Brenda L. Curry	40,262
Carmen M. Fallas	40,190
Ronda R. Cousins	39,824
Mary Beissel	39,752
Jodi L. Feller	39,652
Judy Pennington	39,378
Lupita Castillo	39,279
Marjorie S. Haun	39,271
Elizabeth A. Poole	39,223
Ronda Compton	39,105
Jami B. Hovey	38,985

## EMERALD

Marilynne H. Rowland	38,935
Connie M. Michaelis	38,513
Joli A. Dockery	38,338
Dolores Keller-Wills	38,280
Binta Touray Jagne	38,269
Elsie Jackson	38,108
Doris M. Quackenbush	37,997
Gayle Lenarz Kolsrud	37,936
Elaine Oatmeyer	\$74,849
Denise G. Kucharski	73,456
Kathy P. Oliveira	72,793
Ann Shears	72,688
Kimberli Mahealani Rogers	70,183
Maureen Yantzer	69,869
Karin Lynette Schmaltz	69,051
Rosemary Mitchell	67,604
Marcia Neyra	65,228
Haydee Guzman	63,070
Theodora W. Bradley	63,051
Kerri L. Bunker	62,582
Ruth S. Parker	62,055
Heather Shea Catls	61,655
Zenelia Wheeler	61,370
Brenda D. Elliott	61,321
Stacy M. Houy	61,041
Barbara Gizzo	60,208
Hope S. Pratt	59,684
Tanya Olivia King	58,663
Valerie Yokie	57,580
Judith Pleet	57,069
Hollie R. Sherrick	56,422
Caterina M. Harris	54,977
Susan Hatten Weeks	54,618
Candy Jackson	53,374
Christine J. Kurzawa	52,719
Antonia Miranda	52,697
Nancy Harder	52,661
Debra Crews-Cairns	52,582
Judy Harmon	51,917
Michele Martella Armes	51,867
Ruth Barnes	51,643
Sherry L. Crews	50,863
Carolyn Thompson	50,785
Maria Cristina Cuenca	50,236
Toya M. Drew	49,886
Elaine Jem	49,622
Karen A. Jorgenson	49,607
Vicki Powell	49,193
Lois R. Humbert	49,178
Nancy Ashton	49,175
Elaine K. Williams	48,848
Ronit Goldstein	48,756
Pam Robbins	48,471
Silvia Ramos	48,456
Kathy Laughlin	47,606
Lynn F. Huckles	47,312
Gwen Regan	47,286
Loureds Monroy Rodriguez	47,065
Maricarmen Gonzalez	46,987
Suzi O. Stellmaker	46,216
Hazel A. Nicholson	46,180
Sheri L. Farrar-Meyer	46,139
Shirley Honey Allen	45,794
Kimberly R. Parker	45,673
Maritza Lanuza	45,549
Paula Vander Vorste	45,548
Lori M. Langan	45,468
Nancy Graham	45,259
Trisha Taylor	45,107
Auri Hatheway	45,092
Tracy Bryce	44,921
Rose Campbell	44,762
Kami Fredericks	44,661
Sheila J. McCune	44,609
Cheri Pearce	44,438
Dana G. Berry	43,918
Frankie Clapp	43,841
Melissa Ann Beckett	43,758
Heather A. Carlson	43,733
Rosemary Carolan	43,711
Nancy A. Coleman	43,422
Linda Bradley	43,299
Robin S. Moody	41,790
Denise M. Sowder	41,676
Mary Strauss	41,663
Nikki Knott	41,357
Ann C. Baldwin	40,899
Kathy Rodgers-Smith	40,613
Barbara Whitaker	40,553
Sandy Malkin	40,508
Yvonne S. Lemmon	40,478

## PEARL

Kim L. McClure	\$102,361
Allison Lee LaMarr	100,701
Tracey L. Chavez	80,241
Victoria R. Piccirilli	79,865
Heather Shea Catls	79,342
Tammy A. Machado	76,302
Cindy Cavado	75,194
Patty Webster	74,093
Kathryn L. Engstrom	74,093
Leah G. Nelson	71,649
Rebecca Milligan	68,738
Jeanie Martin	67,800
Barbara Stimach	66,905
Darlene Rutledge	64,913
Patti Cornell	64,826
Amie N. Garboian	63,835
Maria Bolling	63,480
Lisa Allison	63,120
Constance Nugent Miller	62,995
Kyla Jean Dodson	62,812
Janice Baxter Hull	62,359
Beth A. Mullins	58,976
Patricia Fitzgerald	55,869
Jane Studrawa	54,853
Judi Tapella	54,646
Susan M. Hohlman	54,045
Cathy E. Littlejohn	53,969
Kathleen Deal	53,399
Harriet Sharpe	52,858
Tracy Foltz	52,704
Nadine Bowers	52,308
Denise E. Crosby	51,973
Laurie C. Cole	51,757
Melissa L. Ruffin	51,719
Maureen Shipp	50,242
Holly L. Ennis	50,219
R. Sue Miller	50,129
Kathy Lee	49,924
Lisa Olivares	49,696
Krista Lynnette Shepard	49,360
Betsy C. Richard	48,598
Patty J. Olson	48,167
Amy Stokes	47,798
Joyce Recenello	47,650
Amy Kemp	47,465
Sandra M. Munguia	47,437
Halina Rygiel	47,180
Renee Conn	46,792
Roya M. Mattis	46,593
Carmen J. Felix	46,589
Ella M. Chick-Power	46,560
Buffi L. Kamery	46,383
Anne Geertsen	46,330
Melissa Nix Henderson	46,197
Celine Bennetts	45,608
Betty B. Lucido	45,307
Dorothy D. Boyd	45,162
Sharl M. Kirschner	45,078
Connie Lustig	44,925
Sherree E. Koehler	44,758
Susan T. West	43,578
Sandra Tatzert	43,532
Julia Sander Burnett	43,498
Vashti Day	43,469
Maria Claxton-Dickerson	43,400
Alma Orrostieta	43,304
Sharon S. Levan	43,162
Peggy Matish	43,130
Ruthie Bresette-Mount	42,624
Rita Schaefer	42,563
Kathy Eckhardt	42,207
Jennifer A. Davenport	42,022
Menina M. Givens	41,628
Susan Moore	41,595
Erin C. Sorvillo	41,450

## DIAMOND

Maria Neatherton	41,360
Rosalie Medjesky	41,246
Pat Ringnald	41,147
Tammy D. Glunz	41,079
Heather Marie Erbe	40,339
Reyna Murcia	40,284
Nadine Huckabee-Stanley	39,388
Maria S. Campbell	39,356
Donna M. Josellis	39,332
Yvette Alexander	39,195
Anita N. Conley	38,992
Ginger J. Benedict	38,871
Sherry S. Hanes	38,811
Laura Poling	38,351
Jean A. Wilson	38,301
Amie J. Bennett	38,111
Susan K. Janish	38,022
Gigi Figueroa Centaro	37,936
Deana Ormsby	37,722
Sherry L. Fields	37,517
Keita Powell	37,454
Allison Bragg Charles	37,106
Judy Brack	37,051
Irene K. Foster	36,880
Tina M. Wright	36,880
Nancy J. Grojean-King	36,808
Vivian Diaz	\$93,850
Mariann Biase Mason	84,321
Pat A. Nuzzi	83,303
Kelly Miller-Johnson	71,553
Linda C. Weniger	69,467
Kim I. Cowdell	66,737
Lesley A. Coppock	65,865
Char Griffin	65,321
Connie L. Russo	64,650
Karen L. Kunzler	64,621
Jeanette E. Beichle	63,806
Patricia Carr	62,820
Donna J. Saguto	61,983
Eileen M. Huffman	61,612
Judy Higgins	59,870
LaRonda L. Daigle	59,706
Amy Zanto	58,675
Evelinda Diaz	58,449
Sharon B. Carney-Wright	58,434
Donna K. Smith	57,896
Audrey K. MacDowall	57,319
Evitelia Valdez-Cruz	57,263
Robbie L. Brannon	56,609
Andrea Shields	56,377
Joyce M. Conant	55,576
Karen M. Bonura	55,301
Pat Joos	55,291
Nancy Fox Castro	55,030
Martha Kay Ralle	54,469
Gayle D. Parkhurst	54,366
Shelly Palen	54,026
Alice Rothbauer	53,926
Heather M. Julson	53,651
Kathy M. Viola	53,504
LaChelle M. Seleski	52,587
Suzanne T. Young	52,210
Lynnee E. Tate	51,842
M. G. Jan Chesmore	51,648
Barbara H. Peterson	51,423
Shelley Olson	51,328
Melinda M. Balling	51,323
Jill D. Hastings	51,185
Kim A. Messner	51,075
Cherie L. Smith	50,745
Sheryl Peterson	50,228
Beth Brinkley	50,048
Melissa R. Hennings	49,878
Stephanie A. Richter	48,962
Deborah Dudas	48,810
Heidi Goelzer	48,636
Joyce A. Newell	48,074
Sheila A. Grinstead	47,667
Julie Garvey	47,400
Terri J. Beckstead	47,394
Gerri Anne Morris	47,361
Annette Pace	47,229
Amy Hanifl	46,752
Lisa Bonadonna Madden	46,633
Melodye P. Lemon	46,123
Priscilla McPheeters	46,030
Rose Rodriguez	45,942
Lisa G. Wendland	45,918
Shari Kendall	45,902
Linda J. Wicks	45,772
Julie Schlundt	45,557

Gina I. Ambrossi	45,281
Mary P. Creech	45,015
Lisa Hackbarth	45,002
Barbara E. Roehrig	44,851
Vicki O'Bannon	44,287
Jill D. Davis	43,759
Chatney Gelfius	43,574
Virginia Rowell	43,230
Nellie R. Anderson	43,212
Chris Krabbe-Landaker	43,138
Ana Carolina Alvarez	43,108
Randy Patterson	43,060
Lori B. Schneider	42,722
Deanna L. Spillman	42,699
Kim C. Meyers	42,647
Candi L. Kelly	42,408
Faith A. Gladding	42,392
Norma Lee Shaver	42,324
Nikki Raichart	41,876
Cindy S. Kriner	41,857
Brenda K. Howell	41,281
Lady Carol Campbell	41,262
Gertie Janda	41,216
Lisa Rada	41,109
Lara F. McKeever	40,986
Jan K. Siesky	40,792
Rosa C. Fernandez	40,755
Joelle Leith	40,721
Ana X. Solis	40,680
Nikki Hall Edgemore	40,517
Amber Michelle Watt	40,097
Rubiela Palacio	39,900
Kristen C. Spiker	39,678
June Wylie-Longman	39,649
Connie J. Lamp	39,309
Lisa Anne Harmon	\$95,876
Debbie A. Elbrecht	81,655
Margi S. Eno	78,441
Donna B. Meixsell	66,220
Deborah K. Hack	65,685
Rolli Akperi	61,691
Kristal K. Walker	59,925
Kathy Monahan	58,204
Phuong L. White	58,182
Diane Covington	57,887
Angela Moore	56,186
Corrin Cresci	55,513
Gale Elliott	54,532
Vicki Jo Auth	53,979
Judie Roman	53,059
Patti Maxwell	52,327
Elena D. Lepley	52,014
Kathleen C. Savorgnan	51,943
Rose Mary Neal	51,937
Lisa Baker	51,777
Linda Leonard Thompson	51,753
Gloria Dominguez	51,740
Vicki S. Lindsay	51,058
Sherrie L. Clemons	48,891
Carmen Nunez	48,574
Lee A. McCarthy	48,219
Candy D. Lewis	47,842
Becky M. Xepoleas	47,323
Gena Rae Gass	47,205
Danette K. Lynch	47,191
Ekene S. Okafor	47,042
Karen E. Gardner	46,668
Julie Smith	46,665

Colleen Robustelli	46,452
Carol Neat	46,188
Gaynell L. Kennedy	46,069
Judy Lund	45,839
Terri A. Oppenheimer-Schafer	44,875
Robin R. Tucker	44,629
Kimberly Cavarretta	44,194
Elizabeth Medernach	44,184
Susan C. Ehrnstrom	43,812
Rosanne Pluchino	43,723
Mimi A. Novak	43,562
Darla L. Issa	43,550
Lisa V. Bauer	43,319
Janet S. Pavey	43,307
Jeannine E. Murphy	42,981
Suzanne Moeller	42,959
Marnie R. Yunger	42,795
Laura A. McLaughlin	42,734
Stella Nwokoye-Pius	42,516
Mary Jo Dallen	42,394
Krystal D. Downey	42,378
Kay McClinton	41,832
Debra J. Sims	41,831
Beth E. Morales	41,683
Phyllis E. Beers	41,656
Cammy L. Otten	41,639
Tiffany S. Maxwell	41,635
Sylvia J. Cook	41,622
Mary Alice Dell	41,620
Maureen A. Cohn	41,489
Teri A. Nichols	41,390
Kellie Anderson	41,134
Mary Lou Ardohain	41,067
Mary L. Morgan	40,990
Linda Single	40,946
Alicia Bivens-Jones	40,671
Kali DeBlander Brigham	40,575
Lanette Lyn McMullen	40,015
Mary Sharon Howell	39,911
Molly A. Williamson	39,720
Christy M. Cox	39,496
Nancy N. Danley	39,362
Shirla J. Lovegren	39,342
Mary Ann Riley	39,290
Tongbai Mason	38,906
Laurie Hallock	38,902
Revia Huffman	38,590
Jeanette M. Thompson	



# Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in December from each Seminar area. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

## SAPPHIRE

Lady Ruth Brown	\$13,473.98
Pam Klickna	13,110.43
Pam I. Higgs	12,652.10
Randi Stevens	12,630.20
Robin Blackmon-Dunda	12,414.59
Ann W. Sherman	12,177.04
Linne' Lane	11,940.14
Ruby Garner	11,909.18
Julie Weaver	11,756.68
Julia Mundy	11,587.33
Paola B. Ramirez	11,450.41
Ana M. Barba	11,286.11
Melva M. Slythe	11,099.41
Tammy Romage	10,746.32
Kristi M. Nielsen	10,447.83
Natalie Reed	10,446.22
Julie Neal	10,305.50
Kathy R. Bullard	10,165.38
Peggy B. Sacco	10,007.89
Cindy L. Cameron	9,933.16
Marsha Morrisette	9,843.92
Sandra A. Zavoda	9,800.27
Cheryl T. Anderson	9,694.59
Carmen M. Fallas	9,645.55
Jill Beckstedt	9,290.09
Pam Garner Moore	9,136.09
Maribel Barajas	8,970.18
Moleda G. Dailey	8,968.72
Eileen Fricke	8,721.87
Tracy Potter	8,647.69
Romelia Bjornnes	8,644.86
Angie S. Day	8,634.48
Judy K. Johnson Englund	8,600.70
Dawn A. Peterson	8,578.82
Debra M. Wehrer	8,574.86
Mary Beissel	8,466.06
Jenny R. DeMell	8,412.79
Zasha Noel Lowe	8,338.24
Belinda C. Gervase	8,338.18
Julie Danskin	8,277.32
Elizabeth McCandless	8,170.35
Joy L. Epps Breen	8,131.35
Lynn Baer Roberts	8,021.39
Kim Williams	7,977.83
Holly V. Crumley	7,882.49
Angelee R. Murray	7,857.24
Jennifer Bessey	7,754.74
Elizabeth Sanchez	7,726.55
Terry A. Hensley	7,629.50
Jennifer G. Bouse	7,610.51
Rita E. Siqueiros-Avila	7,487.49
Sherri Reindl	7,478.10
Dwauna Maura	7,434.87
Norma Hood	7,415.14
Joanna Helton	7,409.52
Lorraine B. Newton	7,364.22
Jerusher Wiggins	7,356.51
Danice C. McEldowney	7,354.04
Virginia E. Curry	7,353.07
Diane Bruns	7,310.52
Sylvia Boggs	7,151.88
Marjorie S. Haun	7,143.61
Lynette R. Bickley	7,140.44
Elvi S. Lamping	7,044.50
Betty H. Schuler	7,039.71
Kimberly D. Starr	6,894.96
Trudy Miller	6,886.92
Kim B. Roberts	6,847.55
Carol Lee Johnson	6,825.42
Marty Ulmer	6,817.77
Dolores Keller-Wills	6,814.27
Petie L. Huffman	6,800.27
Bonnie Crumrin	6,760.18
Debra J. Witmer	6,747.86
Jodie M. Moreland	6,746.20
Linda L. Feller	6,743.81
Kaye Yeun	6,693.77
Bea Heath	6,659.91
Margaret Neill	6,649.46
Marie Plarr	6,616.81
Linda L. Quillin	6,607.31
Leann Elaine Zondag	6,571.66
Joli A. Dockery	6,539.00
Judy L. Staats	6,529.69

Gayle J. Green	6,522.00
Shirley Jenkins	6,490.75
Sherrian Beagle	6,482.20
Dixie L. Gilbertson	6,436.12
Phyllis I. Pinks	6,408.54
Elizabeth A. Poole	6,401.23
Linda Klein	6,347.84
Barbara D. McKneely	6,345.27
Lyris Yee	6,256.17
Roxanne McInroe	6,248.94
Betty Wilson	6,196.26
Deb A. Hegland	6,184.77
Jeannie Helm	6,118.61
Gloria Stakemiller	6,109.97
Denise Yates-Hernandez	6,088.17
Agnes Stewart	6,086.38

## EMERALD

Kerri L. Bunker	\$12,611.84
Judy Harmon	11,855.09
Christine J. Kurzawa	11,793.10
Juanita Gudino	11,733.80
Elaine Oatmeyer	11,724.12
Kimberli Mahealani Rogers	11,667.24
Theodora W. Bradley	11,623.68
Yvonne S. Lemmon	11,534.02
Haydee Guzman	11,063.69
Ruth S. Parker	10,932.45
Michele Martella Arnes	10,708.06
Kathy P. Oliveira	10,631.56
Denise G. Kucharski	10,473.66
Maureen Yantzer	10,454.66
Ann Shears	10,379.85
Linda Bradley	10,298.58
Barbara Whitaker	10,250.10
Paula Vander Vorste	9,892.39
Ruth Barnes	9,820.52
Kathy Rodgers-Smith	9,694.22
Hollie R. Sherrick	9,596.96
Tracy Bryce	9,434.98
Stacy M. Houy	9,379.01
Kathy Laughlin	9,352.02
Barbara Pleet	9,197.73
Rose Campbell	9,158.15
Marcia Neyra	9,043.56
Toya M. Drew	8,987.13
Barbara Gizzo	8,956.68
Debbie L. Bower	8,925.23
Hope S. Pratt	8,865.43
Karin Lynette Schmalz	8,833.37
Valerie Yokie	8,814.38
Nancy Harder	8,771.75
Maricarmen Gonzalez	8,648.05
Elaine K. Williams	8,503.89
Caterina M. Harris	8,488.39
Zenelia Wheeler	8,487.14
Rosemary Mitchell	8,467.67
Sherry L. Crews	8,464.03
Trisha Taylor	8,388.81
Heather A. Carlson	8,380.63
Pam Robbins	8,328.09
Tanya Olivia King	8,314.10
Sheri L. Farrar-Meyer	8,314.06
Nancy Ashton	8,295.23
Jo M. Cotton	8,250.22
Brenda Segal	8,195.54
Kimberly R. Parker	8,190.02
Frankie Clapp	8,150.42
Shirley Honey Allen	8,135.70
Sheila J. McCune	8,008.69
Heather Shea Catts	7,943.57
Brenda D. Elliott	7,910.33
Debra Crews-Cairns	7,827.24
Sue Uibel	7,820.97
Mary Strauss	7,743.79
Melissa Ann Beckett	7,737.91
Maria Cristina Cuenca	7,691.98
Karen A. Jorgenson	7,657.26
Candy Jackson	7,619.37
Carolyn Thompson	7,611.56
Silvia Ramos	7,574.96
Maritza Lanuza	7,484.14
Nancy A. Berlin	7,441.61
Melody Ann Fox	7,411.68
Evalina Chavez	7,394.90

Ronit Goldstein	7,379.43
Elaine Jegi	7,324.90
Carol M. Fulton	7,291.30
Charlotte Mantooth	7,239.21
Kimbi L. Bartik	7,195.80
Stacy S. Gilson	7,171.03
Traci L. Smith	7,126.82
Eva M. Hall	7,110.13
Hazel A. Nicholson	7,071.91
Susan Hattem Weeks	7,068.02
Maria Sanches	7,057.13
Antonia Miranda	7,026.17
Loures Monroy Rodriguez	6,946.72
Peggy Sperling	6,929.81
Pamela Rowe Krzmarzick	6,895.69
Jeanie Albers	6,890.72
Laurie Ann Johnson	6,860.32
Lynn F. Huckels	6,825.90
Laura Smalley	6,823.13
Mays R. Humbert	6,811.71
Robin S. Moody	6,708.28
Marla Beddick	6,686.65
Susan Graham	6,600.74
Gail Patton Menelee	6,524.75
Nikki Knott	6,508.04
Nancy A. Coleman	6,482.13
Sandy Malkin	6,457.04
Sonyia F. Goins	6,399.26
Auri Hatheway	6,351.92
Joyce Danger	6,347.15
Kimberly Dawn Reed	6,319.57
Carren C. Fields	6,308.13
Stephanie Audino	6,261.85

## PEARL

Allison Lee LaMarr	\$16,167.81
Kim L. McClure	14,339.10
Tammy A. Valava	13,693.16
Tracey L. Chavez	13,439.86
Nadine Bowers	12,735.42
Darlene Rutledge	12,671.85
Cindy Machado	12,566.42
Jane Sudrawa	12,006.11
Cathy E. Littlejohn	11,459.46
Jeanie K. Navrkal	11,242.54
Beth A. Mullins	11,059.85
Leah G. Nelson	10,900.71
Melissa L. Ruffin	10,840.07
Patty Webster	10,819.56
Carmen J. Felix	10,714.37
Rosalie Medjesky	10,638.79
Patti Cornell	10,488.11
Maria Belling	10,415.78
Jeanie Martin	10,408.32
Kathryn L. Engstrom	10,316.14
Judi Tapella	10,209.58
Janice Baxter Hull	10,194.63
Rebecca Milligan	10,100.64
Halina Rygiel	10,049.43
Barbara Stimach	9,999.17
Amie N. Gamboian	9,962.09
Kyla Jean Dodson	9,897.79
Harriett Sharpe	9,714.33
Victoria R. Piccirilli	9,404.52
Lisa Allison	9,262.58
Dorothy D. Boyd	9,215.91
Susan M. Hohlman	9,017.49
Kathleen Deal	9,005.83
Denise E. Crosby	8,803.90
Judy Brack	8,661.12
Amy Stokes	8,601.36
Irene K. Foster	8,560.34
Betsy C. Richard	8,502.75
Maria Claxton-Dickerson	8,384.10
Sherree E. Koehler	8,369.74
Nadine Huckabee-Stanley	8,353.72
Peggy Matish	8,289.98
Joyce Recenello	8,211.60
Evelyn Pirhalla	8,153.12
Kella Powell	8,108.39
Ella M. Chick-Power	8,067.31
Sandra Tatzter	8,049.59
Patricia Fitzgerald	8,045.26
Celine Bennetts	8,039.64

Kathy Eckhardt	7,948.47
Alma Orrosetti	7,863.35
Betty B. Lucido	7,842.28
Sandra M. Munguia	7,828.37
Anne Geertsens	7,745.79
Patty J. Olson	7,675.30
Kathy Lee	7,651.52
Sally Moreno	7,611.23
Ginger J. Benedict	7,553.40
Lisa Olivares	7,532.20
R. Sue Miller	7,494.51
Tracy Foltz	7,416.83
Constance Nugent Miller	7,382.58
Penny J. Jackson	7,312.02
Anita N. Conley	7,091.91
Krista Lynette Shepard	7,015.39
Ruthie Bresette-Mount	7,002.96
Shari M. Kirschner	6,846.96
Maureen Shipp	6,974.27
Melissa Nix Henderson	6,939.38
Holly L. Ennis	6,938.72
Vicki B. Crank	6,897.57
Sandra G. Kirchhoff	6,843.66
Mara C. Lane	6,839.22
Buffy L. Kamery	6,833.74
Mary Beth Slattum	6,811.17
Joyce Bruder	6,807.65
Sharon S. Levan	6,806.82
Mary Durrer	6,788.14
Marie S. Campbell	6,726.95
Susan Moore	6,707.73
Pat Ringnald	6,703.20
Roya M. Mattis	6,702.47
Rita Schaefer	6,672.69
Susie Kopacz	6,585.19
Marilyn A. Ricker	6,578.49
Laurie C. Cole	6,568.97
Julia Sander Burnett	6,528.88
Reyna Murcia	6,524.12
Jennifer A. Davenport	6,483.49
Mary C. Estupinan-Martel	6,483.23
Hazel K. Eastupinan-Martel	6,442.01
Angel Cruz Garciaguirre	6,340.36
Melissa Taylor-Yindrick	6,274.07
Menina M. Givens	6,260.64
Gail A. Clark	6,242.75
Nancy J. Grojean-King	6,176.54
Jo Shuler	6,079.96
Naomi Barrett	6,065.49
Jeannette Alexander	6,039.12
Jennifer Gail Carvalho	6,024.75

## DIAMOND

Martha Kay Ralle	\$13,625.59
Marianne Biase Mason	12,115.32
Mivian Diaz	11,992.69
Pat A. Nuzzi	11,890.76
Connie L. Russo	11,765.95
Sheryl Peterson	10,922.36
Heather M. Julson	10,804.53
Priscilla McPheeters	10,730.72
Kelly Miller-Johnson	10,467.65
LaRonda L. Daigle	10,329.06
Jill D. Hastings	10,294.46
Julie Schlundt	10,212.77
Evelinda Diaz	10,113.15
Linda C. Weniger	9,804.60
Gayle D. Parkhurst	9,801.84
Terri J. Beckstead	9,531.05
Deborah Dudas	9,519.42
Melinda M. Balling	9,488.86
Evitelia Valdez-Cruz	9,368.53
Nellie R. Anderson	9,342.20
Jeannette E. Beichle	9,289.53
Donna J. Saguto	9,149.42
Sheila A. Ginstead	9,139.76
Karen L. Kunzler	9,115.44
Karen M. Bonura	9,060.36
Julie Garvey	9,045.93
Barbara E. Roehrig	9,018.51
Lisa Hackbarth	8,951.33
Melissa R. Hennings	8,889.68
Pat Joos	8,878.23
Eileen M. Huffman	8,865.40
Donna K. Smith	8,848.77
Sandy Lasso	8,821.54

Lesley A. Coppock	8,814.52
M. G. Jan Chesmore	8,683.18
Maria I. Monarrez	8,669.39
Rose Rodriguez	8,628.12
Char Griffin	8,570.83
Kathy M. Viola	8,531.33
Kim I. Cowdell	8,461.41
Heidi Goelzer	8,459.48
Phyllis Pottinger	8,451.42
Mary P. Creech	8,433.12
Nancy Fox Castro	8,418.39
Annette Pace	8,341.37
Judy Higgins	8,290.85
Lou Cinda Utley	8,278.27
Sharon B. Carney-Wright	8,234.84
Barbara H. Peterson	8,166.50
Norma Lee Shaver	8,116.72
Gina Rodriguez	8,051.27
Audrey K. MacDowall	8,043.41
Lesa Rae Franken	8,030.32
Shelly Palen	8,026.20
Stephanie A. Richter	8,004.41
Lila DeWeber	7,990.50
Joyce M. Conant	7,940.29
Beth Brinkley	7,866.83
Amy Hanifil	7,828.40
Betty McKendry	7,798.67
Rusty Kurtzrock	7,788.57
Ana X. Solis	7,759.36
Patricia Carr	7,748.17
Brenda K. Howell	7,738.82
Alice Rothbauer	7,638.84
LaChelle M. Seleski	7,613.24
Martha Brown	7,556.36
Jill D. Davis	7,527.48
Amy Zanto	7,459.58
Susan K. Carlson	7,422.53
Ana Carolina Alvarez	7,325.53
Lady Carol Campbell	7,296.62
Kim C. Meyers	7,295.67
Linda J. Wicks	7,278.59
Deanna L. Spillman	7,247.62
Robbie L. Brannon	7,218.41
Trudy J. Poor	7,167.68
Kim A. Messmer	7,146.45
Lyneea E. Tate	7,120.24
Ann M. Jones	7,112.29
Joyce A. Newell	7,033.78
Joelle Leith	6,997.10
Suzanne T. Young	6,980.98
Sandy K. Griffith	6,978.35
Gina I. Ambrossi	6,969.94
Andrea Shields	6,938.21
Lisa Rada	6,872.93
Mileta K. Kinser	6,805.08
Tawnya Kremppes	6,795.70
Faith A. Gladding	6,792.70
Audrey J. Doller	6,792.26
Virginia Rowell	6,774.59
Gerri Anne Morris	6,769.15
Cindy S. Kriner	6,724.17
Cherie L. Smith	6,697.20
Shelley Olson	6,663.06
Gertie Janda	6,579.94
Rosa C. Fernandez	6,564.21
Maria Flores	6,549.70
Morayma Rosas	6,491.59

## RUBY

Lisa Anne Harmon	\$14,292.22
Vicki Jo Auth	11,664.92
Margi S. Eno	10,671.59
Angela Moore	10,655.05
Debbie A. Elbrecht	10,452.44
Krystal K. Walker	9,980.44
Diane Covington	9,648.57
Laurie Hallock	9,504.07
Rose Mary Neel	9,481.07
Donna B. Meixsell	9,359.82
Deborah K. Hack	9,257.98
Gaynell L. Kennedy	8,987.45
Lisa Baker	8,864.54
Judie Roman	8,792.27
Mary Alice Dell	8,673.31
Gena Rae Gass	8,570.78
Corrin Cresci	8,457.15

Kathy Monahan	8,444.23
Kay McClinton	8,345.46
Phuong L. White	8,317.15
Patti Maxwell	8,184.72
Candy D. Lewis	8,176.38
Gale Elliott	8,154.34
Susan C. Ehrnstrom	8,136.08
Gail Bauer	8,131.58
Janet S. Pavey	8,024.05
Gloria Dominguez	7,915.17
Terri A. Oppenheimer-Schafer	7,867.44
Barbara L. Harrison	7,863.16
Carmen Nunez	7,824.23
Judy Lund	7,764.23
Roli Akperi	7,763.03
Sherrie L. Clemons	7,761.45
Marnie R. Yunger	7,653.81
Laura A. McLaughlin	7,608.76
Laura Sainz Rivera	7,576.25
Teri A. Nichols	7,499.82
Vicki S. Lindsay	7,481.75
Lee A. McCarthy	7,443.47
Thea Elvin	7,424.01
Julie Smith	7,400.96
Sylvia J. Cook	7,293.27
Dori M. Fennell	7,285.19
Jeanette M. Thompson	7,149.32
Sylvia Limon Martinez	7,095.19
Gina Beekley	7,074.48
Tongbai Mason	7,069.61
Donna Clark	7,017.26
Mary Lou Ardohain	7,010.88
Elena D. Lepley	6,932.98
Robin R. Tucker	6,860.39
Linda Leonard Thompson	6,822.07
Kathleen C. Savorgnan	6,806.41
Michele Semper	6,779.34
Colleen Robustelli	6,776.50
Danette K. Lynch	6,761.62
Ekene S. Okafor	6,755.06
Schoen McGinnity	6,738.85
Lisa V. Bauer	6,736.39
Mimi A. Novak	6,718.91
Minerva J. Balizanz-Diaz	6,676.38
Nancy N. Danley	6,671.17
Shirli J. Lovegren	6,619.65
Karen E. Gardner	6,697.59
Alicia Bivens-Jones	6,593.01
Tiffiney S. Maxwell	6,587.85
Mary L. Morgan	6,557.54
Natalie K. McNeill	6,524.98
Debbie Deets	6,508.53
Kali DeBlander Brigham	6,494.97
Michelle M. Visco	6,447.80
Darla L. Issa	6,411.85
Linda Sigle	6,409.95
Natalie A. Rivas	6,401.91
Karen M. Getty-Hopkins	6,401.70
Cammy L. Otten	6,400.28
Cindy Anderson	6,397.66
Maurie Traylor	6,365.23
Jeanine E. Murphy	6,308.39
Elizabeth Medernach	6,300.92
Laura A. Schmidt	6,299.49
Hilari Jo Courtney	6,252.50
Brenda Fenner	6,209.67
Jennifer Farley	6,208.93
Cindy P. Markowski	6,171.83
Maryann Clark-Durell	6,086.78
Bonnie Brannan	6,084.08
Mary Jo Dallen	6,074.54
Toni Zaino	6,044.57
Michelle L. Sanders	5,997.66
Susan C. Dunlap	5,973.79
Jan Martingo	5,942.43
Tracy A. Crisler	5,939.46
Amber L. Faulk	5,906.43
Suzanne Moeller	5,905.14
Kimberly Cavarretta	5,903.85
Sheila K. Valles	5,890.64
Shay Akin	5,884.88
Rosanne Pluchino	5,878.79
Helen Amato	5,865.49

# Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in December 2005.

## TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



**Christine Peterson**  
\$66,127  
SAPPHIRE



**Anne Newbury**  
\$93,272  
EMERALD



**Jan Harris**  
\$51,334  
PEARL



**Barbara Sunden**  
\$66,213  
DIAMOND



**Pat Fortenberry**  
\$66,784  
RUBY

## TOP UNIT — ESTIMATED RETAIL PRODUCTION

<b>SAPPHIRE</b> — Paola B. Ramirez, L. Ceballos Area.....	\$97,453
<b>EMERALD</b> — Elaine Oatmeyer, D. Wiegandt Area.....	\$74,849
<b>PEARL</b> — Kim L. McClure, Go Give Area.....	\$102,361
<b>DIAMOND</b> — Vivian Diaz, B. Sunden Area.....	\$93,850
<b>RUBY</b> — Lisa Anne Harmon, S. Kirkpatrick Area.....	\$95,876

## TOP SALES DIRECTOR-PERSONAL SALES

<b>SAPPHIRE</b> — Kerin Miller, G. Gaston Area.....	\$11,512
<b>EMERALD</b> — Kathy Laughlin, M. Morrow Area.....	\$13,773
<b>PEARL</b> — Rebecca Milligan, J. Chadborn Area.....	\$32,160
<b>DIAMOND</b> — Marjie Woody, Go Give Area.....	\$20,917
<b>RUBY</b> — Sandie D. Huber, R. D'Esposito Klein Area.....	\$10,766

## TOP BEAUTY CONSULTANT-PERSONAL SALES

<b>SAPPHIRE</b> — Carol Leigh Durham, S. Florez Unit, S. Andrews Area.....	\$12,133
<b>EMERALD</b> — Yuko Yasuma, M. Brandenburg Unit, M. Morrow Area.....	\$24,206
<b>PEARL</b> — Clorinda Contreras Erives, D. Ormsby Unit, P. Campbell Area.....	\$18,460
<b>DIAMOND</b> — Wylene Yvonne Green, M. Biase Mason Unit, Go Give Area.....	\$17,809
<b>RUBY</b> — Suan W. McGhee, A. Palmer Unit, Go Give Area.....	\$19,640

## TOP TEAM BUILDER

<b>SAPPHIRE</b> — Sales Director Carmen M. Fallas, L. Ceballos Area.....	22 New Team Members
<b>EMERALD</b> — Ginger B. Harding, M. Yantzer Unit, M. Welle-Villella Area.....	21 New Team Members
<b>PEARL</b> — Vicky L. Bronkema, J. Studrawa Unit, N. Stroud Area.....	14 New Team Members
<b>DIAMOND</b> — Celia R. Bobadilla, S. Arriola Unit, P. Rodriguez-Turker Area.....	16 New Team Members
<b>RUBY</b> — Barbara B. Benfield, M. Davis Unit, L. Holiday Area.....	17 New Team Members

## 13% Club

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during December.

### SAPPHIRE

Sales Director Ana M. Barba.....	\$1,932.16
Sales Director Carmen M. Fallas.....	1,861.86
Sales Director Kira Adler.....	1,782.04
Sales Director Cindy L. Cameron.....	1,724.74
Sales Director Pam I. Higgs.....	1,717.40
Sales Director Natalie Reed.....	1,690.36
Sales Director Linne Lane.....	1,556.52
Sales Director Julia Mundy.....	1,369.26
Kathleen Mae Harris, Z. Lowe Unit.....	1,361.69
Sales Director Lynette R. Bickley.....	1,340.43
Evangeline Garcia Rich, B. Hughes Unit.....	1,340.27
Sales Director Pam Klickna.....	1,333.80
Sales Director Virginia E. Curry.....	1,324.38
Sales Director Jodi L. Feller.....	1,321.55
Sales Director Cheryl T. Anderson.....	1,319.89
Sales Director Svetlana Lipsey.....	1,231.13
Sales Director Dawn Coby.....	1,230.16
Sales Director Dwauna Maura.....	1,223.07
Sales Director Romelia Bjornnes.....	1,214.53
Sales Director Elizabeth Sanchez.....	1,203.74
Sales Director Debra J. Witmer.....	1,175.56
Sales Director Diane Bruns.....	1,174.36
Sales Director Sandra A. Zavoda.....	1,149.56
Sales Director Jenny Ferry.....	1,149.01
Sales Director Jim Cundiff.....	1,147.77

### EMERALD

Sales Director Kerri L. Bunker.....	\$2,830.91
Sales Director Michele Martella Armes.....	2,384.30
Sales Director Ruth Barnes.....	2,381.83
Sales Director Theodora W. Bradley.....	2,197.49
Sales Director Ruth S. Parker.....	2,005.74

Sales Director Kimberli Mahealani Rogers.....	1,994.36
Sales Director Christine J. Kurzawa.....	1,953.71
Sales Director Mary Brandenburg.....	1,793.51
Lindsey Lauren Bishop, V. Powell Unit.....	1,735.08
Sales Director Sandy Malkin.....	1,618.21
Sales Director Tracy Bryce.....	1,595.98
Sales Director Laurie Ann Johnson.....	1,586.81
Sales Director Pam Robbins.....	1,532.86
Sales Director Haydee Guzman.....	1,519.31
Vanessa Hoang, D. Crews-Cairns Unit.....	1,512.65
Sales Director Kathy Laughlin.....	1,492.73
Sales Director Vera Ellen Spencer-Gray.....	1,470.89
Sales Director Marcia Neyra.....	1,440.50
Sales Director Peggy D. Stokes.....	1,396.04
Sales Director Debra Crews-Cairns.....	1,375.69
Sales Director Robin S. Moody.....	1,342.12
Sales Director Susan G. Carmichael.....	1,310.21
Sales Director Margarita Guerra.....	1,308.42
Sales Director Stacy M. Houy.....	1,291.10
Sales Director Nancy Graham.....	1,288.95

### PEARL

Sales Director Beth A. Mullins.....	\$2,127.55
Sales Director Melissa L. Ruffin.....	2,084.88
Sales Director Celine Bennetts.....	1,846.88
Sales Director Kathleen Deal.....	1,828.55
Sales Director Melissa Nix Henderson.....	1,682.01
Darlene A. Gamble, S. Hunter Mason Unit.....	1,488.53
Sales Director Keita Powell.....	1,451.13
Sales Director Hazel White.....	1,449.76
Sales Director Patti Cornell.....	1,403.55
Sales Director Jennifer Armstrong Davenport.....	1,366.63
Sales Director Peggy Matish.....	1,366.30
Sales Director Amy Stokes.....	1,350.90

Sales Director Maria De Jesus Ramales.....	1,341.31
Elaine Margaret Hoffman, V. Wright Unit.....	1,332.57
Sales Director Sandra Talzer.....	1,321.84
Sales Director Sue Ann Hill.....	1,309.23
Sales Director Nadine H. Huckabee-Stanley.....	1,308.39
Sales Director Carmen J. Felix.....	1,286.25
Sales Director Kim L. McClure.....	1,280.63
Sales Director Roya M. Mattis.....	1,277.51
Sales Director Marilyn A. Ricker.....	1,274.20
Sales Director Kyla Jean Dodson.....	1,271.56
Erika Lund Meyer, V. Piccirilli Unit.....	1,264.32
Sales Director Joyce Recenello.....	1,235.33
Sales Director Sharon S. Levan.....	1,215.05

### DIAMOND

Sales Director Martha Kay Raily.....	\$1,918.93
Sales Director Heather M. Julson.....	1,535.07
Sales Director Sheila A. Grinstead.....	1,519.57
Sales Director Lisa Rada.....	1,407.93
Amanda Hurst, L. Wendland Unit.....	1,391.85
Sales Director Pamella Stinnett.....	1,371.86
Sales Director Donna J. Saguto.....	1,361.26
Valeria Pimienta, M. Biase Mason Unit.....	1,326.26
Sales Director Terri J. Beckstead.....	1,308.94
Sales Director Maria Flores.....	1,297.21
Sales Director Judy Higgins.....	1,257.39
Ava Lynn Roberts, V. White Unit.....	1,251.97
Sales Director Connie L. Russo.....	1,246.44
Sales Director Pat A. Nuzzi.....	1,233.96
Sales Director Courtney Jo Robinson.....	1,222.75
Sales Director Jill D. Hastings.....	1,220.47
Sales Director Gayle D. Parkhurst.....	1,213.00
Sales Director MaryHelen Bergschneider.....	1,189.40
Sales Director Darlene K. Portner.....	1,172.50

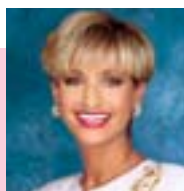
Sales Director Alice Rothbauer.....	1,166.75
Sales Director Debbie L. Frazer.....	1,166.72
Sales Director Silvia Sanchez.....	1,161.13
Sales Director LaChelle M. Sleski.....	1,156.51
Sales Director Evitelia Valdez-Cruz.....	1,121.38
Sales Director Heidi Goelzer.....	1,119.56

### RUBY

Sales Director Angela Moore.....	\$2,214.39
Shannon Renee Berg, K. McCarroll Unit.....	2,158.59
Sales Director Lisa Baker.....	2,127.22
Sales Director Minerva J. Balizan-Diaz.....	1,745.32
Sales Director Tonghai Mason.....	1,547.23
Sales Director Vicki Jo Auth.....	1,517.43
Sales Director Kristen Anne Lawhorn.....	1,418.07
Barbara Branch Benfield, M. Davis Unit.....	1,351.32
Sales Director Lisa V. Bauer.....	1,337.05
Sales Director Bonnie Brannan.....	1,333.67
Sales Director Margi S. Eno.....	1,267.40
Sales Director KimLien Thi McBride.....	1,266.72
Sales Director Kitzie Whitton.....	1,240.27
Sales Director Darla L. Issa.....	1,239.71
Sales Director Julie S. Wojcik.....	1,217.42
Sales Director Kelly L. Moler.....	1,211.99
Sales Director Paulette Savoy.....	1,190.05
Sales Director Cathy O. Calabro.....	1,182.06
Linda Kay Landry, B. Plaisance Unit.....	1,172.08
Sales Director Cindy Anderson.....	1,171.33
Sales Director Maryann Clark-Durell.....	1,151.25
Sales Director Georgia A. Eaves.....	1,127.98
Sales Director Molly A. Williamson.....	1,123.36
Sales Director Lucinda Rudd.....	1,122.88
Sales Director Amy J. Spence.....	1,115.21

## Sales Mentors

Special thanks to the sales mentors for the December 14, 2005, New Independent Sales Director Education class.



**Kathy S. Helou**  
Senior National Sales Director  
Cornelius, N.C.  
Emerald Seminar



**Lisa Anne Harmon**  
Executive Senior  
Sales Director  
Venetia, Pa.  
Ruby Seminar



**Kim L. McClure**  
Future Executive Senior  
Sales Director  
Cranberry Township, Pa.  
Pearl Seminar



**Sheryl Peterson**  
Future Executive Senior  
Sales Director  
Oregon, Wis.  
Diamond Seminar



**Shannon Shaffer**  
Future Executive Senior  
Sales Director  
St. Thomas, Canada  
Pearl Seminar

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s Independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas. ©2005 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association; Acapella, Angellie, Applause, Beauty Blenders, Belara, Calming Influence, Daily Benefits for Men, Daily Benefits for Women, Day Radiance, Domain, Elga, Eyecolors, Footsteps, Genji, Instant-Action, Journey, Mary Kay, Mary Kay Intouch, Mary Kay Spot Solution, Mary Kay Tribute, MKConnections, Moisture Renewal, Nutribeads, Nutriwear, Perfect Surface, Powder Perfect, Power Hour, Quattro, Salon Direct, Satin Hands, Satin Hands & Body, Satin Lips, Skin Management, Speed Set, Stress Free, Sun Essentials, Terme d'Isola, TimeWise, Tribute, Triple-Action, Velocity and Visible-Action are registered trademarks; and ch!ll it!, Daily Benefits, Embrace Dreams, Embrace Happiness, Embrace Harmony, Embrace Romance, Embrace Today, End2End, Heart to Heart, Go-Give Award, Indulge, Inspiring Beauty, Enriching Lives, LearnMK, Make it Matter, Mary Kay Lumineyes, MK Signature, MKCard, myCustomers, Ovation, Private Spa, Private Spa Collection, Sea Level, shine it! and Visibly Fit are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

**YOUR INDEPENDENT CONTRACTOR STATUS YOUR INDEPENDENT CONTRACTOR STATUS:** As an independent contractor, you are not an employee nor an agent of Mary Kay Inc. Throughout Applause®, you will receive guidance, suggestions, and ideas regarding your Mary Kay business, yet you have the freedom to choose your own hours and the business methods that work best for you. The Company retains no right of control over you, except those terms of your Independent Beauty Consultant, Independent Sales Director, and/or National Sales Director Agreement(s) with the Company. You, in turn, have no power or authority to incur any debt, obligation, or liability, or to make any representation or contract on behalf of the Company.

# GO-GIVE® AWARD

**Congratulations to the winners for April 2006.**

The Go-Give® Award is given in memory of Independent National Sales Director **Sue Z. Vickers** to recognize Independent Sales Directors who best exemplify the Golden Rule, helping others **unselfishly** and **supporting** adoptees as much as unit members.

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give® nomination form is available on the Mary Kay InTouch® Web site. Select "More Resources" located under "LearnMK." Select "Recognition," then click on "Sales Director Go-Give® Award Nomination Form."



**Betty Boone**

**Ruby**  
Senior Sales Director

**Began Mary Kay** August 1974  
**Sales Director Debut**  
December 1980

**Offspring** two first-line;  
one second-line

**National Sales Director**  
Go Give Area

**Honors** Premier Club qualifier; Circle of Honor; gold medal winner; estimated highest monthly unit retail: \$59,396; eight-times Sales Director Queen's Court of Personal Sales; 12-times Circle of Achievement

**Personal** Lives in Longview, Texas. Sons: Rob, Jim, John, Mike; Daughter, Carol

**Favorite Quote** "But rather seek ye the kingdom of God; and all these things shall be added unto you." Luke 12:31

**Independent Senior Sales Director**  
**Dawn Stanford of Fayetteville, Ark.,** says, "Betty lives to give back to others."



**Angelee Murray**

**Sapphire**  
Sales Director

**Began Mary Kay** February 1992  
**Sales Director Debut** May 1994  
**National Sales Director**  
Joanne Holman

**Honors** Cadillac qualifier; Circle of Stars; gold medal winner; estimated highest monthly unit retail: \$90,997; four-times Double Star Achievement; Queen's Court of Recruiting; eight-times Sales Director Queen's Court of Personal Sales; eight-times Circle of Achievement; Circle of Excellence

**Personal** Lives in Gastonia, N.C. Husband, John Lee

**Favorite Quote** "I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel." Maya Angelou

**Independent Future Executive Senior Sales Director Barbara Allen-Rosser of Montgomery, Ala.,** says, "Angelee takes care of adoptees and shares her creativity and ideas. She has a fabulous attitude, a remarkable 'sense of other' and a commendable sharing spirit."



**Jeannie Varela**

**Emerald**  
Future Executive  
Senior Sales Director

**Began Mary Kay** August 1979  
**Sales Director Debut** January 1982

**Offspring** four first-line;  
two second-line

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Circle of Honor; gold medal winner; estimated highest monthly unit retail: \$55,550; Queen's Court of Recruiting; 12-times Circle of Achievement

**Personal** Lives in Pismo Beach, Calif. Sons: John, Joseph; Daughter, Jessica; three grandsons

**Favorite Quote** "The measure of a woman is the size of the problem it takes to stop her."

**Independent Beauty Consultant Barbara Gunn of Atascadero, Calif.,** says, "Jeannie is always willing to help others achieve their goals. She has a cheerful attitude that makes learning fun."



**Karen Rapp**

**Pearl**  
Senior Sales Director

**Began Mary Kay** January 1979  
**Sales Director Debut** July 1980

**Offspring** one first-line;  
four-second line

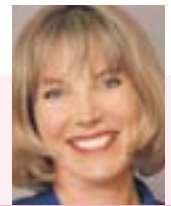
**National Sales Director** Nan Stroud

**Honors** Cadillac qualifier; Circle of Honor; estimated highest monthly unit retail: \$55,141; two-times Double Star Achievement; seven-times Sales Director Queen's Court of Personal Sales; seven-times Circle of Achievement

**Personal** Lives in Dekalb, Ill. Husband, Duane; Sons: Dan, Doug, Randy, Dave, Jason; Daughter, Dawn

**Favorite Quote** "Strive first for the kingdom of God and his righteousness and all these things will be given to you as well." Matthew 6:33

**Independent Beauty Consultant Gloria Mamer of Woodridge, Ill.,** says, "Karen is gracious, caring and supportive with others."



**Judy Higgins**

**Diamond**  
Senior Sales Director

**Began Mary Kay** July 1980  
**Sales Director Debut** August 1982

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Circle of Honor; gold medal winner; estimated highest monthly unit retail: \$75,371; four-times Double Star Achievement; 13-times Sales Director Queen's Court of Personal Sales; 10-times Circle of Achievement

**Personal** Lives in Glendora, Calif. Husband, John; Sons: Evan, Erik

**Favorite Quote** "As the heavens are higher than the earth, so are my ways higher than your ways and my thoughts than your thoughts." Isaiah 55:9

**Independent Sales Director-in-Qualification Maria Spadaccini of Azusa, Calif.,** says, "Judy is always ready and willing to help. She is a wonderful role model, teacher, mentor and friend."





Pink Twilight



Honey Moon



MidniteMauve



Berry Dawn

# Luscious **Color,** Luscious **Feel**

**Color-coded**

ends make it easy to know which shade is inside.

**Plus**

the new ultra-elegant tube fits into the Custom Compact.

Ruby Sky

That's a temptation too beautiful to resist. The new MK Signature™ Luscious Color™ Lipstick gives women what they want – intense color that's super moisturizing.

Using a custom blend of pigments exclusive to Mary Kay, the MK Signature™ Luscious Color™ Lipstick formula delivers rich, stay-true color. With over 60 percent moisturizers and conditioners, it hydrates and softens lips for up to six hours. Plus, it comes in five fabulous new shades. Limited edition, while supplies last. **\$13**

QUEEN'S COURT OF SHARING

QUEENS' COURTS OF PERSONAL SALES

# Reveal Your Passion

There's still time to qualify for Seminar 2006 royalty. So keep your dreams vivid, your goals inspired and your determination focused to be a member of the Queen's Court of Sharing and the Queen's Court of Personal Sales. Let your passion shine!

Some jewelry has been enlarged to show detail.  
For qualifications, go to the Mary Kay InTouch® Web site  
and click on "Applause® Online."

QUEENS' COURTS OF PERSONAL SALES

MARY KAY®

Mary Kay Inc.  
P.O. Box 799045  
Dallas, TX 75379-9045

PRSR STD  
U.S. POSTAGE  
PAID  
MARY KAY INC.