

APRIL 2009

Applause®

MARY KAY®
Enriching Women's Lives™



Set
Sail

With the Limited-Edition
Coastal Colors Collection

Get
VACATION
READY

NEW
FRAGRANCE GIFTS
With Opportunity

Brush Up on
MINERAL POWDER
FOUNDATIONS

Applause® April 2009

get it free*

WITH YOUR ORDER

MARCH 16 – APRIL 15, 2009



TimeWise® Targeted-Action® Line Reducer

Suggested use: Lines and wrinkles can be firmed and tightened for a fresher, more relaxed look immediately! Just 10 minutes after this product was applied, a dermatologist in a clinical study conducted by an independent research facility saw that lines and wrinkles on the forehead and around the eyes appeared less noticeable. With continued use, it delivers lasting benefits. One TimeWise® Targeted-Action® Line Reducer is your BizBuilders bonus starting with a \$400 wholesale Section 1 order.

Limited-Edition Mary Kay® Compact Covers**

Suggested use: The elegant black faux suede Mary Kay® Compact Cover makes the perfect gift for any customer who loves the Mary Kay® Compact! Designed to be multifunctional, the fabric pouch serves as a protective cover and a polishing cloth. Five compact covers** are your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



Product
not included.

Travel Roll-Up Bag

Suggested use: This popular streamlined black nylon bag with pink lining includes clear zippered bags and a swivel hook for easy hanging, and it makes a great gift with purchase for your best customers! It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

For more details on BizBuilders bonuses,
see Page 27.

*Sales tax is required on the suggested retail value of Section 1 products. **Not intended for resale



page 4

A New Season for Gift-Giving

New fragrance gift sets can help you
wrap up sales as you head toward
your year-end Seminar goals.

You've Got It!

Women want products that are current and meet their needs. And you've got them!

The Spring 2009 limited-edition *Coastal Colors* Collection and new fragrance gift sets are right on-trend with current fashion and makeup trends. And the limited-edition Vacation Getaway Set is sure to get customers thinking about their summer plans.

This season offers numerous gift-giving occasions, so why not get the ball rolling by telling your customers how you can help? Remember, spring sales can help you meet your Seminar goals.

Spread the word!

page 2

Discover Global Beauty

The new limited-edition *Coastal Colors* Collection will launch you on a journey to exotic, global beauty.



page 6

Offer a Free Bag With Purchase

A special limited-edition gift set offers a great way to reintroduce the very popular Mary Kay® Mineral Powder Foundation.

Colors From

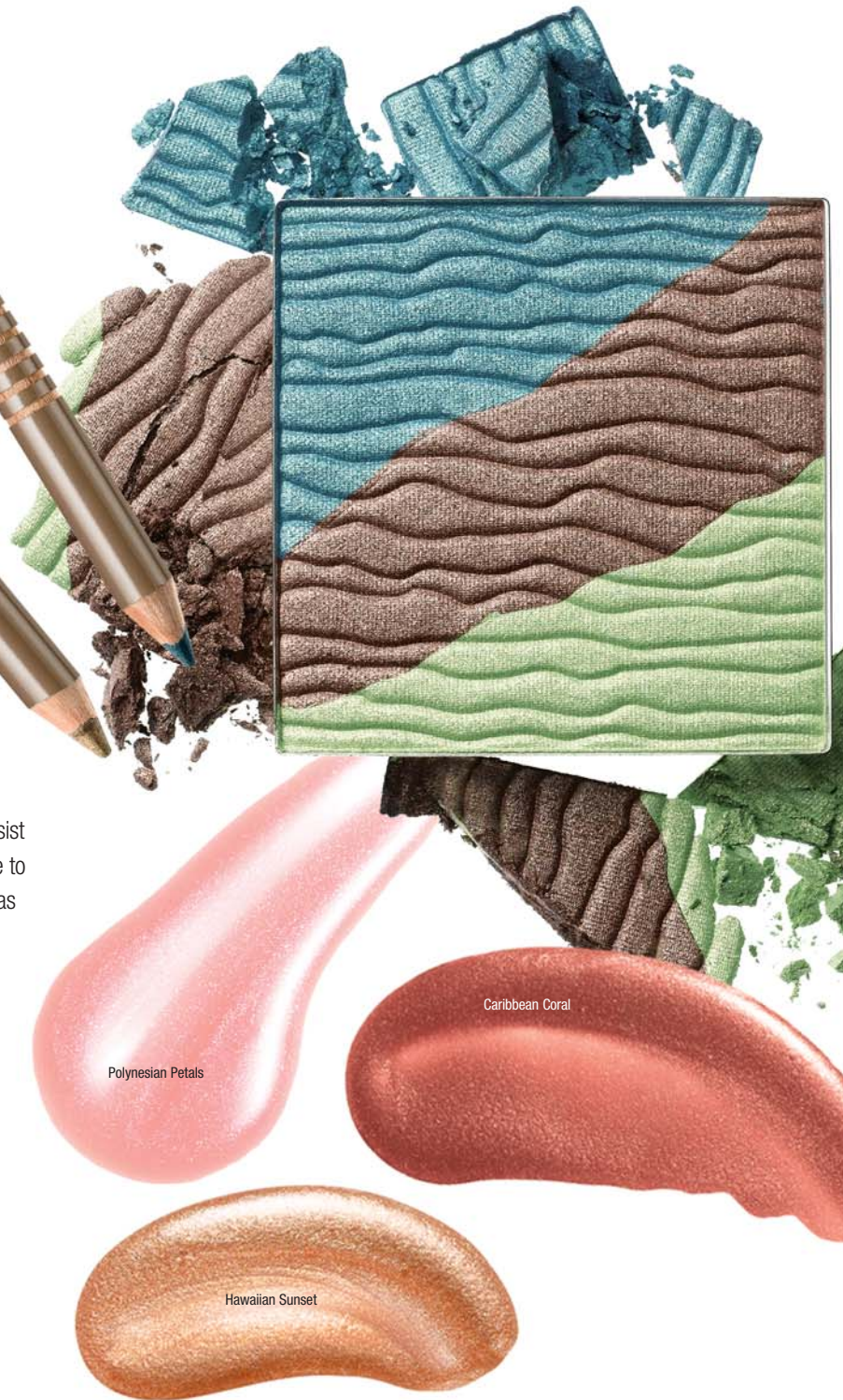
Rays of sun sparkling on water.
The shimmer of dawn's first
light on windswept beaches.
The textures and colors of
exotic islands. Let the limited-
edition *Coastal Colors* Collection
take you on a beautiful journey
to beaches around the world.

Waves of Color

The Mary Kay® Mineral Eye Color Palette in Coastal Colors is a reflection of earth, sea and sky, with a trio of shades that arrives like the waves upon the shore, enhancing the beauty of every skin tone. True to their nature, the mineral-based formulas are lightweight, blend seamlessly and resist creasing for a beautiful look from start to finish. And there's more to these mineral colors than meets the eye. The long-lasting formulas are infused with vitamins A, C and E to help protect against skin-aging free radicals. The trio of shades can help you create multiple eye looks. **\$15**, while supplies last

If you really want to draw attention to your eyes, remember that eyeliner is essential. The new limited-edition Mary Kay® Eyeliner Pencil comes in two shades, Bahama Blue and Tahitian Gold, to complement the eye color palette perfectly. Plus, the pencils have a unique design element that makes them easy to grip. **\$10 each**, while supplies last

as shown in the look



Kissed by Island Shades

And now your lips can look like you searched the world for the perfect lip gloss! Delivering a finish that captures the iridescent shimmer of pearls, this limited-edition Mary Kay® Lip Gloss looks as beautiful solo as it does paired with your favorite lipstick shade. Choose from Polynesian Petals, Caribbean Coral or Hawaiian Sunset. **\$13 each**, while supplies last

the Seas

Free Cosmetic Bag With Purchase

Receive this trendy and functional limited-edition cosmetic bag free with the purchase of one limited-edition eyeliner, one limited-edition lip gloss and the Mary Kay® Mineral Eye Color Palette in Coastal Colors (\$38 total suggested retail, while supplies last). What a great deal!



Get Global Trend Looks

Celebrity makeup artist Ildiko created these two color looks using the *Coastal Colors* Collection. Both looks are featured in the Spring 2009 issue of *The Look* along with several others by Ildiko, who uses superfine layering that appears as if the shades were applied with fingers rather than brushes. Best of all, each *Coastal Colors* Collection shade is created to work on ivory, beige and bronze skin tones. (Read more about Ildiko in *The Look*.)



This look is inspired by the layering technique that marks this trend with artistic expression. **EYES:** The entire eye is lined in a combination of Bahama Blue eyeliner layered with limited-edition eye color in blue. On her eyelid is an equal pairing of brown eye color at the corner and green on the outside — both from the Mary Kay® Mineral Eye Color Palette in Coastal Colors. **CHEEKS:** On her cheeks, she's wearing Mary Kay® Mineral Cheek Color in Pink Petals. **LIPS:** Her lips look fresh in Dusty Pink lip liner and limited-edition lip gloss in Polynesian Petals.

This look is inspired by the colors found in a lively urban bazaar. **EYES:** On the eyelids is Tahitian Gold eyeliner layered with brown and green eye colors from the Mary Kay® Mineral Eye Color Palette in Coastal Colors. **CHEEKS:** On her cheeks, Ildiko adds warmth with Mary Kay® Mineral Cheek Color in Berry Brown. **LIPS:** Lips are lined with Chocolate lip liner, then finished with limited-edition lip gloss in Polynesian Petals.



A limited-edition collection inspired by global beauty, exotic beaches and the colors and textures of island life. Experience the *Coastal Colors* Collection!

Fragrance Gifts With Universal Appeal

Mother's Day, Father's Day, bridal occasions, graduation and more are arriving soon! You can help your customers find the perfect gift for him or her with luxurious new limited-edition gift sets featuring Mary Kay® fragrances that offer widespread appeal.

Why not get a jump on sales by telling your customers what you have to offer now? Show the guys options for gals and vice versa. Your customers are sure to appreciate your help in getting this season's gift-giving opportunities all wrapped up! And remember, when the sale happens, you have greater potential for reaching your Star Consultant and Seminar goals.

Fragrance Layering She'll Love

Introducing new regular-line Mary Kay® Body Lotions in the same tantalizing scents you and your customers have come to love: Warm Amber™, Simply Cotton™, Exotic Passionfruit™ and Sparkling Honeysuckle™. These lotions provide additional selling momentum for the Mary Kay® Eau de Toilette fragrances in the same scents. Each lotion comes in a 6.5 fl. oz. tube with a flip-top cap for **\$15** suggested retail. And by layering the lotion on the skin before applying the fragrance, your customers can extend the wear time of the fragrance.

New Regular-Line Mary Kay® Body Lotions, **\$15 each**



Limited-Edition Mary Kay® Eau de Toilette Gift Sets, **\$40 each**

Gorgeous Gifts

To get sales off to a swift start this quarter, you can offer four limited-edition Mary Kay® Eau de Toilette Gift Sets in each fragrance that include one body lotion, one matching fragrance and a beautiful gift bag (while supplies last) with tissue paper for a total of **\$40 each**. Think about these trendy gift sets for moms, daughters, brides, bridesmaids, wives, sisters, graduates, teachers (for end-of-year gifts) and more!



Mary Kay® Eau de Toilette Fragrances, **\$25 each**

as shown in *the look*



MK High Intensity™
Cologne Spray, \$38

Limited-Edition
MK High Intensity™
Fragrance Gift Set,
\$40



“Scent-sational” Gifts for Him

Show him how much he means to you with two masculine limited-edition Mary Kay® Men's Fragrance Gift Sets in MK High Intensity™ and Domain®. Each set includes both retail-size and travel-size tubes of Cooling After-Shave Gel and Body and Hair Shampoo for **\$40 each set**. That's four great items in each set, plus a stylish gift bag that leaves room to include MK High Intensity™ Cologne Spray (**\$38**) or Domain® Cologne Spray (**\$34**). Talk about a great upselling opportunity! And now there's a new “Build Your Own Brochure” for men available on the Mary Kay InTouch® Web site so you can create your own options including these sets.

Limited-Edition
Domain® Fragrance
Gift Set, \$40



Domain® Cologne
Spray, \$34

MKMen® Shave Foam, \$10 ▶

▶ MKMen® Moisturizer Sunscreen SPF 25*, \$22



MKMen® Body Spray, \$14 ▲



▲ MKMen® Cooling After-Shave Gel, \$14



▶ MKMen® Face Bar, \$14



Great Skin for Guys

Men can get started on the right skin care track with products from the MKMen® line. A perfect gift for any guy who loves to be at his very best.



Showcase These Sets

You'll want to make sure all your customers see these great fragrance sets at spring open houses and skin care classes. But you also may want to consider taking the gifts to your customers, as does **Independent Executive Senior Sales Director Julie Neal** of Green Bay, Wis. “I don't wait for my customers to come to me,” Julie shares. “I book as many ‘Stop and Shop’ appointments as I can, and I take my products – both new and regular line – on the road.” Julie keeps these appointments to no more than 15 minutes, presenting prewrapped products for quick sales. “These appointments work great with my preferred customers who've already seen new gift items in *The Look*. Seeing the gifts in person clinches the deal.”

On the Mary Kay InTouch® Web site, you'll also find great party tips and ideas for showcasing these sets. Go to Education > Hostess Program.

Discover the Best Mineral Powder Foundation Around

It's a foundation. It's a powder. That's the beauty of Mary Kay® Mineral Powder Foundation.

Free Cosmetic Bag With Purchase

Now's a great time to try this fan favorite. The Mary Kay® Mineral Powder Foundation and the Mary Kay® Mineral Foundation Brush are paired with this exclusive satin-lined cosmetic bag while supplies last. You'll also receive a special insert with application techniques and tips. This limited-edition set is an ideal "all-in-one" package for those who already love this foundation and for those trying it for the first time. **\$28**



Mary Kay® Mineral Powder Foundation limited-edition set, available in six shades while supplies last, **\$28***

All product prices are suggested retail.

Consumers have been raving about Mary Kay® Mineral Powder Foundation! Since its launch in December 2007, we've been hearing how much this foundation is meeting the needs of women everywhere. Here's one example:

“Before trying Mary Kay® Mineral Powder Foundation, I was using another mineral foundation that left my skin feeling oily and looking shiny. The difference after using Mary Kay® Mineral Powder Foundation for two weeks was dramatic. Mary Kay® products are much higher quality and easier on my checkbook. And my Mary Kay Independent Beauty Consultant is personable, helpful and knowledgeable about the product.”

Erin F.
Preferred Customer, Annandale, Minn.



as shown in
the look

***Also available separately: Mary Kay® Mineral Powder Foundation, \$18; Mary Kay® Mineral Foundation Brush, \$10**

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Achieving Simple Beauty

It's a foundation that goes on with the sweep of a brush. A weightless powder that blends effortlessly for a flawless look. A skin perfecter that makes wrinkles and other imperfections seem to disappear. And it's transfer-resistant so it won't fade away mid-day. That's why Mary Kay® Mineral Powder Foundation is perfect for a natural-looking and flawless finish. This long-wearing formula provides gorgeous buildable coverage with a lightweight feel.

Choose from six true-to-life shades:



Application Tips

Here's how to apply the foundation:

- Cleanse and moisturize your face. Allow your moisturizer and any other treatment products to become dry to the touch.
- Unscrew the jar lid; hold the sifter with one hand while gently lifting the clear sifter label at an angle with your other hand.
- Once the sifter label is removed, screw the lid back onto the jar and gently shake jar to dispense the foundation into the sifter.
- Remove the lid and lightly dip your Mary Kay® Mineral Foundation Brush into the powder and tap against the rim of the jar to remove any excess. You do not need to use all the powder that is in the sifter – a little goes a long way.
- Swirl the Mary Kay® Mineral Foundation Brush inside the lid so that the powder is worked into the bristles.
- To apply, start in the center of the face and work your way out on either side toward the hairline and along the jawline, blending it well. For a light, natural coverage, a single thin layer should be enough. For increased coverage, repeat the application process, applying the foundation in thin layers until you reach your desired coverage level.
- Keep in mind that the Mary Kay® Mineral Foundation Brush was created to work exclusively with this foundation. The bristles are soft, natural hair that pick up a precise amount of powder, releasing it evenly as you sweep and swirl.

Best Skin All Around

With the Mary Kay® TimeWise® Miracle Set as the basis for great skin, you can be on your way to achieving the best skin in the world. Products in the Miracle Set are designed to use every day to cleanse, exfoliate, freshen, moisturize and protect. For smoother, softer, firmer skin with fewer lines and wrinkles, this is the must-have set for the best skin ever! As the packaging update nears, look for more information coming to help you repromote the Miracle Set, including a "Countdown to Skin Care" section of "Product Central" on the Mary Kay InTouch® Web site.

TimeWise® Miracle Set, from **\$104**

All product prices are suggested retail.



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Take a Dreamy Beach Vacation

Whether you're off to a faraway beach resort, embarking on an ocean cruise or simply lounging on a chaise in your backyard, the limited-edition Vacation Getaway Set encompasses all you need for safe and beautiful fun in the sun at a price you can afford!

This limited-edition set includes two refillable travel bottles; Mary Kay® Waterproof Mascara; travel-sized Mary Kay® SPF 30 Sunscreen**; travel-sized Mary Kay® After-Sun Replenishing Gel; mini Mary Kay® Nourishine® Lip Gloss in Beach Bronze; Mary Kay® Eyesicles® Eye Color in Island Bronze; a zippered bag; and an insert. At only \$25, this is a real deal! Purchased separately, the eye color and mascara are \$10 each!

All product prices are suggested retail.

*While supplies last

**Over-the-counter drug product

Only
\$25*



Best Travel Buddy

The Mary Kay® Compact Pro™ makes the perfect companion for toting all your color cosmetics in convenient style. **\$35 (unfilled)**

More Travel Companions. While you're making travel plans, consider taking along these travel-ready items:

- | | | |
|---|--|--|
| ▶ Mary Kay® Compact, \$18 (unfilled) | ▶ Beauty Blotters® Oil-Absorbing Tissues, pk./75, \$5 | ▶ Mary Kay® Concealer, \$10 |
| ▶ Mary Kay® Lip Protector Sunscreen SPF 15**, \$7.50 | ▶ Satin Lips® Set, \$18 | ▶ Mary Kay® Facial Highlighting Pen, \$18 |

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Business Tools

With Selling Power

As Mary Kay Ash always said,

“Nothing happens until somebody sells something.”

After all, selling really is the first step on the Star Consultant ladder! These tools can help you set the pace for sales, bookings and repeat business that can all lead to your ultimate business goals!

Launch a Coastal Colors Tide

You asked for samplers; you got them! This beautifully designed Mary Kay® Coastal Colors Collection sampler card (pk./five, **\$2**) allows your customers to sample the limited-edition Mary Kay® Mineral Eye Color Palette and all three limited-edition Mary Kay® Lip Glosses. (Does not include eyeliner samplers.) Why not slip a few samplers in your customers' orders and ask them to share with their daughters, mothers, friends and coworkers? You can let each customer know how thankful you are for her business and that you would love to share the limited-edition Coastal Colors Collection – created for all skin tones – with anyone she recommends! Also, look online for an MKeCard® to send!



Gift With Purchase Gets Customers

Your customers can exfoliate on the go with the Spring 2009 gift with purchase – the mini TimeWise® Microdermabrasion Set. Fighting fine lines, refining pores and achieving beautifully smooth skin *immediately* are so easy with this mini set that includes Step 1: Refine (.5 oz.) and Step 2: Replenish (.17 fl. oz.). Also included are sampler packettes of the TimeWise® Miracle Set in both normal/dry and combination/oily formulas. It's all presented beautifully in a special box. Pk./five, **\$20**



Give Hostesses a Choice

The trendy new two-tiered Beauty Carryall is a great choice for your top hostesses! It makes a nice option to offer in addition to product rewards, especially for your repeat hostesses! This case conveniently

holds all of your beauty items – color, skin care, body care, fragrance and even accessories such as jewelry, scarves and more! The top tier features an inset mirror with elastic loops for pencils and brushes, while the lower tier fits everything else. Perfect for at home or when traveling. Dimensions: 12" wide x 7.5" tall x 7" deep. No ordering limits apply. **\$15**

Promote Mineral Powder Foundation

Why not let your customers know about the limited-edition Mary Kay® Mineral Powder Foundation Set by sending a special MKeCard® available on the Mary Kay InTouch® Web site? With a link to your Mary Kay® Personal Web Site, it's a great way to share this set with your customers who already love this product and those who may want to try it for the first time.



Concealer Samplers Arrive

They're here! Mary Kay® Concealer Samplers are available in all seven shades for sampling opportunities and use at skin care classes. The foil packettes in strips of six feature the new black packaging. Strip of six, **\$1**

Get a Free Compact Cover (and a Great Look)



Get a free
Mary Kay® Compact
Cover with the
purchase of a
Mary Kay® Compact,
(\$18, unfilled).

Tote your Mary Kay® Compact in style with the new limited-edition Mary Kay® Compact Cover – free with the purchase of a Mary Kay® Compact **(\$18, unfilled)**.

This sleek, black faux suede pouch protects the compact; a quick polish with the soft-yet-durable fabric removes fingerprints to help keep your compact looking beautiful. And the simple, open design makes it a breeze to slip the compact in and out.

Before slipping your compact into the new compact cover, you can customize it with one of these new Color 101 Looks for spring. Each hot look reflects the trend of global beauty, where simplicity is fresh and makeup application is sheer and light-weight. Spring brings nature-inspired eye colors like soft blues, yellow-cast greens and calming neutrals, so don't be afraid to experiment! Soft pink and peach on cheeks and lips complete the look.

Mary Kay, along with celebrity artist Ildiko, has created four on-trend Color 101 Looks just for you and your customers. Your customers will see these looks featured in the Spring 2009 issue of *The Look*, so you can simply insert corresponding eye, cheek and lipstick samplers into the *Sample Anything!* Card to encourage your customers to try before they buy! And great news! All of the new Color 101 Looks for spring also will be available to try on the Virtual Makeover at www.marykay.com.





Urban Bazaar

Mary Kay® Mineral Eye Colors in Lemongrass, Vintage Gold and Navy Blue; Mary Kay® Mineral Cheek Color in Sunny Spice; and Mary Kay® Creme Lipstick in Tanned.

Also includes: Steely eyeliner, Cinnamon lip liner, Gold Rush lip gloss, Mary Kay® Ultimate Mascara™ in Black plus the Mary Kay® Compact
Applicators: Compact Cheek Brush and Eye Applicators, pk./two

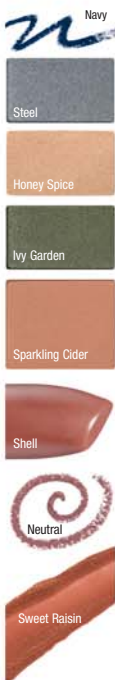
\$113.50

Sweet Spring

Mary Kay® Mineral Eye Colors in Dusty Lilac, Sweet Pink and Sweet Plum; Mary Kay® Mineral Cheek Color in Shy Blush; and Mary Kay® Creme Lipstick in Pink Melon.

Also includes: Amethyst eyeliner, Pink lip liner, Melon Sorbet lip gloss, Mary Kay® Ultimate Mascara™ in Black plus the Mary Kay® Compact
Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50



Shimmering Sea

Mary Kay® Mineral Eye Colors in Steel, Honey Spice and Ivy Garden; Mary Kay® Mineral Cheek Color in Sparkling Cider; and Mary Kay® Creme Lipstick in Shell.

Also includes: Navy eyeliner, Neutral lip liner, Sweet Raisin lip gloss, Mary Kay® Ultimate Mascara™ in Black plus the Mary Kay® Compact
Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50

Windswept Sands

Mary Kay® Mineral Eye Colors in Chocolate Kiss, Cinnabar and Coal; Mary Kay® Mineral Cheek Color in Cinnamon Stick; and Mary Kay® Creme Lipstick in Amber Glow.

Also includes: Black eyeliner, Cappuccino lip liner, Beach Bronze lip gloss, Mary Kay® Ultimate Mascara™ in Black plus the Mary Kay® Compact
Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50



recognition

Congratulations to the winners for December 2008

On-Target Inner/Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 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; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for December 2008, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for November 2008.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through Dec. 31, 2008.

Ruby



Carol Anton

Sapphire



Gayle Gaston

Emerald



Gloria Mayfield Banks

Pearl



Nan Stroud

Diamond



Barbara Sunden

On-Target for \$750,000 Inner Circle
Barbara Sunden.....\$487,700.24
Gayle Gaston.....425,107.97

On-Target for \$500,000 Inner Circle
Christine Peterson.....\$365,651.88
Carol Anton.....279,851.62
Nan Stroud.....261,979.66

On-Target for \$325,000 Inner Circle
Karen Piro.....\$244,827.16

Rena Tarbet.....242,568.16
Lisa Madson.....229,666.46
Jan Harris.....226,416.11
Joanne Holman.....215,304.25
Gloria Mayfield Banks.....206,001.24
Darlene Berggren.....205,251.13
Kathy Helou.....200,629.30
Gloria Castaño.....200,105.96
Patricia Rodriguez-Turker.....199,592.25
Cheryl Warfield.....191,472.45
Anita Mallory Garrett-Roe.....191,189.47

Pat Danforth.....188,677.25
Karlée Isenhardt.....187,214.63
Jana Cox.....178,293.39
Lupita Ceballos.....173,033.39
Linda McBroom.....167,824.92
Stacy Kirkpatrick.....162,500.65
On-Target for \$250,000 Diamond Circle
Stacy James.....\$160,653.46
Holly Zick.....157,210.41

Halina Rygiel.....153,907.20
Sonia Páez.....153,116.53
Sherry Giancristoforo.....148,047.71
Cindy Williams.....147,622.78
Linda Toupin.....142,483.58
Judie McCoy.....141,923.33
Rosa Jackson.....141,084.40
Johnnette Shealy.....140,527.42
Julianne Nagle-Hackett.....138,209.28
Debi Moore.....135,090.11
SuzAnne Brothers.....132,954.45

Mary Diem.....130,768.87
Evelinda Diaz.....128,653.28
Pam Gruber.....128,344.99
Pamela Waldrop Shaw.....125,664.46
Ronnie D'Esposito Klein.....125,222.30
On-Target for \$200,000 Diamond Circle
Wanda Dalby.....\$124,821.69
Jackie Swank.....122,310.65
Doris Jannke.....120,301.21

Sonya LaVay.....120,277.01
Shirley Oppenheimer.....117,782.43
Lily Orellana.....117,340.91
Kerry Buskirk.....115,426.88
Diane Underwood.....114,088.62
Joyce Z. Grady.....113,870.40
Valerie Bagnol.....108,851.12
Tammy Crayk.....107,013.53
Dacia Wiegandt.....106,941.80
Cindy Fox.....104,530.64
Jeanne Rowland.....100,245.62

Monthly Commissions and Bonuses Listed are NSD commissions earned in December by Independent National Sales Directors as defined above **plus** the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

Ruby

Carol Anton**.....\$50,557
Pat Danforth.....38,114
Sue Kirkpatrick.....33,358
Karlée Isenhardt**.....31,713
Linda McBroom.....31,500
Johnnette Shealy*.....26,855
Kimberly R. Copeland.....23,297
Ronnie D'Esposito Klein*.....21,876
Shirley Oppenheimer*.....21,714
Michelle L. Sudeth*.....21,573
Janis Z. Moon.....20,292
Rebecca Evans*.....19,853
Pam Ross*.....19,505
Wanda Dalby*.....18,298
Pamela A. Fortenberry-Slate*.....18,098
Vicki Jo Auth.....17,386
Scarlett S. Walker*.....17,028
Toni A. McElroy.....15,795
Jeanne Rowland*.....15,490
Candy D. Lewis.....15,032
Lynne G. Holliday.....14,513
Nancy M. Ashley*.....14,470
Bea Millsagle.....13,988
Kirk Gillespie.....13,662
Cyndee Gress.....13,548
Vicky L. Aceto Piro.....12,849
Maria Auro Sillar.....12,795
Kelly McCarroll.....12,759
Judy Kawiecki.....12,737
Terri Schafer.....12,425
Nancy West Junkin*.....12,230
Sue Z. McGray.....11,987
Cindy Z. Leone.....11,823
Donna B. Meisell.....11,794
Gena Rae Gass.....11,142
Jean Santin*.....10,098
Kate DeBlander.....9,788
Patricia Lane.....9,660
Gay Hope Super.....9,590
Thea Elvin.....9,517
Sharilyn G. Phillips.....9,306
Cheryl J. Davidson.....8,786
Cindy Towne.....8,429
Phyllis Chang.....8,379
Amy Dunlap.....7,939
Katie Walley.....7,716
Margaret M. Barisch.....7,013
Rhonda L. Fraczowski.....6,152
Renee D. Hackleman.....5,800

Sapphire

Gayle Gaston***.....\$70,240
Christine Peterson***.....68,700
Rena Tarbet*.....52,852
Judie McCoy*.....40,582
Joanne Holman**.....36,853
Jana Cox*.....31,507
Lupita Ceballos**.....26,774
Sonya LaVay*.....25,457
Valerie J. Bagnol*.....22,205
Shannon C. Andrews*.....19,933
Mattie Dozier.....17,333
Jan L. Thelford.....16,278
Kimberly D. Starr.....16,114
Paola J. Ramirez.....16,103
Alia L. Head.....15,947
Pam Klickna-Powell.....15,763
Pam I. Higgs.....15,646
Elizabeth Sánchez.....15,517
Jo Anne Barnes.....15,361
Davanne D. Moul*.....15,294
Mary L. Cane.....15,286
Gillian H. Ortega.....15,184
Sherril L. Steinman.....15,166
Joy L. Breen.....14,905
Debra M. Wehrer.....14,388
Jeanne Curtis.....14,277
Carol L. Stoops.....14,160
Karen Kratochvil.....13,613
Sharon L. Buck.....13,130
Vernella Benjamin.....13,107
Lorraine B. Newton.....13,087
Kendra Crist Cross.....11,921
Magdalena Nevarez.....11,356
Maribel Barajas.....11,148
Nancy A. Moser.....11,020
Gloria Báez*.....10,118
Britt L. Biddle.....8,674
Ann Brown.....8,442
Karen B. Ford.....7,489
Gladis Elizabeth Camargo*.....6,891
Jill Moore.....5,838
Maria Aguirre.....4,650
Mirna Mejia de Sánchez.....4,588

Emerald

Gloria Mayfield Banks***.....\$56,834
Kathy S. Helou*.....40,883
Debi R. Moore*.....28,039
Sherry Giancristoforo**.....27,120
Dacia Wiegandt*.....25,435
Kerry Buskirk*.....22,344
Jamie Cruse-Virinos.....21,460
Lily Orellana.....20,837
Doris Nagle.....20,590
Mona Butters.....19,628
Cindy Fox*.....18,632
Kay E. Elvrum.....18,378
Janet Tade*.....18,338
Cathy Bill*.....18,333
Yvonne S. Lemmon.....17,090
Consuelo R. Prieto.....16,995
Sabrina Goodwin Monday.....15,813
Jackie LaPrade.....15,810
Cathy Phillips.....14,734
Miriam Hollingsworth.....14,294
Pamela Tull.....13,902
Miriam Gómez-Rivas.....12,762
Jo Rogers.....12,629
Sherry A. Bertalan*.....12,146
Cristi Ann Millard.....11,905
Irene A. Shea.....11,663
Brenda Segal*.....11,109
Dawn Otten-Sweeney.....10,138
Natalie Privette-Jones.....9,824
Joanne Hollingsworth.....9,763
Kym A. Walker*.....9,621
Barbara Whitaker.....9,425
Carmen Rios.....9,134
Kathy Rodgers-Smith.....8,985
Crisette M. Ellis.....8,897
Judy Harmon.....8,787
Regina Hogue.....8,630
Francie McBeth.....7,792
Nora L. Shariff*.....6,792
Esther Whiteleather.....6,539
Phyllis R. Sammons.....3,420
Pamela Cheek.....3,256

Pearl

Nan Stroud***.....\$45,143
Jan Harris*.....44,010
Cheryl Warfield*.....42,933
Darlene Berggren*.....40,294
Cindy A. Williams.....34,540
Stacy I. James*.....29,389
Pamela Waldrop Shaw.....27,319
Halina Rygiel*.....25,456
Jackie Swank*.....23,340
Rosa Jackson**.....23,161
Allison LaMarr.....19,440
Sandy Miller.....18,496
Maureen S. Ledda*.....17,991
Anita Tripp Brewton*.....17,527
Anabell Rocha.....17,286
Julie Krebsbach.....16,962
Linda Kirkbride.....16,403
Monique Todd Balboa.....16,088
Bett Vernon.....16,075
Nancy Bonner*.....15,404
Kathy C. Goff-Brummett.....14,892
Pat Campbell.....14,674
Jane Studrawa.....14,589
Lynda Jackson*.....14,203
Wilda DeKerlegand*.....14,170
Judy Brack.....13,931
Cathy E. Littlejohn.....13,931
Elizabeth Fitzpatrick*.....13,821
Mary C. Estupian-Martel*.....13,716
Barbara Stimach*.....13,304
Maureen Myers.....13,199
Lise T. Clark*.....12,934
Wadene Claxton-Prince.....12,023
Glinde McGuire.....11,490
Sonja Hunter Mason.....10,910
Ruth Theodocion.....10,553
Deb Pike.....10,321
Beatrice Powell.....10,195
Robin Rowland.....10,146
Anita N. Conley.....9,819
Sylvia Kalicak.....9,242
Shirley M. Oshiro.....9,170
Rosalie Ann Medjesky.....8,222
Kathy Jones.....5,891
Bettye M. Bridges.....4,160
Mary Pat Raynor.....3,900

Diamond

Barbara Sunden***.....\$82,071
Lisa Madson.....52,311
Karen Piro**.....51,182
Patricia Rodriguez-Turker**.....42,794
Anita Mallory Garrett-Roe*.....38,088
Gloria Castaño**.....33,624
Evelinda Diaz.....32,651
Linda C. Toupin.....31,265
Sonia Páez.....31,094
Holly Zick**.....30,331
Joyce Z. Grady.....27,326
SuzAnne Brothers*.....25,794
Julianne Nagle-Hackett*.....24,833
Mary Diem*.....23,546
Diane Underwood.....22,961
Pam Gruber*.....22,644
Dawn A. Dunn.....21,776
Tammy Crayk.....19,708
Jo Anne Cunningham.....19,600
Maria I. Monarrez.....18,831
Dalene Hartshorn.....18,751
Sharon Kingrey.....18,013
Sandy Valerio.....17,496
Diana Heble.....14,917
Connie A. Kittson.....14,370
Diana Sumpter.....14,368
Gina Rodriguez.....13,974
Betty Gilpatrick.....12,081
Morayma Rosas.....11,168
Isabel Venegas.....10,724
Rosibel L. Shahin*.....10,586
Carol Lawler.....9,448
Sandra Chamorro.....9,385
Jan Mazzioti.....8,374
Charlotte G. Kosena.....8,361
Andrea C. Newman.....6,707
Gladys C. Reyes.....5,700
Caterina M. Harris.....5,675

*Denotes Senior NSD
**Denotes Executive NSD
***Denotes Elite Executive NSD

diamond/diamante

new debuts/debutes October/octubre

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site. Under "Resources", click on "DIQ Program." /Nuevas Directoras de Ventas Independientes. Para más información, visita el sitio electrónico *Mary Kay InTouch®*. En el apartado "Recursos", haz clic en "Programa DIQ".



Rafaela Arevalo
Inwood, N.Y.
M. Lemus Unit

Carol Louise Cossitt
Lake Geneva, Wis.
A. Leanos Unit

Beth Diaz
Kennewick, Wash.
H. Newell Unit

Claudia Davila Guerrero
Glenns Ferry, Idaho
D. Nygard Unit

Esther Gutierrez
Houston
M. Casillas Unit

Kim Harris
Montrose, Pa.
B. Gilpatric Unit

Lara N. Miller
Kamas, Utah
J. Andriese Unit

**Muteeat Adetutu
Ogungbenro**
Cliffwood, N.J.
D. Jeter Unit

Delia Serrano
Bellflower, Calif.
E. Exiga Unit

Susan Carboni Turner
Dallas
E. Huffman Unit



Julia V. Chacho*
Jackson Heights, N.Y.
M. Siguenza Unit

Marta P. Hernandez*
Silver Spring, Md.
P. Rodríguez-Turker
Unit

Flora Lopez*
Monroe, N.C.
N. Jaimes Unit

Brenda L. Merrión*
Jacksonville, Fla.
K. Foster Unit

Anissa Conard Short*
Jackson, Miss.
M. Creech Unit

Lisa L. Workman*
Aylett, Va.
D. Guthrie Unit

Congratulations to Sales Directors **Maria Isabel Carrera**, Fresno, Calif., A. Toscano Unit; **Claudia Patricia Castaneda**, Greenacres, Fla., D. Lozano Unit; **Edith Contreras**, Plainfield, Ill., M. Guadarrama Unit; **Erika Day**, Lawrence, Mass., L. Rivera Unit; **Laura Diaz**, Hayward, Calif., V. Scott Unit; **Blanca Figueroa**, Corona, N.Y., E. Bermeo Unit; **Alma Veronica Funes**, East Boston, Mass., D. Osorio Unit; **Marileidy Grullon**, Bronx, N.Y., M. Dominguez-Pena Unit; **Cristina Gualdian**, Norwalk, Conn., O. Sanchez Unit; **Maritza Hernandez**, Lawrence, Mass., R. Bonilla Unit; **Rosa Kresha**, Bakersfield, Calif., M. Flores Unit; **Sonia Lilian Lopez**, Bay Shore, N.Y., A. Canales Unit; **Patty Maravilla**, Copiague, N.Y., A. Canales Unit; **Cira Michel**, Wichita, Kan., B. Symons Unit; **Leslin Nunez**, Westbury, N.Y., C. Mendez Unit; **Maria Paulino**, Kissimmee, Fla., G. Castaño Unit; **Miriam V. Pineda**, East Boston, Mass., D. Osorio Unit; **Teresa Ramirez**, Fort Morgan, Colo., S. Marta Unit; **Luz M. Santos Morales**, Centereach, N.Y., J. Otero Unit; **Francisca Severino**, Bronx, N.Y., M. Balentin Unit; **Melanie Anne Snavely**, Manhattan, Kan., P. Mullin Unit; **Eva A. Veliz**, Inwood, N.Y., G. Castaño Unit; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

*Previously debuted./Debutó con anterioridad.

Dean's List/Lista del Decano

(December 2007 debuts/debutes de diciembre 2007)

The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date./Las primeras tres integrantes de la Sociedad de Honor de cada clase de debut con la mayor producción de unidad ajustada al mayoreo de su clase y que cuenten con por lo menos 50 integrantes de unidad al final del duodécimo mes de su fecha de debut.



Ngozi Onuoha
Stroudsburg, Pa.
B. Sunden Area
Diamond Seminar

**Adaora Eucharia
Umeh**
Murphy, Texas
Ruby Go Give Area
Ruby Seminar

Congratulations to Sales Director **Damaris Osorio**, Revere, Mass., G. Castaño Area, Diamond Seminar; photo unavailable at press time./Felicitades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

Honors Society/Sociedad de Honor

(December 2007 debuts/debutes de diciembre 2007)

Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$60,000 y tienen por lo menos 50 integrantes de unidad al final del duodécimo mes de su fecha de debut.



Saida Flores
Fort Mill, S.C.
B. Sunden Area

Milvia Morales
Sykesville, Md.
E. Díaz Area

Mehrnaz Nazmi
Thousand Oaks, Calif.
Diamond Go Give Area

Cristela Rangel
Humble, Texas
G. Castaño Area

Erika M. Solis
Fresno, Calif.
Diamond Go Give Area

Jeana W. Stillings
Big Lake, Minn.
A. Mallory Garrett-Roe Area

Congratulations to Sales Directors **Diana Rocio Lozano**, Lake Worth, Fla., S. Páez Area; **Mary C. Sola**, Revere, Mass., G. Castaño Area; photos unavailable at press time./Felicitades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

diamond/diamante

Fabulous 50s/Los Fabulosos 50

(June 2008 debuts/debutes de junio 2008)

Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date./ Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y cuentan con por lo menos 50 integrantes de unidad al final del sexto mes de su fecha de debut.



Norma Barrera
Amarillo, Texas
M. Monarrez Area

Sabina Caro
Coachella, Calif.
Diamond Go Give Area

Maria Hernandez
Charlotte, N.C.
B. Sunden Area

Rosa Lina Romero
Culpeper, Va.
E. Diaz Area

Congratulations to Sales Directors Mercedes R. Cruz, Amityville, N.Y., P. Rodriguez-Turker Area; Irma Evgelia Jasso, El Monte, Calif., S. Chamorro Area; Maria Aracelis Jauch, Weston, Fla., M. Diem Area; Maria T. Vazquez, Kankakee, Ill., Diamond Go Give Area; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

On the Write Track (On the Move)/En buen camino (En acción)

(October 2008 debuts/debutes de octubre 2008)

Independent Sales Directors whose adjusted unit wholesale production is at least \$15,000 by the end of the third month following their debut date, and who have added three or more qualified new personal team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders were received during the three months following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es de por lo menos \$15,000 al final del tercer mes de la fecha de su debut, y que hayan obtenido tres o más nuevas integrantes de equipo personal calificadas cuyos Acuerdos de Consultora de Belleza Independiente y pedidos por un mínimo de \$600 de la sección 1 al mayoreo fueron recibidos durante los tres meses después de la fecha de su debut.

Rafaela Arevalo

Claudia Patricia Castaneda

Edith Contreras

Blanca Figueroa

New Team Leaders/Nuevas Líderes de Equipo

Independent Beauty Consultants who have at least five active personal team members for the first time./Las Consultoras de Belleza Independientes que por primera vez obtuvieron por lo menos cinco integrantes de equipo personal activas.

Bosede Adetunji
Evangelina Alarcon
Joanny N. Almonte
Paula Alvarado
Luz E. Anaya
Irma Axley
Margarita A. Bolivar
Maria Edith Campos

Juana F. Cardenas Bravo
Mary K. Clarke
Lara S. Collins
Melissa A. Conrad
Annah T. Dixon
Tammy M. Douglas
Kathy L. Dunaway
Ilanna R. Fiorenza

Rita D. Garcia
Anita Gonzalez
Keesha A. Graham
Rocio Guerrero
Joyce E. Guillen
Shanna J. Haymore
Sarah E. Hiebert
Jean Ann Hinson

Christine M. Holt
Lenis P. Izaguirre
Stephanie A. Jones
Deanna M. Krwawecz
Maria Elisa Martinez
Shirley L. McCarley
Anabel T. Ogapong-Talavera
Martha L. Parker

Enedina Perez
Mayra Pinillo
Jaqueline Prendes
Rosa Quijada
Fatima I. Rivera
Elidia Rodriguez
Ingrid Sagastizado
Celida Sanchez Ruiz

Cassie J. Schlueter
Amy L. Schlumbohm
Morningstar Smith
Irma C. Torres
Claire L. Turner
Maria D. Valiente
Danielle Walker

13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Diamond area 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./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Diamante que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$200 al mayoreo en diciembre.

Sales Director Valerie Jean White \$3,096.86
Sales Director Heidi Goelzer 1,990.76
Sales Director Lisa Rada 1,946.69
Sales Director Felicia Ifeyinwa Nweze..... 1,909.34
Sales Director Donna J. Saguto 1,760.59
Sales Director Rosmary A. Baez 1,613.69
Sales Director Uzoamaka Osil 1,552.75
Sales Director Maria Rocio Rico De Jacinto 1,495.65
Sales Director Ngozi Onuoha 1,483.82
Sales Director Linda Faye Dowell 1,457.33

Sales Director Caroline Sagunsky..... 1,443.36
Sales Director Ruth Ojibeka 1,380.73
Sales Director Kerri Lee Shulman..... 1,379.14
Sales Director Betty Symons..... 1,352.62
Sales Director Cheryl A. Bradley 1,336.89
Sales Director Nkechi F. Okwara..... 1,314.14
Sales Director Emily Sims..... 1,289.44
Sales Director Daisy Del C. Ventura 1,266.92
Sales Director Phyllis Lynnette Mason..... 1,265.13
Sales Director Ana X. Solis 1,233.38

Sales Director Nancy Polish Dove 1,223.04
Tammy Melissa Douglas, T. Hanson Unit..... 1,211.44
Sales Director Ami Lloyd 1,187.81
Sales Director Yvonne Tazem 1,174.19
Sales Director Pat A. Nuzzi 1,149.69

diamond/diamante

Gold Medals/Medallas de Oro

Independent Beauty Consultants and Independent Sales Directors who added a minimum of five Independent Beauty Consultants to their team within one calendar month./Las Consultoras de Belleza y Directoras de Ventas Independientes que en un mes de calendario lograron un mínimo de cinco Consultoras de Belleza Independientes para su equipo.

NAME/NOMBRE

NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

96 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Silvia Sanchez.....5

90 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Ana Solis.....5

68 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Blanca Arroyo.....5

67 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Clara Fuentes.....5

48 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Sharon Alverson.....5

44 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Yesenia Mendez.....5

41 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Yvonne Tazem.....5

37 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Imelda Hernandez.....5

36 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Rosa Rivera.....5

25 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Luzmila Abadia Carranza.....5
Sales Director Georgina Ochoa.....5
Sales Director Mary Satterfield.....5

24 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Tanya Satcher.....5
Sales Director Enedina Villarreal.....6
Sales Director Mary Williams.....5

23 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Griselda Gordillo-Botello.....5

21 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Graciela Valadez.....6

20 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Betty Symons.....5

19 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Maria Rocio Rico De Jacinto.....11

18 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Rosmary Baez.....5
Sales Director Daisy Del Ventura.....11

17 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Melissa Jensen.....5

16 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Linda Blanding.....8
Sales Director Maria Koo.....5

15 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Shavy De Los Rios.....12
Sales Director Uzoamaka Osili.....11
Sales Director Velia Rubio.....6

14 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Gregoria Lopez.....6

13 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Bertha Mira.....5

12 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Maria Escobedo.....6

11 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Magdalena Diaz de Leon.....7
Sales Director Estela Hernandez.....6

10 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Angela Butler.....5
Sales Director Gloria Escobar De Barrientos.....5
Sales Director Maria Meza.....10

9 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Laura Barajas.....5
Sales Director Jewell Mull.....5
Sales Director Ngozi Onuoha.....11

8 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Leonor Rivas.....5
Sales Director Argelia Rodriguez.....6

7 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Maria Duran.....5
Sales Director Araceli Ponce.....5
Sales Director Jacinta Ukah-Ogbonna.....8

6 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Leticia Gutierrez-Barajas.....5
Sales Director Veva Ramsey.....5

5 GOLD MEDALS/MEDALLAS DE ORO
Maria Casillas, M. Flores Unit.....5
Sales Director Kristin Rogers.....5

4 GOLD MEDALS/MEDALLAS DE ORO
Kathy Allen, S. Adkins Unit.....8
Sales Director Isabel Bonilla.....5
Sales Director Regina Meyer.....5
Carmen Molina, A. Garcia Unit.....6
Sales Director Maria Naula.....5
Sales Director Dawn Patrick-Wout.....5
Petrona Perez, M. Gonzalez Unit.....10
Sales Director Kerri Shulman.....7

Gwendolyn Williams, J. Bogle Unit.....12

3 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Cheryl Bradley.....6
Emelina Figueroa, E. Orellana Unit.....9
Irma Gonzalez, M. Dominguez Unit.....15
Sales Director Lori Pipal.....5
Veronica Prieto, I. Ploquinto Unit.....5
Alicia Puentes, C. Mendez Unit.....7
Esperanza Rodriguez, G. Castaño Unit.....5
Maria Velasquez, A. Canales Unit.....11
Norma Villalobos, O. Del Rio Unit.....16

2 GOLD MEDALS/MEDALLAS DE ORO
Marie-Petra Adams, E. Sims Unit.....7
Wendy Arias, R. Perez Camacho Unit.....12
Sales Director Edith Contreras.....5
Sonia Cordova, L. Balcasar Unit.....9
Alejandra Duarte, E. Diaz Unit.....5
Pablo Flores, V. Flores Unit.....10
Erynne Fuller, J. Jain Unit.....6
Miriam Galiote, D. Llanas Unit.....6
Sales Director Doaa Ibrahim.....5
Maria Marcial, M. Rios Unit.....11
Sales Director Adelaide McKeever.....8
Gloria Montemayor, M. Delgado Unit.....5
Antonia Perez, V. Hueso Unit.....9
Sales Director Maria Perez.....5
Maria Pumarejo, A. Allgood Unit.....7
Vannia Rubio, N. Orihuela Campero Unit.....7
Susana Sanchez, J. Kellarakos Unit.....13
Joanna Swanson, L. Freeman Unit.....6

1 GOLD MEDAL/MEDALLA DE ORO
Bosede Adetunji, B. Gbadamosi Unit.....8
Evangeline Alarcon, M. Holguin Unit.....5
Margarita Bolivar, P. Ramirez Unit.....5
Rosa Casasola, D. Osorio Unit.....9
Esperanza Cordero, G. Munoz Unit.....6
Annah Dixon, A. Stokes Unit.....5
Mercedes Garcia, M. Gonzalez Unit.....5
Joyce Guillen, M. Nazmi Unit.....5
Nydia Hernandez, J. Saenz Unit.....8
Elaine Lauder Millington, A. Mitchell Unit.....6
Lourdes Lopez, Y. Gallo Unit.....7
Xochitl Medel, A. Laguna Unit.....7
Nelly Naula, M. Naula Unit.....7
Evelia Pantaleon, L. Spadlowski Unit.....8
Enedina Perez, M. Exiga Unit.....6
Jessica Perez, Y. Piotrowski Unit.....5
Fatima Rivera, R. Shahin Unit.....5
Elidia Rodriguez, I. Hernandez Unit.....5
Milexi Roldan, C. Rangel Unit.....8
Yesenia Salvador, T. Perez Unit.....9
Sales Director Teodora Sanchez.....5

Be sure to check out quarterly *Ovation*[®] for more recognition. Go to the Mary Kay InTouch[®] Web site under "Resources," click on "Publications" and then "*Ovation*[®]."/No olvides consultar *Ovación*[™] trimestralmente para ver más reconocimiento. Visita el sitio electrónico *Mary Kay InTouch*[®] y en "Recursos", haz clic en "Publicaciones" y luego en *Ovación*[™].

recognition/reconocimiento

Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their December 2008 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de diciembre de 2008.

Ruby/Rubi

Juliet Ebele Okonkwo.....	\$81,337
Krystal D. Downey-Shada.....	78,861
Ekene S. Okafor.....	76,034
Thessy Nkechi Nwachukwu.....	70,176
Jesslyn Ponce-Dick.....	58,219
Debbie A. Elbrecht.....	55,963
Suzanne Moeller.....	55,058
Somer Ballard Carter.....	54,226
Tina Hulsman.....	53,685
Laura A. Kattenbraker.....	52,213
Patti Maxwell.....	52,121
Sonya F. Goins.....	52,048
Cissy E. Warren.....	51,578
Phuong L. White.....	50,790
Oye A. Onuoha.....	50,465
Kristall K. Walker.....	50,094
Sherrie L. Clemons.....	50,018
Kathleen C. Savorgnan.....	49,902
Kerri L. Koziol.....	48,153
Meg Springer.....	46,776
Brenda Femmer.....	46,762
Julie Brindell Sapp.....	46,237
Mary Sharon Howell.....	45,786
Dorothy C. Ibe.....	45,769
Dorothy Chichi Ojinnaka.....	45,745
Obiageli Grace Udodi.....	45,744
Adora Eucharía Umeh.....	45,699
Melissa Regina Almanza.....	45,582
Dori M. Fennell.....	45,514
Cathi M. Forsythe.....	45,319
Melissa Kaye Kopec.....	45,308
Ann Kuehler.....	44,608
Jennifer E. Marinacci.....	44,501
Lisa Baker.....	44,456
Anne Weidenweber.....	44,410
Lisa Anne Harmon.....	43,351
Kathy Monahan.....	43,044
Vicki S. Lindsay.....	42,810
Breda M. Teal.....	42,708
K. T. Marie Martin.....	42,445
Gloria Bello.....	41,644
Maribel Olivares.....	41,171
Donna F. Knotts.....	41,036
Susan C. Ehrstrom.....	40,965
Jennifer Isenhardt.....	40,755
Robin R. Tucker.....	40,692
Donna Clark.....	39,997
Maureen Uzorka.....	39,625
Linda Kieper.....	39,604
Vanessa R. Upkins.....	39,303
Phina N. Onwuachi.....	39,271
Lucinda Rudd.....	39,220
Mary Lou Ardohain.....	39,205
Marnie R. Yungler.....	39,171
Debra Moore Kinley.....	39,150
Kimberly Cavaretta.....	38,940
Cleta Mitchell.....	38,185
Cheryl O. Fulcher.....	38,087
Stella Smith-Pius.....	37,662
Eleanor M. Reigel.....	37,434
Mary Jo Dallen.....	37,295
Lacy Janel Nickelson.....	37,222
Rose Mary Neel.....	37,174
Karen Cole.....	36,802
Gloria Dominguez.....	36,670
Liz Whitehouse.....	36,633
Kali DeBlander Brigham.....	35,952
Maryann Clark-Durrell.....	35,912
Eusebia Bonilla.....	35,675
Karen M. Irwin.....	35,400
Susan Jean Miller.....	35,070
Appollonia Nnedigbo.....	
Onwuanaegbulu.....	34,957
Jacky Lund.....	34,858
Becki Holsington.....	34,798
Suzanne Tripp-Black.....	34,411
Deborah K. Hack.....	34,229
Gloria Hilda Ebere.....	34,173
Jacqueline N. Alford.....	34,157
Cheri J. VanValkenburg.....	34,124
Sheila K. Valles.....	33,861
Deborah S. Bailye.....	33,797
Nancy D. Marshall.....	33,766
Cindy P. Markowski.....	33,115

Gina M. Gildone.....	33,103
Crystal Caldwell Hubbard.....	32,939
Helen Amato.....	32,865
Melanie S. Abernathy.....	32,839
Ebele Nwadoego Echezona.....	32,570
Mary Alice Dell.....	32,300
K. D. Lindsey.....	32,242
Jeannette Curren-Cochran.....	32,235
Michele Semper.....	32,202
Trudy D. Nikolas.....	32,199
Cathy O. Calabro.....	32,056
Michelle L. Mathews.....	32,028
Carol Neat.....	31,883
Jill E. Garrett.....	31,831
Diane Covington.....	31,614
Janet S. Pavey.....	31,546
Linda Leonard Thompson.....	31,254

Sapphire/Zafiro

Ann Sherman.....	\$67,950
Julia Mundy.....	66,650
Tracy Potter.....	62,607
Sylvia Boggs.....	58,926
Kathy R. Bullard.....	57,411
Debbie A. Weld.....	57,093
Ruby Garner.....	55,908
Randi Stevens.....	54,331
Julie Weaver.....	53,398
Joanna Helton.....	52,917
Jill Beckstedt.....	52,607
Shirley Moreno.....	52,552
Maggie Sitar.....	51,312
Cheryl T. Anderson.....	50,311
Jennifer G. Bouse.....	49,980
Phyllis I. Pinski.....	49,208
Lady Ruth Brown.....	49,150
Linné Lane.....	48,394
Julie Neal.....	48,029
Denise N. Farrell.....	47,907
Robyn S. Cartmill.....	47,164
Kristi M. Anderson.....	45,940
Tammy Romage.....	45,466
Ronda Compton.....	45,251
Lyriss Yee.....	45,078
Bonnie Crumrin.....	45,019
Katie D. Nichols.....	44,773
Christy Bigham.....	44,718
Mary K. White.....	44,304
Effie Parsons.....	43,973
Roxanne McIntire.....	43,699
Maria Montes.....	43,486
JoAnna P. Shipe.....	43,278
Jill L. Glockner.....	43,157
Danice C. McElDowney.....	42,745
Perrie S. Dralle.....	41,746
Cindy L. Hess.....	40,848
Petie L. Huffman.....	40,096
Binta Touray Jagne.....	40,091
Susan Lackey Best.....	39,817
Linda Klein.....	39,812
Marty Ulmer.....	39,448
Zasha Noel Lowe.....	39,136
Ann Ferrell Smith.....	39,068
Dena Smith.....	39,016
Sandra A. Zavoda.....	39,012
Beth S. Austin.....	38,866
Kaye Yuen.....	38,770
Angie S. Day.....	38,391
Lorraine S. Kigar.....	38,351
Marni McKenna Hendricks.....	38,091
Peggy B. Sacco.....	38,007
Jennifer Sloan.....	37,926
Oralia Gil.....	37,857
Janelle A. Ferrell.....	37,786
Terry A. Hensley.....	37,696
Barbara J. Puckett.....	37,371
Sandi Fitzpatrick.....	36,946
Rocio Hernandez.....	36,921
Theresa Kusak-Smith.....	36,846
Leticia Martinez.....	36,826
Linda L. Quillin.....	36,731
Jerlene Vrana.....	36,674
Bea Heath.....	36,551
Angela D. LaFerry.....	36,016
Traci D. Wimer.....	35,969

Kim B. Roberts.....	35,857
Dolores Keller.....	35,856
Sherri Reindl.....	35,749
Elaine Hipsher.....	35,002
Barbara A. Tyler.....	34,925
Lynette R. Bickley.....	34,841
Elaine B. Lewis.....	34,269
Lynn A. Cervini.....	34,139
Judy K. Johnson Englund.....	34,073
Brandy Michelle Redden.....	33,692
Betty H. Schuler.....	33,255
Rayne D. Tubbs.....	32,949
Barbara Bushell.....	32,936
Brenda K. Gibson.....	32,817
Linda Perez.....	32,184
Pamela D. Cox.....	32,140
Tshanna Kyler.....	31,722
Debra A. Urbach.....	31,713
Mary Goss.....	31,639
Lenora Anderson.....	31,540
Brandi Driggers.....	31,295
Cheri L. Taylor.....	31,203
Tracy Watkins Harper.....	31,107
Terry M. Holcomb.....	31,060
Roxly H. Coursey.....	31,049
Jodi L. Feller.....	30,928
Joli A. Dockery.....	30,885
Diane Bruns.....	30,862
Angelle R. Murray.....	30,835
Pam Garner Moore.....	30,674
Kathleen Kirkwood.....	30,673
Moleda G. Dailey.....	30,572
Gayle J. Green.....	30,466
Connie M. Michaelis.....	30,414

Emerald/Esmeralda

Grace Adeoye.....	\$80,663
Jane Okundaye.....	71,444
Helen Jakpor.....	68,915
Amanda Dida.....	61,553
Trisha Taylor.....	53,141
Traci L. Smith.....	52,811
Haniel Ortiz.....	52,063
Candy Jackson.....	50,571
Elaine K. Williams.....	48,991
Linda Bradley.....	48,577
Hope E. Riddle.....	47,239
Karen S. Pratt.....	46,934
Stacy D. Foust.....	45,709
Julia A. Griffin.....	44,872
Johanna D. Giese.....	44,345
Valerie Yokie.....	44,199
Christie I. Ehiobu.....	43,995
Pam Kelly.....	43,367
Emily Stone.....	43,268
Roxanne K. Youngton.....	43,084
Nancy A. Berlin.....	42,882
Maria Sanchez.....	42,331
Barbara Pleet.....	41,179
Denise W. Montgomery.....	40,951
Marianne L. Anderson.....	40,775
Rose Campbell.....	40,590
Carrell A. Cannon.....	40,209
Vickie D. Durfee.....	39,435
Antonia Miranda.....	39,205
April Leigh Price.....	38,425
Kimberly Richardson Edwards.....	38,049
Brenda Teal Ethridge.....	38,010
Sheila J. McCune.....	37,350
Maritza Lanuza.....	36,971
Auri Hatheway.....	36,743
Yuviss Rocio Alvarado.....	36,663
Hollie Lynnae Darrow.....	36,058
Geri L. Gurreri.....	35,779
Kimbi L. Bartik.....	35,713
Kimball H. Hurley.....	35,713
Toya M. Drew.....	35,477
Hollie R. Sherrick.....	34,861
Tami K. Stewart.....	34,848
Pat Forehand.....	34,359
Grace Hull.....	34,225
Evalina Chavez.....	33,887
Renita Griswell Peele.....	33,775
Laura A. Armstrong.....	33,575
Ayobami O. Olusa.....	33,350

Linda Jackson.....	33,227
Katie L. Ashby.....	33,047
Charlotte Mantooth.....	33,013
Jo M. Cotton.....	32,897
Christine J. Kurzawa.....	32,499
Brittini Heil-Schuldt.....	32,446
Silvia Ramos.....	32,445
Heather A. Carlson.....	32,409
Dana M. Chamberlin.....	32,251
Sheri L. Farrar-Meyer.....	32,178
Jeannine R. DeVore Harris.....	32,126
Sonia E. Argueta.....	32,081
Andrea Steinmetz.....	31,978
Shawna D. Schneider.....	31,896
Aya Fubara Eneli.....	31,766
Aida Ramallo de Escribano.....	31,209
Arol M. Fulton.....	30,935
Caroline Nesbitt Osmon.....	30,932
Lori Lowry.....	30,856
Barbara Gizzo.....	30,752
Agnes M. Grider.....	30,724
Stacy S. Gilson.....	30,690
Cheryl L. Foster.....	30,667
Nancy Boucher.....	30,633
Michele Martella Arnes.....	30,626
Sherry L. Crews.....	30,477
Nancy Graham.....	30,445
Doreen Stevens.....	30,404
Cecilia Merport.....	30,207
Becky Jean Martinez.....	30,183
Denise G. Kucharski.....	30,182
Barbara McBride.....	30,140
Janet S. Harmon.....	30,022
Nancy S. North.....	30,018
Sandy McKee-Rini.....	29,970
Nancy L. DeFina.....	29,812
Brenda D. Elliott.....	29,751
Rhonda S. Neff.....	29,716
Holly Kambeitz.....	29,658
Renee Duencel.....	29,527
Anita Rodriguez.....	29,513
Jackline Pipim.....	29,472
Trisha Cyr.....	29,457
Dana Dean Cornalino.....	29,415
Pattie A. Robinson.....	29,051
Jackie L. Root.....	29,051
Teresa Maynard.....	29,044
Mary Brandenburgh.....	29,011
Lisa H. Henry.....	28,937
Caren Crosby Fields.....	28,869
Karen A. Jorgenson.....	28,781

Pearl/Perla

Kim McClure.....	\$81,495
Alicia Borkowska-Sattler.....	75,236
Janice Baxter Hull.....	74,582
Amie N. Gamboian.....	69,788
Laura Poling.....	68,807
Tracey L. Chavez.....	68,798
Betsy C. Richard.....	66,742
Kristin Myers.....	66,279
Lisa Allison.....	64,123
Caroline Adedolapo Yussuf.....	64,083
Cindy Machado-Flippen.....	62,470
Elizabeth B. Muna.....	59,929
Patti Cornell.....	56,774
Jeanie Martin.....	56,663
Julia Sandra Burnett.....	54,179
Joyce Recenello.....	53,768
Susan Moore.....	53,563
Amy Kemp.....	53,496
Kathryn L. Engstrom.....	49,006
Diana Maria Bermudez.....	48,032
Sharon Smith Wisnoski.....	46,608
Beatrice Alghali.....	46,537
Dorothy D. Boyd.....	45,744
Keita Powell.....	45,262
Nicole J. Canamare.....	44,954
Anne Geertsen.....	44,137
Denise E. Crosby.....	43,813
Mary Beth Pavuk.....	43,401
Vicki Piccirilli.....	42,350
Andy Gieson.....	42,138
Delores E. Black.....	41,939
Lisa Olivares.....	41,896

Patty Webster.....	41,730
Anna Marie Rowe.....	41,727
Beth H. Piland.....	41,713
Jeanie K. Navkal.....	41,539
Shari M. Kirschner.....	41,335
Rebecca Milligan.....	40,913
R. Sue Miller.....	40,632
Brenda Stafford.....	39,538
Amy C. Schule.....	39,036
Jo Shuler.....	38,861
Susan M. Hohlman.....	38,518
Jheryn Sims Alexander.....	38,262
Sherry L. Belisle.....	37,950
Amy M. Alber.....	37,606
Maureen Shipp.....	36,850
Evelyn Pirhalla.....	36,227
Amy Kirell.....	36,208
Sherree E. Koehler.....	35,987
Carolyn A. Smith.....	35,622
Kathy Eckhardt.....	35,587
Menina M. Givens.....	35,556
Richelle V. Barnes.....	35,372
Rachael M. Bullock.....	35,208
Myaa Tjuana Fallon.....	35,126
Irene K. Foster.....	35,111
Holly L. Ennis.....	34,953
Kyla Jean Dodson.....	34,893
Susie Kopacz.....	34,812
Janine F. Johnson.....	34,636
Alma Orrosetti.....	34,398
Casi Hill.....	34,161
Sherry L. Fields.....	34,143
Carmen J. Felix.....	34,090
Susan K. Janish.....	33,828
Tammy L. Czarasty.....	33,659
Jamie Leigh Techtent.....	33,545
Kayla E. McCormick.....	33,479
Irene Korobov.....	32,763
Katrina G. Malone.....	32,762
Pat Ringnald.....	32,690
Tina M. Wright.....	32,553
Betty B. Lucido.....	32,545
Tamarie M. Bradford.....	32,472
Temitepe Odeyale.....	32,427
Laura Sheerin Allen.....	32,247
Jean A. Wilson.....	31,904
Holly J. Sawyers.....	31,873
Donna L. Comstock.....	31,845
Stephanie Nicole Tran.....	31,805
Nicole Prinella Pratt.....	31,645
Judi Tapella.....	31,617
Nedra Ruby White.....	31,573
Laurie C. Cole.....	31,258
Melissa Nix Henderson.....	30,863
Connie L. Young.....	30,734
Luci Logan.....	30,718
Marilyn A. Ricker.....	30,665
Peggy Matish.....	30,569
Harriett Sharpe.....	30,491
Karen J. Galbraith.....	30,478
Stacey Craft.....	30,279
Constance Nugent Miller.....	30,129
Angeline N. Nchako Njamf.....	30,110
Marye Durrer.....	29,846
Andrea D. Andrews.....	29,830
Caroline Williams.....	29,805
Pamela L. Castellana.....	29,755
Adenike Morakinyo.....	29,693

Diamond/Diamante

Emily Sims.....	\$83,075
LaRonda L. Daigle.....	76,166
Julie Schlundt.....	75,561
Tammie M. Hanson.....	74,318
Melinda M. Balling.....	69,121
Amy Allgood.....	64,595
Pat A. Nuzzi.....	64,117
Donna J. Saguto.....	63,578
Priscilla McPheeters.....	61,510
Ivonne Hernandez.....	61,104
Lara F. McKeever.....	60,562
Marsha Morrisette.....	56,844
Andrea Shields.....	56,636
Cassandra Renee Chitwood.....	55,380
Kim I. Cowdell.....	54,900

Mariann Biase Mason.....	54,178
Mary Strauss.....	53,272
Cecilia C. James.....	53,172
Valorie Jean White.....	52,680
Joy H. Rentz.....	52,671
Heidi Goelzer.....	52,468
Audrey K. MacDowall.....	52,334
Barbara E. Roehrig.....	52,018
Joye Z. Stephens.....	51,992
Bisola Gbadamosi.....	51,836
Evitella Valdez-Cruz.....	51,355
Yvonne Tazem.....	51,024
Uzoamaka Osili.....	50,695
Elvi S. Lamping.....	49,331
Susan M. McCoy.....	48,394
Jill D. Davis.....	48,101
Brenda Bennett.....	47,812
Cindy S. Kriner.....	47,1

recognition

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in December 2008. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Ruby

Thessy Nkechi
Nwachukwu\$21,250.21
Ekene S. Okafor18,842.27
Juliet Ebele Okonkwo16,801.40
Dorothy C. Ibe13,900.86
Krystal D. Downey-Shada12,491.31
Oye A. Onuoha11,551.63
Melissa Regina Almanza11,390.49
Obiageli Grace Udodi11,033.72
Appolonia Nnediogo
Onwunaegbule11,028.15
Phuong L. White10,812.36
Julie Brindell Sapp10,761.22
Kathleen C. Savorgnan10,704.64
Kerri L. Koziol10,702.31
Suzanne Moeller10,657.74
Cissy E. Warren10,392.79
Dori M. Fennell10,377.68
Somer Ballard Carter10,322.69
Laura A. Kattenbraker10,229.31
Jesslyn Ponce-Dick10,213.71
Mary Lou Ardohain10,031.07
Deborah S. Bailey9,859.14
Rose Mary Neel9,823.21
Adaora Eucharua Umeh9,777.63
Tina Hulsman9,720.32
Kate Onyekere9,696.94
Debbie A. Elbrecht9,633.23
Patti Maxwell9,615.53
Kathy Monahan9,478.16
Mary Sharon Howell9,417.98
Michele Semper9,400.02
Stella Smith-Pius9,346.86
Lisa Baker9,222.95
Donna Clark9,108.40
Krystal K. Walker9,024.48
Marnie R. Yunger8,986.46
Ann Kuehler8,917.27
Gloria Dominguez8,774.79
Mary Alice Dell8,759.26
Gloria Hilda Ebere8,709.54
Vicki S. Lindsay8,704.35
Maribel Olivares8,667.42
Sherrie L. Clemons8,657.76
Sonya F. Glons8,625.91
K. T. Marie Martin8,608.90
Jacqueline N. Afford8,558.45
Jennifer E. Marinacci8,512.11
Joyce Omene8,415.17
Lisa Anne Harmon8,350.47
Gloria Bello8,321.90
Brenda Fenner8,299.75
Helen Amato8,298.07
Liz Whitehouse8,152.46
Candace Laurel Carlson8,119.77
Phina N. Onwuachi8,116.43
Cathi M. Forsythe8,079.09
Melissa Kaye Kopec8,066.38
Lynette L. Meisel8,062.43
Anne Weidenweber7,915.69
Gina M. Gildone7,899.80
Eleanor M. Reigel7,853.40
Susan C. Ehrnstrom7,852.61
Kimberly Cavarretta7,816.41
Barbara L. Harrison7,770.76
Vanessa R. Upkins7,759.67
Lacy Janel Nickelson7,724.86
Lucinda Rudd7,718.20
Diane Covington7,668.93
Kali DeBlander Brigham7,585.51
Kay Jo Dallen7,577.28
Sheila K. Valles7,562.96
Inez M. Thayer7,556.81
Meg Springer7,446.59
Helen Naomi Godswill7,441.73
Florence Nwabor-Ohen7,414.06
Judie Roman7,385.64
Maryann Clark-Durrell7,364.13
Cieta Mitchell7,363.90
Cindy P. Markowski7,361.09
Eusebia Bonilla7,352.46
Sylvia J. Cook7,332.08
Bonnie Brannan7,326.47
Nancy D. Marshall7,288.32
Donna F. Knotts7,264.59

Breda M. Teal7,227.90
Judy Lund7,205.49
Sylvia Limon Martinez7,170.79
Connie A. Brinker7,157.77
Cheri J. VanValkenburg7,138.25
Suzanne Tripp-Black7,119.35
Karen Pappas7,092.70
Sheryl K. Goins7,062.20
Cheryl O. Fulcher7,027.14
Lisa V. Bauer7,019.85
Karen M. Irwin6,998.44
Augusta C. Onyenemere6,990.11
Maureen Uzorka6,961.80
Julie Smith6,949.47
Jennifer Isenhart6,907.67
Margaret Allison Reiser6,893.93
Dorothy Chichi Ojinnaka6,893.56

Sapphire

Julia Mundy\$13,189.90
Jill Beckstedt12,459.90
Ann W. Sherman12,312.76
Tracy Potter12,310.80
Sylvia Boggs11,921.36
Julie Weaver11,862.92
Maggie Sitar11,476.80
Roxanne McInroe11,086.62
Ladyl Ruth Brown10,571.66
Cheryl T. Anderson10,549.11
Ruby Garner10,531.36
Zasha Noel Lowe10,495.36
Phyllis I. Piskner10,485.16
Julie Neal10,314.86
Tammy Romage10,195.25
Shirley Moreno10,160.31
Diane Bruns10,115.02
Perris S. Dralle10,055.16
Melva M. Slythe9,821.98
Kathy R. Bullard9,817.38
Linné Lane9,743.20
Randi Stevens9,733.81
Debbie A. Weld9,715.94
Effie Parsons9,669.55
Leticia Martinez9,629.29
Joanna Helton9,582.49
Maria G. Diaz9,495.29
Robyn S. Cartmill9,242.52
Linda Klein9,241.25
Ronda Compton9,199.58
Barbara J. Puckett9,123.15
Kristi M. Anderson9,980.60
Mary K. White9,968.90
Angie S. Day9,931.92
Dolores Keller8,708.80
Ann Ferrell Smith8,700.46
Janelle A. Ferrell8,633.12
Christy Bigham8,575.07
JoAnna P. Shipe8,479.23
Beth S. Austin8,396.19
Bea Heath8,366.35
Jeannie Helm8,338.64
Lynnie Ewe8,309.45
Jennifer G. Bouse8,248.19
Oralia Gil8,193.22
Danice C. McEldowney8,182.26
Pettie L. Huffman8,165.62
Peggy B. Sacco8,089.57
Lynn Baer Roberts8,076.85
Sandra A. Zavoda7,961.50
Gena Prince7,908.42
Cindy L. Hess7,854.33
Sara Pedraza-Chacon7,829.58
Terry A. Hensley7,824.70
Jill L. Glockner7,821.50
Jennifer Sloan7,802.12
Frances Woodham7,799.77
Sherri Reindl7,759.57
Sandi Fitzpatrick7,745.83
Bonnie Cumprik7,731.86
Josefa Chacon7,704.93
Marty Ulmer7,522.89
Dena Smith7,513.38
Susan Lackey Best7,482.57
Estela Sacedo7,448.77
Maria Montes7,432.97
Marni McKenna Hendricks7,409.50

Judy K. Johnson England7,383.69
Pilar Najera7,338.90
Elaine Hipsher7,320.90
Marjorie S. Haun7,306.76
Betty Wilson7,253.99
Lynn A. Cervini7,220.77
Binta Touray Jagne7,185.67
Moleda G. Dalley7,136.51
Linda L. Quillin7,124.56
Denise N. Farrell7,122.71
Kim B. Roberts7,084.04
Jerlene Vrana7,039.33
Elizabeth McCandless7,026.17
Pam Garner Moore6,993.55
Theresa Kusak-Smith6,982.42
Marie Pfarr6,952.48
Kaye Yuen6,930.04
Jennifer L. Semelsberger6,901.75
Kathleen Kirkwood6,897.05
Barbara A. Tyler6,873.60
Angela D. LaFerry6,853.60
Debra D. Nichols6,838.75
Katie A. Urbach6,769.95
Eileen Fricke6,723.14
Rocio Hernandez6,713.54
Miranda Katie Bandemer6,682.77
Adele R. Murray6,658.02
Alison Renee Jurek6,648.19
Candy I. Johnston6,628.70
Lorraine S. Kigar6,626.85
Margaret Neill6,622.07
Rayne D. Tubbs6,597.88
Lynette R. Bickley6,595.27

Emerald

Helen Jakpor\$19,724.62
Grace Y. Adeoye13,026.44
Jane Okundaye12,768.98
Michele Martella Armes12,387.15
Traci L. Smith11,408.21
Trisha Taylor10,470.12
Marianne L. Anderson10,426.34
Linda Bradley10,254.90
Amanda Didia10,179.47
Maria Sanchez10,111.36
Pam Kelly10,007.63
Candy Jackson9,688.48
Christie I. Ehiobu9,525.33
Hollie R. Sherrick9,471.27
Denise W. Montgomery9,447.85
Elaine K. Williams9,276.88
Julie A. Griffin9,156.74
Maritza Lanuza9,061.48
Stacy D. Foust8,827.34
Karen E. Ridle8,800.72
Kimbi L. Bartik8,788.85
Jackline Pipim8,758.84
Hope S. Pratt8,731.80
Barbara Pleet8,658.56
Auri Hatheway8,625.65
Johanna D. Giese8,578.42
Silvia Ramos8,525.59
Nancy A. Berlin8,300.36
Rose Campbell8,291.18
Emily Stone8,286.85
Laura A. Armstrong8,273.62
Heather A. Carlson8,218.40
Angel L. Hurley8,166.11
Carol M. Fulton8,115.47
Evalina Chavez7,980.74
Charlotte Mantooth7,980.26
Sheri L. Farrar-Meyer7,966.70
Paula Vander Vorste7,786.44
Ceilia Merport7,781.21
Jo M. Cotton7,770.70
Roxanne K. Youngton7,730.43
Karen A. Jorgenson7,721.24
Valerie Yokie7,654.19
Sheila J. McCune7,636.60
Kimberly Richardson
Edwards7,632.35
Grace Hull7,585.80
Ayobami O. Olusa7,542.67
Antonina Miranda7,484.64
April Leigh Price7,439.48
Pat Forehand7,428.66

Toya M. Drew7,139.96
Denise G. Kucharski7,138.41
Nancy Graham7,133.74
Casie Hembree7,117.02
Shawna D. Schneider7,111.10
Christine J. Kurzawa7,087.24
Haniel Ortiz7,067.14
Denise M. Sowder7,039.35
Aida Ramallo de Escibano6,961.22
Linda Jackson6,953.73
Caroline Nesbitt Osmon6,945.66
Jeannine R. DeVore Harris6,916.44
Danette Kelley Smith6,903.71
Susie J. Serio6,896.31
Nancy S. North6,856.24
Gail Patton Menefee6,844.60
Katie L. Ashby6,798.71
Andrea Steinmetz6,702.55
Dana M. Chamberlin6,646.40
Brenda D. Elliott6,638.19
Nancy Boucher6,628.68
Anita Rodriguez6,626.27
Aya Fubara Eneli6,604.68
Kay Dickerson6,597.73
Stacy S. Gilson6,550.24
Annette D. Oxley6,544.77
Sherry L. Crews6,524.51
Barbara Gizzo6,512.65
Maria Grey Boza6,511.76
Diane K. Autry6,477.71
Cheryl L. Foster6,469.71
Gerri L. Gurreri6,468.49
Roxie Soto6,402.41
Frankie Clapp6,402.37
Lori Lowry6,380.82
Haydee Guzman6,355.28
Hollie Lynnae Darrow6,342.18
Sonia E. Argueta6,325.06
Carrell A. Cannon6,309.98
Margarita O. Dominguez6,289.71
Helen M. Harlow6,254.42
Pamela Rowe Krzmarzick6,239.78
Sue Uibel6,233.61
Nancy L. DeFina6,217.75
Bridget Nado Ekhatro6,212.72
Celsa Menjivar6,170.51
Susan Houser6,122.91
Amanda Thulin-Marrano6,113.63
Carolyn L. Lucas6,082.22
Deborah J. Rouse6,072.09

Pearl

Jeanie Martin\$14,403.04
Kim L. McClure14,239.52
Lisa Allison14,222.33
Alicia Borkowska-Sattler12,823.43
Elizabeth B. Muna12,664.49
Janice Baxter Hull12,026.48
Carolene Adedolapo Yussuf11,972.26
Beatrice Alghafi11,887.95
Tracey L. Chavez11,704.99
Amie N. Gambolan11,406.01
Betsy C. Richard11,269.65
Laura Poling11,169.25
Julia Sander Burnett11,112.62
Jeanie K. Navrkal10,853.78
Delores E. Black10,755.82
Joyce Recenello10,537.94
Kristin Myers10,533.38
Patti Corneli10,373.02
Susan M. Hohlman10,301.78
Vicki Piccirilli10,273.88
Dorothy D. Boyd10,216.02
Cindy Machado-Flippen10,139.57
Nicole J. Canamare10,018.81
Sharon Smith Wisniski9,961.55
Denise E. Crosby9,902.37
Susan Moore9,871.61
Judy Gieson9,674.70
Tammy A. Vavala9,635.80
Amy Kemp9,553.58
Lisa Olivares9,492.85
Rachael M. Bullock9,341.26
Kathryn L. Engstrom9,312.59
Anne Geersten9,249.31
Keita Powell9,229.16

Diana Maria Bermudez9,114.41
Irene K. Foster9,040.77
Nadine Bowers9,040.55
Evelyn Pirhalla8,953.72
Alma Orrostieta8,939.24
Sandra M. Munguia8,834.22
Carmen J. Felix8,630.10
Amy C. Schule8,554.39
Brenda Stafford8,473.65
Kathy Eckhardt8,470.95
Patty Webster8,461.50
Peggy Matish8,276.70
Amy Kirell8,220.13
Mary Beth Pavuk8,181.01
Judi Tapella8,005.27
Adenike Morakinyo7,964.00
Marye Durrer7,908.21
Jo Shuler7,894.06
Hollie Thompson Lowe7,833.13
Susie Kopacz7,720.05
R. Sue Miller7,691.51
Shari M. Kirschner7,668.21
Rebecca Milligan7,623.84
Penny J. Jackson7,567.50
Anna Marie Rowe7,560.53
Carolyn A. Smith7,543.37
Marilyn A. Ricker7,468.45
Cheryl Marie Brown7,447.90
Maureen Shipp7,388.77
Sherree E. Koehler7,240.08
Beth H. Piland7,223.46
Harriett Sharpe7,157.95
Leah Michelle Lauchlan7,129.26
Charlene Grubbs7,124.20
Amy M. Alber7,100.21
Irene Korobov7,056.89
Renee Conn-Enos7,043.23
Tamarie M. Bradford7,036.93
Menina M. Givens7,025.04
Angeline N. Nchako
Njamfa7,023.26
Stacey Craft6,917.19
Pat Ringnalda6,888.82
Jean A. Wilson6,886.12
Sandra Giraldo Kirchhoff6,852.86
Temitope Odeyale6,837.74
Susan K. Janish6,808.33
Fern M. Gerdes6,793.94
Darlene Rutledge6,782.45
Diane M. Detescho6,765.93
Sherry L. Fields6,711.31
Sherry L. Belisle6,707.22
Kyla Jean Dodson6,682.59
Gail A. Clark6,649.38
Kayla E. McCormick6,640.83
Holly L. Ennis6,603.25
Betty B. Lucido6,577.76
Jamie Leigh Techtentin6,571.77
Melissa Nix Henderson6,547.43
Connie L. Young6,533.06
Lia Rene Carta6,495.25
Sandra Tatzler6,481.60
Jheryn Sims Alexander6,432.10
Denise M. Roberts6,416.10
Tina M. Wright6,330.03
Stephanie Nicole Tran6,294.68
Richelle V. Barnes6,228.12

Diamond

Emily Sims\$14,931.81
Ada Y. Garcia-Herrera13,522.30
Tammie M. Hanson12,868.15
Heidi Goelzer12,867.02
Sandy Griffith12,666.24
Julie Schlundt12,625.75
LaRonda L. Daigle12,621.77
Amy Allgood12,586.87
Melinda M. Balling12,491.09
Pat A. Nuzzi12,326.98
Marsha Morrisette12,262.92
Donna J. Saguto12,211.43
Priscilla McPheeters12,135.56
Evetilla Valdez-Cruz11,633.20
Connie L. Russo11,509.03
Jill D. Davis11,086.15
Uzoamaka Osili11,016.33

Valorie Jean White11,002.90
Nancy Polish Dove10,956.85
Ana X. Solis10,614.60
Yvonne Tazem10,381.22
Lara F. McKeever10,372.19
Ivonne Hernandez10,291.81
Kim I. Cowdell10,235.73
Cassandra Renee
Chitwood10,139.72
Felicia Ifeyinwa Nweze10,130.13
Pat Joos10,128.86
Bisola Gbadamosi10,021.26
Mary Strauss9,882.55
Barbara E. Roehrig9,792.52
Ruth Ojibeka9,786.37
Karime Rosas9,745.23
Lisa Rada9,731.41
Lisa A. Stengel9,712.22
Rosmary A. Baez9,679.56
Vivian Diaz9,551.83
Cecilia C. James9,543.45
Brenda Bennett9,460.99
Sheryl Peterson9,405.22
Maria Rocio Rico
De Jacinto9,398.35
Regina E. Meyer9,398.23
Andrea Shields9,343.06
Faith A. Gladding9,295.04
Joy H. Rentz9,290.62
Audrey J. Doller9,273.42
Julie Danskin9,233.89
Melissa R. Hennings9,164.95
Carol Lee Johnson9,139.98
Audrey K. MacDowall9,096.22
Martha Kay Raile9,083.39
Jeanette E. Beichle9,060.44
Terri J. Beckstead9,826.84
Elvi S. Lamping9,825.43
Debbie Larson9,901.71
Aishat Bola Koya8,860.06
Melissa Mays8,824.84
Virginia Rowell8,823.05
Meyra Esparza8,802.07
Mariann Biase Mason8,676.64
Brenda K. Howell8,676.08
Rosa C. Fernandez8,597.83
Daisy Del C. Ventura8,591.24
Cindy S. Kriner8,552.69
Kim A. Messmer8,536.80
Omosolape O. Akinyoyen8,511.83
Susan J. Pankow8,504.97
Norma Lee Shaver8,487.90
Stephanie Audino8,485.50
Deborah Dudas8,435.32
Lori M. Langan8,427.66
Trudy Miller8,387.56
Robin L. Sailer8,385.99
Nikki Hall Edgemon8,352.58
Reina C. Umana8,327.48
Joye Z. Stephens8,321.49
Yosaira Sanchez8,320.87
Nancy Fox Castro8,318.19
Susan M. McCoy8,256.80
Kerri Lee Shulman8,134.87
Sandy Lasso8,131.93
Alice Rothbauer8,095.54
Jenny Siemonson8,093.97
Digna Urbina8,093.61
Ngozi Onuoha8,086.07
Mary P. Creech7,960.84
Lesley A. Bodine7,928.52
Barbara H. Peterson7,925.82
Patricia Carr7,920.62
Delmi Cristina Santos7,902.26
Julie Garvey7,864.29
Shelly Palen7,854.13
Kelly Willer-Johnson7,819.86
Eileen M. Huffman7,817.02
M. G. Jan Chesmore7,792.68
Karen L. Kunzler7,776.34
Donna K. Smith7,767.73
Susan Beth Pfeifer7,749.33
Mary Beth Anderson Weeks7,731.13
Stephanie A. Richter7,710.28
Judy Flummerfelt-Gerstner7,703.86

*WITHIN APPLAUSE® MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR E-MAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTUOUCH® WEB SITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.

recognition

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 2008.

Top National Sales Directors — Commissions and Bonuses



Carol Anton
\$50,557
RUBY



Gayle Gaston
\$70,240
SAPPHIRE



Gloria Mayfield Banks
\$56,834
EMERALD



Nan Stroud
\$45,143
PEARL



Barbara Sunden
\$82,071
DIAMOND

Top Unit — Estimated Retail Production

RUBY — Juliet Okonkwo, <i>Go Give Area</i>	\$81,337
SAPPHIRE — Ann Sherman, <i>G. Gaston Area</i>	\$67,950
EMERALD — Grace Adeoye, <i>G. Mayfield Banks Area</i>	\$80,663
PEARL — Kim McClure, <i>Go Give Area</i>	\$81,495
DIAMOND — Emily Sims, <i>Go Give Area</i>	\$83,075

Top Sales Director — Personal Sales

RUBY — Juliet Goertzen, <i>J. Shealy Area</i>	\$15,157
SAPPHIRE — Debbie Tweedie White, <i>R. Tarbet Area</i>	\$11,498
EMERALD — Vickie Durfee, <i>K. Helou Area</i>	\$33,670
PEARL — Linda Pilolli, <i>Go Give Area</i>	\$12,754
DIAMOND — Nancy Dove, <i>Go Give Area</i>	\$15,389

Top Beauty Consultant — Personal Sales

RUBY — Jean Williamson, L. Kieper Unit, <i>R. Evans Area</i>	\$24,019
SAPPHIRE — Amy Moussa, G. Jernukian Unit, <i>Go Give Area</i>	\$12,207
EMERALD — Charlene Gambrell, B. Ethridge Unit, <i>K. Helou Area</i>	\$28,324
PEARL — Shannon Stover, S. James Unit, <i>S. James Area</i>	\$10,535
DIAMOND — Kathleen Neal, V. White Unit, <i>Go Give Area</i>	\$22,540

Top Team Builder

RUBY — Sales Director Inez Thayer, <i>Go Give Area</i>	17 New Team Members
SAPPHIRE — Lilia Arenas, C. Oates Unit, <i>Go Give Area</i>	16 New Team Members
EMERALD — Sales Director Jennifer Roa-Nava, <i>M. Butters Area</i>	16 New Team Members
PEARL — Kimberly Russell, A. Alber Unit, <i>Go Give Area</i>	17 New Team Members
DIAMOND — Norma Villalobos, O. Del Rio Unit, <i>Go Give Area</i>	16 New Team Members

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for December 2008.

Ruby

Somer Ballard Carter.....	23 New Unit Members
Julie Brindell Sapp.....	23 New Unit Members
Melissa Regina Almanza.....	22 New Unit Members
Inez M. Thayer.....	22 New Unit Members
Krystal K. Walker.....	20 New Unit Members

Sapphire

Esmeralda Diaz.....	20 New Unit Members
---------------------	---------------------

Emerald

Amanda Didia.....	28 New Unit Members
Grace Y. Adeoye.....	24 New Unit Members
Carrell A. Cannon.....	24 New Unit Members
Yuvis Rocio Alvarado.....	21 New Unit Members
Helen Jakpor.....	21 New Unit Members

Pearl

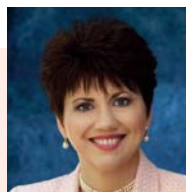
Jheryn Sims Alexander.....	26 New Unit Members
Amy M. Alber.....	25 New Unit Members
Julia Sander Burnett.....	21 New Unit Members

Diamond

Ivonne Hernandez.....	26 New Unit Members
Ofelia Del Rio.....	23 New Unit Members
Maritza Estela Gonzalez.....	20 New Unit Members

Sales Mentors

Special thanks to the sales mentors for the December 9, 2008, *New Independent Sales Director Education* class.



Cindy Fox
Senior National Sales Director
Emerald Seminar



Michele Armes
Elite Executive Senior
Sales Director
Honeoye Falls, N.Y.
Emerald Seminar



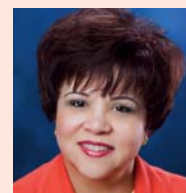
Lisa Bauer
Senior Sales Director
Chesapeake, Va.
Ruby Seminar



Sherrie Clemons
Executive Senior
Sales Director
Jacksonville, Ark.
Ruby Seminar



Amber Faulk
Future Executive
Senior Sales Director
Bonney Lake, Wash.
Ruby Seminar



Gina Rodriguez
National Sales Director
Diamond Seminar
Dec. 1, 2008

New Independent National Sales Director Debuts December 1, 2008

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You Have What Women Want

MARY KAY

A just-released study shows that your customers are more loyal to Mary Kay® products than nearly any other company brand! Independent research firm Brand Keys recognized Mary Kay as the No. 3 leader in its 12th Annual Loyalty Leaders list, behind only Google and Avis, and ahead of all other cosmetics brands including Maybelline, Estée Lauder, Clinique and Lancôme.

The leader's list came from Brand Keys' 2008 customer loyalty study which examined customer relationships with 382 brands in 57 categories and predicts the brands "whose customers will demonstrate the highest levels of engagement and loyalty over the next 12 to 18 months."

Of course, our outstanding products are only a part of the equation. The study results suggest that, not only have you taken Mary Kay's philosophies to heart, you've also built the foundation for a long-lasting and successful business. You're delivering to your customers Golden Rule customer service, one-on-one beauty advice and the latest information and instruction on skin care, color cosmetics and application techniques. In other words, you've carried on the Mary Kay legacy of enriching women's lives – and from that comes customers for life and superior brand loyalty!

Capitalizing on Brand Loyalty

With that in mind, you may have noticed a slightly different product focus during the past few quarterly product launches. Because you already have loyal customers who return again and again to purchase their favorite Mary Kay® products, capitalizing on what they already love makes perfect sense! That's why you saw strong repromotions of Mary Kay® Oil-Free Eye Makeup Remover, Mary Kay® Extra Emollient Night Cream, the Satin Lips® Set, regular-line fragrances and the TimeWise® Microdermabrasion Set over the past few months. To renew excitement, several of them were reintroduced in special packages, with special offers and in gift sets.

So how does that benefit you? These top-selling Mary Kay® products are proven winners that deliver on their claims time after time. You can show new customers how these favorites have benefited other customers who buy them repeatedly and reignite excitement for them within your existing customer base. And once you learn all there is to know about these products, you can feel confident about selling them for years to come.

Adding Excitement

Each quarter, limited-edition items become the "icing on the cake" – adding extra excitement to the "bread-and-butter" products you sell throughout the year. Customers always love something new, and that's why limited-edition products continue to have a significant presence in the Mary Kay® product line. They're fun, trendy and easy to sell! We know consumers love "eye candy" that can result in a quick buy without a large investment. And that's what makes them so popular!

What's to Come

To support our brand loyalty, we want any significant new skin care products to be sustainable long term. That means that we will continue to invest in research and development into new products and explore new innovations, but we will concentrate on introducing those that will have a long life in the Mary Kay® product line.

We want these products to:

- ▶ Be as "green" as possible.
- ▶ Contain a minimum number of ingredients.
- ▶ Be pleasant and easy to use.

This way, you can become an expert in the products that are offered and continue to market them to your customers for the long term.

Of course, the ultimate goal is to continue to ensure that Mary Kay® products garner your customers' loyalty so that they return to you again and again for their skin care and cosmetics needs. That, combined with your Golden Rule customer service and personal expertise, is the key to success!

“It's important that we strike a delicate balance – striving to be a competitive, cutting-edge cosmetics company that remains true to the warm and welcoming nature of our roots. I believe we can do both.**”**

– Mary Kay Inc. President and CEO David Holl



The House Mary Kay Built



Home is where the heart is, as the sampler saying goes, and when it's built with "grandma hugs," the love within it glows. Just ask **Independent Sales Director Lorraine Smith** of Russellville, Mo., who says there was no better way to spend a portion of the money she's been earning since 1979 from her Mary Kay business than to delight those she loves so dearly. For granddaughters Katelyn, Emma, Hanna, Ava and Lucia, ranging in age from 8 years to 6 months, the elaborate two-story Victorian-style playhouse is more than a dream come true. It's a place to dream.

"When I was little, we played with dirt," laughs Lorraine as she looks up at the playhouse balcony. "Grandpa would probably die of a heart attack if he had any inkling what I spent on the furnishings alone!" At nearly 500 square feet, the playhouse rivals some homes. But Lorraine doesn't feel a shred of guilt about spending money on what some might deem an extravagance. "I said for years I wasn't going to hoard my money. I always said I wanted to spend it on my grandkids. You might say I achieved my goal." Actually, Lorraine and her husband, Marvin, didn't keep tabs on how much they were spending on the house and don't know the final cost. They just kept going until Lorraine's vision was realized. As the structure took shape, some of the contractors said the playhouse resembled an attraction at Disney World, and people driving down the street have mistaken it for a full-sized home, complete with a gazebo and manicured gardens. "Marvin told me from the beginning that whatever I earned from my Mary Kay business was mine to spend on what I wanted," says Lorraine. "And I did just that. There's no mortgage on this house. It's all paid for. I tell everyone it's 'the house Mary Kay built.'"

Marvin's son-in-law, Harvey Kremer, owns a construction business and volunteered his crews for some of the work, mostly on weekends and evenings. Other family members pitched in at times, such as Lorraine's brother, Mark DeBroeck, who did most of the painting. Lorraine recalls with good humor certain reactions to the project. "Our grandsons told us the whole thing was ridiculous! I just said, 'Hey, this is my dream. You don't have to play with it!'" Sometimes in life when others don't share our vision, we have to keep working toward it in spite of them. But it was all in fun. They marveled at the finished results along with everyone else." The fantastic interior features a handmade doll cradle, high chair and rocker, a kitchen hutch, cabinets, and a play table and chairs upstairs.

Construction was halted on occasion because of bad weather, illness and scheduling conflicts, but Lorraine, who worked from an illustration in *Better Homes and Gardens* magazine, was determined to see her vision come to life with all the trimmings she had imagined. She meticulously insisted on authenticity in every detail,



from the kitchen appliances and bay window to the tile floors, sturdy staircase, siding, windows and a real roof. The kitchen and bedroom walls of pastel pink and purple are the perfect backdrop for playtime fantasies, and the spindle-railed front porch invites leisurely visits from girlfriends. The playhouse is equipped with heat, air conditioning and running water, a play stove, refrigerator and dishwasher, a washer and dryer, and even an ironing board and iron. In several rooms, lavender carpet invites little bare feet to experience its plushy comfort. An attached garage houses the granddaughters' electric toy cars, and a winding, sunny yellow slide descends from the upstairs deck and complements the gazebo in the landscaped backyard. A white picket fence adds a nostalgic finishing touch.

"I wanted the girls and their friends to feel at home as though it were a real home," explains Lorraine, as she describes the furnishings in the various rooms. From the overstuffed chairs, recliners, linens and curtains, all in pretty pastel colors, to the fancy dishes filling the kitchen hutch, the interior boasts a feminine feel from top to bottom. Dolls of every description, some handmade, populate the playhouse, and bins of handmade doll clothes sit waiting for girly "style shows." Real closets hold fancy costuming for little girl dress up parties, and a mirror stands ready to reflect pint-sized runway models. Upstairs, the fun continues with bookshelves groaning with books and a cozy sitting area with a pink television and a DVD player. "This playhouse was meant to be a space where the girls' dreams could come to life," Lorraine says. "Mary Kay teaches us to dream, and everyone needs a place that nurtures her imagination." Even the wall art encourages flights of fancy with stenciled words such as "create, share, play, imagine and dream." Lorraine's friends from around the country contributed paintings and décor in pastel colors, some handmade, to accessorize the playhouse.

On April 26, 2006, loved ones and friends joined together for a groundbreaking ceremony and cheered on Lorraine and Marvin's granddaughters as they joyfully danced through the Victorian-esque front door to claim their private domain. A sign out front pronounces "For Girls Only." Are Lorraine's grandsons envious? "They'd better not be!" she says with a laugh. "Well before the girls came along, we built a treehouse just for them, and their sign says 'For Boys Only.'" We've always enjoyed giving our grandkids the tools for creative play. Everyone's entitled to spend their money as they see fit, but I'm just thankful that my Mary Kay business has provided me with the means to bring so much happiness to the young ones in our family. Mary Kay is about flexibility in every area of our personal lives, especially when it comes to our families. It's about having the opportunity to create the life we envision for ourselves and those we love. Every time I look at that playhouse, I think about the Mary Kay® products that helped build it and feel glad all over again that I discovered this opportunity all those years ago. Mary Kay is the right 'home' for me!"



Going Green

“Going Green.” It’s a phrase you hear everywhere. But what does it really mean to go green in your Mary Kay business?



Independent Senior National Sales Director Julianne Nagle-Hackett is someone who takes her commitment to the environment seriously. *“For me, it’s all about awareness. We need to have total awareness of what we do and how it affects our planet,”* Julianne says.



Independent Sales Director Rachel Wahle of Manhattan, Kan., also runs her business in an environmentally conscious way. *“Everything you can do counts,”* she shares. Rachel’s unit has jumped onboard as well. *“In our unit, we created a guide on how to reduce, reuse, recycle and respond. We want everyone to know we all can make a difference.”*



Here are some things Julianne and Rachel do to make their businesses green:

Reduce

- ▶ *“I laminate everything so when I take printed materials to skin care classes, my customers can use them and give them back to me,”* Julianne shares.
- ▶ Another way Julianne saves paper is by sending her newsletter out via e-mail. She also prints just one packet of information for her area at the beginning of each Seminar year. *“If anyone in my area needs information, they know it’s in that packet or on my Mary Kay® Personal Web Site.”*
- ▶ To save energy, Julianne turns off computers and copiers when not in use; she keeps the thermostat turned down in her office; and she uses fans instead of an air conditioner. *“I believe this truly helps reduce my footprint on the planet,”* she says.
- ▶ Rachel suggests reducing your packaging. *“I like to order in bulk to reduce the packaging the Company has to use.”*
- ▶ Rachel also advocates saving natural resources. *“At a skin care class, I’ll stand at the sink and turn off the water while someone is washing her face or using the Satin Hands® Pampering Set.”*

Reuse

- ▶ *“I reuse things like holiday decorations, centerpieces and retreat decorations,”* Julianne explains. *“I also reuse the plastic bags and packaging from the Company to hold prizes, ribbons and class materials.”*
- ▶ Rachel packs her skin care class materials in reusable canvas tote bags.

Recycle

- ▶ Both Julianne and Rachel use real washcloths instead of disposable cloths at skin care classes and facials. *“You can find inexpensive washcloths in many discount stores, and this really helps cut down on waste,”* Rachel says.
- ▶ *“At our meetings, I always bring a recycling tub so if guests bring soda cans or plastic bottles, it’s easy to recycle,”* Rachel shares.
- ▶ Rachel’s unit also recycles shipping boxes from the Company. *“I live in a college town, so people are always moving. We save the boxes and give them to college students so they don’t have to buy boxes.”*

Julianne says she has seen many benefits from her efforts, including higher profits. More importantly, though, is how her customers see Mary Kay Inc. *“I want people to perceive Mary Kay as a company that’s mindful of the planet. I talk about Pink Doing GreenSM at skin care classes and guest events, and I proudly display information about the program. When people see me and know what I do, it makes a statement.”*

Julianne’s area also spotlights eye care products to “let our customers know that we have our ‘eyes’ on the future of this planet for future generations,” she explains. A portion of the profit from each eye care product sold goes toward a local environmental program.

For Rachel, being environmentally conscious is a matter of personal integrity. *“Teaching others how to be green is important. I find that so many people just don’t know what the problems are, and they are so happy to learn what they can do. I believe that if it’s important to you, you’ll make it a priority.”*

pink doing greenSM

Hearts and Hands as One

Whenever Independent Sales Director Marsha Stirrat of Glenn Heights, Texas, in the Sapphire Go Give Area, takes a moment to remember all the Mary Kay sisters who came to her aid a while back, the list seems to grow by a name or two, and she hopes she's not forgetting a single act of kindness. Although her mind is less distracted today than it was back then, there are times, just for an instant, when a flashback of her ordeal steals in, and for a fleeting moment, she feels queasiness in the pit of her stomach. Then the flashback turns into flash-forward, and Marsha rejoices for her Mary Kay loved ones, a family of sisters who met her need as though it were their own ...

Hanging in the Balance

The first hint that things weren't quite right cropped up nearly three years ago when Marsha began having facial pain. When she finally went to the doctor, an MRI showed she had "trigeminal neuralgia." Her physician ordered a second MRI to pin down the cause. She remembers the moment as if it happened this morning. "My emotions were all over the place when the second test revealed something even scarier sounding than 'trigeminal neuralgia,'" says Marsha. "The neurologist's diagnosis was 'meningioma.' I made him repeat it because I had never heard of such a thing. In layman's terms, it means a tumor on the lining of the brain, and the good news was that it was 'no big deal.' Meningiomas usually don't grow, and they're almost always benign. Periodic MRIs were all I needed to ensure it wasn't turning invasive. With that, he soothed my fears, and the butterflies in my stomach settled down."

A few months later, Marsha's routine MRI showed no change, and she was elated when her doctor said she could wait for surgery another year. "I had done some research by that point and learned that meningiomas are the most common form of brain tumors. 'Watch and wait' is often a lifetime treatment plan, so I reconciled myself to living with it, thankful that it wasn't worse." A year later, in August, Marsha was busy with her family and her Mary Kay business and grateful her trigeminal neuralgia symptoms were gone. She reveled in her freedom from pain. Another MRI seemed unnecessary, so she didn't make an appointment. Then, in November, she suddenly became aware of the meningioma, and one painful day she couldn't ignore it any longer. "I dreaded another MRI," she shares, "but the pressure in my forehead had become a constant and increasingly difficult part of my life. I was instinctively aware that the pain wasn't a good sign." She scheduled an appointment in December, another one in January and a third in February, canceling each test. "I just couldn't make myself go. I kept telling myself it was an inconvenience to take time out for a silly test and that the headaches were just common household headaches anyway. A thousand things could cause them."

But after Marsha made, then cancelled, her March appointment, the neurologist's nurse telephoned her. "She wasn't going to let me get away with it again," Marsha says with a laugh, adding that the message came through loud and clear: Her doctor was deeply concerned. "His nurse urged me to come in for my own safety and said if I didn't keep my appointment, she would be fired. I told her only half-joking that that was blackmail!" Only a couple of days passed after Marsha's MRI before the nurse called again. Marsha

describes the brief conversation. "Her words darted through the phone line like sharp little electric shocks. She said I needed to come in right away. I did, and I still remember sitting in the doctor's office and hearing him explain why the tumor had to come out. His lips were moving, but it was like the unreal words he was speaking were reaching my ears in slow motion. My heart felt like it stopped. Then I became aware that he was talking about scheduling me to see another specialist for further evaluation." As she found her voice, Marsha began to bargain for time and asked if surgery could wait until August, four months away. Her doctor reluctantly agreed if she promised to go through with it.

This time, it wasn't normal human dread that drove the postponement, however. "My unit was at a crucial point, right in the middle of a healthy growth spurt," explains Marsha. "If we kept up our momentum, it appeared we would finish our Cadillac Career Car qualifications and be able to celebrate at Seminar 2008. So many hopes were riding on my ability to stay involved. So many dreams were at stake." As her mind raced for answers and options, Marsha remembered someone else, an Independent Sales Director, who had had a meningioma removed the year before. It was an odd coincidence. Perhaps the woman could lend some advice. "Over the next few days, I made inquiries and located her, hoping for a shoulder of support from someone who had gone through the same thing I was facing. I could never have imagined the well of blessing that would open up through Taryon."

Side Effects

After just one conversation, **Independent Senior Sales Director Taryon Bowman** flew to Marsha's side like an angel on the wings of mercy. Marsha describes with admiration in her voice how her new friend prayed with her, cried with her and, without being asked, lovingly took Marsha by the hand to walk her through the most difficult trial she had ever faced. "Taryon taught me that if you're going to have a brain tumor, a meningioma is the best kind to have. Ours were located in nearly the same spot and were similar in other ways." About that time, Marsha began having partial seizures, and her headaches were growing worse. Taryon quietly encouraged Marsha to move up her surgery. As she wrestled with her dilemma, days turned into weeks and mounting physical and emotional strain took an increasing toll on her husband, Andy, and their blended family of seven children. "Everyone was affected, but they never stopped praying for me," Marsha says, her eyes glistening with tears at the memory. "Their support was

nothing short of awesome. Mindy rallied her whole sorority to prayer. Spencer's church group fasted and prayed. T.J. came home from college to care for me, and Carey sent me an inspirational book. Ashley often brought over our grandbabies, and Daniel and Shaun and his family prayed for my healing."

Marsha recalls warmly how **Independent Executive Senior Sales Director Jill Beckstedt** lent her steady, prayerful support, and the time that **Independent Sales Director Marianne Pearson** recommended a family friend and prayer partner who was a noted Dallas neurosurgeon. "When I heard his name, I felt a sense of peace because he already was my physician," she says. "To us, the 'coincidence' was another evidence of God's provision and protection behind the scenes. Meanwhile, numerous Mary Kay loved ones such as **Independent National Sales Directors Sabrina Goodwin Monday** and **Jill Moore** and members of my unit, and my precious friend **Independent Beauty Consultant Mahr Kay Byers**, were urging me to step up the surgery. I was so torn. I wanted to be there for those who were working toward our common goal. But when I started having partial seizures that made me feel like I had left my body, I knew I had to stop driving and get serious about my health."

By that point, in mid-June, Marsha's headaches were severely damaging her productivity, and the contrast with how she had functioned at the time of her diagnosis was dramatic. "I was completely distracted by what I was facing, yet confident that God was taking care of my business, which I believed He helped me create. So I let the Cadillac go and focused on getting well for Seminar the following year, knowing that all I had worked for so hard would have to wait. It was like missing Christmas, but I 'wrapped up my courage' with my faith and the strength others were giving me, finished up the *It's in the Bag!* promotion and prepared for surgery."

Then amazingly, as often happens when people sacrifice for those they love, a sort of miracle began to take shape. Like the determined buds of a poinsettia emerging from months of darkness to bloom in radiant light, Marsha's Mary Kay sisters began to perform one act after another that resurrected and maintained her unit's momentum. She's still struck by the seemingly impossible. "Everyone pulled together in the most incredible way. We had fabulous production in June, which ensured our success." While Marsha's unit members hustled as never before, surgery drew near, and Taryon visited her as often as possible. One Friday evening she spoke to a group of Marsha's church and unit members about what to expect in the weeks to come. "Taryon

suggested we form teams for production and allow other Independent Sales Directors to hold our success meetings. Everything began to fall into place." The week before surgery, **Independent Future Executive Senior Sales Director Julia Mundy** led the Dallas Power Owners Sales Director meeting in prayer, and numerous Independent Sales Directors lined up to hold Marsha's meetings and appointments in the coming months. They assured Marsha they would do whatever was necessary to keep things rolling. "Talk about Go-Give®! I've never felt more cared for in my life," she says. "Mary Kay Ash would have been so proud that even Independent National Sales Directors reached out to nurture someone unrelated to them in any way. Only in Mary Kay."

The night before surgery, Marsha stood before her bathroom mirror thinking about the next day. She considered shaving her head. It was going to have to be done, the doctor had said, and her unit members had given her beautiful scarves to wear while she was "growing out." "I thought about being brave, but at the last minute, I decided to keep my hair a little longer and let the nurses shave it before they wheeled me in." The next morning, Marsha's physician prayed with her and her family. After the surgery, he shared that God had led him to an unusual decision: For only the second time in his practice, he decided not to shave her head, electing instead to remove hair only

on either side of her ear-to-ear incision." Marsha was flooded with gratitude. "It was like God had held up a neon sign that said, 'I've got you covered, girl. Don't worry.'"

The surgery was a resounding success, and over the next few days, Marsha's hospital room was inundated with flowers and cards. Members of her family, her church and her Mary Kay world formed a steady stream of happy visitors. "My husband has always been my rock," she says, "and he sheltered me through this experience every step of the way, staying with me every day I was in the hospital." Once she was back home, support continued in new ways. Andy, a disc jockey at many Mary Kay banquets and other events, never had to miss an engagement thanks to Mary Kay women who came and stayed with Marsha, sometimes until as late as 2 a.m. Her unit members and customers cooked and delivered as many as two meals a day for a month. "**Independent Senior Beauty Consultant Robin Jeter** was the food 'traffic manager' and personally cooked for us several times as well." Marsha pauses to gather her thoughts, then begins ticking off the names of "amazing" Independent Sales Directors who hosted her meetings. "In addition to Taryon, there were **Sabrina Goodwin Monday, Carolyn Lucas, Charlotte Hyden, Sherree Koehler, Cheryl Bible, Constance Blalock, Shelly Ehler, Polly Bankhead** and **Maisha**

Bankhead. My unit members helped too, including Independent Beauty Consultants **Margaret Blake, Colleen Julius, Monique Ballard, Kraishylea Rhodes** and adoptees **Debbie Sargent** and **Kelly McMeans**." She finishes the list with another pause, searching for any names she missed. "Because these women and others sacrificially pitched in to do anything they could, my unit kept moving forward. We even requalified for our new Saturn VUE Career Car!"

So Much the Richer

Did her journey reveal any revelations? "Oh, now those *would* be too many to tell! I saw with my own eyes all over again that this opportunity is like no other in the world. Where else could you continue to earn while you're totally out of touch? As people loved me back to health, the outpouring of Go-Give® spirit embraced me as never before. I learned that when we don't share our struggles, when we never seem vulnerable, others may not feel free to share areas in which they need support." Now that Marsha is driving again and her horizon is sunny and clear, gratitude exudes from her conversation, both verbal and written. Her thankful heart reaches out to those she knows and to those she hopes to know, even when closing her e-mail messages. Hers is a simple farewell, imbued with new layers of meaning: "*Have the best day ever! I am!*"



Left to Right: Taryon Bowman, Jill Moore, Marsha Stirrat, Thersea Stirrat and Sabrina Goodwin Monday

Reflections From Mary Kay

“We do have a mission – to share our lives and our energies, our hopes, our dreams, our superior products and our beautiful, abundant way of life. In doing so, you will be blessed beyond measure with all the riches of life. That's living the Mary Kay dream.”

– Mary Kay Ash



Dates to Remember

MARCH 2009

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 2009

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		

- 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. Commitment Form available until midnight Central time.
- Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).
- 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.
- Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

This Month:

March 10: Early offering of the new Spring 2009 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Spring 2009 through the Preferred Customer Program.

March 15: Postmark deadline for Quarter 3 Star Consultant quarterly contest. Deadline to make Quarter 2 Star Consultant prize selections. Postmark deadline for Winter 2008 promotion and to earn the third monthly product bonus. Early ordering of the new Spring 2009 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Winter 2008 mini Skin Refreshing Set gift with purchase. Last day to enroll online for the Spring 2009 Preferred Customer Program Month 2 mailer.

March 16: Quarter 4 Star Consultant quarterly contest begins. Spring 2009 promotion and monthly product bonus begin. *Beaut-e-News*® e-newsletter begins e-mailing to customers.

March 20: February Career Car qualifier paperwork due to Company. Spring 2009 Preferred Customer Program customer follow-up list and labels master begin mailing. Online prize selection for Quarter 3 Star Consultant quarterly contest available.

March 25: Spring 2009 Preferred Customer Program mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

Next Month:

April 10: Good Friday. All Company and branch offices closed.

April 15: Postmark deadline to earn the first monthly product bonus.

April 16: Summer 2009 Preferred Customer Program online enrollment (monthly and quarterly) for *The Look* and Month 2 mailer begins. Consultant First Look enrollment begins for the Summer 2009 issue of the Preferred Customer Program version of *The Look*, including exclusive samplers. Second monthly product bonus begins. *Beaut-e-News*® e-newsletter begins e-mailing to customers.

April 20: March Career Car qualifier paperwork due to Company.

Prepare for Success With the Ready, Set, Sell! Bonus

Don't forget, the Ready, Set, Sell! product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from June 16, 2008, through June 15, 2009. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details. You can find the Ready, Set, Sell! bonus values for the quarter printed in these issues of *Applause*® magazine – January, April, July and October!

INITIAL WHOLESALE SECTION 1 ORDER:	NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:
\$600	\$114
\$1,200	\$217
\$1,800	\$362
\$2,400	\$447
\$3,000	\$561
\$3,600	\$646

Remember, sales tax is required on the suggested retail value of the bonus. If you qualify for the free customized color look, please add the \$113.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

Find It Online – What's on Mary Kay InTouch®

Check out some of the following tools currently available. You may find everything you need for your Mary Kay business and more!

Priority Awards Seminar 2009 Registration. There's still time! You have until March 15 to qualify for Priority Awards Seminar Registration. There are several ways to qualify, so be sure to check out all the details on the Mary Kay InTouch® Web site. Go to "Events."

Product Central Updates. This is your go-to site for all things related to products – including new information about what's coming March 15 with the spring quarter and tips for selling. Go to "Product Central."

New Sales Director Rewards. Learn about enhanced rewards for new Independent Sales Directors who achieve selling and unit-building success. Go to "Sales Director Rewards."

The Mary Kay Ash Charitable Foundation Web Site. A beautiful new design gives this site a brand-new look. Learn all about the Foundation's initiatives by going to Heritage > Mary Kay Ash Charitable Foundation. Or go to www.nkacf.org.

Beauty Consultant Enrichment Program With Pacesetters. Get a different free CD download each month. Go to Education > Beauty Consultant Enrichment Program to listen to and download the featured CD. And now you also will find a new "Pacesetters" section with exciting challenges to help you get each month off to a great start. When you complete at least four Pacesetters challenges from January through June, you can receive Seminar 2009 recognition.

Sales Force Power Hour® CD to Be Discontinued

Due to steadily decreasing demand and results from Company research regarding communication materials, the *Sales Force Power Hour*® CD has been discontinued. The 12/16/08 – 3/15/09 version will be the last one available for ordering on the Consultant order form. Evaluating communication materials is an ongoing effort, and please rest assured that you'll find the information you need for your Mary Kay business on the Mary Kay InTouch® Web site or in *Applause*® magazine.

BizBuilders Bonuses!

Free** products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order March 16 – April 15, 2009.

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 Targeted-Action® Line Reducer	\$40
\$1,200 sugg. retail/ \$600 wholesale	2 Targeted-Action® Line Reducers 5 Limited-Edition Compact Covers†	\$80
\$1,600 sugg. retail/ \$800 wholesale	3 Targeted-Action® Line Reducers 5 Limited-Edition Compact Covers†	\$120
\$2,400 sugg. retail/ \$1,200 wholesale	4 Targeted-Action® Line Reducers 5 Limited-Edition Compact Covers†	\$160
\$3,600 sugg. retail/ \$1,800 wholesale	5 Targeted-Action® Line Reducers 5 Limited-Edition Compact Covers† 1 Travel Roll-Up Bag	\$200
\$4,800 sugg. retail/ \$2,400 wholesale	5 Targeted-Action® Line Reducers 5 Limited-Edition Compact Covers† 2 Travel Roll-Up Bags	\$200
\$6,000 sugg. retail/ \$3,000 wholesale	5 Targeted-Action® Line Reducers 5 Limited-Edition Compact Covers† 3 Travel Roll-Up Bags	\$200
\$7,200 sugg. retail/ \$3,600 wholesale	5 Targeted-Action® Line Reducers 5 Limited-Edition Compact Covers† 4 Travel Roll-Up Bags	\$200

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for the Ready, Set, Sell! product bonuses. See this issue of *Applause*® magazine for the current Ready, Set, Sell! bonus values and the *Ready, Set, Sell!* brochure for additional details.

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

†Not intended for resale

**Tax is required on the suggested retail value of Section 1 products. Add applicable bonus values to the Taxes area in the Summary Section of the Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

Go-Give® Award

Congratulations to the winners for April 2009.

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 under "Recognition."



**Siobhan
Spears**

Ruby
Independent Senior Sales Director
Began Mary Kay August 1993
Sales Director Debut October 1995
Offspring one first-line
National Sales Director Jean Santin
Honors Premier Club qualifier; Star Consultant; two-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$47,113
Personal Lives in Phillipsburg, N.J. Husband, Bill; daughters: Stephanie, Vanessa, Cambia, Amanda, Shakira, Alnisa
Favorite Quote "Hope gives us the courage to move forward, the power to forgive and the grace to keep the promises we have made." – Nancy Ortberg
Independent Beauty Consultant Santina Balboa of Phillipsburg, N.J., says, "When a daughter of one of Siobhan's Independent Beauty Consultants was in the hospital, Siobhan stayed with the Beauty Consultant to offer her support."



**Susan
Sullivan**

Sapphire
Independent Sales Director
Began Mary Kay November 1991
Sales Director Debut February 1998
National Sales Director Go Give Area
Honors Premier Club qualifier; Circle of Honor; four-times Consultant Queen's Court of Personal Sales; 11-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$33,650
Personal Lives in Blasdel, N.Y. Husband, Patrick; son, Nick; daughters: Audrey, Molly
Favorite Quote "So let's not get tired of doing what is good. At just the right time we will reap a harvest of blessing if we don't give up." Galatians 6:9
Independent Beauty Consultant Donna Snopkowski of North Tonawanda, N.Y., says, "When my mother had only hours to live, Sue came to wait with me. And when I was in the hospital, Sue visited with me every day."



**Karen
Riddle**

Emerald
Independent Sales Director
Began Mary Kay August 1992
Sales Director Debut January 2004
National Sales Director Go Give Area
Honors Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; three-times Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; three-times Double Star Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$78,633
Personal Lives in Glen Allen, Va. Husband, Chuck; son, Trey
Favorite Quote "Now all glory to God, who is able, through his mighty power at work within us, to accomplish infinitely more than we might ask or think." Ephesians 3:20
Independent Beauty Consultant Alison Bartlett of Independence, Ky., says, "For Mother's Day, Karen organized a unit-wide Adopt-a-Mom program. Independent Beauty Consultants' customers purchased products to be given to ladies in local nursing homes. 'Adopted' by the Beauty Consultants and their customers, the ladies were made to feel cared for and special by receiving the Mary Kay® gifts."



**Melissa
Taylor-Yindrick**

Pearl
Independent Senior Sales Director
Began Mary Kay September 1995
Sales Director Debut October 1996
Offspring one first-line; three second-line
National Sales Director Stacy James
Honors Premier Club qualifier; Star Consultant; six-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$87,019
Personal Lives in David City, Neb. Husband, Bill; sons: Caleb, Will, Jude, Augustine; daughter, Mara
Favorite Quote "Start by doing what's necessary; then do what's possible; and suddenly you are doing the impossible." – Saint Francis of Assisi
Independent Beauty Consultant Tonya O'Neel of Lincoln, Neb., says, "Melissa organized and hosted an evening at a local domestic violence shelter to help women feel beautiful and important, as well as to show them the hope within themselves."



**Pat
Nuzzi**

Diamond
Independent Future Executive Senior Sales Director
Began Mary Kay April 1990
Sales Director Debut July 1994
Offspring four first-line; one second-line
National Sales Director Lisa Madson
Honors Cadillac qualifier; Circle of Honor; monthly Go-Give® Award winner, October 1999; three-times Consultant Queen's Court of Personal Sales; 13-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; State Contest Highest Unit Production; two-times Circle of Achievement; 12-times Circle of Excellence; seven-times Top 10 Nationwide; seven-times Double Star Achievement; two-times Triple Star Achievement; gold medal winner; estimated highest monthly unit retail: \$227,074
Personal Lives in Bensalem, Pa. Husband, Bob; sons: Rob, Anthony
Favorite Quote "There is greatness in every human being. Keep things simple."
Independent Sales Director Marcella Komaromi of Pittsburgh, Pa., says, "We were invited to a retreat, and because we were about five hours away, Pat offered to have us stay at her home and even gave us her bedroom."

Stars in red, white & blue

TEAM-BUILDING CHALLENGE

March 1 – June 30, 2009

Independent Beauty Consultants and Independent Sales Directors can earn fashion-forward rewards for team-building to be awarded at Seminar 2009! For the first time ever, Independent Beauty Consultants can earn one of three fabulous redesigned Mary Kay red jackets: “Lauren,” the traditional style; “Drew,” a longer trench style; and “Candy,” a fun, shorter style. And Independent Sales Directors can earn a custom Mary Kay® zebra-accented wrap to accompany the brand-new Independent Sales Director suit. Plus, there’s more!



MARY KAY

*Here's what's in store
for both Independent
Beauty Consultants
and Independent Sales
Directors who add
qualified* new personal
team members during
the contest period:*

Three Qualified* New Personal Team Members

Independent Beauty Consultants will receive their choice of the red jacket, and Independent Sales Directors will receive the zebra-accented wrap, *plus* an invitation to the *Stars in Red, White & Blue* Reception at Seminar 2009 featuring tasty treats, a DJ, prize drawings and more.

Four Qualified* New Personal Team Members

Independent Beauty Consultants will receive their choice of the red jacket, and Independent Sales Directors will receive the zebra-accented wrap, an invitation to the reception *and* an invitation to the *Stars in Red, White & Blue* Luncheon at Seminar 2009 where they'll be treated to scrumptious food, hear from an Independent National Sales Director and participate in fabulous prize drawings.

Five Qualified* New Personal Team Members

Independent Beauty Consultants will receive their choice of the red jacket, and Independent Sales Directors will receive the zebra-accented wrap, invitations to the *Stars in Red, White & Blue* Reception and Luncheon AND a custom handbag! Independent Sales Directors and Beauty Consultants will each receive a fabulous handbag to coordinate with their career apparel.

During the *Stars in Red, White & Blue* Team-Building Challenge, first-time Star Team Builders also will be the first to receive the new Star Team Builder Pin Enhancer with their red jacket at Seminar 2009!



A Title With Star Power

You know you can earn fantastic rewards by building your Mary Kay business. Now you can earn a new title too. Beginning June 2009, the **Star Recruiter** title is changing to **Star Team Builder**. This powerful new title is designed to support you as you grow your successful business through team-building.

Check out the Mary Kay InTouch® Web site for complete details.

*For contest purposes, a qualified new personal team member is one whose cumulative order with the Company is \$600 or more in wholesale Section 1 products from March 1 through June 30, 2009.

†Independent Beauty Consultants and Independent Sales Directors will pick up their prizes at the reception on Day 0 at Seminar. You must be present with your invitation to pick up your prize.

MARY KAY®

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

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U.S. POSTAGE PAID
MARY KAY INC.

Set a Course for Stardom

Star Consultant Program



Custom Place Mats,
Napkins and Napkin Rings

Quarter 3

Dec. 16, 2008 –
March 15, 2009

Quarter 4

March 16 –
June 15, 2009

Make this your time to shine as a Star Consultant as you wrap up your Quarter 3 goals and plan for Quarter 4! Besides fabulous prizes, you'll be on your way to building a solid foundation for your business through sales and team-building. And you'll receive the fabulous Ladder of Success jewelry that is coveted by top Mary Kay businesswomen who know that selling truly is the key to success.

Plus, by becoming a Star Consultant, you can provide your customers with Golden Rule customer service that comes with having product on hand and confidence in your business. Remember, March 15 is the deadline to achieve your Quarter 3 goals and qualify for Priority Awards Seating at Seminar 2009.

So reach for the stars – and set your course for success! Watch for the Quarter 4 *Star Consultant Program* brochure coming in your May issue of *Applause®* magazine.

Marc Jacobs
Sunglasses



Get Noticed as a Star

You have one more great reason to be a Star Consultant during the Dec. 16, 2008, through March 15, 2009, quarterly contest period. Five Independent Beauty Consultants, who are also Star Consultants during this quarter, will be selected to win a Seminar 2009 makeover from nominations submitted by their Independent Sales Directors.

Those Independent Sales Directors have until May 1 to submit nominations for Star Consultants in their units whom they believe are deserving of this very special award. All nominations will be reviewed, and one Star Consultant from each Seminar area will receive a day of pampering and debut her new look on the Seminar stage during Awards Night. Why not make it your goal to earn your Independent Sales Director's nomination? You could receive the makeover of a lifetime!



Silver
Handbag