

AUGUST 2006

MARY KAY®  
Enriching Women's Lives™

# Applause®

MARY KAY  
TIMEWISE  
EVEN  
COMPLEXION  
ESSENCE

age-fighting  
innovation

TimeWise® Even  
Complexion Essence —  
What You Need to Know!



Live Your Dreams  
Seminar Awards Jewelry  
(Photos Inside!)  
Top Sales Director Trip

# get it free

WITH YOUR ORDER

JULY 16 – AUG. 15, 2006



## Intense Moisturizing Cream

Suggested Use: Summer sun and summer heat can take their toll on skin. Consider offering Intense Moisturizing Cream to customers who can benefit for up to 10 hours from the feeling of hydration it offers! It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



## Color 101 Cards

Suggested Use: Slip these cards into orders or hand them out at skin care classes to let customers play with on-trend looks and MK Signature™ color cosmetics. It's fun for customers, and sampling is a retail strategy proven to be successful. An assorted selection is your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



## Travel Roll-Up Bag

Suggested Use: Customers will love this organizer whether they travel or not. It makes a great gift with purchase to encourage sales of skin care and color. You also may want to offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.



**Our thank-you gift** with a \$300 or more wholesale Section 1 order received July 1–30: the Simply Charming credit card holder. (Limit one per Independent Beauty Consultant, while supplies last.)

For more details on BizBuilders and new Independent Beauty Consultant bonuses, see Page 19.



▲ page 2

## Unique Benefits

What sets TimeWise® Even Complexion Essence apart from other age-fighting skin care products? We'll tell you about its unique benefits so you can tell your customers. We also have some suggestions on how to add TimeWise® Even Complexion Essence into your Mary Kay business.

# innovation and excitement

The latest in skin care science. Great formulas in color cosmetics.

Innovations like these from Mary Kay spell excitement for customers and great sales for you. Customers love to know what's new, and it's up to you to tell them. And you can get excited about the innovative news you have to share.

## ▼ page 4

### An Everyday Indulgence

Give your customers a chance to make their hands irresistibly smooth and enjoy a fresh scent too! The Private Spa Collection™ Satin Hands® Satin Smoothie™ Hand Scrub is a special treat that customers can enjoy every day. It's just one of the great products in the new Private Spa Collection™ Satin Hands® Pampering Set.



## ◀ page 6

### Too Good to Miss

The long-wearing color and moisturization of MK Signature™ Constant Color™ Lip Crème are only around for a limited time (until Sept. 15)!

Consider offering the great shades to your customers – perfect for summer with a fun tropical flavor – while they last!





# what customers want



It's an in-demand, stand-out product in an increasingly competitive market. So what makes Mary Kay® TimeWise® Even Complexion Essence unique? Why is it the one your customers will want? Here's what you need to know.

## Unique Benefits

- Using our patent-pending **Lucentrix™** complex, TimeWise® Even Complexion Essence is clinically shown to restore skin's natural, even tone by helping reduce visible dark spots and reverse skin discoloration as part of a comprehensive anti-aging program.
- In a 12-week clinical study, a dermatologist found that **84 percent** of panelists experienced more even skin tone. With continuous use, customers could see brighter, more even-looking skin in as little as four weeks.
- Whether the spots and freckles are **due to sun damage or age**, TimeWise® Even Complexion Essence works to improve uneven complexions, skin clarity and visibly correct skin's imperfections.
- Remember, TimeWise® Even Complexion Essence **works on all skin tones** including customers with bronze skin tones who experience dark spots associated with acne.
- It **restores clarity** with an overall brightening effect that targets the major causes of uneven skin tone with continued use.
- Customers have access to all the information they need on [www.marykay.com](http://www.marykay.com) and through your Mary Kay® Personal Web Site, available to them 24/7. The answers to your questions also can be found on the Product Knowledge link on LearnMK®.

## Essential to Your Business

- A customer is any woman with age spots, freckles or similar variations in her skin tone who wants a more **even-toned** complexion. Remember, TimeWise® Even Complexion Essence works on both women and men of all skin tones and types!
- You should **be careful not to prejudge** customers to determine who may or may not need it. You may not be aware of concealed skin imperfections and unevenness.
- New and existing customers are sure to want to try TimeWise® Even Complexion Essence as soon as they hear news of its debut. Simply pop a **pack of samplers** (limited edition, while supplies last, pk./6, \$1.25) in your purse, and you're ready to go!
- Skin care classes offer great opportunities to introduce customers to it. Why not mention TimeWise® Even Complexion Essence during your **individual closing** with each customer? Follow-up bookings provide a chance for customers to experience the product further.
- For the most dramatic results, customers should use TimeWise® Even Complexion Essence **as part of a comprehensive anti-aging program**. TimeWise® Even Complexion Essence can be easily added to the Miracle Set regimen as part of an overall anti-aging program. (Because TimeWise® Even Complexion Essence contains no sunscreen, customers may want to use a TimeWise® product that does, such as Day Solution Sunscreen SPF 25\*.)



**“ Within a few weeks of using TimeWise® Even Complexion Essence, my skin started to look luminous, dewy and radiant. And everybody noticed – family, friends, you name it! It's been just two months now, and the sun spots on my cheek are practically gone. ”**

– Johnnette Shealy,  
Independent Senior National Sales Director

# irresistibly smooth

The Satin Hands® Pampering Set  
gives your customers a spa experience  
they can enjoy every day.

1  
2  
3

## Softness Times Three

The new Private Spa Collection™ Satin Hands® Pampering Set now has *three* steps instead of four thanks to the new Satin Hands® Satin Smoothie™ Hand Scrub that both cleanses and exfoliates. The Extra Emollient Night Cream and Satin Hands® Hand Cream remain the same beloved formulas. When purchased as a group, the Private Spa Collection™ Satin Hands® Pampering Set provides the ultimate treat for hands with three super-softening products that enhance the benefits each offers. When purchased individually, the Satin Hands® Hand Cream comes in its updated packaging, but the Extra Emollient Night Cream will still be available under the Mary Kay® brand in the gold and white tube.

*Private Spa Collection™ Satin Hands® Pampering Set, \$30*







### Enjoy a Smoothie at Every Sink

Put your customers in the enviable position of purchasing the Private Spa Collection™ Satin Hands® Satin Smoothie™ Hand Scrub separately *or* as part of the Satin Hands® Pampering Set. Either way, cleansing and exfoliating their hands has never been faster or easier — especially considering the quick and easy dispenser pump! That's why it makes a great addition to every sink in the house. All this and a great peach scent completes the experience. What a sweet sensation!

*Satin Hands® Satin Smoothie™ Hand Scrub, \$15*



### Samplers Sell

You've never seen anything like it — it's a pop-up sampler! Wow potential customers with this fun conversation starter when you simply insert samplers of all three Satin Hands® Pampering Set products. Just be sure to check out the instruction sheet enclosed with your order to get the most "pop" from your

sampler experience. What a great way to enliven Mary Kay's tried-and-true three-foot rule. Who won't love Satin Hands®, one of the most time-honored products in Mary Kay history? And remember to book from the sampler. Once the potential customer has a chance to try the product, you can give her a call and share how she could earn it for *free* — by hosting a party, of course!

*Satin Hands® Pampering Set Sampler Card, pack of four (samplers not included), \$1.50*

*Satin Hands® Pampering Set Samplers, four sets, \$2*



### Summer Satin Parties

Once your customers try the new Private Spa Collection™ Satin Hands® Pampering Set, they're sure to want to share the experience with all their friends (and possibly earn a free set for themselves!). You know what that means — time for a *Summer Satin* party! Simply log on to the Mary Kay InTouch® Web site and click on the summer promotion link for fun party-planning tips and so much more.

All product prices are suggested retail.

# summer



## Vibrant Star

Sweet, soulful and demure, this look has a touch of shine too.



## Natural Splendor

A look that reflects nature with earthy, realistic colors inspired by the beauty of a rain forest.



## summer shine

### MK Signature™ Constant Color™ Lip Crème – limited edition!

The patented\* formula of our MK Signature™ Constant Color™ Lip Crème is the best of a lipstick and a lip gloss – in one! Long-wearing lip color leaves lips moisturized and saturated with rich, intense color in just one step. Their tropical flavor makes them a fun addition to our Color 101 Looks. **\$14**

\*U.S. Patent No. 5085855



### Coordinating Color 101 Look

*Creative Charm*

*Enchanting Beauty*

*Vibrant Star*

*Natural Splendor*



# color



## Creative Charm

This look offers self-expression through a look that focuses on eyes and soft, shimmery lips.



## Enchanting Beauty

Harmonious colors complement a look inspired by the romance of vintage treasures.



Color 101 Cards (limited edition, while supplies last), pack of four, **\$3.25**  
(Samplers and applicators included.)

## Make a Match

### Constant Color™ Lip Crème Shade

Warm Blush

Island Pink

Cocoa Beach

Coral Kiss



# all new

New package, new formula, new shades!  
MK Signature™ Lip Liners perfectly define lips with a smooth, creamy, waterproof formula in a retractable pencil that never needs sharpening. **\$10**

All product prices are suggested retail.

# gifts she'll fall for

As summer winds down, customers head outdoors to enjoy the last days of warm weather. Outdoor and back-to-school events provide a wellspring of potential customers! Once you have their attention, show them your stuff with style. You can create beautiful gift sets that make you – and your products – memorable. Hostess gifts, teacher gifts, newly popular early fall weddings – just think of all the happy occasions for your customers to give these easy-to-assemble gift sets you've created.

## Pens and Pencils Set

TimeWise®  
Age-Fighting  
Lip Primer  
MK Signature™  
Lip Liner in Pink  
MK Signature™  
Constant Color™  
Lip Crème\* in  
Island Pink  
MK Signature™  
Facial Highlighting  
Pen  
\$64



## Pedicure Set Plus

Private Spa Collection™  
Mint Bliss™ Pedicure  
Set (limited edition,  
while supplies last)  
MK Signature™ Nail  
Enamel in Hot Pink  
\$44



Gift sets include Mary Kay® skin care and cosmetics products. Other items are for merchandising ideas only.



## Wake-Up Call Set

Velocity® for Him  
Total Body Wash  
Velocity® for Him  
Cologne  
\$44



## Microderm- abrasion Set Plus

TimeWise®  
Step 1: Refine  
TimeWise®  
Step 2: Replenish  
Oil-Free Hydrating Gel  
(normal/oily skin)  
\$85



## Birthday Kisses Set

MK Signature™  
Lip Liner in Coral  
MK Signature™  
Constant Color™  
Lip Crème\* in  
Coral Kiss  
Journey® Eau de  
Parfum  
\$60

## Satin Hands® Pampering Set

Satin Hands®  
Satin Smoothie™  
Hand Scrub  
Satin Hands®  
Hand Cream  
Extra Emollient  
Night Cream  
\$30



For more gift ideas and easy assembly tips, go to the Mary Kay InTouch® Web site and click on "Applause® Online." All prices are suggested retail.  
\*Limited edition, while supplies last.





# Give your customers what they need: **your attention!**

**D**uring the hustle and bustle of the back-to-school season, a call from a Mary Kay Independent Beauty Consultant may be just what your customers need – after all, they might *need* some pampering. You can meet them where they are with personalized service brought right to their doors. Tools and programs with their busy schedules in mind make their lives – *and yours* – so much easier. Take a look at what you have to offer by simply “thinking like a retailer.”



## Boost Your Sales With *The Look*

When you enroll your customers to receive *The Look*, you put the best of what Mary Kay has to offer right

at their fingertips! This quarter, *wow* your customers with an extra-special fall/holiday issue featuring *three* sensory experiences. First, a sampler of a prestigious, new Mary Kay® fragrance (it's still under wraps until the big

reveal)! Also inside: two irresistible “rub and release” areas featured with more exciting new products on the holiday gift set pages. Why not make it easy for customers to shop for the holidays by having this world-class promotional tool delivered right to their doors? Beginning July 16, you can make it happen by enrolling each one of your customers in the

Preferred Customer Program. Once *The Look* arrives, follow-up calls create incredible opportunities for booking, selling and team building with both new and existing customers. Why not seize the moment by recommending products or pointing out the fabulous, gotta-have-it hostess gift? Don't miss out!

**Begin enrolling customers July 16!**

## 2006-2007 Preferred Customer Program Consistency Challenge: You Did It Once, Let's Do It Again!



Independent Beauty Consultants tell us that the Consistency Challenge motivates them to boost productivity and increase sales, so it's back in a big way! Keep the momentum going

by taking part in this yearlong challenge by enrolling 13 or more new or existing customers to receive the Preferred Customer Program mailing of *The Look* each quarter from Fall/Holiday 2006 through Summer 2007 (that's just four consecutive quarters!).

As a reward, you can receive recognition at special events and this cute beaded bracelet! Get started by enrolling customers to receive the Fall/Holiday 2006 Preferred Customer Program mailing of *The Look*. For complete details, please visit the Mary Kay InTouch® Web site and click on “Applause® Online.”



## How Can You Take Personal Responsibility for Your Success?

Consider following Mary Kay's six best practices for “thinking like retailer”:

1. Have an adequate inventory to sell from.
2. Know your products.
3. Offer personalized service.
4. Be accessible to your customers by having a Mary Kay® Personal Web Site With Shopping.
5. Keep your Mary Kay business at the front of your customers' minds.
6. Get *The Look* into your customers' hands.

# Book Smart:

Tools you can use to make booking an absolutely irresistible offer!



## Give a Triple-Good Hostess Gift

What woman on the go couldn't use a matching set of three cosmetic bags? This gift set of large, medium and small bags is the next item in that fabulous floral print collection! What a fun, functional gift to offer — at a great price for you!

Hostess Gift, \$10



## Offer Instant Gratification

The Summer 2006 gift with purchase, a travel-sized TimeWise® Microdermabrasion Set (pk./5, \$17.50), couldn't have come at a better time. Toward the end of summer, what woman doesn't want to immediately energize her skin and pamper it? Gifts are available on Section 2 of the June 16 Consultant order form.

## Hand Out Fun!

We've made warm chattering easier for you with the super-hip *It's Girl Time* hostess brochure. Each brochure comes with a free product insert that shows your hostess examples of what she can earn. Plus, you can add an optional hostess gift flier, customized for the quarter with a photo promoting the latest must-have hostess gift.

Hostess Brochure, available in English and Spanish, pack of 10, \$2.50

Hostess Gift Flier, bilingual, pack of 10, \$1



## Invite Your Customers to Experience Beaute-vite™

Don't let your customers miss out on one of the most exciting new aspects of hosting a Mary Kay party. The Beaute-vite™ party-planning program makes organizing parties, shows and classes even simpler for you and your hostesses! After you and your hostess select a theme and she sends out her online invitations, you can simply log on to myCustomers® to access the event and see the status of the party and its attendees. It's that simple!



let's talk  
about...

## THE MARY KAY WAY TO BUILDING YOUR BUSINESS

According to a recent industry study of consumer trends, the No. 1 thing that influences a woman's decision to buy is great quality at a fair price, and a close second is customer service. "This is exciting news because you can offer women *everything* they want — high-quality products, competitive prices and the very best customer service," says **Dr. Myra Barker, Executive Vice President Marketing/Research and Development.**

A surefire way to build your business with customer service is to make sure you follow up with customers on a regular basis. "Just think about all the catalogs and e-mail messages you receive from businesses every day that keep you informed about new products and promotions," says Dr. Barker. "As a successful salesperson herself, Mary Kay knew that not following up was like planting a seed and never watering it. She believed that if you nurtured every relationship, you could build a business that would last a lifetime."

Mary Kay also believed that Independent Beauty Consultants should make their customers aware of everything they have to offer. "When you expose your customers to *all* of your products and services, you can actually simplify their lives by making shopping easier," says Dr. Barker. Two great ways to do this are through your Mary Kay® Personal Web Site and through *The Look*, which you can send to customers four times a year by enrolling them in the Preferred Customer Program.

Another way to provide memorable customer service is by using the myCustomers® program on the Mary Kay InTouch® Web site. It helps you track customer purchases so *you* can call *them* when it's time for a reorder. "Mary Kay liked to say that 'an ounce of pink tickets was worth more than an ounce of gold.' Today, even though you may be tracking customer purchases online instead of on paper, the thinking behind her statement is timeless — that reorders are an essential part of sustaining a successful business."

# Inside Every Woman Is a Star

Seminar Awards 2007

**y**ou're excited, you're spirited and you have a plan to reach new heights this year. Let these rewards inspire you to shine on!

Show the world your star quality and talent for success.



## Queens' Courts of Personal Sales

You can choose one of these exquisite rings or a digital camcorder (not shown) when you set your goal to be the best.

**Inspired Life:** a blue topaz, amethyst and diamond ring

**Dazzling Achievement:** a kiwi quartz and diamond ring

**Shining Moment:** a diamond ring in the shape of a star







### Queen's Court of Sharing

Show the heart of Mary Kay and share the opportunity that can enrich lives. You have your choice of these rewards.

**Bee Outstanding**  
Diamond Ring  
**Bee Amazing**  
Diamond Pin



### Runners-Up

Those who reached high will be rewarded with the **Joyful Spirit** diamond ring and a **Bee Spirited** diamond bee pin.

### Queens of the Courts

You can show that you are the brightest shining star with these two rewards.

**Crowning Achievement:**  
a ruby and diamond ring  
**Bee Passionate:**  
diamond bee pin



### Double Star Achievement Award

Achieve both the Queen's Court of Sharing and the Queens' Courts of Personal Sales, and you'll be rewarded.

A complete list of qualifications and prize descriptions can be found on the Mary Kay InTouch® Web site.

# Top Sales Director Trip

## Her joyful journey began at home.

Inspiration. It can spring from unexpected sources, and sometimes those closest to us inspire us the most. Consider this Mary Kay mother. One day she woke up to her ho-hum performance and, through her sons, found the life of her dreams. It's a story for the generations – with a twist – and the result surprised even her.

For thousands of women at Seminar on that day in 2004, the very air was charged with exhilarating emotion. **Independent Future Executive Senior Sales Director Amie Bennett**, of the **Independent National Sales Director Gloryann Koester Area**, will never forget that day either, as she stood tearfully in the Career Car booth. But unlike others, Amie's heart was heavy. She was about to lose the use of the Cadillac she had earned. She knew she had only three months to "pull it together," she told Mary Kay staff.

"Can you imagine how I felt?" says Amie, the memory still painful. "I had two boys at home who were living out the excellence Mary Kay teaches, and their mentor was losing the use of her Career Car. I had settled for mediocrity, and I was going to pay the price."

Little did she know that later that day, her sons and their touching determination would set her off on a life-changing course.

### Princess of the realm

For years, Amie had heard all about perseverance and goal setting. "Before I started my Mary Kay business, I was a Mary Kay kid!" says the daughter of **Independent Future Executive Senior Sales Director Judy Mills**, also from the **Independent National Sales Director Gloryann Koester Area**. "I'll never forget Mom's first facial," Amie says with a laugh. "It was *me*! From those earliest days, Mom taught my sister and me to think big about financial independence and pink cars."

Once she became a member of the independent sales force, however, Amie settled into a "comfortable" pace. Although she set goals at each step of her Mary Kay business, her progress was more plodding than powerful. "I always believed that if you concentrate on all the Company programs and contests, they'll take you to the top," she says. "I just hadn't seen *myself* at the top."



## Amie's road map for making it real

- Take responsibility for your own success.
- Set a goal to do consistent Power Starts.
- Realize that consistent follow-up is a necessity.
- Share this opportunity passionately at every appointment.
- Tell *everyone* your goal!

he flung himself forward, muscles quivering with adrenalin, only his mom could see, could *feel*, the stark fear that gripped him. Her son was in trouble, and from where she sat in the stands, she was powerless to help him. She held her breath as he dove in. Seconds later he froze. Jordan appeared to be drowning. And in that moment, Amie despised herself for encouraging him to join the team.

"After what seemed like an eternity, I watched him raise his head, cough up the water he had swallowed and begin to swim," she recalls. "I saw his incredible spirit as he pulled his weakened body along, one brutal stroke after another, finally reaching the finish line. He tore off his goggles and searched the stands for me. When our eyes met," she says with pride, "his smile was the most brilliant thing I've ever seen."

For days afterward, Amie contemplated what it took for Jordan to finish that race. "My son fought for his right to be a winner, and his ordeal changed my heart," she shares. "I felt guilty that I had been content with the status quo. How could

I mentor him unless I took on the 'race' of my life, the Top Sales Director Trip?"

During that time, Amie was working through a challenge with her younger son. Dillon had been diagnosed with a learning disability at age 6, and his teachers said he would never read at grade level. After years of therapy, Dillon's anger and frustration were increasing. Amie knew she had to do something fast.

"I turned to Mary Kay Ash's lessons about positive words, and Dillon and I each made an affirmation tape," she says. "I would hear his little voice ring out, 'I can read! Reading is easy for me! I love to

But Amie's eyes were about to be opened just hours after her embarrassing admission in the Career Car booth. As she listened to the Seminar queens speak, she began to remember events from months earlier.

### If they can do it ...

Her 16-year-old son, Jordan, stood poised on the block, ready to slice into the water and swim as though his life depended on it. In the fraction of a second before

read!" As I listened, I thought how fortunate I was to be part of the most amazing opportunity on earth, and how I had neglected my personal best. From my own tape I would hear, 'I am a top Sales Director. I am walking out excellence for my children.' Somehow I had to make it happen."

### A mile begins with the first step

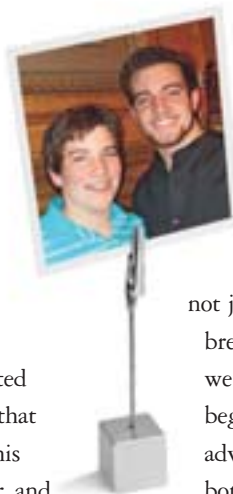
As she sat in the arena listening to victorious speeches that night, Amie remembered her boys' examples and searched within for her own success strategy. "I decided I would adopt Jordan's fight to win and apply Dillon's courage to overcome. All of that was going on in my head when suddenly my husband, Stacy, leaned over and said, 'Babe, we're going to Greece. I know you can do it!' We sat there in a bubble of the most exquisite silence, tears streaming down our faces. The path to the Top Sales Director Trip was set."

For the next few months, Stacy did the laundry and housework, wrote Amie encouraging notes and stepped up his prayers for her. "He kept telling me I would succeed if I just worked at it."

Amie and her unit pulled together as never before, and she did earn the use of her Cadillac. In the months to come, she qualified for the trip. What was different? "I challenged myself to do something I'd never done before in my Mary Kay business," she explains. "I finished 10 consecutive months of Power Starts, 30 facials each month. It all began with a simple decision and culminated in Greece. Our teamwork paid off, and the reward was unbelievable.

Stacy and I grew even closer on the trip, and not just because the sights were breathtaking. With each step we knew that it was just the beginning of a new life of adventure together. We're both forever changed."

Today, Jordan is a state champion free-style swimmer. Dillon is reading ahead of his peer group and no longer requires therapy. "My sons illustrate what we can give our children through Mary Kay," acknowledges Amie, "and they gave back to me. 'Thank you' is not enough to say to Jordan, Dillon and Stacy. I'm a better woman because of the men in my life!"



### What she learned

Amie faced hurdles both familiar and new in her quest for improvement. "I was so used to being mediocre that working with focus felt odd. I battled negative thinking." But her struggle produced valuable insight. "If you believe and earnestly work toward something, you can achieve it, and the self-esteem you build in the process is priceless. Work this business full circle, and you'll learn about *you!*"



# Be Inspired.

## Be a Star.

Find what motivates you in this year's Star Consultant program!

You already know that 2007 marks the 30th anniversary of the Ladder of Success program. But have you made plans for the celebration yet? How about being inspired to take part in the *Bee an All-Star* Star Consultant Consistency Challenge? Everything from a luncheon to onstage recognition can be yours in 2007.

And the top prize? Because this year marks the special 30th anniversary of the Ladder of Success program, Star



Consultants who qualify for a Ruby Year or higher will have their names entered into a drawing to earn a travel package to Hawaii valued at \$5,000!

### Queen for a Quarter, Queen for a Year

You can show that you're an achiever in the *Bee an All-Star* Star Consultant Consistency Challenge with the special

### *Bee an All-Star* Star Consultant Consistency Challenge\*

Earn these Contest Credits through a combination of a minimum of \$1,800 wholesale Section 1 orders plus qualified new personal team members each quarter.

	<b>\$7,200 Sapphire Year*</b> <ul style="list-style-type: none"> <li>• Sapphire Queen Bee Crown Charm</li> </ul>
	<b>9,600 Ruby Year*</b> <ul style="list-style-type: none"> <li>• Ruby Queen Bee Crown Charm</li> </ul>
	<b>12,000 Diamond Year*</b> <ul style="list-style-type: none"> <li>• Diamond Queen Bee Crown Charm</li> </ul>
 	<b>14,400 Emerald Year*</b> <ul style="list-style-type: none"> <li>• Emerald Queen Bee Crown Charm</li> <li>• Invitation to the Seminar 2007 <i>Bee an All-Star</i> Luncheon</li> </ul>
  	<b>19,200 Pearl Year*</b> <ul style="list-style-type: none"> <li>• Pearl Queen Bee Crown Charm</li> <li>• Invitation to the Seminar 2007 <i>Bee an All-Star</i> Luncheon</li> <li>• Onstage recognition at Seminar 2007</li> </ul>

\*An Independent Beauty Consultant must be a Star Consultant every quarter and meet at least \$7,200 in year-end wholesale production. Higher categories may be achieved by wholesale production and/or qualified new personal team members. A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are postmarked within the same contest quarter.



Queen Bee crown charms that have been designed just for 2007! Each charm is accented with a stone signifying the year-end minimums in contest credit that you reached and will hang elegantly from the end of your Ladder of Success pin. The challenge begins June 16, 2006, and ends June 15, 2007. Are you ready to spend your year as a Queen Bee?

The Queen Bee Collection offers accessories you can collect each quarter of the year so you can show your success each stage of the way.

### Inspired Prizes

As a Star Consultant, you deserve rewards and recognition for the hard work you do! Show the world your success by living like a queen. This year's prizes range from elegant jewelry to rich, luxurious home décor accents and furnishings in almost every category. No matter what your motivation or your tastes, these prizes are sure to inspire you to reach higher than ever before.

The new *Star Consultant* brochure for Quarter 1 is included inside this issue of *Applause*® magazine. As you look at the photographs of the wonderful prizes there, check out details on contest rules online and other challenge information. You also can go online to the Mary Kay InTouch® Web site and click on "Applause® Online."

# Reflections from Mary Kay

“I remember once when I was hooking a rug. I worked on it ‘whenever I could.’ Months went by, and it looked as if that rug would never be finished. Then I decided to use my goal-setting technique for finishing the rug. I decided how much time I could spend working on it each day. I made a timetable and set a finish date. Once my goal was set, the rug was finished in about one-third the time I had already spent working on it ‘whenever I could.’”

– Mary Kay Ash



## Dates to Remember

### JULY

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					

### AUGUST

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		

Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.

Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.

Last day to submit online Sales Director-in-Qualification Commitment Form.

Last day of the month for Beauty Consultants to place online orders (until midnight Central time).

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.

Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).

Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

#### This Month:

**July 1:** Seminar 2007 contest period begins.

**July 4:** Independence Day. All Company and branch offices closed. Postal holiday.

**July 15:** Postmark deadline to earn the Month 1 product bonus.

**July 16:** Month 2 product bonus begins. Fall/Holiday 2006 Preferred Customer Program enrollment begins. 2006-2007 Preferred Customer Program Consistency Challenge begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers. Emerald Seminar begins.

**July 19:** Pearl Seminar begins.

**July 20:** June Career Car qualifier paperwork due to Company.

**July 23:** Diamond Seminar begins.

**July 26:** Ruby Seminar begins.

**July 30:** Sapphire Seminar begins.

**July 31:** *Essence of Success* Sales Challenge ends.

#### Next Month:

**Aug. 5:** Last day to receive Fall/Holiday 2006 Preferred Customer Program quarterly enrollment mail orders.

**Aug. 7:** Summer 2006 Preferred Customer Program mailer of the *Products to Simplify Your Life* brochure begins. (Allow 7-10 business days for delivery.)

**Aug. 11:** Last day to cancel *The Power of Pink* Seminar 2006 registration for a partial refund.

**Aug. 15:** Postmark deadline to earn the Month 2 bonus. Last day to enroll online for the Fall/Holiday 2006 Preferred Customer Program mailing of *The Look*, including an exclusive sampler of a new Mary Kay® fragrance while supplies last.

**Aug. 16:** The Month 3 bonus begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

**Aug. 20:** July Career Car qualifier paperwork due to the Company.

Now, there's a new way for everyone to do their part and help their units grow during the *Great With 48* Unit-Building Challenge. Incredible rewards and recognition await Independent Sales Directors who add at least 48 qualified\* new unit members from July 1, 2006, through June 30, 2007, along with their contributing unit members.

There are even recognition opportunities throughout the year to help you stay focused on your yearlong goals. Here's how it works:



- From July 1 through Nov. 30, 2006, Independent Sales Directors who add at least 16 qualified\* new unit members and their unit members who add the qualified\* new team members can receive:
  - An on-target "48" pin with crystals to recognize their achievements and help maintain focus on their yearlong goal.
  - Sales Directors can represent their units at the exclusive Leadership Conference 2007 banquet, plus the top 48 Sales Directors in each Seminar affiliation, with the most qualified\* new unit members during the contest period, will receive onstage recognition.
- From July 1, 2006, through Feb. 28, 2007, Independent Sales Directors who add at least 28 qualified\* new unit members and their unit members who add the qualified\* new team members can receive:
  - An invitation to the special Career Conference 2007 luncheon.
- From July 1, 2006, through June 30, 2007, Independent Sales Directors who add at least 48 qualified\* new unit members and their unit members who add the qualified\* new team members can receive:
  - An invitation to the *Great With 48* Seminar 2007 luncheon.
  - Plus, the top 48 Sales Directors with the most qualified\* new unit members during the contest period will receive onstage recognition along with their contributing unit members.
  - All *Great With 48* team builders will have their names entered into a drawing for the exclusive Awards Night makeover. One winner will be chosen per Seminar affiliation for a makeover for themselves and their Sales Director. *Great With 48* team builders will receive one entry for each qualified\* new personal team member added during the contest period.

\*For a new unit member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received during the contest period.

## Working Smarter

Tools for Greater Efficiency

### CUSTOMERS PLUS PROPAY™ EQUAL MORE SALES!

Greater selling success can be as simple as offering your customers the option of paying by credit card. And now it's easier than ever with ProPay™.

For three easy payments of just \$9.98 each, you can sign up online for a ProPay™ Premium Account and start accepting your customers' credit cards in person or through your Personal Web Site With Shopping! You can even process customer credit cards at a skin care class. Just pick up the phone to process a card or access your ProPay™ account online. With the ProPay™ Premium Account, you also can receive the **MK pink cash™ MasterCard®**. It's so convenient because it works like a debit card. You have access to your funds within 24 hours, and you can use the card anywhere MasterCard® is accepted!

And that's not all. When you place an online order, you can use any or all of your ProPay™ funds – plus one additional credit card to pay for your order. All these pluses add up to *more sales, more convenience and time saved*. Cool times three!



## Discover the “Essence of Success”!

The Ladder of Success is kicking off its 30th anniversary! You're invited to celebrate the beauty of your business and receive recognition with the *Essence of Success* Sales Challenge. Just sell at least 30 TimeWise® Even Complexion Essences by July 31, 2006. All Independent Beauty Consultant orders placed on the June 16 Consultant order form from June 16 through July 31 will count toward recognition, including orders of the June 16 Unit Support Package, BizBuilders Month 3 bonus from May 16 through June 15 and Preferred Customer Program early ordering from June 10 through June 15, 2006.

An *Essence of Success* Sales Challenge button will be mailed in August, and challenge achievers will receive a letter from President of Mary Kay U.S. Darrell Overcash. Be part of this awesome recognition milestone!

## We Know You're on the Go!

Have you ever wished you could listen to the audio from your *Skin Care Class* DVD on your portable CD player or in your car? Well, now you can! The affordable new *Skin Care Class* CD presents the same great audio as the *Skin Care Class* DVD in your *Consultants Guide* – except that now you can take it with you!

**Independent Future Executive Senior Sales Director Holly Ennis** conducts an actual skin care class from start to finish. Holly presents individual consultations with skin care class guests and suggested individual closings, which include an alternate table close using the Travel Roll-Up Bag. You'll also hear a special welcome to new Independent Beauty Consultants and meet featured guests. All for just \$2.50! Just go to the Mary Kay InTouch® Web site and click on “LearnMK®”. Don't wait another minute to make the most of your drive time!

## 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, 2006, through June 15, 2007. Refer to the *Ready, Set, Sell!* Inventory Options for New Consultants brochure for full details.

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. Qualify for the signature look gift? Please add the \$111 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

## BizBuilders Bonuses!

You already know the BizBuilders program is a great way to receive free products with each order. Now you can easily locate bonuses, quantities and values as quick as turning to “Power Notes” in *Applause*® magazine each month! See what's offered when you place a product order July 16 through Aug. 15:

Total Section 1	Month 2 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Intense Moisturizing Cream	\$30
\$1,200 sugg. retail/ \$600 wholesale	2 Intense Moisturizing Creams 1 6/06 Color 101 Cards (assorted)	\$60
\$1,600 sugg. retail/ \$800 wholesale	3 Intense Moisturizing Creams 1 6/06 Color 101 Cards (assorted)	\$90
\$2,400 sugg. retail/ \$1,200 wholesale	4 Intense Moisturizing Creams 1 6/06 Color 101 Cards (assorted)	\$120
\$3,600 sugg. retail/ \$1,800 wholesale	5 Intense Moisturizing Creams 1 6/06 Color 101 Cards (assorted) 1 Travel Roll-Up Bag	\$150
\$4,800 sugg. retail/ \$2,400 wholesale	5 Intense Moisturizing Creams 1 6/06 Color 101 Cards (assorted) 2 Travel Roll-Up Bags	\$150
\$6,000 sugg. retail/ \$3,000 wholesale	5 Intense Moisturizing Creams 1 6/06 Color 101 Cards (assorted) 3 Travel Roll-Up Bags	\$150
\$7,200 sugg. retail/ \$3,600 wholesale	5 Intense Moisturizing Creams 1 6/06 Color 101 Cards (assorted) 4 Travel Roll-Up Bags	\$150

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial order, they are eligible for *Ready, Set, Sell!* product bonuses (see above).

\*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.

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

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

## On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1, 2005, through April 30, 2006. (This includes NSD commissions earned on all foreign countries through March.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

### EMERALD



Anne Newbury

### PEARL



Jan Harris

### DIAMOND



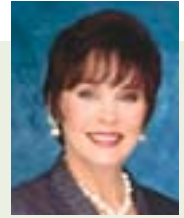
Barbara Sunden

### RUBY



Pat Fortenberry

### SAPPHIRE



Gayle Gaston

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

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

Anne Newbury \$852,018.12

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

Pat Fortenberry \$676,641.81  
Barbara Sunden 634,404.60

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

Gayle Gaston \$602,727.46  
Christine Peterson 601,665.42  
Carol Anton 535,207.31  
Karen Piro 449,095.06  
Lisa Madson 427,371.09  
Jan Harris 418,960.86

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

Kathy Helou \$408,551.72

Rena Tarbet 396,808.43  
Nan Stroud 388,297.80  
Gloria Mayfield Banks 374,545.46  
Karlee Isenhardt 365,771.89  
Joanne Holman 358,661.73  
Pat Danforth 337,700.45  
Stacy James 324,584.92  
Cheryl Warfield 318,968.95  
Sherry Giancristoforo 308,547.89  
Nydia Payán 303,580.06  
Jana Cox 300,920.82  
Linda McBroom 300,182.15  
Ronda Burnside 295,935.54  
Sue Kirkpatrick 290,123.30  
Rosa Enriquez 287,858.03  
Holly Zick 287,609.01  
Lupita Ceballos 287,490.02  
Cindy Williams 279,253.34

Julianne Nagle 277,691.43  
Pamela Waldrop Shaw 269,835.37  
Johannette Shealy 268,968.28  
Jodie McCoy 265,943.41  
Debi Moore 257,341.19  
Pam Gruber 256,511.41  
Joan Chadbourne 255,932.38

#### On-Target for Diamond Circle

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

Jackie Swank \$249,048.93  
Helene Reiners 247,117.12  
Darlene Berggren 246,751.91  
SuzAnne Brothers 246,133.45  
Shirley Oppenheimer 240,610.02  
Linda Toupin 240,467.05  
Gloria Castaño 237,799.71  
Anita Mallory Garrett-Roe 236,652.51

Wanda Dalby 236,146.21  
Mary Diem 232,822.80  
Donna Floberg 231,625.19  
Doris Janke 230,844.09  
Kathy Z. Rasmussen 229,488.25  
Nancy Perry-Miles 229,036.02  
Diane Underwood 228,562.93  
Asenath Brock 228,303.56  
Rosa Jackson 222,518.93  
Sonya LaVay 219,467.37  
Ronnie D'Esposito Klein 215,445.74

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

Kerry Buskirk \$204,876.61  
Patricia Rodriguez-Turker 203,319.92  
Jeanne Rowland 200,520.60  
Anita Tripp Brewton 194,762.20  
Tammy Cray 194,438.28

Elizabeth Fitzpatrick 188,977.07  
Margaret Winner 184,617.83  
Joyce Z. Grady 184,567.01  
Dawn Dunn 184,390.86  
Kay Elvrn 181,432.84  
Judy Newton 178,738.61  
Jo Anne Cunningham 177,047.53  
Maureen Ledda 176,938.86  
Valerie Bagnol 175,455.63  
Pam Ross 172,934.69  
Mary Cane 168,210.06  
Scarlett Walker 168,076.28  
Jamie Cruse-Vrinos 167,108.73  
Nancy Bonner 166,954.57

## Monthly Commissions and Bonuses

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

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

### EMERALD

**Anne Newbury\*\* \$100,142**  
Gloria H. Mayfield Banks\*\* 56,182  
Kathy S. Helou\* 48,111  
Sherry Giancristoforo\* 40,001  
Nydia Payán 33,853  
Dacia Wiegandt 32,957  
Janet Tade\* 30,508  
Debi R. Moore\* 29,167  
Ronda Burnside\* 28,370  
Kerry Buskirk\* 23,782  
Doris Janke\* 21,799  
Jamie Cruse-Vrinos 21,690  
Lily Orellana 21,290  
Cathy Phillips 20,083  
Joanne R. Bertalan\* 20,025  
Pamela Tull 19,353  
Yvonne S. Lemmon 19,206  
Kay E. Elvrn 18,971  
Consuelo R. Prieto 18,734  
Cindy Fox 17,912  
Miriam Gómez-Rivas 17,789  
Cathy Bill\* 17,348  
Mona Butters 15,247  
Kym A. Walker\* 14,136  
Jackie LaPrade 13,718  
Crisette M. Ellis 13,543  
Shelly Gladstein 13,354  
Sherry A. Alexander 12,591  
Pamela Cheek 11,868  
Jo Reynal 11,516  
Judy A. Rohde 11,399  
Regina Hogue 10,777  
Sabrina Goodwin Monday 10,701  
Judy Harmon 10,700  
Dawn Otten-Sweeney 10,610  
Irene A. Shea 10,215  
Cristi Ann Millard 9,780  
Francie McBeth 8,645  
Nora L. Sharifi\* 8,387  
Esther Whiteleather 7,958  
Joanne Hollingsworth 7,806  
Carmen Rios 7,086  
Natalie Privette-Jones 6,731  
Phyllis R. Sammons 6,537

### PEARL

**Jan Harris\*\* \$35,544**  
Pamela Waldrop Shaw 35,297  
Nan Stroud\*\* 33,384  
Cheryl Warfield\* 30,923  
Stacy I. James\* 30,893  
Cindy A. Williams 30,076  
Darlene Berggren 28,659  
Anita Tripp Brewton 28,137  
Jackie Swank\* 26,759  
Joan B. Chadbourne\* 26,719  
Nancy Perry-Miles\* 24,479  
Lise T. Clark\* 19,687  
Rosa Jackson\*\* 19,370  
Maureen S. Ledda\* 17,706  
Elizabeth Fitzpatrick\* 17,633  
Julie Krebsbach 17,611  
Nancy Bonner\* 16,526  
Shirley M. Oshiro 16,486  
Monique Todd Balboa 16,290  
Pat Campbell 15,134  
Anabell Rocha-Pedraza 14,979  
Glinda McGuire 14,464  
Sandy Miller 14,416  
Sylvia Kalicak 14,170  
Lynda Jackson\* 14,107  
Bett Vernon 14,076  
Ruth Theodocion 13,715  
Robin Rowland 13,581  
Wilda DeKerlegand\* 12,898  
Wadene Claxton-Prince 12,606  
Beatrice Powell 11,484  
Barbara Faber 11,362  
Linda Kirkbride 11,130  
Kathy C. Goff-Brummett 10,882  
Rosalie Ann Medjesky 10,859  
Maureen Myers 10,829  
Deb Pike 10,523  
Gloryann Koester 9,185  
Connie Phillips 9,108  
Kathy Jones 8,094  
Mary Pat Raynor 5,456  
Sonja Hunter Mason 5,406  
Bettye M. Bridges 5,012

### DIAMOND

**Barbara Sunden\*\* \$68,001**  
Lisa Madson 52,047  
Karen Piro\*\* 42,411  
Gloria Castaño\*\* 38,819  
Pam Gruber\* 36,392  
Julianne Nagle\* 32,854  
SuzAnne Brothers\* 30,602  
Patricia Rodriguez-Turker\* 28,647  
Tammy Cray 28,593  
Anita Mallory Garrett-Roe\* 27,732  
Linda C. Toupin 27,684  
Holly Zick\*\* 27,542  
Joyce Z. Grady 25,300  
Sonia Páez 24,821  
Dawn A. Dunn 24,695  
Mary Diem\* 23,680  
Diane Underwood 22,818  
Kathy Z. Rasmussen\*\* 20,682  
Jo Anne Cunningham 19,461  
Sandy Valerio 19,115  
Judy Newton 18,263  
Sharon Kingrey 16,766  
Sharon Z. Stempson\* 14,311  
Diana Heble 13,598  
Diana Sumpter 12,617  
Connie A. Kittson 11,292  
Charlotte G. Kosena 11,097  
Linda O. Scott 10,387  
Andrea C. Newman 10,089  
Jan Mazzioti 9,418  
Kay Z. Hall 9,388  
Jo McKean 9,200  
Betty Gilpatrick 9,143  
Isabel Venegas 8,538  
Naomi Ruth Easley 8,503  
Carol Lawler 6,551

### RUBY

**Carol Anton\* \$66,186**  
Pat Fortenberry\*\* 58,775  
Wanda Dalby\*\* 32,949  
Karlee Isenhardt\*\* 32,826  
Pat Danforth\* 31,212  
Johannette Shealy\* 30,014  
Linda McBroom\* 28,426  
Sue Kirkpatrick\* 28,237  
Shirley Oppenheimer 26,288  
Ronnie D'Esposito Klein 23,608  
Margaret Winner\* 20,243  
Pam Ross\* 19,945  
Jeanne Rowland\* 19,581  
Janis Z. Moon 18,722  
Judy Kawiecki 18,021  
Toni A. McElroy 17,997  
Gloria Baez 17,999  
Scarlett Walker\* 17,675  
Pamela A. Fortenberry-Slate\* 17,331  
Joan Watson 17,050  
Kimberly R. Walker-Roop 16,007  
Nancy M. Ashley\* 15,858  
Vicky L. Fuselier 15,591  
Michelle L. Sudeth 15,334  
Rebecca Evans 14,899  
Kirk Beauregard Gillespie 14,789  
Patricia Lane 13,957  
Lynne G. Holliday 13,726  
Elizabeth Sapanero 13,533  
Dianne Velde\* 13,120  
Jessie Hughes Logan\* 13,113  
Bea Millsilage 12,921  
Nancy West Junkin\* 12,227  
Jean Santin\* 12,092  
Cheryl J. Davidson 11,808  
Kate DeBlander 11,685  
Maria Aceto Piro 11,298  
Rhonda L. Fraczowski 10,741  
Sharilyn G. Phillips 10,419  
Phyllis Chang 9,951  
Amy Dunlap 9,744  
Cindy Towne 9,451  
Cyndee Gress 9,204  
Cindy Z. Leone 9,003  
Renee D. Hackleman 8,180  
Gay H. Super 7,903  
Katie Walley 7,699  
Kelly McCarroll 7,611  
Margaret M. Bartsch 7,102

### SAPPHIRE

**Christine Peterson\*\* \$71,498**  
Gayle Gaston\*\* 51,799  
Rena Tarbet\* 40,162  
Lupita Ceballos 36,474  
Joanne Holman\* 34,954  
Jana Cox\* 32,153  
Rosa Enriquez\* 31,354  
Jo Anne Barnes 26,232  
Donna Floberg\* 25,996  
Jodie McCoy\* 24,853  
Helene Reiners\* 23,093  
Valerie J. Bagnol\* 22,959  
Sonya LaVay\* 21,430  
Shannon C. Andrews 21,118  
Vernella Benjamin 20,322  
Asenath G. Brock\* 19,325  
Gloria Baez 18,724  
Mattie Dozier 17,500  
Jeanne Curtis 16,315  
LaQueta McCollum 15,996  
Nancy A. Moser 15,540  
Martie Sibert\* 14,978  
Sharon L. Buck 14,590  
Mary L. Cane 14,442  
Alia L. Head 14,411  
Ann Brown 13,571  
Karen Kratochvil 13,539  
Carol L. Stoops 13,528  
Davanne D. Moul 13,494  
Sherril L. Steinman 12,814  
Karen B. Ford 12,812  
Jan L. Thetford 12,000  
Gillian H. Ortega 11,667  
Kendra Crist Cross 11,217  
Jo Ann Blackmon 8,871  
Jill Moore 7,992

\* Denotes Senior NSD

\*\* Denotes Executive NSD

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

# Achievement Circle

Listed is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their April 2006 estimated unit retail production.

## EMERALD

Auri Hatheway	\$129,587
Kathy P. Oliveira	86,584
Hollie R. Sherrick	85,756
Karen M. Posey	84,105
Ann Shears	83,360
Dana G. Berry	77,889
Tandy L. Ludin	74,732
Rosemary Carolan	74,641
Elaine Oatmeyer	72,397
Maritza Lanuza	72,358
Brittany Krutulis Suarez	72,053
Denise G. Kucharski	70,238
Brenda D. Elliott	67,865
Joyce Young	65,468
Nancy L. DeFina	65,363
Paula Vander Vorste	65,171
Barbara Gizzo	63,725
Alyson Renee Young	59,733
Haydee Guzman	59,136
Christy M. Sands	58,996
Cathy Kazzi	58,004
Ronit Goldstein	57,399
Sheri L. Farrar-Meyer	56,127
Karen A. Jorgenson	56,085
Tanya Olivia King	56,037
Sheila J. McCune	55,994
Pat Forehand	55,861
Penny R. Walker	55,599
Vicki Powell	55,329
Kimberly Dawn Reed	55,022
Helen Jakpor Asare	54,904
Carmen Encarnacion Gomez	54,817
Zenelia Wheeler	54,434
Lynn T. Klei	53,486
Hope S. Pratt	53,435
Pamela J. Borghesani	52,949
Pam Robbins Kelly	52,790
Denise M. Sowder	52,513
Silvia Ramos	52,147
Anita Rodriguez	51,435
Michelle Martella Armes	50,725
Lourdes Monroy Rodriguez	50,343
Paula Ladurantaye	50,124
Lori Lowry	50,008
Cory L. Kinchloe	49,828
Yolanda Lopez	49,384
Eva M. Hall	48,950
Debbie L. Bower	48,594
Jennifer Lyn Meade	47,429
Kimberly J. Richey	47,253
Marcia Neyra	47,207
Shirley H. Koniewicz	47,138
Christina Creahan Tyrrell	46,977
Candy Jackson	46,566
Maria Sanches	46,298
Jackie L. Root	46,218
Jean MacDonald	46,171
Lorena P. Ramirez	46,155
Vera E. Spencer-Gray	46,011
Michelle S. Williams	44,896
Heather A. Carlson	44,609
Heather A. Lee	44,548
Julie A. Griffin	44,468
Veula Rhodes	44,406
Anique M. Bryan	44,382
Robin S. Moody	44,006
Lyudmyla Gregerson	43,340
Antonia Miranda	43,282
Caroline Nesbitt Osmon	43,140
Sandy Malkin	43,134
Caren Crosby Fields	43,102
Josefina Vargas-Quintero	42,533
Frankie Clapp	42,503
Nancy Harder	42,477
Diana V. Caballero	42,380
Stacy D. Foust	42,289
Blanca E. Arroyo	42,252
Kathy Rodgers-Smith	41,662
Lynn F. Huckels	41,475
Rosemary Mitchell	40,828
Maria Isabel Rivera	40,726
Susan Houser	40,681
Elaine K. Williams	40,643
Joyce Trafford	40,363
Sue Uibel	40,216
Erin Kristin Fisher	40,037
Christy Ann Harrington	39,782
Maria Lourdes Garcia	39,694
Heather Shea Catts	39,544
Stephanie Ann Sims	39,317
Jessica Anne Warren	39,228

## PEARL

Allison Lee LaMarr	\$111,672
Lisa Allison	108,427
Jeanie Martin	100,101
Cindy Machado	99,058
Kim L. McClure	84,333
Katherine Mirkes Ward	82,404
Tammy A. Vavala	76,315
Leah G. Nelson	75,836
Amie N. Gamboian	73,231
Susan M. Hohlman	69,263
Shari M. Kirschner	69,185
Alma Orrostieta	66,868
Sheri L. Fields	66,738
Susan K. Janish	64,606
Krista Lynnette Shepard	64,189
Lisa Olivares	62,997
Dorothy D. Boyd	61,914
Kathy Eckhardt	60,134
Susan Moore	58,841
Betty B. Lucido	58,459
Marla Bolling	58,401
Tracey L. Chavez	55,926
Patty Webster	55,496
Roya M. Mattis	54,897
Sandra M. Lee	54,802
Michelle Annesse-Bleichert	54,715
Rita Schaefer	54,526
Anita N. Conley	54,120
Barbara L. Bayer-Coulter	54,108
Katrina G. Malone	53,707
Lucia Fernandez	53,017
Elizabeth B. F. Muna	52,918
Halina Rygiel	52,580
Holly L. Ennis	52,530
Barbara Stimach	51,875
Sheri L. Belisle	51,438
Kathryn L. Engstrom	51,264
Pat Ringnald	50,944
Connie Lustig	50,689
Ginger J. Benedict	50,406
Tina M. Wright	50,321
Holly J. Sawyers	50,269
Heather Marie Erbe	49,920
Julia Sandor Burnett	49,351
Melissa Nix Henderson	49,220
Harriett Sharpe	48,681
Victoria A. Peasley	48,639
Alicia Morales	47,868
Michele Salisbury Rankin	47,676
Amy Kemp	47,466
Kaita Powell	46,739
Peggy Matish	46,708
Joyce Recenold	46,039
Nadine Huckabee-Stanley	45,242
Susan T. West	44,082
Mona V. Colwell	43,841
Mary Stuart Smith	43,756
Aimee Mills	43,285
Barbara R. Johnson	43,222
Donna M. Josellis	42,728
Mary Claire Tapley	42,714
Ashley O. Brooker	42,593
Deirdre L. Eschauzier	42,559
Misty D. Guyre	42,421
Laurie C. Cole	42,408
MinDee M. Sommerla	42,126
Tamarie M. Bradford	42,041
Holli Thompson Lowe	41,615
Angel B. Toler	41,571
Laurie Dyan Cantley	41,395
Fay M. Hamelin	41,129
Janice Baxter Hull	40,701
Rose R. Moss	40,680
Laura Poling	40,502
Denise E. Crosby	40,429
Kristin Myers	40,358
Heather Christine Joseph	40,346
Alicia Borkowska	39,946
Menina M. Givens	39,661
Victoria Rachel Piccirilli	39,472
Carrie N. Giles	38,891
Renee Conn	38,825

## DIAMOND

Patricia Carr	\$99,198
Kim I. Cowdell	95,798
Audrey K. MacDowall	91,051
Pat A. Nuzzi	90,251
Deanna L. Spillman	86,018
Amy Zanto	85,451
Melinda M. Balling	82,533
Heidi Goelzer	78,777
Ada Y. Garcia-Herrera	77,747
Evelinda Diaz	76,397
Maricarmen Gonzalez	73,736
Vivian Diaz	72,113
LaRonda L. Daigle	70,052
Lisa Rada	68,949
Jeanette E. Beichle	67,976
Lara F. McKeever	66,772
Maria I. Monarez	66,336
Karen L. Kunzler	65,066
Kelly Willer-Johnson	65,041
Rubiela Palacio	64,287
Andrea Shields	63,639
Diane Lynn Ferguson	63,516
Denise M. Guthrie	61,498
Kim A. Messmer	60,806
Eileen M. Huffman	59,415
Rosa C. Fernandez	58,703
Vicki O'Bannon	58,685
Ruth Ojibeka	58,075
Stephanie A. Richter	57,613
Rosibel L. Shahin	57,310
Evitelia Valdez-Cruz	57,283
Deborah Dudas	56,285
Judy Higgins	55,359
Mariann Biase Mason	54,299
Julie Danskin	53,910
Linda C. Weniger	53,887
Susan K. Carlson	53,811
Nicki R. Hill	53,180
Marge Ward	53,136
Ana Carolina Alvarez	53,104
Joy H. Rentz	53,009
Nancy Fox Castro	52,662
Char Griffin	52,582
Audrey J. Doller	52,208
Tammie M. Hanson	52,180
Shari Kendall	51,723
Lisa Bonadonna Madden	51,180
Terri J. Beckstead	50,880
Heather M. Julson	50,438
Julie Schlundt	50,423
Rhonda Jean Taylor	50,210
Jenny R. DeMell	50,193
Kim C. Meyers	50,182
Norma Lee Shaver	50,018
Sharon Carney-Wright	49,761
Teresa A. Lischwe	49,615
Maranda Michelle Rains	49,286
Shelly Palen	49,218
Maria Flores	49,154
Allison M. Nielsen	49,150
Maggie Rader	48,884
Kristen C. Spiker	48,853
Priscilla McPheeters	48,756
Debbie Larson	48,755
Sandy Lasso	48,566
ReNe C. Hooker	48,111
Ana X. Solis	47,990
Pat Joos	47,829
Connie L. Russo	47,623
Michelle L. Farmer	47,488
Lori M. Langan	47,345
Donna K. Smith	47,292

Erika Lund Meyer	38,775
Gloria Griffin	38,671
Nicole J. Canamare	38,559
Nedra White	38,525
Betsy C. Richard	38,518
Deana Ormsby	38,402
Sandy Hutson	38,231
Gloria Heyaime	38,138
Vicki B. Crank	37,976
Ella M. Chick-Power	37,697
Kathy Lee	37,642
Richelle V. Barnes	37,626
Mary Beth Slattum	37,508
Judi Tapella	37,448
Sharon Smith Wisnoski	37,331
Germaine Nichelle Richardson	37,277
Patricia Fitzgerald	37,045
Virginia S. Rocha	36,950

Carroll Towle	47,257
Melissa R. Hennings	47,099
Rosa Bonilla	46,838
Donna J. Saguto	46,717
Cindy S. Kriner	46,420
Marsha Morrisette	46,170
Mileta K. Kinser	45,641
Colleen Paul	45,278
LaNissir W. James	45,208
Suzanne T. Young	45,151
Jacki L. Abraham	44,930
Jimena Yopez	44,895
Josefa E. Rosario	44,757
Annette Pace	44,685
Cynthia L. Frazier	44,553
Mariza Estela Gonzalez	44,549
Karen M. Bonura	44,179
Gigi L. Cimmarusti	44,167
Barbara Thompson	43,937
Beth R. Hebbard	43,273
Morayma Rosas	42,892
Magdalena Diaz De Leon	42,799
Consuelo A. Gomez	42,769
Claudia Lempert	42,689
Martha Reyes	42,657
Missy Shopshire	42,478
Jill Japanga	42,460
Joanne Fraccacio	42,446

Ekene S. Okafor	\$86,812
Roli Akperi	85,320
Thessy Nkechi Nwachukwu	84,286
Candy D. Lewis	83,232
Gaynell L. Kennedy	76,502
Mary Jo Dallen	75,415
Diane Covington	75,157
Donna B. Meixsell	75,155
Sherly K. Goins	72,888
Phuong L. White	72,858
Jill E. Garrett	72,387
Vicki Jo Auth	71,174
Mary Lou Ardohain	70,764
Margi S. Eno	69,865
Lisa Anne Harmon	68,261
Gloria Dominguez	66,617
Debbie A. Elbrecht	65,650
Debra Moore Kinley	61,961
Vicki S. Lindsay	61,103
Melissa Kaye Kopec	59,653
Natalie A. Rivas	59,466
Sherrie L. Clemons	58,914
Tracy A. Crisler	56,991
Thea Elvin	56,785
Mimi A. Novak	56,715
Sheila K. Valles	56,362
Janet S. Pavey	55,895
Kathleen C. Savorgnan	55,852
Erin Smith	55,612
Rosa M. Lamb	54,746
Maggie G. Shake	54,657
Judie Roman	53,925
Donna Savacool-Barkley	53,819
Debbie Deets	53,721
Tiffany Marie Roddy	53,607
Jeanie Ripley	53,445
Krystal Downey-Shada	53,095
Dorothy C. Ibe	52,749
Jan Martino	52,662
Carmen Nunez	51,966
Vicki L. Estes	51,388
Jeannette Curren-Cochran	50,419
Linda Leonard Thompson	50,218
Gena Rae Gass	49,344
Eleanor M. Reigel	49,333
Jacqueline N. Alford	48,839
Tammy S. Lacy	48,415
Terri A. Oppenheimer-Schaefer	48,315
Penny Regina Hurd	46,811
Alicia Bivens-Jones	46,707
Kali DeBlander Brigham	46,557
Elizabeth Medernach	46,453
Rachel L. Hall	45,869
Sandra Braun	45,109
Nonee K. Anderson	44,936
Rose Mary Neal	44,303
Amber L. Faulk	44,101
Deborah K. Hack	43,946
Cindy Anderson	43,756
Johnnie M. Robertson	43,602
Bonnie M. Schinnerer	43,444
Marrie R. Yunger	43,256

## RUBY

Kimberly Cavarretta	40,151
Lisa N. Chovil	40,126
Elayne J. Watson	40,115
Linda C. Martinez	39,983
Crystal Caldwell Hubbard	39,925
Jeanette M. Thompson	39,856
Connie A. Brinker	39,838
Kristen Anne Lawhorn	39,680
Aimee Elizabeth Power	39,654

Ketteline Guerrier	43,160
Linda Christenson	43,152
Michelle Marie Raabe	42,925
Sonya U. Riske	42,920
Mary L. Morgan	42,743
Sarah Sproles Foster	42,446
Kemi E. Madunita	42,334
Donna Clark	42,124
Gale Elliott	42,120
Kristi Kay Balla	41,979
Gina Beekley	41,891
Jennifer E. Armstrong	41,772
Mary Sharon Howell	41,770
Amy J. Spence	41,676
Colleen Robustelli	41,665
Judy Lund	41,579
Shanna N. Polignone	41,204
Susan C. Dunlap	41,123
Laura A. Kattenbraker	41,048
Mary Alice Dell	40,995
Laurie Hallock	40,862
Maurie Traylor	40,739
Shelly Harpenau	40,703
Debra A. McDivitt	40,645
Ronda Faber	40,573
Denise Nelson Parmely	40,348
Palia A. Curry	40,330
Sarah H. Wuertz	40,289
Kimberly Cavarretta	40,151
Lisa N. Chovil	40,126
Elayne J. Watson	40,115
Linda C. Martinez	39,983
Crystal Caldwell Hubbard	39,925
Jeanette M. Thompson	39,856
Connie A. Brinker	39,838
Kristen Anne Lawhorn	39,680
Aimee Elizabeth Power	39,654

## SAPPHIRE

Paola B. Ramirez	\$137,853
Julie Weaver	95,069
Robin Blackmon-Dunda	88,308
Brenda L. Curry	82,417
Zasha Noel Lowe	81,832
Melva M. Slythe	79,237
Maria Aguirre	74,706
Kim Williams	74,379
Randi Stevens	73,807
Tracy Potter	70,916
Jami B. Hovey	70,028
Ann W. Sherman	69,093
Jennifer L. Semelsberger	69,043
Jill Beckstedt	68,054
Kathleen Bonadie	67,817
Moleda G. Dailey	66,863
Kathy R. Bullard	64,483
Kristi M. Nielsen	62,962
Angelee R. Murray	62,579
Roxanne McInroe	61,391
Julia Mundy	60,350
Ann Ferrell Smith	59,552
Linne Lane	58,560
Cheri L. Taylor	58,484
Kim B. Roberts	58,449
Gayle J. Green	58,399
Pilar Najera	58,275
Debra M. Wehrer	57,692
Linda Klein	57,524
Lady Ruth Brown	57,328
Bryenne M. Blalock	57,262

Julie M. Moreland	56,728
Lynn Baer Roberts	56,090
Delmy Ana Torrejon	55,053
Shirley Jenkins	54,975
Jill L. Glockner	54,466
Terry A. Hensley	54,092
Maria Guardado	53,473
Gladis Elizabeth Camargo	53,441
Janelle A. Ferrell	52,929
Peggy B. Sacco	52,143
Judy Pennington	52,008
Alejandra Zurita	51,143
Jodi L. Feller	50,881
Barbara Olesen Randall	50,781
Cheryl T. Anderson	50,556
Heather L. Bohlinger	50,433
Ana Maria Barba	50,109
Tammy Romage	49,512
Angie S. Day	48,894
Lorraine B. Newton	48,389
Binta Touray Jagne	47,940
Alison Renee Jurek	47,848
Andrea Denise Evans	47,291
Maria Clavel	46,857
Theresa Kusak-Smith	46,6



# Commission Circle

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

## EMERALD

<b>Auri Hatheway</b>	\$16,242.11
Kathy P. Oliveira	12,523.75
<b>Hollie R. Sherrick</b>	12,091.35
Elaine Oatmeyer	12,065.98
<b>Paula Vander Vorste</b>	11,642.75
Ann Shears	11,608.36
<b>Kathy Rodgers-Smith</b>	11,265.21
Haydee Guzman	11,264.09
<b>Dana G. Berry</b>	10,969.38
<b>Tandy L. Ludin</b>	10,761.17
<b>Maritza Lanuza</b>	10,644.67
<b>Karen M. Posey</b>	10,357.45
<b>Michelle Martella Armes</b>	10,250.98
<b>Tanya Olivia King</b>	9,813.25
<b>Nancy L. DeFina</b>	9,705.68
<b>Debbie L. Bower</b>	9,691.73
<b>Rosemary Carolan</b>	9,623.65
<b>Cathy Kazzi</b>	9,492.55
<b>Denise G. Kucharski</b>	9,411.46
<b>Brenda D. Elliott</b>	9,317.89
<b>Sheri L. Farrar-Meyer</b>	9,314.35
<b>Barbara Gizzo</b>	9,003.71
<b>Karen A. Jorgenson</b>	8,966.96
<b>Joyce Young</b>	8,966.39
<b>Brittany Krutulis Suarez</b>	8,945.26
<b>Heather A. Carlson</b>	8,885.59
<b>Sheila J. McCune</b>	8,876.22
<b>Eva M. Hall</b>	8,857.44
<b>Zenelia Wheeler</b>	8,823.13
<b>Yolanda Lopez</b>	8,732.27
<b>Nancy A. Coleman</b>	8,685.91
<b>Pamela J. Borghesani</b>	8,660.53
<b>Alyson Renee Young</b>	8,615.34
<b>Rose Campbell</b>	8,592.51
<b>Silvia Ramos</b>	8,299.46
<b>Helen M. Harlow</b>	8,278.61
<b>Shirley H. Koniewicz</b>	8,126.30
<b>Carmen Encarnacion Gomez</b>	8,106.98
<b>Pam Robbins Kelly</b>	8,072.35
<b>Lynn T. Klei</b>	7,928.77
<b>Penny R. Walker</b>	7,893.27
<b>Pat Forehand</b>	7,893.27
<b>Anita Rodriguez</b>	7,880.20
<b>Frankie Clapp</b>	7,826.85
<b>Jessica Anne Warren</b>	7,779.75
<b>Blanca E. Arroyo</b>	7,751.44
<b>Evalina Chavez</b>	7,742.32
<b>Helen Jakpor Asare</b>	7,665.33
<b>Maria Sanches</b>	7,550.12
<b>Cory L. Kinchloe</b>	7,508.86
<b>Elaine K. Williams</b>	7,492.08
<b>Stacy D. Foust</b>	7,473.99
<b>Julie A. Griffin</b>	7,337.65
<b>Mary C. Cox</b>	7,325.66
<b>Sue Uibel</b>	7,313.87
<b>Nancy A. Berlin</b>	7,311.69
<b>Christy M. Sands</b>	7,303.78
<b>Linda Bradley</b>	7,280.53
<b>Nancy Harder</b>	7,257.38
<b>Hope S. Pratt</b>	7,250.23
<b>Marina Sanchez Ramirez</b>	7,231.07
<b>Sherry L. Crews</b>	7,213.60
<b>Brenda Segal</b>	7,205.12
<b>Mariaelena Boquin</b>	7,170.05
<b>Ronit Goldstein</b>	7,158.25
<b>Jackie L. Root</b>	7,127.62
<b>Vera E. Spencer-Gray</b>	7,060.95
<b>Barbara Pleet</b>	6,946.58
<b>Denise M. Sowder</b>	6,930.71
<b>Marcia Neyra</b>	6,930.27
<b>Melody Ann Fox</b>	6,917.24
<b>Teresa L. Mock</b>	6,892.99
<b>Jean MacDonald</b>	6,845.94
<b>Kimberly Dawn Reed</b>	6,818.93
<b>Vicki Powell</b>	6,814.70
<b>Lorena P. Ramirez</b>	6,782.35
<b>Candy Jackson</b>	6,752.99
<b>Sandy Malkin</b>	6,738.84
<b>Kara D. Bang</b>	6,671.95
<b>Lori Lowry</b>	6,661.71
<b>Karla C. Campbell</b>	6,659.56
<b>Traci L. Smith</b>	6,622.42
<b>Lyndmyla Gregerson</b>	6,506.69
<b>Susan Houser</b>	6,505.33
<b>Josefina Vargas-Quintero</b>	6,448.64

<b>Lourdes Monroy Rodriguez</b>	6,433.47
<b>Talvia W. Peterson</b>	6,397.31
<b>Paula Ladurantaye</b>	6,386.46
<b>Pamela Rowe Krzmarzick</b>	6,378.94
<b>Denise W. Montgomery</b>	6,376.43
<b>Minerva Vazquez</b>	
<b>Tlatenchi</b>	6,371.13
<b>Robin S. Moody</b>	6,340.94
<b>Christina Creahan Tyrrell</b>	6,323.75
<b>Stacy S. Gilson</b>	6,298.40
<b>Jo M. Cotton</b>	6,266.51
<b>Laura A. Armstrong</b>	6,247.06
<b>Marianne L. Anderson</b>	6,194.37
<b>Trisha Taylor</b>	6,117.77
<b>Kimbi L. Bartik</b>	6,116.99
<b>Mayra Smalley</b>	6,115.89

## PEARL

<b>Allison Lee LaMarr</b>	\$18,555.77
<b>Lisa Allison</b>	15,256.65
<b>Tammy A. Vavala</b>	15,158.15
<b>Sheri L. Martin</b>	14,490.89
<b>Cindy Machado</b>	14,462.89
<b>Susan M. Hohlman</b>	12,579.46
<b>Kim L. McClure</b>	12,250.79
<b>Halina Rygiel</b>	11,639.20
<b>Dorothy D. Boyd</b>	10,986.74
<b>Shari M. Kirschner</b>	10,982.36
<b>Alma Orroistieta</b>	10,914.75
<b>Leah G. Nelson</b>	10,856.72
<b>Barbara Stimach</b>	10,593.80
<b>Amie N. Gamboian</b>	10,573.17
<b>Anita N. Conley</b>	10,086.48
<b>Kathy Eckhardt</b>	10,005.01
<b>Nadine Bowers</b>	9,964.72
<b>Marla Bolling</b>	9,857.87
<b>Betty B. Lucido</b>	9,707.01
<b>Tracey L. Chavez</b>	9,528.46
<b>Susan Moore</b>	9,373.63
<b>Katherine Mirkes Ward</b>	9,336.23
<b>Sherry L. Fields</b>	9,286.30
<b>Jane Studrawa</b>	9,186.14
<b>Mary C. Estupinan-Martel</b>	9,030.29
<b>Rita Schaefer</b>	8,990.69
<b>Lisa Olivares</b>	8,809.59
<b>Cathy E. Littlejohn</b>	8,791.98
<b>Jeanie K. Navkal</b>	8,785.22
<b>Patty Webster</b>	8,629.06
<b>Nadine Huckabee-Stanley</b>	8,486.74
<b>Krista Lynnette Shepard</b>	8,448.81
<b>Harriett Sharpe</b>	8,287.74
<b>Susan K. Janish</b>	8,208.94
<b>Ginger J. Benedict</b>	8,011.81
<b>Kathryn L. Engstrom</b>	8,007.93
<b>Julia Heyaime</b>	7,992.54
<b>Glennice Baxter Hull</b>	7,982.99
<b>Evelyn Pirhalla</b>	7,932.98
<b>Sandra M. Lee</b>	7,849.44
<b>Barbara L. Bayer-Coulter</b>	7,767.03
<b>Michelle Anness-Bleichert</b>	7,758.24
<b>Michelle Salisbury Rankin</b>	7,730.99
<b>Alicia Morales</b>	7,712.80
<b>Julia Sander Burnett</b>	7,664.90
<b>R. Sue Miller</b>	7,653.08
<b>Joyce Recenello</b>	7,545.64
<b>Pat Ringnald</b>	7,540.85
<b>Keita Powell</b>	7,500.31
<b>Peggy Matish</b>	7,489.94
<b>Victoria A. Peasley</b>	7,468.65
<b>Mary Beth Slattum</b>	7,336.37
<b>Vicki B. Crank</b>	7,297.73
<b>Ashley O. Brooker</b>	7,199.01
<b>Roya M. Mattis</b>	7,197.77
<b>Menina M. Givens</b>	7,180.18
<b>Carmen J. Felix</b>	7,119.90
<b>Sherree E. Koehler</b>	7,071.17
<b>Connie Lustig</b>	6,983.85
<b>Melissa Nix Henderson</b>	6,967.31
<b>Barbara R. Johnson</b>	6,913.98
<b>Judi Tapella</b>	6,878.34
<b>Katrina G. Malone</b>	6,871.97
<b>Sherry L. Belisle</b>	6,864.91
<b>Lucia Fernandez</b>	6,850.53
<b>Elizabeth B. F. Muna</b>	6,842.76
<b>Betsy C. Richard</b>	6,802.89

<b>Sandra Giraldo Kirchhoff</b>	6,783.76
<b>Tamarie M. Bradford</b>	6,775.34
<b>Heather Marie Erbe</b>	6,768.93
<b>Susan T. West</b>	6,735.32
<b>Nicole J. Canamare</b>	6,651.83
<b>Holly L. Ennis</b>	6,648.32
<b>Judy Brack</b>	6,638.73
<b>Victoria Rachel Piccirilli</b>	6,607.55
<b>Holli Thompson Lowe</b>	6,524.34
<b>Mary Stuart Smith</b>	6,491.46
<b>Ella M. Chick-Power</b>	6,474.64
<b>Rose R. Moss</b>	6,433.23
<b>Penny J. Jackson</b>	6,383.34
<b>Dawn L. Walker</b>	6,373.39
<b>Laurie Dyan Cantey</b>	6,372.63
<b>Kathy Lee</b>	6,346.07
<b>Marita W. Campbell</b>	6,288.13
<b>Jean A. Wilson</b>	6,279.44
<b>Constanza C. Sweeney</b>	6,260.18
<b>Heather Christine Joseph</b>	6,157.49
<b>Patti Cornell</b>	6,150.84
<b>Carrie N. Giles</b>	6,100.84
<b>Mary Claire Tapley</b>	6,092.63
<b>Marilyn A. Ricker</b>	6,088.18
<b>Amy Kitzell</b>	6,087.21
<b>Mara C. Lane</b>	6,082.93
<b>Hazel White</b>	6,045.46
<b>Susie Kopacz</b>	6,044.43
<b>Tina M. Wright</b>	5,971.02
<b>Denise E. Crosby</b>	5,954.25
<b>Darlene Rutledge</b>	5,948.32
<b>Amy Kemp</b>	5,904.22
<b>Delores E. Black</b>	5,898.80

## DIAMOND

<b>Maricarmen Gonzalez</b>	\$14,895.96
<b>Deanna L. Spillman</b>	14,201.50
<b>Evelinda Diaz</b>	13,338.59
<b>Melinda M. Balling</b>	12,927.10
<b>Pat A. Nuzzi</b>	12,764.24
<b>Kim I. Cowdell</b>	12,380.41
<b>Heidi Goelzer</b>	12,249.90
<b>Patricia Carr</b>	12,154.32
<b>Ada Y. Garcia-Herrera</b>	12,111.15
<b>LaRonda L. Daigle</b>	11,986.25
<b>Audrey K. MacDowall</b>	11,433.68
<b>Julie Schlundt</b>	11,400.18
<b>Priscilla MCPheeters</b>	11,297.80
<b>Maria I. Monarrez</b>	11,289.79
<b>Vivian Diaz</b>	11,266.49
<b>Amy Zanto</b>	10,957.86
<b>Terri J. Beckstead</b>	10,637.80
<b>Connie L. Russo</b>	10,608.43
<b>Maria Flores</b>	10,495.85
<b>Rosa C. Fernandez</b>	10,360.59
<b>Lisa Rada</b>	10,323.95
<b>Martha Kay Raile</b>	10,132.47
<b>Sandy Lasso</b>	10,122.60
<b>Susan K. Carlson</b>	9,997.77
<b>Lara F. McKeever</b>	9,898.45
<b>Sheryl Peterson</b>	9,848.25
<b>Rosibel L. Shahin</b>	9,834.77
<b>Jeanette E. Beiche</b>	9,806.56
<b>Kelly Willer-Johnson</b>	9,741.88
<b>Ana Carolina Alvarez</b>	9,705.15
<b>Linda C. Weniger</b>	9,681.94
<b>Julie Danskin</b>	9,545.38
<b>Juanita Gudino</b>	9,261.07
<b>Heather M. Julson</b>	9,020.69
<b>Eileen M. Huffman</b>	9,006.19
<b>Mariann Biase Mason</b>	8,964.94
<b>Rosa Bonilla</b>	8,904.60
<b>Ruth Ojibeka</b>	8,903.12
<b>Morayma Rosas</b>	8,900.73
<b>Deborah Dudas</b>	8,811.53
<b>Omosolape O. Akinyoyenu</b>	8,748.17
<b>Melissa R. Hennings</b>	8,710.23
<b>Michelle L. Farmer</b>	8,668.53
<b>Rose Rodriguez</b>	8,611.23
<b>Julie Garvey</b>	8,606.83
<b>Ana X. Solis</b>	8,596.90
<b>Karen L. Kunzler</b>	8,583.26
<b>Marsha Morrisette</b>	8,500.47
<b>Rubiela Palacio</b>	8,453.51
<b>Kim C. Meyers</b>	8,398.12
<b>Stephanie A. Richter</b>	8,377.54
<b>Nancy Ashton</b>	8,351.78

<b>Evitelia Valdez-Cruz</b>	8,351.50
<b>Nancy Fox Castro</b>	8,320.69
<b>Donna K. Smith</b>	8,287.41
<b>Audrey J. Doller</b>	8,246.03
<b>Andrea Shields</b>	8,235.94
<b>Lesla Rae Franken</b>	8,216.94
<b>Nicki R. Hill</b>	8,204.18
<b>Glady C. Reyes</b>	8,182.28
<b>Martha Brown</b>	8,148.22
<b>Pat Joos</b>	8,126.29
<b>Susan J. Pankow</b>	8,101.22
<b>Vicki O'Bannon</b>	8,088.16
<b>Denise M. Guthrie</b>	8,037.81
<b>Kim A. Messmer</b>	7,993.84
<b>Lisa Hackbarth</b>	7,985.64
<b>Sandy K. Griffith</b>	7,871.13
<b>Donna J. Saguto</b>	7,867.57
<b>Debbie Larson</b>	7,822.08
<b>Marge Ward</b>	7,779.67
<b>Gina Rodriguez</b>	7,694.64
<b>Betty McKendry</b>	7,637.61
<b>Rosmary A. Baez</b>	7,635.91
<b>Diane Lynn Ferguson</b>	7,635.31
<b>Mary Beissel</b>	7,626.43
<b>Suzanne T. Young</b>	7,600.60
<b>July Higgins</b>	7,584.41
<b>Shari Kendall</b>	7,569.07
<b>Annette Pace</b>	7,566.60
<b>Norma Lee Shaver</b>	7,558.76
<b>Dalene Hartshorn</b>	7,552.18
<b>Phyllis Pottinger</b>	7,507.15
<b>Kathleen Koclanes</b>	7,378.03
<b>Caterina M. Harris</b>	7,370.88
<b>Teresa A. Lischwe</b>	7,356.84
<b>Krista A. Johnson</b>	7,352.12
<b>Joy H. Rentz</b>	7,329.20
<b>Sharon Carnegie-Wright</b>	7,323.89
<b>Maggie Rader</b>	7,320.64
<b>Carol Lee Johnson</b>	7,305.36
<b>Noelia Jaimes</b>	7,271.72
<b>Karen M. Bonura</b>	7,267.63
<b>Shelly Palen</b>	7,253.94
<b>Mileta K. Kinser</b>	7,253.59
<b>Tawnya Krempges</b>	7,236.85
<b>Tammie M. Hanson</b>	7,226.77
<b>Josefa E. Rosario</b>	7,202.83
<b>Lila DeWeber</b>	7,159.91
<b>Jill D. Davis</b>	7,022.18

## RUBY

<b>Thessey Nkechi</b>	\$16,804.54
<b>Nwachukwu</b>	13,786.16
<b>Gaynell L. Kennedy</b>	13,425.91
<b>Vicki Jo Auth</b>	13,425.91
<b>Diane Covington</b>	11,863.90
<b>Candy D. Lewis</b>	11,847.81
<b>Ekene S. Okafor</b>	11,412.50
<b>Phuong L. White</b>	11,111.48
<b>Mary Jo Dallen</b>	11,106.38
<b>Mary Lou Ardohain</b>	11,011.35
<b>Donna B. Meixsell</b>	10,861.42
<b>Gloria Dominguez</b>	10,674.12
<b>Rolf Alkerpi</b>	10,604.48
<b>Thea Elvin</b>	10,436.64
<b>Lisa Anne Harmon</b>	10,348.07
<b>Margi S. Eno</b>	10,176.58
<b>Sheryl K. Goins</b>	9,985.16
<b>Jill E. Garrett</b>	9,894.03
<b>Tracy A. Crisler</b>	9,346.10
<b>Gena Rae Gass</b>	9,285.29
<b>Gail Bauer</b>	9,283.08
<b>Terri A. Oppenheimer-Schaefer</b>	9,273.26
<b>Mary Alice Dell</b>	9,256.68
<b>Debbie A. Elbrecht</b>	9,176.86
<b>Natalie A. Rivas</b>	9,152.15
<b>Dorothy C. Ibe</b>	9,093.09
<b>Debbie Deets</b>	9,091.26
<b>Judie Roman</b>	8,877.32
<b>Sherrie L. Clemons</b>	8,728.43
<b>Julie Smith</b>	8,616.89
<b>Carmen Nunez</b>	8,582.25
<b>Jan Martino</b>	8,475.55
<b>Kathleen C. Savorgnan</b>	8,452.33
<b>Tammy S. Lacy</b>	8,230.01
<b>Donna Clark</b>	8,133.07
<b>Vicki S. Lindsay</b>	8,105.68
<b>Debby A. Nezat</b>	8,026.95

<b>Rose Mary Neel</b>	7,995.08
<b>Alicia Bivens-Jones</b>	7,989.70
<b>Maggie G. Shake</b>	7,768.19
<b>Sheila K. Valles</b>	7,737.52
<b>Deborah K. Hack</b>	7,726.92
<b>Joyce Omene</b>	7,723.29
<b>Michele Semper</b>	7,683.48
<b>Melissa Kaye Kopec</b>	7,648.70
<b>Jeannette Curren-Cochran</b>	7,623.60
<b>Schoen McGinnity</b>	7,597.96
<b>Jacqueline N. Alford</b>	7,558.02
<b>Gale Elliott</b>	7,542.01
<b>Janet S. Pavey</b>	7,533.72
<b>Mimi A. Novak</b>	7,454.92
<b>Ketteline Guerrier</b>	7,448.40
<b>Marnie R. Yungier</b>	7,445.70
<b>Eleanor M. Reigel</b>	7,273.65
<b>Jeanie Ripley</b>	7,216.97
<b>Laurie Hallock</b>	7,209.88
<b>Linda Leonard Thompson</b>	7,164.96
<b>Connie A. Brinker</b>	7,160.68
<b>Sonya F. Goins</b>	7,129.87
<b>Laura A. Kattenbraker</b>	7,107.15
<b>Cindy Anderson</b>	7,075.50
<b>Debra Moore Kinley</b>	7,046.91
<b>Kali DeBlander Brigham</b>	7,038.57
<b>Jeanette M. Thompson</b>	7,024.59
<b>Vicki L. Estes</b>	7,020.12
<b>Gina Beekley</b>	6,976.49
<b>Lynette L. Meisel</b>	6,962.17
<b>Donna Savacool-Barkley</b>	6,954.02
<b>Corrin Cresci</b>	6,931.62
<b>Peggy Young</b>	6,846.15

# 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 April 2006.

## TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



**Anne Newbury**  
\$100,142  
EMERALD



**Jan Harris**  
\$35,544  
PEARL



**Barbara Sunden**  
\$68,001  
DIAMOND



**Carol Anton**  
\$66,186  
RUBY



**Christine Peterson**  
\$71,498  
SAPPHIRE

## TOP UNIT — ESTIMATED RETAIL PRODUCTION

<b>EMERALD</b> — Auri Hatheway, D. Wiegandt Area.....	\$129,587
<b>PEARL</b> — Allison Lee LaMarr, D. Berggren Area.....	\$111,672
<b>DIAMOND</b> — Patricia Carr, Go Give Area.....	\$99,198
<b>RUBY</b> — Ekene S. Okafor, Go Give Area.....	\$86,812
<b>SAPPHIRE</b> — Paola B. Ramirez, L. Ceballos Area.....	\$137,853

## TOP SALES DIRECTOR-PERSONAL SALES

<b>EMERALD</b> — Adele D. Dalba, R. Burnside Area.....	\$12,891
<b>PEARL</b> — Charlotte Touchette, Go Give Area.....	\$9,318
<b>DIAMOND</b> — Marie Lee, P. Gruber Area.....	\$16,108
<b>RUBY</b> — Mary Lou Ardohain, J. Moon Area.....	\$12,497
<b>SAPPHIRE</b> — Nancy Davis, Go Give Area.....	\$13,843

## TOP BEAUTY CONSULTANT-PERSONAL SALES

<b>EMERALD</b> — Jennifer Jan Hawbecker, D. Hall Unit, Go Give Area.....	\$10,623
<b>PEARL</b> — Charlotte Anne Lawson, V. Strickland Unit, Go Give Area.....	\$10,498
<b>DIAMOND</b> — Barbara Wyman, E. Lampung Unit, A. Mallory Garrett-Roe Area.....	\$15,126
<b>RUBY</b> — Betty L. Fleming, P. Allen Unit, Go Give Area.....	\$18,135
<b>SAPPHIRE</b> — Lynn Marguerite Shives, C. Miller Unit, S. Steinman Area.....	\$16,878

## TOP TEAM BUILDER

<b>EMERALD</b> — Christine S. Lewis, J. Floyd Unit, G. Mayfield Banks Area.....	30 New Team Members
<b>PEARL</b> — Alicia B. Straight, Y. Alexander Unit, E. Fitzpatrick Area.....	14 New Team Members
<b>DIAMOND</b> — Adunola A. Adebayo, R. Ojibeka Unit, J. Grady Area.....	18 New Team Members
<b>RUBY</b> — Sales Director Lisa A. Ramirez, J. Moon Area.....	19 New Team Members
<b>SAPPHIRE</b> — Debbie D. Thompson, M. Dailey Unit, J. Holman Area.....	13 New Team Members

## 13% Club

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

### EMERALD

Taylor Danielle Lemus, B. Suarez Unit.....	\$2,030.70
Sales Director Cathy Kazzi.....	1,811.94
Sales Director Kathy Rodgers-Smith.....	1,798.88
Sales Director Jean MacDonald.....	1,573.20
Sales Director Alyson Renee Young.....	1,504.43
Sales Director Kara D. Bang.....	1,504.26
Sales Director Margarita Guerra.....	1,492.53
Sales Director Vera E. Spencer-Gray.....	1,488.44
Sales Director Nancy L. DeFina.....	1,454.86
Jackie Rivera, A. Hatheway Unit.....	1,418.37
Sales Director Susan Ruth Cunningham.....	1,398.22
Sales Director Helen M. Harlow.....	1,394.87
Sales Director Haydee Guzman.....	1,385.74
Marilyn Flach, A. Hatheway Unit.....	1,376.93
Sales Director Joyce Young.....	1,372.25
Sales Director Shirley H. Koniewicz.....	1,353.43
Sales Director Traci L. Smith.....	1,350.99
Sales Director Kami Fredericks.....	1,331.79
Sales Director Sandy Malkin.....	1,312.48
Teresa J. Frias, R. Goldstein Unit.....	1,303.97
Sales Director Adriana Gonzalez Fajet.....	1,287.98
Sales Director Consuelo Hernandez.....	1,287.46
Sales Director Michele Martella Arnes.....	1,279.20
Sales Director Julie A. Griffin.....	1,265.45
Sales Director Ann Shears.....	1,253.85

### PEARL

Cayce Clemmons Noble, K. Ward Unit.....	\$1,956.89
Melissa Hamby, G. McGuire Unit.....	1,764.69
Sales Director Victoria A. Peasley.....	1,427.24
Sales Director Sherry L. Fields.....	1,394.58
Sales Director Maria De Jesus Ramales.....	1,393.99

Sales Director Angela P. LaFrance.....	1,327.82
Sales Director Alicia Morales.....	1,309.95
Sales Director Laurie Dyan Canteley.....	1,215.40
Sales Director Maria E. Hernandez.....	1,209.36
Sales Director Barbara L. Bayer-Coulter.....	1,184.27
Sales Director Pat Ringnald.....	1,169.29
Sales Director Ashley O. Brooker.....	1,166.75
Kaye S. Manship, B. Johnson Unit.....	1,158.33
Sales Director Alma Orrosteieta.....	1,153.59
Sales Director Tammy A. Vavala.....	1,152.32
Sales Director Rita Schaefer.....	1,149.07
Sales Director Stephanie Nicole Tran.....	1,146.31
Sales Director Carrie N. Giles.....	1,144.20
Kelly Shawntae Junker, S. Edwards Unit.....	1,143.03
Sales Director Maureen Shipp.....	1,141.43
Sales Director Mary Stuart Smith.....	1,138.41
Laura Beth Robertson, K. Ward Unit.....	1,134.48
Marian Louise Manning, K. Shepard Unit.....	1,129.73
Sales Director Tammy L. Czarasty.....	1,120.11
Sales Director Shari M. Kirschner.....	1,115.40

### DIAMOND

Paula Zoglman, A. Zanto Unit.....	\$1,850.49
Sales Director Ada Y. Garcia-Herrera.....	1,781.00
Sales Director Kim C. Meyers.....	1,570.56
Sales Director Heidi J. Norton.....	1,505.21
Sales Director Maricarmen Gonzalez.....	1,484.54
Sales Director Linda C. Weniger.....	1,459.10
Sales Director Lisa Rada.....	1,451.35
Sales Director Silvia Sanchez.....	1,432.34
Sales Director Brienne M. Farmer.....	1,431.85
Sales Director Valerie Jean White.....	1,426.33
Sales Director Pamela Stinnett.....	1,406.15
Sales Director Luciana Zook.....	1,342.84

Sales Director Roxanne Barnett.....	1,338.12
Sales Director Heather M. Julson.....	1,336.92
Cherrine Beth Wheeler, J. Japenga Unit.....	1,329.90
Christina L. Lutz, P. Carr Unit.....	1,317.62
Sales Director Magdalena Diaz De Leon.....	1,295.96
Holly Lynn Nordmeyer, A. Kraika Unit.....	1,274.91
Sales Director Maria Flores.....	1,257.85
Sales Director Ana X. Solis.....	1,257.46
Sales Director Peggy Sperling.....	1,253.43
Sales Director Gigi L. Cimmarusti.....	1,231.33
Meghan Cruz, H. Goelzer Unit.....	1,218.43
Sales Director Lesa Rae Franken.....	1,218.07
Sales Director Rochelle Collins.....	1,204.26

### RUBY

Erika North, E. Lynch Unit.....	\$1,899.92
Sales Director Tracy A. Crisler.....	1,828.53
Sales Director Tammy S. Lacy.....	1,694.91
Sales Director Diane Covington.....	1,665.01
Sales Director Margi S. Eno.....	1,661.11
Sales Director Ketteline Guerrier.....	1,648.17
Sales Director Gaynell L. Kennedy.....	1,623.80
Sales Director Phuong L. White.....	1,580.57
Sales Director Margaret Marie Leonelli.....	1,557.84
Sales Director Lynnae Bennett.....	1,521.78
Sales Director Vicki Jo Auth.....	1,518.69
Sales Director Joyce Omene.....	1,396.59
Sales Director Mary Lou Ardohain.....	1,376.83
Elizabeth Dowling, B. Budzyn Unit.....	1,365.39
Latonya Rochelle Long, M. Thomas Unit.....	1,365.20
Sales Director Valerie A. Mullin.....	1,347.65
Sales Director Gloria Dominguez.....	1,345.31
Sales Director Lisa V. Bauer.....	1,290.54

Sales Director Vanessa R. Upkins.....	1,280.63
Sales Director Lisa D. Prescott.....	1,265.39
Sales Director Jill E. Garrett.....	1,200.88
Jennifer Marie Lopez, T. Stout Unit.....	1,200.19
Sales Director Denise J. Surber.....	1,192.91
Sales Director Georgia Awig.....	1,185.57
Angela Kay Kelley, J. Richardson Unit.....	1,181.47

### SAPPHIRE

Sales Director Gladis Elizabeth Camargo.....	\$2,242.24
Sales Director Therese E. Simon.....	1,812.46
Sales Director Maria Dolores Plascencia.....	1,775.67
Sales Director Jennifer L. Semelsberger.....	1,760.98
Sales Director Ana Maria Barba.....	1,689.94
Sales Director Pam I. Higgs.....	1,667.32
Sales Director Maribel Barajas.....	1,662.08
Sales Director Debra M. Wehrer.....	1,543.65
Sales Director Melody Missick.....	1,524.22
Sales Director Pilar Najera.....	1,515.22
Sales Director Rachel Coburn Johnson.....	1,489.12
Migdalia M. Cruz, V. Maddex Unit.....	1,462.01
Sales Director Silvia Medrano.....	1,460.58
Sales Director Elizabeth Sanchez.....	1,402.90
Stephanie Michelle Swann, Z. Lowe Unit.....	1,383.85
Sales Director Jenny Suarez Zuckerman.....	1,325.29
Sales Director Barbara D. McKneely.....	1,311.73
Jessica A. Ellington, G. Bonneur Unit.....	1,294.57
Sales Director Kathy M. Fowler.....	1,283.17
Sales Director Jodi L. Feller.....	1,273.55
Sales Director Linda Klein.....	1,265.88
Sales Director Cheryl T. Anderson.....	1,258.47
Sales Director Jodi Ann Gephart.....	1,240.82
Sales Director Jill L. Glockner.....	1,225.77
Sales Director Alejandra Zurita.....	1,220.86

## Sales Mentors

Special thanks to the sales mentors for the April 18, 2006, *New Independent Sales Director Education* class.



**Shirley Oppenheimer**  
National Sales Director  
San Antonio  
Ruby Seminar



**Margi Eno**  
Senior Sales Director  
San Diego  
Ruby Seminar



**Hollie Sherrick**  
Senior Sales Director  
Mahomet, Ill.  
Emerald Seminar



**Andrea Shields**  
Senior Sales Director  
Olathe, Kan.  
Diamond Seminar



**Tamara Swatske**  
Senior Sales Director  
Maple Ridge,  
British Columbia  
Emerald Seminar

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# GO-GIVE® AWARD

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

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

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



**Patricia Green**

**Pearl**  
Sales Director

**Began Mary Kay** October 1989  
**Sales Director Debut** October 2002  
**National Sales Director**  
Rosa Jackson

**Honors** Premier Club qualifier; Star Consultant; four-times Queen's Court of Sharing; Sales Director Queen's Court of Personal Sales; Fabulous 50s; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$29,522

**Personal** Lives in Hughesville, Md. Husband, Al Green Jr.; Daughter, Amber; Son, Cozell

**Favorite Quote** "It doesn't have to take a lifetime to accomplish your dreams. It takes a vision and a decision to go for it. Go out and be a blessing in someone else's life today."

**Independent National Sales Director Connie Phillips** says, "I've watched Patricia work with a Future Independent Sales Director from my area, taking her under her wing with special support and encouragement during a difficult personal transition and guiding her to successfully submit for Sales Director-in-Qualification."



**Pamela Simonson**

**Diamond**  
Sales Director

**Began Mary Kay**  
August 1996  
**Sales Director Debut**  
June 1998  
**National Sales Director**  
Anita Mallory Garrett-Roe

**Honors** Cadillac qualifier; Star Consultant; four-times Circle of Achievement; Sales Director Queen's Court of Personal Sales; Double Star Achievement; estimated highest monthly unit retail: \$51,586

**Personal** Lives in Rogers, Minn. Husband, Kevin; Daughter, Madison; Son, Brock

**Favorite Quote** "Let us not become weary in doing good, for at the proper time we reap a harvest if we do not give up." Galatians 6:9

**Independent Senior Sales Director Cassandra DeJong of Maple Grove, Minn.,** says, "Pamela willingly gives of her time to answer my questions and holds me accountable to the things that are important and 'right.'"



**Vanessa Upkins**

**Ruby**  
Future Executive  
Senior Sales Director

**Began Mary Kay** April 1984  
**Sales Director Debut** April 1989  
**Offspring** three first-line  
**National Sales Director**  
Patricia Lane

**Honors** Cadillac qualifier; Circle of Honor; 10-times Sales Director Queen's Court of Personal Sales; four-times Queen's Court of Sharing; 10-times Circle of Achievement; three-times Double Star Achievement; two-times Triple Star Achievement; gold medal winner; estimated highest monthly unit retail: \$87,491

**Personal** Lives in Madison, Miss. Husband, Dennis; Son, Dennis; Daughters: Ashley, Markeisha, Kyonna, Makayla

**Favorite Quote** "Whatever you ask in prayer, believing, you shall receive." Matthew 21:22

**Independent Sales Director Lori Jernejcic of Brandon, Miss.,** says, "I am Vanessa's twelfth adopted offspring Independent Sales Director. She has helped me help those in need after Hurricane Katrina and was instrumental in helping me complete Sales Director-in-Qualification."



**Julia Mundy**

**Sapphire**  
Elite Executive  
Senior Sales Director

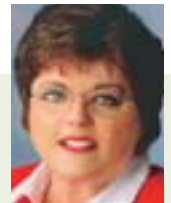
**Began Mary Kay** June 1992  
**Sales Director Debut** May 1995  
**Offspring** eight first-line; four second-line  
**National Sales Director**  
Rena Tarbet

**Honors** Cadillac qualifier; Star Consultant; 10-times Sales Director Queen's Court of Personal Sales; two-times Consultant Queen's Court of Personal Sales; Queen's Court of Sharing; four times Circle of Achievement; six times Circle of Excellence; Fabulous 50s; five-times Double Star Achievement; Triple Star Achievement; gold medal winner; estimated highest monthly unit retail: \$160,598

**Personal** Lives in Decatur, Texas Husband, Chip; Son, Clark; Daughter, Clara Grace

**Favorite Quote** "Do not be conformed any longer to the pattern of this world, but be transformed by the renewing of your mind." Romans 12:2

**Independent Beauty Consultant Melissa Howe of Decatur, Texas,** says, "As my adoptive Independent Sales Director, Julia has helped me with team building, education and leadership. She is an inspiration and a role model."



**Sandy Guderyon**

**Emerald**  
Senior Sales Director

**Began Mary Kay**  
November 1991  
**Sales Director Debut**  
November 2000

**Offspring** one first-line  
**National Sales Director**  
Judy Harmon

**Honors** Premier Club qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; estimated highest monthly unit retail: \$38,340

**Personal** Lives in Pleasanton, Calif. Husband, Elmer; Daughter, Sharon; Son, Michael; three grandchildren

**Favorite Quote** "Follow your dreams. They know the way."

**Independent Senior Sales Director Sandi Borgmeyer of Menomonie, Wis.,** says, "Sandy extends herself beyond all expectations and never gives up."



# Preferred Customer Program Consistency Challenge 2006-2007



***You asked for it, you got it!*** Back by popular demand, it's the Preferred Customer Program *Consistency Challenge 2006-2007!*

Send your customers *The Look* through the Preferred Customer Program, and you'll keep your name, products and services top of mind with those who can help build your business. The mailings provide a great way to offer exceptional customer service, with minimal effort on your part. And when you offer that

level of service, you'll build customers for life. So, why not take the first step and earn recognition at Seminar 2007 with the Consistency Challenge? Perks and privileges await!

“My customers look forward to getting *The Look* each quarter because women always want to know, 'What have you got that's new?' When they consistently receive *The Look* every quarter, they feel taken care of, paid attention to – it makes them feel important, like pure gold. And they absolutely love the samplers inside – what a treat – and the gift with purchase too. Women love gifts!”

– Barbara Gizzo, Independent  
Future Executive Senior Sales  
Director, Westerville, Ohio



Simply enroll 13 or more new or existing customers to receive *The Look* through the Preferred Customer Program for four consecutive quarters

beginning with the Fall/Holiday 2006 enrollment through the Summer 2007 enrollment. Do so, and you could receive an exclusive pink and pearl beaded bracelet accented with a mini charm, plus a name badge ribbon. For complete details, including perks and privileges such as early ordering, simply log on to the Mary Kay InTouch® Web site and click on the “Preferred Customer Program” link.

Beginning July 16, enroll your customers to receive *The Look* for Fall/Holiday 2006!



Share With Others –  
and the Rewards  
Will Be Yours!

# Queen's Court of Sharing Bee Focused in 2007!

You can go on-target for the prestigious Queen's Court of Sharing at Seminar 2007 when you achieve the *Bee Focused!* Challenge. The more qualified\* new personal team members you add, the greater your rewards!

Independent Beauty Consultants and Independent Sales Directors who:

- Add at least 10 qualified\* new personal team members from July 1 – Nov. 30, 2006, will receive silver-tone bee earrings featuring a green stone.
- Add at least 16 qualified\* new personal team members from July 1, 2006 – Feb. 28, 2007, will be recognized at Career Conference 2007 and receive a silver-tone necklace with a bee charm featuring a green stone. (First-time achievers will also receive the silver-tone necklace with bee charm.)
- Add at least 24 qualified\* new personal team members from July 1, 2006 – June 30, 2007, will be recognized\*\* onstage in the Queen's Court of Sharing at Seminar 2007. Qualifiers will receive their choice of a dazzling diamond bee pin with emerald eyes or a magnificent diamond bee ring, plus a silver-tone bee bracelet with bee charm featuring a green stone. (First-time achievers will also receive the silver-tone bracelet with bee charm.)

\*A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the contest period. The same rules for the maximum number of new team members in a month as for the Queen's Court of Sharing apply.

\*\*A maximum of 13 new actual team members in any calendar month may count toward the 24 required. A new team member who becomes qualified will count toward the monthly maximum of 13 in the month her signed Independent Beauty Consultant Agreement is received and accepted by the Company, not the month she becomes qualified.

## MARY KAY®

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