

MARY KAY

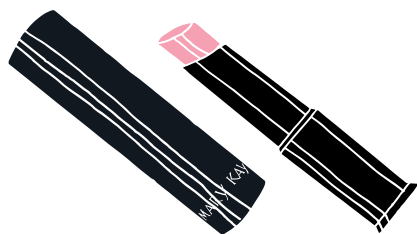
AUGUST 2018

# applause®



## You Hold the Key.

Earn fabulous prizes each month when you unlock your potential! Details on Page 2.



# AUGUST *Dates*



## 1

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

Online Independent Sales Director-in-Qualification Commitment Form available 12:01 a.m. Central time.

**Diamond Seminar** begins.

## 3

Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Available until midnight Central time.

## 10

Early ordering of the new **Fall 2018 promotional** items begins for Star Consultants who qualified during the March 16 – June 15, 2018, quarter and Independent Beauty Consultants who enrolled in *The Look* for Fall 2018 through the *Preferred Customer Program*<sup>SM</sup>.

## 15

Fall 2018 *Preferred Customer Program*<sup>SM</sup> **customer mailing of *The Look*** begins. (Allow 7–10 business days for delivery.)

**Fall 2018 promotion early ordering for all Independent Beauty Consultants** begins.

## 16

Fall 2018 promotion begins. Official on-sale date.

## 17

Last day to enroll online for the **Holiday 2018 Preferred Customer Program**<sup>SM</sup> mailing of *The Look*.

## 30

Last day of the month for Independent Beauty Consultants to place phone orders.

## 31

Last day to register/cancel registration for **Sept. 20–22 New Independent Sales Director Education in Orlando, Fla.**, by 5 p.m. Central time.

Last day of the month for Independent Beauty Consultants to place online orders.

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



## “

Enthusiasm is the motivating power to success. The person who is enthusiastic exercises a magnetic influence over those with whom he or she comes in contact. To become enthusiastic, act enthusiastic. It could easily revolutionize your life.

## ”

*Mary Kay*

**HELPFUL NUMBERS:** Mary Kay Consultant Contact Center 800-272-9333

For questions regarding *Mary Kay*® product orders, *Mary Kay InTouch*®, special events, product information, etc.

**AUTOMATED INFORMATION LINE 800-454-1130 (24 hours)**

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2018 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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



# TRENDING *Now*



## *You Hold the Key.*

Unlock your potential, and open the door to success!  
Share your goals and inspirations! **#MyMKLife**



## National Girlfriends Day, Aug. 1

Why not make it **National Girlfriends Month**? Hold skin care parties to **pamper your besties**, and ask them to bring a friend. It's a great way to **open the door to new faces** and new adventures!

## THIS MONTH IN MARY KAY HISTORY



**1976**

Mary Kay stock is listed on the New York Stock Exchange. Mary Kay Inc. returns to private, family ownership in 1985.



**1996**

Marykay.com launches. Since then, the website has received numerous accolades, including Best Web Site by #BeautyAwards. With 73 million visits a year and growing, marykay.com and *Mary Kay*® Personal Web Sites give your customers a personalized shopping experience.

*Applause*® Magazine Team: **MANAGING EDITOR:** ALESIA RITENOUR **SENIOR EDITOR:** MEGHAN BONDS **SPANISH MANAGING EDITOR:** MARGARITA HERNÁNDEZ CONTRERAS **CONTRIBUTING WRITER:** ANUMITA GHOSH **ART PRODUCER:** SHARILYN GETZ **SENIOR PRINT PRODUCER:** JAN STEEL **PRINT PRODUCERS:** KIM RIND, ANITA TRENT **COMMUNICATIONS COORDINATOR:** NICOLE LITTLE **DESIGN STUDIO SUPERVISOR:** WHITNEY HOLDEN **SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS:** CHERYL FELLEBAUM, PATTI CASAMASSIMA **SENIOR PREPRESS ARTIST:** RICHARD HUDSON **SENIOR PROOFREADERS:** LISA HORNE, GAYLEEN WOODALL

\*Within *Applause*® magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay In Touch*® website and click on "Tax and Legal" in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations.

# YOU HOLD THE KEY



MARY KAY



**JULY 1, 2018 – JUNE 30, 2019**

Mary Kay Ash unlocked the door of opportunity for women around the world. And now, *You Hold the Key*. Join other successful independent sales force members as you embrace the basics of what Mary Kay Ash taught.

It all starts with consistent retail sales to support a **\$600 monthly wholesale Section 1 order**. That's the key to **exclusive monthly prizes, Star Consultant status, earning the use of a Mary Kay Career Car** and so much more.

With **new faces as your goal** and the Mary Kay way as your guide, [\*You Hold the Key\*](#) to making your dreams come true. It's time to **unlock your potential** and see what doors open for you!



## 12 KEYS TO SUCCESS

Each of the 12 keys centers on timeless business basics – booking, selling and team-building.



### R.J. GRAZIANO

An industry trendsetter, R.J. has enjoyed success at Bloomingdales, Nordstrom, Saks and Neiman Marcus. His designs are worn by Taylor Swift, Beyoncé, Katy Perry and Oprah Winfrey, among others, and have been featured in fashion magazines such as *Vogue*®, *InStyle*® and *ELLE*™. Follow RJ @Rjgraziano

### **JULY 1–31: GET THAT MARY KAY ENTHUSIASM!**

Mary Kay Ash said enthusiasm is contagious. If you're excited about your Mary Kay business and the fabulous *Mary Kay*® products, others will be too.



Get this necklace in July when you place a \$600 wholesale Section 1 order.



*Vogue*®, *InStyle*®, and *ELLE*™ are trademarks and registered trademarks of their respective owners and not Mary Kay Inc.

## MARY KAY YOU HOLD THE KEY FALL CONSISTENCY CHALLENGE

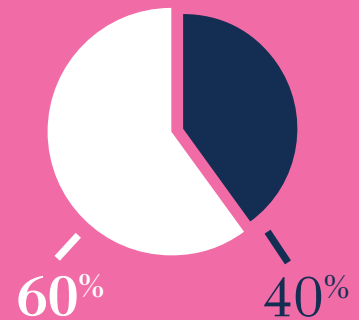
# AND THEN SOME!

**JULY 1 - DEC. 31, 2018**

“The difference between average and top performers is summed up in three words – And Then Some. Top performers do what is expected, And Then Some. They are considerate and kind, And Then Some. They meet their responsibilities fairly, And Then Some. They are good friends you can count on, And Then Some.”

Achieve the Mary Kay *You Hold the Key* Challenge each month, **July through December 2018**, and you'll [get this jewelry piece](#) from the exclusive *You Hold the Key* Jewelry Collection by R.J. Graziano.

## MARY KAY ASH BUSINESS BASICS



### 60/40 RULE

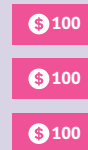
Mary Kay Ash suggested, once you acquire enough inventory to support your business, you deposit your weekly sales into your business account. Use **60 percent** of deposits that week to replace inventory and pay for sales tools.

Use **40 percent** for business expenses and to pay yourself.

### 3+3+3 IS KEY! EACH WEEK:



**3** skin care parties



**\$300** in retail sales



**3** team-building appointments

Need extra cash? From paying your basic bills to a family vacation, it's all within reach when you set goals and work. Remember, *You Hold the Key!*

**Goal:** I need \$300 a month to pay bills.

**Action:** Sell two of the *TimeWise Repair® Volu-Firm®* Sets and two sets of *TimeWise® Miracle Set 3D™*.

**Goal:** I want to take my family on vacation. Estimated cost is \$1,200.

**Action:** Work the 3+3+3 plan successfully for eight weeks. Start packing!





Get your Mary Kay business off to a rockin' start.

It's July 1, and the Seminar clock is reset. The great thing about a Mary Kay business is that it doesn't matter where you landed last year. **Each year is a new opportunity to earn and grow.**

What are your goals? Whatever they are, remember that it's not magical, it's mathematical. The more new faces you see, the more successful you can be.

## 1 EARN EXTRA.

Maybe you're tired of scrubbing tubs every Saturday and want extra cash to hire help. Or you and your husband could use some date-night funds. It's the little things that count! Think of small ways you can improve the income-producing activities you already do.



**Tip!** If you typically hold two skin care parties a week, aim for four. If you spend 30 minutes a week on customer follow-ups, make it an hour.

## 2 LEAD THE WAY.


Eager to hone your leadership skills as you enrich others' lives? MK University on *Mary Kay InTouch*® can help you each step of the way, starting with becoming a Red Jacket. Your Independent Sales Director is another valuable resource. She can help you devise a plan and energize you to get the results you want!



**Tip!** As a Red Jacket, some perks you may enjoy:

- Team commissions and bonuses
- Styling in your sophisticated red jacket





### 3 BLING IT ON.

Diamonds and glitz make your eyes light up? Then check out the stunning Seminar Awards jewelry you can earn.

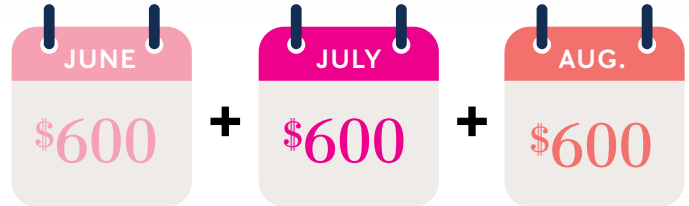
### 4 HIT THE ROAD.

Dream of holding the keys to your brand-new **Mary Kay Career Car**? Take that first step and learn the qualifications. Then, break down your goal into bite-sized pieces, work hard and make it happen!

### 5 SEE STARS.

Did you know almost every Company challenge leads to the same goal? **Star Consultant status!**

See Pages 24 – 25 for details. A favorite of Mary Kay Ash, this program continues to celebrate women when they work consistently to sell *Mary Kay*® products and build their teams.



**How it works!** Sell enough to support a minimum cumulative **\$1,800 wholesale Section 1 order each quarter.** (*Hint!* That breaks down to \$600 a month, which earns you the *You Hold the Key* Challenge prize.) You get 600 additional points for each qualified new personal team member you add per quarter. The more you do, the bigger the prizes!

## Go Bold



**INDEPENDENT EXECUTIVE  
SENIOR SALES DIRECTOR  
BETH MAY, WINTERVILLE, N.C.**

Beth knows her stuff when it comes to setting goals and breaking records. As a Circle of Excellence achiever – her highest at the \$650,000 level – Beth shares her tried-and-true tips!

**Get a head start!** Independent Elite Executive National Sales Director Gloria Mayfield Banks said, “Many a race is won at the starting gate.” Get with your Independent Sales Director now to talk about your yearlong goals. Then, break those down into smaller chunks. To have great months, you need great days that can create great weeks. Plan for daily wins. When you do, you have 30 set out for you each month. Determine how many parties and new faces you need to see to reach your goals.

**Beat your best.** I’m competitive, so I make a point to do better – even if it’s just a little more. You can compare sales,



number of parties, new faces or team members this July over last July or last month. Just strive to beat your previous numbers – which gets you moving in the right direction. If you miss your mark, brush yourself off and get back on track to surpass your next goal.

**Do a Power Start.** Putting product on 30 new faces is a Mary Kay tried-and-true approach that works, builds excitement and can give you the momentum you need to build a strong customer base.





# MY Why!

Independent Executive Senior  
Sales Director Audrey MacDowall,  
Forest, Va.



## Director DYNASTY

Audrey's success has inspired many, including her twin daughters, Megan and Kristin, who followed in her footsteps and are now blazing their own trails.

Audrey started her Mary Kay business in 1993. "We had just relocated to Lynchburg, Va., as my husband, Todd, was starting his career as a chiropractor."

A friend told her about the Mary Kay opportunity. "She invited me to be a model at her weekly sales meeting. I was impressed and was immediately drawn to the positive culture. I told her that I'd love to start a Mary Kay business, but I didn't have money for the Starter Kit. We were so broke that I

was taking a calculator to the grocery store to make sure I had enough to check out. A month later, we scraped up enough to purchase the Starter Kit."

### MARY KAY ENTHUSIASM

"I attended my first Seminar in July 1993, and after hearing Mary Kay Ash speak, I decided this was my dream company. My next goal: Independent Sales Director." Audrey worked hard. She found that Power Starts (30 faces in 30 days) and a focus on 3+3+3 (3 skin care parties, \$300 in retail sales and

3 team-building appointments each week) were her way to achieve her goal.

In August 1995, Audrey debuted as an Independent Sales Director. She got to meet Mary Kay Ash at New Director Education and earned the use of her first Mary Kay Career Car around the same time.

In 1996, their son, Michael, was born, followed by twin daughters Megan and Kristin 18 months later. "When the twins were born, I had a pulmonary



cardiomyopathy and was in ICU for a week. Thanks to the flexibility of my Mary Kay business and my hardworking unit, I didn't have to worry. The twins came home from the hospital in a pink Cadillac, and I was able to stay home, heal and take care of our three children."

## 25 YEARS AND COUNTING

"I love the life I've made with my Mary Kay business," says Audrey. "Todd and I have been married for 28 years. All three of our children are in college. I'm changing lives by giving women the gift of personal growth and confidence. To embrace Mary Kay Ash's values of, 'God First, Family Second, Career Third,' is a huge blessing, and I cherish it."

## PASS THE TORCH.

"My daughters have grown up as Mary Kay kids, but I didn't know if they'd want their own Mary Kay businesses. But on the morning of their 18th birthdays, they signed their Independent Beauty Consultant Agreements! They love the balance of priorities that their Mary Kay businesses offer, and they've been very successful. What a blessing!"

**Independent Senior Sales Director Megan MacDowall** always wanted to follow in her mom's footsteps. Megan's dream for her Mary Kay business began at age 13. "I wrote my goal in my notebook: to earn the use of my first Mary Kay Career Car by the time I was 19," Megan says. For a year, I consistently held one to three appointments per week to build my team and customer base. One year later, I made a decision to debut as an Independent Sales Director and earn the use of a Mary Kay Career Car.

## BEAST MODE

Megan had eight personal team members and entered the Sales Director-in-Qualification program on April 1. "I finished my first month of DIQ while completing finals and my freshman year of college. If I wanted to be an Independent Sales Director at the most exceptional company in the world, I better work with ALL THAT I HAVE, and then some."

Megan completed a Power Start every week in May 2017, and two months later, she debuted as an Independent Sales Director AND achieved her childhood goal of earning the use of her very first Mary Kay Career Car at age 19.

## YOU CAN DO IT.

"My journey is duplicable," says Megan. "Just be willing to do the good, old-fashioned hard work. You have to book, sell, team-build AND REPEAT. You have to take action, and I am so glad I did."

Even though **Independent Sales Director Kristin MacDowall** started her Mary Kay business at the same time as her sister, she was a high school cheerleader, studying hard in school and loving her social life, with no intentions of becoming an Independent Sales Director.

## PLANS CHANGE.

"The summer after high school graduation, I was working at a fast food restaurant for \$7.50 an hour," says Kristin. "My sister earned in one day earned with her Mary Kay business what took me a week to earn. I was sold! In July, I attended Seminar. Despite the fact that I had known Mary Kay my entire life, my mind and heart were blown away.

"When I watched all of the Independent National Sales Directors stand onstage in a kick line like the Rockettes, I pictured my mom up there one day. I promised myself I would be one of her 20 Independent Sales Directors needed to finish her National Area. My journey started with sharing Mary Kay with my college peers. That allowed me to experience countless 'nos,' many zero-dollar facials, some tears and the grit that God knew I needed. Throughout the year, I was consistent, completing Star Consultant status each quarter and earning an *Embrace Your Dreams* Challenge bracelet each month."

A year later, while her parents were on the Top Sales Director Trip in Alaska, Kristin decided it was her time to move up. "I felt God tugging for me to become an Independent Sales Director. I submitted the Commitment Form for the Director-in-Qualification program on Nov. 1, 2017, and debuted as an Independent Sales Director on Jan. 1, 2018. God used my DIQ journey to build my faith in ways I didn't even know or understand."

## NEW PURPOSE

"Now, I want to break belief barriers for women and share with them that anyone can become a Mary Kay Independent Sales Director. Being a premed major while running a full-time business is the most amazing experience ever. You should see my professors' faces when I tell them I'll miss class because I'm flying to Dallas for business. My unit is doing big things, and I am so proud! This is my journey, and I couldn't be more thankful for what my Mary Kay business has done for me." ❤️

# Build, Promote and GROW.

## BRAND YOUR BUSINESS.

Find these and more at [MKConnections®](#) on *Mary Kay InTouch®* under the Ordering tab.

Get the latest Mary Kay-branded basics to add some panache to your business.



### NEW! THE LOOK TOTE

What a great way to advertise your business when you're out and about! This soft-as-leather tote showcases *The Look* for all to see. You can always have your samples and business cards on hand to provide Golden Rule service.



### NEW! MINI INSULATED CARRIER CASE

This slightly smaller 15" case has a fully customizable interior, an exterior zipper pocket with a slot for your business card, plus spinner wheels for easy mobility.



### NEW! ZIP-N-GO BAG

This lightweight, totally portable canvas bag is roomy enough to carry what you need to hold a facial or a follow-up appointment. Just zip and go! It also has a sleeve to slide securely onto the handle of the Mini Insulated Carrier Case.

## MK Rewards<sup>SM</sup>



### MK REWARDS™ VISA® CARD: EARN 3% CASH BACK!

You can earn a **\$100 bonus cash-back statement credit** and a **Mary Kay®** red tote bag when you spend \$500 on purchases in your first three months from account opening. Plus, get 3 percent unlimited cash back rewards on ALL Mary Kay purchases, including *Preferred Customer Program<sup>SM</sup>*, *MKConnections®* and special events like Seminar! Get the details on *Mary Kay InTouch®* > Ordering > [MKConnections®](#).





Gloria Mayfield Banks



Patricia Turker



Kathy Helou



Lisa Madson



Sonia Pérez



Lupita Magaña



Debi Moore



Cindy Williams



Pamela Fortenberry-Slate



Stacy James

TOP 10 NSDs YEAR-TO-DATE / 10 PRIMERAS DNVs DEL AÑO A LA FECHA

ON-TARGET INNER/DIAMOND/  
GOLD CIRCLE  
EN MARCA PARA EL CÍRCULO  
INTERIOR/DIAMANTE/DE ORO

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for April 2018, NSD Area Leadership Development Bonuses, October, February and March Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for March 2018.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2017, through April 30, 2018./Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayoreo de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en abril de 2018; crédito de clasificación del Impulso de Octubre, Febrero y Marzo; gratificaciones de DNV por desarrollo de liderazgo y comisiones de DNV como parte de la participación de la DNV en el Programa de Desarrollo de Liderazgo Global de marzo de 2018.) Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2017 al 30 de abril de 2018.

INNER CIRCLE / CÍRCULO  
INTERIOR

**\$750,000**  
Gloria Mayfield Banks  
\$665,950  
Patricia Turker  
654,349  
  
**\$650,000**  
Kathy Helou  
\$559,991  
  
**\$600,000**  
Lisa Madison  
\$528,323  
  
**\$500,000**  
Sonia Páez  
\$434,838  
Lupita Magaña  
423,931  
  
**\$400,000**  
Debi Moore  
\$352,061  
Cindy Williams  
340,716  
  
**\$350,000**  
Pamela Fortenberry-Slate  
\$321,640  
Stacy James  
314,023  
  
**\$325,000**  
SuzAnne Brothers  
\$289,758  
Pamela Waldrop Shaw  
286,409  
Dayana Polanco  
276,449  
Sara Pedraza-Chacón  
275,467

DIAMOND CIRCLE /  
CÍRCULO DIAMANTE

**\$300,000**  
Linda Toupin  
\$263,862  
Evelinda Díaz  
257,585  
  
**\$250,000**  
Dacia Wiegandt  
\$248,421  
Anabell Rocha  
240,030  
Ada García-Herrera  
238,853  
Julia Burnett  
235,647  
Cyndee Gress  
232,687  
Sandy Valerio  
231,459  
Anita Tripp Brewton  
229,537  
Julianne Nagle  
229,400  
Kay Elvrum  
228,461  
Julie Krebsbach  
228,443  
Dawn Dunn  
224,780  
Kristin Myers  
222,468  
O'Nelly Encarnación  
219,949  
Davanne Moul  
219,703  
Paola Ramírez  
212,707

Kerry Buskirk  
211,618  
Mary Estupiñan  
208,563  
Lia Carta  
208,177  
**\$200,000**  
Mayuli Rolo  
\$202,356  
Connie Kittson  
199,262  
Lily Orellana  
196,709  
Sue Pankow  
196,034  
Sonia Bonilla  
196,012  
Kimberly Copeland  
195,055  
Rosibel Shahin  
194,319  
Gloria Báez  
189,777  
Yosaira Sánchez  
185,481  
Cindy Fox  
181,551  
María Monarrez  
181,544  
Valerie Bagnol  
170,878  
Scarlett Simpson  
170,226  
Shannon Andrews  
167,427  
Morayma Rosas  
166,232

GOLD CIRCLE /  
CÍRCULO DE ORO

**\$150,000**  
Lorraine Newton  
\$165,307  
Susan Hohlman  
160,328  
Alicia Lindley-Adkins  
160,223  
Jan Thetford  
158,858  
Kim McClure  
153,901  
Lisa Allison  
152,832  
Monique Balboa  
151,758  
Tammy Crayk  
150,286  
Rebecca Evans  
148,820  
Leah Lauchlan  
145,809  
Alma Orrostieta  
145,775  
Joanne Bertalan  
144,218  
Yvonne Lemmon  
143,516  
Somer Fortenberry  
142,463  
Noelia Jaimes  
142,260  
Pam Klickna Powell  
142,248  
Evelina Valdez-Cruz  
141,668  
Cathy Bill  
138,348  
Janis Z. Trude  
137,629  
Kym Walker  
135,898

Debra Wehrer  
134,675  
Juanita Gudiño  
134,474  
Pam Higgs  
134,038  
Auri Hatheway  
133,852  
Michelle Sudeth  
133,844  
Luzmila Abadia Carranza  
133,839  
Alia Head  
133,110  
Gladis Elizabeth Camargo  
129,861  
Diane Mentiply  
129,320  
Kirk Gillespie  
128,222  
Gay Hope Super  
128,035  
María Flores  
127,903  
Kristin Sharpe  
126,551  
Brenda Segal  
125,236  
**\$125,000**  
Lynnea Tate  
\$124,937  
Crystal Trojanowski  
124,902  
Bianny Ramírez  
124,582  
Pamela Tull  
124,112  
Kate DeBlander  
122,515  
Deb Pike  
121,742  
Marilyn Marte de Melo  
120,694  
Noemi Jaimes  
120,617  
Roxanne McInroe  
120,245  
Rosa Bonilla  
116,783  
Gina Rodríguez-Orriola  
116,312  
Glinda McGuire  
115,655  
Lupita Díaz  
115,281  
Dawn Otten-Sweeney  
114,888  
Diana Sumpter  
113,576  
Sharon Buck  
113,256  
Annaka Krafka  
113,108  
Mairelys López  
112,147  
Gena Rae Gass  
111,980  
Alejandra Zurita  
111,142  
Lynne Holliday  
110,842  
Ruth Everhart  
110,326  
Elizabeth Muna  
110,313  
Brittany Kaps  
109,900  
Elizabeth Sánchez  
109,487

Vicki Jo Auth  
109,421  
Diana Heble  
108,876  
Nancy Osborn  
108,725  
Lara McKeever  
107,476

Phyllis Pottinger  
106,904  
Marixa González  
106,100  
Sue Wallace  
105,907  
Carmen Hernández  
105,860

MONTHLY COMMISSIONS  
AND BONUSES  
GRATIFICACIONES Y  
COMISIONES MENSUALES

NSD commissions above \$10,000 earned in April plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts. /Comisiones mayores de \$10,000 ganadas en abril además de las siguientes que no cuentan para la clasificación de DNVs: comisiones de Directora de Ventas, comisiones de equipo personal y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

RUBY/RUBÍ

Cindy Williams\*  
\$35,866  
Linda C. Toupin  
25,191  
Stacy I. James\*\*  
24,275  
Gloria Báez\*  
20,593  
Mary Estupiñan\*  
20,181  
Kim L. McClure  
19,458  
Sandy Valerio\*  
18,701  
Anabell Rocha\*  
17,619  
Cindy Fox\*  
16,718  
Julie Krebsbach\*  
16,716  
Jan L. Thetford  
16,647  
Lia Carta\*\*  
15,035  
Lara F. McKeever  
14,778  
Crystal Trojanowski  
13,023  
Brenda Segal\*  
12,951  
María Flores  
12,416  
Kate DeBlander  
11,971  
Bea Millsagle  
11,788  
Tammy A. Vavala  
11,479  
Jo Anne Barnes  
11,404  
Juanita Gudiño  
11,282  
Deb Pike  
11,132  
Kathy Rodgers-Smith  
10,470  
Gena Rae Gass  
10,426  
Cecilia C. James  
10,149  
Michelle Sudeth\*  
10,125  
Patty J. Olson  
10,086

SAPPHIRE/ZAFIRO

Kathy Helou\*\*\*  
\$54,732  
Lupita Magaña\*\*  
31,512

Debi R. Moore\*  
27,834  
Pamela A. Fortenberry-Slate\*  
25,844  
SuzAnne Brothers\*  
24,790  
Kimberly R. Copeland  
21,721  
Kristin Myers\*  
21,193  
Sara Pedraza-Chacón\*  
20,779  
Lorraine B. Newton  
20,541  
Davanne D. Moul\*  
19,939  
Morayma Rosas  
19,567  
Maggie Nevárez\*  
18,969  
Alma Orrostieta  
18,670  
Cyndee Gress\*  
18,517  
Valerie J. Bagnol\*  
17,387  
Somer Fortenberry  
16,873  
Scarlett Simpson\*  
16,006  
Paola Ramírez  
14,784  
Diane L. Mentiply  
14,111  
Alicia Lindley-Adkins\*  
14,095  
Dawn Otten-Sweeney  
13,543  
Ruth L. Everhart  
12,490  
Janis Z. Trude  
12,342  
Elizabeth Sánchez  
11,973  
Evalina Chávez  
11,777  
Mia Mason Porter  
11,588  
Debra M. Wehrer  
11,065  
Alejandra Zurita  
10,754  
LaRonda L. Daigle  
10,598  
Sylvia Kalicak\*  
10,567  
Lupita Díaz  
10,554  
Angie S. Day\*  
10,384  
Kelly McCarroll  
10,318



Cathy E. Littlejohn  
10,309  
Julie Weaver  
10,038

#### EMERALD/ESMERALDA

Gloria Mayfield Banks\*\*\*  
\$74,415

Patricia Turker\*\*  
58,560

Sonia Pérez\*\*  
37,823

Dacia Wiegand\*\*  
25,739

Evelinda Díaz\*  
24,191

Dayana Polanco\*  
22,272

Mayuli Rolo\*  
20,521

Rosibel L. Shahín\*  
19,507

Julianne Nagle\*  
18,694

Pam I. Higgs  
18,486

Pamela E. Tull  
17,803

Kerry Buskirk\*  
17,359

Gina Rodríguez-Orriola  
17,343

Ada García-Herrera\*  
16,870

Anita Tripp Brewton\*  
16,798

Tammy Crayk  
16,073

Sonia Bonilla  
15,899

Auri Hatheway  
15,508

Pam Klickna Powell  
14,432

Cathy Bill\*  
13,908

Monique Balboa  
13,808

Bianny Ramírez  
13,506

Kym A. Walker\*  
13,080

Kirk Gillespie  
12,920

Joanne R. Bertalan\*  
12,193

Noemi C. Jaimes  
11,983

Sue Wallace  
11,869

Yudith Pupo  
11,674

Crisette M. Ellis  
11,658

Roya Mattis  
11,364

Luzmila E. Abadia Carranza\*  
11,232

Caterina M. Harris Earl  
11,088

Noelia Jaimes\*  
10,787

Jill D. Davis  
10,293

#### DIAMOND/DIAMANTE

Lisa Madson\*  
\$45,762

Pamela Waldrop Shaw\*\*  
24,493

O'Nelly Encarnación  
23,394

Dawn A. Dunn\*  
21,348

Connie A. Kittson\*  
21,217

Julia Burnett\*  
20,393

Kay E. Elvrum  
19,899

María Monarrez  
18,367

Lily Orellana  
17,591

Shannon C. Andrews\*  
17,367

Kristin Sharpe  
17,174

Sue Pankow  
16,593

Candy D. Lewis  
15,650

Lisa Allison  
15,309

Yosaira Sánchez\*  
15,093

Leah Lauchlan  
14,413

Evitelia Valdez-Cruz  
13,998

Susan M. Hohlman\*  
13,857

Yvonne S. Lemmon  
13,241

Rebecca Evans\*  
13,183

Robin Rowland  
12,950

Diana Sumpter  
12,678

Kaye Driggers  
12,514

Vicki Jo Auth  
12,479

Alia L. Head  
12,219

Roxanne McInroe  
11,813

Julia Mundy  
11,656

Sharon L. Buck  
11,516

Lynnea E. Tate  
11,421

Rosa Carmen Fernández  
10,881

Shelly Gladstein  
10,735

Pam Ross\*  
10,413

Heidi Goelzer  
10,218

\* Denotes Senior NSD

\*\* Denotes Executive NSD

\*\*\* Denotes Elite Executive NSD

\* Denota DNV Senior

\*\* Denota DNV Ejecutiva

\*\*\* Denota DNV Ejecutiva de Élite

## MARY KAY ANGELS ÁNGELES MARY KAY

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in April 2018./Integrantes del cuerpo de ventas independiente que lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en abril de 2018.

#### TOP UNIT - ESTIMATED RETAIL PRODUCTION / PRIMERA UNIDAD — PRODUCCIÓN ESTIMADA AL MENUDEO

RUBY/RUBÍ, Kayla Steinman, <i>Go-Give Area</i>	\$82,067
SAPPHIRE/ZAFIRO, Keita Powell, <i>Go-Give Area</i>	\$104,939
EMERALD/ESMERALDA, Nicole McDaniel, <i>Go-Give Area</i>	\$85,196
DIAMOND/DIAMANTE, Mary King, <i>Go-Give Area</i>	\$85,504

#### TOP SALES DIRECTOR - PERSONAL SALES / PRIMERA DIRECTORA DE VENTAS: VENTAS PERSONALES

RUBY/RUBÍ, Elizabeth Kramer, <i>Go-Give Area</i>	\$13,555
SAPPHIRE/ZAFIRO, Kristin Billman, <i>R. Fraczkowski Area</i>	\$15,736
EMERALD/ESMERALDA, Tracy Clymer, <i>C. Bill Area</i>	\$14,104
DIAMOND/DIAMANTE, Kelly Freeman, <i>K. Ford Area</i>	\$34,735

#### TOP BEAUTY CONSULTANT - PERSONAL SALES / PRIMERA CONSULTORA DE BELLEZA: VENTAS PERSONALES

RUBY/RUBÍ, Courtney Wilson, N. West Unit, <i>T. Vavala Area</i>	\$16,158
SAPPHIRE/ZAFIRO, Somendar Gautam, P. Webster Unit, <i>Go-Give Area</i>	\$13,352
EMERALD/ESMERALDA, Idalia Velasquez, R. Shahin Unit, <i>R. Shahin Area</i>	\$17,697
DIAMOND/DIAMANTE, Christine Rhoney, R. Hirneisen Unit, <i>D. Dunn Area</i>	\$15,739

#### TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

RUBY/RUBÍ, Sales Director Tassiane Assis, <i>Go-Give Area</i>	17 New Team Members
SAPPHIRE/ZAFIRO, Janet Poole, M. Dailey Unit, <i>Go-Give Area</i>	16 New Team Members
EMERALD/ESMERALDA, Rosario Clavel, R. Shahin Unit, <i>R. Shahin Area</i>	12 New Team Members
DIAMOND/DIAMANTE, Sales Director Magnolia Bermejo, <i>E. Bermeo Area</i>	10 New Team Members

## TOP UNIT BUILDERS PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for April 2018./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en abril de 2018.

#### RUBY/RUBÍ

Pamela D. Cox	30 New Unit Members
Mya Hull	25 New Unit Members
Stephanie L. Coker	23 New Unit Members
Ana P. Farrell	22 New Unit Members
Celia Guncay	22 New Unit Members
Lauren N. Bloomer	21 New Unit Members
Beatriz Cruz	21 New Unit Members
Guadalupe Palmerin	21 New Unit Members
Eusebia Bonilla	20 New Unit Members
Candace L. Doverspike	20 New Unit Members
Laurie T. Plyler	20 New Unit Members

#### SAPPHIRE/ZAFIRO

Yvonne L. Capehart	44 New Unit Members
Moleda G. Dailey	36 New Unit Members
Keita Powell	36 New Unit Members
Patrice M. Smith	34 New Unit Members
Glennita Grant-Greene	28 New Unit Members
Charmayne Wilson-Mayowa	28 New Unit Members
Cycelia D. Matthews	27 New Unit Members
Rheanonda R. Johnson Gray	26 New Unit Members

#### EMERALD/ESMERALDA

Emily S. Vjil	30 New Unit Members
Rachelle Holloway	29 New Unit Members
Breanne Sufrin	29 New Unit Members
Rachel A. Holowecky	26 New Unit Members
Liudys Martinez	24 New Unit Members
Sahily Cruz	23 New Unit Members
Allyson L. Jankowski	22 New Unit Members
Katy Goldstein	21 New Unit Members
Michelle L. Calbert	20 New Unit Members
Loyda A. Cruz De Polanco	20 New Unit Members

#### DIAMOND/DIAMANTE

Adilia Arenibar	26 New Unit Members
Ellen Ezekiel Farquharson	22 New Unit Members
Christina L. Frantz	20 New Unit Members
Cynthia Ruccia	20 New Unit Members

TENACITY AND PERSEVERANCE  
ARE ESSENTIAL QUALITIES FOR  
SUCCESS IN BUSINESS./ LA  
TENACIDAD Y LA PERSEVERANCIA  
SON CUALIDADES ESENCIALES  
PARA EL ÉXITO EN LOS NEGOCIOS.

Mary Kay

A LEADER IS SOMEONE WHO KNOWS WHERE HE OR SHE IS GOING  
AND IS ABLE TO TAKE OTHERS WITH THEM./ UNA LÍDER ES LA QUE  
SABE ADÓNDE VA, CAPAZ DE LLEVAR A OTRAS CON ELLA.

Mary Kay

# EMERALD / *ESMERALDA*

## NEW DEBUTS

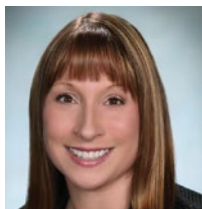
### DEBUTES

**February/Febrero 2018**

Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch*\* under "Resources," click "DIQ Program." / Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita el sitio electrónico *Mary Kay InTouch*\*. En el apartado "Recursos", haz clic en "Programa DIQ".



Sierra Lynn Dominiak  
Smithville, Mo.  
M. Dominiak Unit



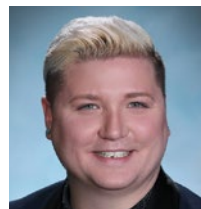
Deanne Field  
Montrose, Pa.  
K. Harris Unit



Chris E. Landis  
Mulvane, Kan.  
K. Buskirk Unit



Dana Lewis  
Dallas, Texas  
S. Goodwin Monday Unit



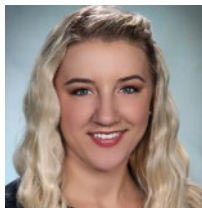
Shaun Littlejohn-Taylor  
Dallas, Texas  
C. Lucas Unit



Kamilah Shani Mayo  
Antioch, Calif.  
N. Ojukwu Unit



Donna Lewice Thomas  
Paducah, Ky.  
S. Crowell Unit



Brittany Urban  
Corfu, N.Y.  
C. Smith Unit



Patricia Villarreal  
Fort Worth, Texas  
A. Quinn Unit



Bibiana Zambrano Eugenio  
Memphis, Tenn.  
V. Mercado Unit



**Not pictured/Sin foto:** *Sarai Alvarez*, Woodbridge, Va., A. Garcia-Herrera Unit; *Isabel Arenas*, Bradenton, Fla., Y. Alvarado Unit; *Martha Barrientos*, Tampa, Fla., K. Lopez Salinas Unit; *Yatnelys Castellano*, Miami, Fla., M. Lopez Unit; *Jacalyn Cull*, Rome, NY, S. Castro Unit; *Cristina Delgado*, Ellenton, Fla., E. Hall Unit; *Milagro Hernandez*, Sanford, N.C., R. Shahin Unit; *Liliana Herrera*, Garner, N.C., Y. Alvarado Unit; *Karen Herradora Lopez*, Saint Paul, Minn., S. Alconedo Unit; *Margarita Nino*, San Bernardino, Calif., M. Gomez Unit; *Caroline Ediri Ogah*, Raleigh, N.C., N. Privette-Jones Unit; *Delphine Kehaulani Ontai*, Phoenix, Ariz., K. Oliveira Unit; *Desaree Owens*, Memphis, Tenn., S. Bowser-Newson Unit; *Damaris Pena*, Orlando, Fla., Y. Pupo Unit; *Herita Perez*, Wheaton, Md., G. Palacios Unit; *Maria Padilla Perozo*, Miami, Fla., P. Ofarill Unit; *Rosa Odilia Polanco*, Frederick, Md., K. Medina Unit; *Lucia Rodas*, Washington, D.C., K. Vasquez Espinoza Unit; *Rachael Ann Steudeman*, O Fallon, Ill., K. Goldstein Unit; *Becky Leigh Tetrick*, Pomeroy, Wash., R. Beale Unit; *Maria Del Carmen Torres*, Antioch, Tenn., K. Cruz Unit; *Sanjuana Vargas*, Bradenton, Fla., E. Hall Unit; *Diane Marie Wales*, Dover, Pa., B. Wilbur Unit; *Heidy Y Xilloj*, Annandale, Va., F. Rodriguez Unit; *Maria Cristina Zuniga*, Canyon Country, Calif., M. Zuniga Unit.

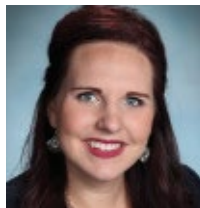
## DEAN'S LIST

### LISTA DEL DECANO



**April/Abril 2017**

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



Melissa M. Ventre  
Beatrice, Neb.  
Annaka Kraffka Area  
Ruby Seminar

**Not pictured/Sin foto:** *Maria N. R Don Juan*, Houston, Texas, R. Fernandez Area, Diamond Seminar; *Morena Arias*, Washington, DC, S. Bonilla Area, Emerald Seminar.

## 13% CLUB

### CLUB DEL 13%

**April/Abril 2018**

The top 25 independent sales force members in the **Emerald** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during April. / Primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área **Esmeralda** que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en abril.

#### EMERALD/ESMERALDA

Bohyung Park, K. Nakao Unit	\$3,309
Sales Director Michelle A. Cunningham	2,556
Sales Director Elva Jordan	2,152
Sales Director Emily S. Vijil	1,853
Rosario E. Clavel, R. Shahin Unit	1,713
Sales Director Stacey Craft	1,674
Sales Director Lizi M. Gregory	1,601
Sales Director Ashley N. Clinesmith	1,557
Sales Director Luisa Urena Mora	1,538
Sales Director Dawn Coby	1,503
Sales Director Ebun Osaze	1,490
Sales Director Elsi Coto	1,484
Sales Director Kathryn L. Engstrom	1,467

Tami Deines, R. Holloway Unit	1,467
Sales Director Olushola A. Kuku	1,336
Sales Director Michelle Lyle	1,335
Sales Director Teresa Bolden	1,309
Sales Director Shauna L. Abbotts	1,297
Sales Director Yassmin Alvarado	1,287
Sales Director Lindsay E. Freisthler	1,284
Kayla J. Holt, N. Edgemon Unit	1,281
Sales Director Zola V. White	1,261
Sales Director Kathryn E. Duez	1,246
Sales Director Katy Goldstein	1,239
Sales Director Haydee Guzman	1,238



## TRIPLE CROWN TRIPLE CORONA



**April/Abril 2017**

Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date./Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su fecha de debut.

**Not pictured./Sin foto:** *Morena Arias, Washington, DC., Sonia Suyapa Bonilla Area.*



Maria D. Cruz  
Oxon Hill, Md.  
S. Bonilla Area



Marvette A. Hill-Harris  
Oakland, Calif.  
C. Harris Earl Area



Awanda Moore  
El Cajon, Calif.  
K. Oliveira Area



## HONORS SOCIETY SOCIEDAD DE HONOR

**April/Abril 2017**

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

**Not pictured./Sin foto:** *Morena Arias, Washington, DC., Sonia Suyapa Bonilla Area.*



Maria D. Cruz  
Oxon Hill, Md.  
S. Bonilla Area



Marvette A. Hill-Harris  
Oakland, Calif.  
C. Harris Earl Area



Awanda Moore  
El Cajon, Calif.  
K. Oliveira Area

## FABULOUS 50s FABULOSOS 50

**October/Octubre 2017**

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

**Not pictured./Sin foto:** *Juana Eleuterio Valdez, Clearwater, Fla., Emerald Go Give Area; Ludys Martinez; Miami Lakes, Fla., Y. Pupo Area; Gloria Palacios, Silver Spring, Md., S. Bonilla Area; Valeria Vargas, Miami, Fla., B. Ramirez Area.*



Rachel A. Holowecky  
South Amherst, Ohio  
Emerald Go Give Area



Evelyn Yadira Reyes  
Ridgewood, N.Y.  
S. Arriola Area



- 1 ON THE MOVE
  - 2 FABULOUS 50s
  - 3 HONORS SOCIETY
- Rings are shown stacked./  
Los anillos se muestran encimados.

## ON THE MOVE EN ACCIÓN

**February/Febrero 2018**

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

Isabel Arenas  
Cristina Delgado  
Liliana Herrera  
Karen H. Lopez  
Kamilah S. Mayo  
Caroline E. Ogah  
María Padilla Perozo

Rachael A. Steudeman  
Maria D. Torres  
Brittany Urban  
Sanjuana Vargas  
Patricia Villarreal  
Heidy Y. Xilloj  
Bibiana Zambrano Eugenio

## FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

**April/Abril 2018**

Independent Beauty Consultants who added at least three active new personal team members during February./Consultoras de Belleza Independientes que obtuvieron por lo menos tres nuevas integrantes de equipo personal activas en febrero.

Brittany N. Abraham  
Leiny B. Aguilar  
Yaritza Aguilar  
Angie Amador  
Jenny Amaya  
Anita Andrews  
Tiffany V. Arbogast  
Ana Arocha  
Anyi Artica  
Audrayana Ashley  
Ivon L. Atkinson  
Aughty L. Bailey  
Ana Barrientos  
Alyssa M. Barrios  
Veronica O. Barron

Deilys Basulto  
Melissa A. Batz  
Bertha A. Bermeo  
Natasha N. Blakely  
Arnie M. Blanchfield  
Maura Bourget  
Lauren A. Broadwell  
Regina Brown  
Dora Cabada  
Merci Cabrejos  
Beatriz B. Calcagno Reynoso  
Juana Carmona  
Olga A. Carrillo  
Jamie A. Carter  
Montserrat Castillo Angeles

**Red Jackets, cont.**

Jessica Celaya  
Rafaela Cervantes  
Yanet Chacon  
Nicole C. Chagnon  
Ada Collazo  
Yesica Coreas  
Dulce Cossio  
Virginia Cruz  
Ana DeLosSantos  
Ana Diaz  
Jocelyn C. Diaz  
Isabel Diaz-calautti  
Pamela L. Dibble  
Kristina N. Dick  
Sue E. Doane  
Christa Durden  
Dilcia P. Duron  
Rosemary Durr-Hodge  
Fabiana E. Eguez  
Merci Cabrejos  
Elda Escobar  
Juana A. Esparza Rodriguez  
Felicia M. Fair  
Any M. Fisher  
Angela K. Fitzsimmons

Ana Ruth Flores  
Felix Flores  
Marbella Flores  
Sonia E. Flores  
Danielle Florio  
Zurina Fonceca  
Alicia R. Frazier  
Lisa A. Fugate  
Reyna G. Gallegos  
Marjorie Garcia  
Esperansa A. Gonsalez  
Patricia Gonzales  
Sanjuana Gonzales  
Anita Greenhawk  
Carmen M. Guadarrama  
Ingrid Guerra  
Stephanie Haden  
Yeisy Hernandez  
Anahi Herrera  
Gabriela D. Herrera Aguilar  
Paige Hewitt  
Kristy L. Hill  
Deborah Holden  
Formekia S. Horn  
Tonya L. Hornback

## Red Jackets, cont.

Lindsey M. Howell  
Diana Ioncu  
Holly N. Johnson  
Tatyanne Johnson  
Ashley N. Jones  
Susana Juarez  
Hazel M. Justiz  
Darian J. Kline  
Aoi Koenig  
Sydney N. Kuehler  
Mandy Langa  
Emily A. Leiter  
Jill Libby  
Patricia Llanos Ventura  
Amanda Lopes  
Ana Lopez  
Dina M. Lopez  
Maria G. Lopez  
Emily M. Lynch  
Geidy Machado  
Yaqueline Marquez  
Antonia E. Martinez  
Margarita Martinez  
Suzette Martinez  
Patricia Mayorga  
Keiona C. McBride  
Shaina McNeil  
Niurka Melo  
Laura Mendez Gallegos  
Luis Y. Mendoza  
Altagracia C. Meran  
Tracey J. Merrill  
Belkiz Monserrat  
Liz Montero Coto  
Daniela Morales  
Delmy J. Morales  
Samary Morales  
Rachel L. Morris  
Bernadette Mouketou  
Filomena Nava  
Maria Negrini  
Aliya I. Nunnally  
Edy B. Obando  
Ashley N. Okafor  
Patricia Ortega  
Arely Ortiz  
Nereida Ortiz  
Lenia Osorio  
Kimberly Pacheco  
Rita Padilla  
Erika M. Palacios  
Melissa L. Parada  
Wanda Pastrana  
Diana P. Penafiel  
Maria G. Perez  
Sofia Perez  
Dawn R. Pettersen

Esther Pina  
Haley Pinon  
Linda I. Ponce  
Zoila Portilla  
Beatriz Portillo  
Kathleen Potter  
Shelia D. Price  
Suzanne Rajski  
Coralia Reid  
Maria Reitano  
Lizandra P. Reyes  
Matha T. Rivera  
Debra Rodgers  
Cristina M. Rodriguez  
Maria A. Romero  
Silvia Romero  
Petroline Scalxot  
Aida Salas  
Maria Salazar  
Fernanda S. Sandoval  
Sandra L. Sandoval Morales  
Ana M. Sandrea  
Nicole Santana Cedano  
Nadiuska M. Santana-Negron  
Flavia Santiago  
Angelica Santos  
Jessica L. Simon  
Latanya Singleton  
Alex R. Smith  
Becca Spaulding  
Ashley R. Sportiello  
Latyra J. Stampley  
Lydia Stevens  
Sara J. Streur  
Ana Y. Talavera  
Cynthia Tegnander  
Maria A. Tirado  
Tori R. Van Doren  
Emilia Vargas  
Monica A. Vargas  
Maria D. Vasquez  
Idalia Y. Velasquez  
Maria Verde  
Danelys Villa  
Wendy Villalta  
Patricia M. White  
Meghan Wren  
Andrea Young



## GRAND ACHIEVERS GRAN GANADORAS

### April qualifiers/Calificadas en abril 2018

Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on *Mary Kay InTouch*® under "Resources," "Publications" and "Advance Brochure." / Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora visita Recursos Publicaciones y Folleto *Avance* en *Mary Kay InTouch*®.

### SALES DIRECTORS / DIRECTORAS DE VENTAS

Valerie Graham

### CONSULTANTS / CONSULTORAS

Tami Deines  
Dana L. Loudermilk\*  
Olivia Liz E. Shultz

\*Denotes requilified driver/  
Denota conductora  
recalificada.

## GOLD MEDALS MEDALLAS DE ORO

### April/Abril 2018

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

### New Team Members/Nuevas integrantes de equipo

#### 81 GOLD MEDALS

Sales Director  
Roberto Castillo

#### 20 GOLD MEDALS

Sales Director  
Jenny De la Cruz

#### 67 GOLD MEDALS

Sales Director  
Juana Vega

#### 19 GOLD MEDALS

Sales Director  
Ella Roman

#### 66 GOLD MEDALS

Sales Director  
Ana De Leon

#### 17 GOLD MEDALS

Sales Director  
Beverly Cox

#### 58 GOLD MEDALS

Sales Director  
Yvette Black

#### 16 GOLD MEDALS

Sales Director  
Gloria Brooks

#### 57 GOLD MEDALS

Sales Director  
Linda Chasten

#### 15 GOLD MEDALS

Sales Director  
Gisela Valdes

#### 54 GOLD MEDALS

Sales Director  
Leonor Colin

#### 14 GOLD MEDALS

Sales Director  
Debra Kelly-McGill

#### 50 GOLD MEDALS

Sales Director  
Greyves Lutzow

#### 13 GOLD MEDALS

Sales Director  
Esmeralda Steel

#### 48 GOLD MEDALS

Sales Director  
Maggie Rader

#### 12 GOLD MEDALS

Sales Director  
Marcel Ascuntar

#### 46 GOLD MEDALS

Sales Director  
Jacqueline Moore

#### 11 GOLD MEDALS

Sales Director  
Noelani Mitchell

#### 44 GOLD MEDALS

Sales Director  
Sylvia Hill

#### 10 GOLD MEDALS

Sales Director  
Rosa Alvarez

#### 37 GOLD MEDALS

Sales Director  
Rita Allen

#### 9 GOLD MEDALS

Sales Director  
Juana Cerda-Ruiz

#### 36 GOLD MEDALS

Sales Director  
Faith Ogala

#### 8 GOLD MEDALS

Sales Director  
Abigail Quinn

#### 33 GOLD MEDALS

Sales Director  
Emily Vijil

#### 7 GOLD MEDALS

Sales Director  
Shannon Palko

#### 32 GOLD MEDALS

Sales Director  
Sherry Ray

#### 6 GOLD MEDALS

Sales Director  
Alis Rivera

#### 31 GOLD MEDALS

Sales Director  
Jacinta Gitau

#### 5 GOLD MEDALS

Sales Director  
Martha Garay

#### 30 GOLD MEDALS

Sales Director  
Migdalia Espitia

#### 4 GOLD MEDALS

Sales Director  
Lizi Gregory

#### 29 GOLD MEDALS

Sales Director  
Otilia Galaviz

#### 3 GOLD MEDALS

Sales Director  
Katie Hogan

#### 28 GOLD MEDALS

Sales Director  
Teresa Bolden

#### 2 GOLD MEDALS

Sales Director  
Daneela Wadsworth

#### 27 GOLD MEDALS

Sales Director  
Stephanie Castro

#### 1 GOLD MEDAL

Sales Director  
Doraysi Coca

#### 26 GOLD MEDALS

Sales Director  
Antonia Miranda

#### 5 GOLD MEDALS

Sales Director  
Jennifer Molina

#### 24 GOLD MEDALS

Sales Director  
Ashley C. Butler

#### 4 GOLD MEDALS

Sales Director  
Jessica Simon

#### 23 GOLD MEDALS

Sales Director  
Cynthia Eichelberger

#### 3 GOLD MEDALS

Sales Director  
Vanessa Tutillo

#### 22 GOLD MEDALS

Sales Director  
Yassmin Alvarado

#### 2 GOLD MEDALS

Sales Director  
N. Cardona Unit

#### 21 GOLD MEDALS

Sales Director  
Ngozi Ojukwu

#### 1 GOLD MEDAL

Sales Director  
Doraysi Coca

Tami Deines, R. Holloway Unit 7  
Nicola Follina, A. Doller Unit 6  
Sales Director Maria Garay 5  
Althea Lawson, L. Chisholm Unit 8  
Linda Pospichal, J. Recenello Armfield Unit 5  
Sales Director Robin Smith 5  
4 GOLD MEDALS  
Sales Director Karol Arias 6  
Rebecca Browne-Thomas, D. Black Unit 6  
Mirna Calderon-Caballero, A. Garcia-Herrera Unit 6  
Dolores De La Cuesta, M. Otero Unit 10  
Sales Director Diana Figueroa 5  
Sales Director Olga Giraldo 5  
Sales Director Liliana Herrera 7  
Sales Director Mailis Matamoros 5  
Sales Director Rosa Polanco 6  
Olivia Liz Shultz, L. Modic Unit 12  
3 GOLD MEDALS  
Margie Arnold, K. Shuford Wright Unit 5  
Sales Director Maria Brito-Trujillo 6  
Rosario Clavel, R. Shahin Unit 12  
Gisselle De La Rosa, M. Molina Ramirez Unit 7  
Nora Diaz, Y. Alvarado Unit 8  
Sales Director Cecilia Estrada 5  
Joslyn Francis, R. Holowucky Unit 11  
Kayla Holt, N. Edgemon Unit 7  
Claudia Mejia, E. Vijil Unit 5  
Sales Director Patricia Ofarrill 5  
Elba Perez, R. Ek-Chan Unit 5  
Sales Director Beronica Quevedo 7  
Stephanie Robbins, M. Wilson Unit 5  
Dallas Shrawder, C. Vedis Unit 5  
2 GOLD MEDALS  
Reyes Almonte, R. Morel Unit 5  
Lisbeth Arocha, M. Padilla Perozo Unit 8  
Dellys Basulto, L. Hidalgo Unit 5  
Esmeralda Castillo De Ramirez, I. Rivera Unit 8  
Raina Coposky, M. Backman Unit 5  
Patricia Dejesus, J. Taylor Unit 6  
Ana Diaz, E. Vijil Unit 5  
Nicole Farkas, C. Bloink Unit 8  
Elizabeth Franco, E. Diaz Unit 8  
Naybin Gomez Dager, L. Rodriguez Unit 5  
Rocio Hernandez, M. Avalos Unit 5  
Katie Hogan, R. Holowucky Unit 6  
Xiomara Juliao, M. Jimenez Unit 7  
Jerry Koedyker, K. Riddle Unit 5  
Sara Lam, I. Guerrero Unit 5  
Yanet Lopez, L. Martinez Unit 5  
Jennifer Molina, J. Mendoza Unit 5  
Sales Director Maria Padilla Perozo 5  
Adriana Ramirez, A. Guerra Unit 6  
Tanice Reddae, R. Brinker Unit 7  
Chelsea Rolly, R. Holloway Unit 5  
Debora Rosales, N. Cardona Unit 7  
Kathlyn Swidecki, L. Vran Unit 6  
Imalay Trocel Perez, M. Moreno Unit 5  
Sales Director Valeria Vargas 5  
1 GOLD MEDAL  
Maria Aleman, C. Argueta Unit 5  
Ana Arocha, J. Macias Unit 7  
Angela Arreces, S. Arriola Unit 6  
Ivon Atkinson, J. Cerda-Ruiz Unit 8  
Lillian Calderon, M. Torres Unit 5  
Jamie Carter, L. Bilancione Unit 5  
Dolores Castillo, M. Padilla Unit 5  
Monserrat Castillo Angeles, A. Sobalvarro Unit 6  
Nicole Chagnon, J. Anderson Unit 5  
Dulce Cossio, E. Fonseca Unit 5  
Sara Cox, D. Wiegandt Unit 5  
Christa Durden, D. Thomas Unit 7  
Angelica Escalona, A. Dubront Pinto Unit 5  
Elda Escobar, C. Ruiz Enriquez Unit 5  
Felix Flores, R. Ventura Gomez Unit 8  
Charlene Fowler, S. Goodwin Monday Unit 5  
Marjorie Garcia, E. Vijil Unit 9  
Patricia Gonzales, M. Rodriguez Unit 5  
Sanjuana Gonzales, A. Hernandez Montiel Unit 7  
Yeisy Hernandez, S. Cruz Unit 5  
Gabriela Herrera Aguilar, G. Mendoza Unit 5  
Amanda Lopez, L. Marshall Unit 5  
Dina Lopez, R. Ek-Chan Unit 8  
Maria Lopez, M. Lopez Unit 6  
Maria Marrero, N. Hernandez Unit 5  
Margarita Martinez, G. Rabago Unit 6  
Eusebia Mateo Mora, A. Hiraldo Unit 5  
Cheryl Melendez, N. Jimenez Gutierrez Unit 5  
Samary Morales, E. Zamudio Unit 8  
Yulis Mota Martinez, Y. Agüero Unit 5  
Sales Director Catalina Muro 5  
Sharon Packett, M. Calbert Unit 5  
Amy Parris, H. Hulsey Unit 7  
Joscelyn Paulin, B. Sufrin Unit 5  
Brittney Perrin, K. James Unit 5  
Dawn Pettersen, A. Jurek Unit 6  
Maria Pineda, A. Rivera Unit 5  
Laura Ramirez, M. Crespo Unit 5  
Sucely Ramos, Y. Gonzalez Unit 8  
Lizandra Reyes, S. Cruz Unit 8  
Cheryl Reynon, S. Wallace Unit 6  
Carolina Rodriguez, N. Amaya Unit 5  
Kristina Rodriguez, B. Sufrin Unit 5  
Patricia Rojero, N. Ahumada Unit 7  
Maria Salazar, C. Estrada Unit 6  
Idarys Sanabria, B. Torres Unit 6  
Jessica Simon, B. Sufrin Unit 5  
Vanessa Tutillo, O. Cuzco Unit 5  
Idalia Velasquez, R. Shahin Unit 5  
Danelys Villa, L. Martinez Unit 6  
Wendy Villalta, P. Mendoza Unit 9  
Meghan Wilkins, R. Holloway Unit 5  
Sharlane Williams, S. Hill Unit 5  
Meghan Wren, K. James Unit 5

# ACHIEVEMENT CIRCLE

## CÍRCULO DE LOGROS

April/Abril 2018

The top 100 Independent Sales Directors in each Seminar area based on their April 2018 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de abril de 2018.

### RUBY/RUBÍ

Kaela L. Steinman	\$82,067
Li Fang Song	81,713
Krystal D. Downey-Shada	80,844
Thessy N. Nwachukwu	80,176
Susan Moore	79,808
Melissa M. Smith	72,322
Patti Cornell	71,076
Nicole West	66,312
Stacey P. Nelson	66,036
Diane K. Lundgren	65,553
Lisa Hansen	64,966
Sandra Estudillo	63,975
Kali DeBlander Brigham	63,707
Amy C. Schule	62,765
Cleta Colson-Eyre	62,039
Ginger J. Benedict	61,269
Brenda Fenner	61,101
Heather A. Daniel-Kent	61,036
Sherri Ammons	60,098
Donna Clark-Driscoll	60,089
Sonya F. Goins	59,269
Laurie T. Plyler	58,900
Paulina Fernandez	58,828
Paula M. Kirkpatrick	58,727
Maureen Shipp	58,496
Gale H. Dennison	58,494
Mary A. Dell	58,408
Suzanne Moeller	57,835
K.T.M. Martin	57,463
Laura V. Middleton	57,420
Candace L. Doverspike	57,405
Jenn Kirkham	57,167
Jeanette Curren-Cochran	56,810
Ryan A. Rives	56,211
Marnie R. Yunger	55,727
Valerie A. Lucio-Polk	55,307
Lauren N. Bloomer	55,244
Terry S. Smith	55,082
Joanne C. York	54,873
Stephanie L. Coker	54,849
Crystal C. Hubbard	54,734
Lisa D. Prescott	53,761
Lisa Anne Harmon	53,593
Jacqueline N. Alford	53,572
Stephanie Audino	53,219
Barbara Pleet	53,070
Ana P. Farrell	52,232
Laura A. Kattenbraker	51,692
Judie Roman	51,098
Kellee L. Valerio	50,218
Christy M. Cox	49,151
Caitlin M. Griffo	48,976
Sheryl J. Arena	48,878
Tamarie M. Bradford	48,403
Carmen J. Felix	48,376
Tammy D. Niehaus	47,975
Mya Hull	47,712
Jenna M. Larson	47,665
Jennifer Isenhardt	47,489
Patty L. Bojan	47,011
Elena Santos	46,809
Gloria Moreno Medrano	46,676
Maricruz Flores	46,553
Courtney L. Armstrong	46,497
Susan C. Ehrnstrom	46,373
Teri A. Walter	46,368
Lisa V. Bauer	46,327
Tammy Brown	46,103
Julie B. Potts	45,913
Eusebia Bonilla	45,609
Jill E. VanderMeer	45,464
Debbie A. Hocott	44,607

Elizabeth A. Viola	44,528
Elizabeth A. Kramer	44,280
Julie Smith	44,211
Barbara L. Harrison	43,834
Amy Kitrell	43,521
Susie J. Serio	42,834
Laurie C. Cole	42,680
Randi S. Gleason	42,237
Sylvia T. Barritt	42,229
Tracey L. Chavez	41,992
Sheryl K. Martin	41,816
Guadalupe Palmerin	41,567
Stephanie C. Arbaugh	41,481
Ruthie Bresette	41,393
Pamela D. Cox	41,340
Dori M. Fennell	41,145
Milbella Sosa	41,113
Wendy L. Masterson	40,918
Heather J. McKinney	40,823
Jordan Twiley	40,532
Rose Campbell	40,360
Debbie A. Elbrecht	39,972
Taryn J. Sneed	39,787
Susan A. Smith	39,706
Shari M. Kirschner	39,668
Mary Beth Pfeifer	39,154
Brandy D. Herring	39,021
Rachael M. Bullock	38,918

### SAPPHIRE/ZAFIRO

Keita Powell	\$104,939
Debbie A. Weld	102,148
Katherine L. Longley	90,339
Natricia M. Smith	86,290
Linda Meier	76,490
Randi Stevens	75,236
Moleda G. Dailey	72,867
Robin S. Moody	71,607
Casie Hembree	69,774
Nedra R. White	68,068
Jeanette M. Thompson	67,681
Angela P. LaFrance	67,562
Vicki Piccirilli	67,015
Tracey A. Fields-Hedrick	64,775
Cynthia S. Sheppa	64,672
Lady Ruth Brown	61,097
Gloria J. Johnson	60,864
Julie B. Sapp	59,190
Kimberly Leigh Moore	58,965
Mary Lou Ardohain	58,823
Karla M. Reno	58,182
Robyn S. Cartmill	58,173
Waverly R. Copeland	57,376
Tirza Llanes	57,219
Amanda Gustafson	57,134
Evelyn Pirhalla	56,931
Stephanie L. Lenard	56,412
Petrie L. Huffman	55,637
Julie Neal	55,465
Ann W. Sherman	55,110
Beverly A. Stephens	55,064
Cycelia D. Matthews	54,501
Julie A. Griffin	54,416
Linda H. Rowsey	54,394
Jennifer K. Guidry	54,022
Missy M. O'Neal	52,594
Hilda Marrofo	52,060
Dolores Keller	51,971
Monica Garcia	51,302
Marie E. Vlainck	49,850
Cindy Watkins	49,793
Rheanonda R. Johnson Gray	49,678

Tracy Grodsky-Dunn	49,601
Herendira Garcia	49,563
Patty Webster	48,263
Michele M. Armes	47,582
Tracy Potter	47,258
Maria Claxton-Taylor	46,876
Peggy Matish	46,233
Yvonne L. Capehart	46,159
Jennifer R. Shuler	46,092
Christine M. Jessee	45,847
Carol Lee Johnson	45,780
Jennifer Levitt	45,718
Kathy Lee	45,621
Mary K. White	45,617
Kristi M. Anderson	45,454
Pamela Brigante	45,372
Jahna L. Stone	45,266
Sandi Gaither	45,232
Candace N. Holte	45,183
Jessica Holzbach	44,273
Linne' Lane	44,191
Kaye Yuen	44,092
Cindy Harness	44,067
Doris M. Quackenbush	43,868
Laurieann Barclay	43,793
Jamie L. Lawrence	43,417
Kayla T. Cornish	43,368
Shelia Berry	43,248
Sataroo Purnell	43,037
Kathleen Bonadie	42,934
Hannah M. Brunner	42,909
Gail S. Scott	42,863
Joni D. Koontz	42,820
Kerri L. Ross	42,362
Tracy Foltz	42,005
Devin Gole	41,566
Krystal K. Hunsucker	41,114
Tina L. Hackett	41,014
Diane Covington	40,901
Rikki L. Miller	40,716
Gina C. Ulicny	40,434
Brooke E. Bennett-Young	40,292
Danice C. McEldowney	40,036
Marjorie S. Haun	40,005
Lynn C. Purser	39,897
Holly L. Bartz	39,879
Kelly L. Brock	39,856
Pam Garner Moore	39,730
Beth T. May	39,491
Bonnie Crumrin	39,429
Jerlene Vrana	39,309
Xiomara Guevara Flores	39,156
Penny J. Jackson	39,094
Linda A. Burns	38,820
Lorena Marquez	38,657
Laura Poling	38,541
Michele Cobin	38,426
Nancy W. Pettaway	38,389

### EMERALD/ESMERALDA

Nicole L. McDaniel	\$85,196
Stacey Craft	84,156
Nancy Boucher	82,947
Hilda L. Moreno	82,212
Stacy D. Foust	78,968
Jennifer L. Besecker	78,859
Hollie R. Sherrick	76,037
Mary Strauss	74,680
Melinda M. Balling	74,523
Keiko M. Nakao	71,785
Alison Jurek	70,606
Olayinka K. Adegbayi	69,412

Emily S. Vijil	69,214
Rachelle Holloway	68,354
Sheri Farrar-Meyer	66,171
Allyson L. Jankowski	65,293
Breanne Sufrin	63,105
Katy Goldstein	62,038
Shauna L. Abbotts	61,290
Deanna L. Spillman	60,642
Ebun Osaze	60,610
Christine D. Barrueco	60,045
Bridgett L. Moore	58,500
Angel Bloink	57,981
Angel Guerra	57,254
Betty McKendry	57,111
Karen E. Ridle	56,957
Cheryl T. Anderson	56,416
Amber L. Towne-Geehan	56,267
Melissa M. Wilson	55,115
Brenda Stafford	55,074
Michelle A. Cunningham	55,026
Michele S. Rankin	54,591
Kijuan R. McKinnie	54,491
Kim I. Bessey	54,039
Tracy A. Clymer	53,523
Dawn Wilson	52,754
Tammy West-Murrian	52,226
Menina M. Givens	52,168
Ashley N. Clinesmith	51,478
Jill Beckstedt	51,342
Emily Stone	50,822
Karen D. Holland	50,801
Shelley Money-Eldridge	49,991
Paula Tyree Bowman	49,853
Nikki H. Edgemon	49,832
Liz Voran	49,599
Denise Peterson	49,012
Silvia Rodriguez	48,771
Jennifer A. Enloe	48,720
Heather D. Hulsey	48,641
Audrey J. Doller	48,468
Cynthia Pack	48,409
Chris H. Teague	48,218
Cindy Anderson	48,122
Heather Shea Catts	48,090
Janice B. Hull	48,042
Tammie M. Hanson	47,992
Maggie Rader	47,945
Tandy Fischer	47,920
Kathleen L. Holmberg-Botelho	47,725
Lisa C. Mack	47,640
Denise G. Kucharski	47,392
Doreen Stevens	46,382
Carolyn Thompson	46,201
Kelly D. Conley	45,934
Tina M. Dees	45,056
Kathryn L. Engstrom	44,998
Brenda L. Wilbur	44,848
Rachel A. Holowecky	44,830
Debbie A. Thomas	44,693
Audrey L. Detesco-Nickell	44,548
Linda Klein	44,503
Mary C. Zimmerman	44,382
Elva Jordan	44,273
Margaret Neill	44,071
Debra Allison	44,004
Diana Figueroa	43,389
Phyllis I. Pinsker	42,444
Deirdre L. Eschazier	42,440
Ann F. Smith	42,209
Leah L. Bilancione	42,041
Kelly A. Fuller	42,031
Jill A. McCoy	41,835
Alyson R. Young-Guerra	41,418

Maria de La Luz Avila	41,226
Tammy Steele	40,957
Becki Hackett	40,793
Loyda A. Cruz De Polanco	40,698
Elsi Coto	40,561
Brendaliz Cajigas	40,343
Lindsay E. Freisthler	40,266
Yassmin Alvarado	40,157
Michelle L. Calbert	40,091
Jo M. Cotton	39,711
Lisa J. Charity	39,695
Pam Kelly	39,640
Joanna Helton	39,393
Sally Moreno	39,258
Delores E. Black	39,168

### DIAMOND/DIAMANTE

Mary Kathryn King	\$85,504
Amy Kemp	81,080
Susan M. McCoy	75,543
Shelly Palen	73,570
Marsha Morrisette	71,345
Laura E. Knight	70,035
Mariann Biase Mason	68,847
Christi G. Campbell	68,245
Suzanne T. Young	68,175
Crystal D. Gardner	67,584
Kelly Willer-Johnson	67,364
Christina L. Frantz	67,351
Priscilla McPheeters	66,343
Karime Rosas	65,307
Paula Kelsch	64,383
Donna K. Smith	62,106
Katherine M. Ward	61,371
Celeste Byrd	60,605
Sherrie C. Purvis	59,564
Mary P. Creech	58,000
Angela J. Fry	57,940
Alicia Borkowska	57,715
Cindy Machado-Flippin	57,449
Nicki R. Hill	57,430
Maranda M. Rains	56,515
Alicia Kingrey-Lokai	56,276
Emily E. Schuette	56,194
Holly A. Brown	55,174
Gerri Anne Morris	54,529
Terri J. Beckstead	54,408
Kim A. Messmer	54,080
Linda T. Cartiglia	53,341
LaChelle M. Seleski	53,220
Deborah S. Bailye	53,045
Nancy F. Castro	52,558
Adilia Arenibar	52,396
Deborah Dudas	51,894
Stephanie A. Richter	51,548
Taylor A. McKnight	50,809
Lindsey D. Christenson	50,247
Anne Geertsen	50,047
Irene Korobov	50,027

Jenny Siemonsma	49,821
Marty T. Wynn	49,539
Titilayo F. Otusajo	49,480
Kathy R. Bullard	49,118
Audrey K. MacDowall	48,572
Kathy I. Rosetti	48,337
Sharon B. Carney-Wright	48,132
Joan M. Farrell	47,760
Patricia Carr	47,757
Sylvia L. Martinez	47,423
Sara R. Pennella	47,298
Faith A. Gladding	46,878
Kelly K. Johnsrud	46,273
Mileta K. Kinser	45,924
Yuvis R. Alvarado	45,896
Maggie J. Eckert	45,705
Connie L. Russo	45,506
Ellen Ezekiel Farquharson	45,428
April C. Hutchinson	45,233
Julie Danskin	45,094
Susie Kopacz	44,901
Paula Grabau-Friedt	44,704
Tawnya Krempges	44,691
Rebekah Hirneisen	44,600
Megan N. Wilkes	44,468
Ashley S. Orr	44,378
Pat Joos	44,228
Lindsay R. Stewart	44,163
Maritza Murillo	43,928
Terri Lewis	43,743
Ingrid E. Smith	43,607
Nadine H. Huckabee-Stanley	43,471
Melissa R. Hennings	43,283
Billie Gillespie	43,039
Cindy S. Kriner	42,977
Christy Bigham	42,940
Christine Wittmann	42,824
Jessye R. Nichols	42,808
Sandy Griffith	42,797
Amy Zanto	42,667
Debbie Larson	42,600
Bisola Gbadamosi	42,479
Linda J. Bergerson	42,463
Beth Brinkley	42,329
Patty Y. Rovano	42,266
Allison Piro	42,138
Therma A. Aguasvivas	41,832
London A. Arbuckle	41,645
Cheryl A. Searcy	41,443
Katie VanDermarck	40,936
Amanda N. Wright	40,724
Kayla A. Holliday-Lamar	40,628
Jil Johnson	40,471
Susie Moore	40,435
Neressa Orr	40,409
Brenda Spain	40,385
Patricia Chairez	40,239
Sheryl Peterson	39,947

NOTHING HAPPENS UNTIL  
SOMEONE SELLS SOMETHING./  
NADA PASA HASTA QUE  
ALGUIEN VENDE ALGO.

Mary Kay



# COMMISSION CIRCLE

## CÍRCULO DE COMISIONES

April/Abril 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in April 2018. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en abril de 2018. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

### RUBY/RUBÍ

Jacqueline Alford	\$11,483
Sandra Estudillo	11,403
Patti Cornell	11,297
Terry S. Smith	11,058
Thessy N. Nwachukwu	11,022
Laurie T. Plyler	10,780
Li Fang Song	10,723
Susan Moore	10,583
Donna Clark-Driscoll	10,504
Melissa M. Smith	10,442
Kali DeBlander	
Brigham	10,025
Jenn Kirkham	10,009
Lauren N. Bloomer	9,990
Krystal D. Downey-Shada	9,805
Kaela L. Steinman	9,481
Ginger J. Benedict	9,250
Heather A. Daniel-Kent	9,248
Candace L. Doverspike	9,006
Tamarié M. Bradford	8,987
Carmen J. Felix	8,955
Amy Kitzell	8,509
Marye Durrer	8,430
Gale H. Dennison	8,421
Cleta Colson-Eyre	8,413
K.T.M. Martin	8,365
Mary A. Dell	8,192
Barbara Pleet	8,184
Maria Bautista	8,118
Joanne C. York	8,071
Angeles Sosa	8,065
Paula M. Kirkpatrick	8,048
Suzanne Moeller	8,036
Diana Gutierrez	8,025
Diane K. Lundgren	7,913
Jordan Twilley	7,887
Brenda Fenner	7,880
Reyna N. Lepe	7,840
Jeanie K. Navrak	7,795
Stephanie L. Coker	7,786
Lisa Hansen	7,742
Valerie A. Lucio-Polk	7,722
Ryan A. Rives	7,693
Tracey P. Nelson	7,644
Maureen Shipp	7,630
Nicole West	7,591
Caitlin M. Griffo	7,535
Laura A. Kattenbraker	7,482
Marnie R. Yunger	7,390
Amy C. Schule	7,384
Maricruz Flores	7,355
Elena Santos	7,344
Jeanette Curren-Cochran	7,279
Sherri Ammons	7,268
Crystal C. Hubbard	7,249
Paulina Fernandez	7,159
Julie B. Potts	7,143
Sonya F. Goins	7,138
Lisa Anne Harmon	7,097
Amy Stokes	7,093
Rachael M. Bullock	7,074
Ana P. Farrell	7,032
Eusebia Bonilla	7,020
Kellee L. Valerio	7,017
Tassyanne Assis	7,016
Patty L. Bojan	7,011
Laura V. Middleton	6,977
Magdalena Diaz de Leon	6,943
Sheryl K. Martin	6,895
Stephanie Audino	6,878
Judie Roman	6,806

Susie J. Serio	6,805
Rachel P. Kellogg	6,760
Sheryl J. Arena	6,737
Gloria Moreno Medrano	6,633
Milbella Sosa	6,627
Lisa D. Prescott	6,625
Elvia Cordova	6,618
Magdalena R. Cruz	6,556
Mya Hull	6,499
Tammy Brown	6,326
Tracey L. Chavez	6,324
Eleanor M. Reigel	6,276
Susan C. Ehrnstrom	6,247
Christy M. Cox	6,238
Roxy H. Coursey	6,236
Bridgette R. Conley	6,186
Lisa V. Bauer	6,157
Courtney L. Armstrong	6,147
Stephanie C. Arbaugh	6,139
Elizabeth A. Kramer	6,097
Pamela J. Sparks	6,090
Elizabeth A. Viola	6,081
Shara M. Gladden	6,078
Debbie A. Hocott	6,047
Stacy S. Gilson	6,035
Barbara L. Harrison	6,028
Jacqueline Donna	5,988
Stephanie B. Heusman	5,966
Brenda K. Howell	5,952
Julie Smith	5,936

### SAPPHIRE/ZAFIRO

Patrice Smith	\$15,744
Keita Powell	14,426
Debbie A. Weld	12,661
Tracey A. Fields-Hedrick	12,467
Tirza Llanas	12,139
Katherine L. Longley	11,966
Jeanette M. Thompson	11,388
Linda Meier	11,261
Gloria J. Johnson	11,135
Angela P. LaFrance	11,033
Julie B. Sapp	9,983
Cyrcelia D. Matthews	9,791
Vicki Piccirilli	9,502
Robin S. Moody	9,463
Moleida G. Dailey	9,372
Randi Stevens	9,077
Lady Ruth Brown	9,048
Maria Claxton-Taylor	8,932
Stephanie L. Lenard	8,736
Bridget L. Shaw	8,669
Mary Lou Ardohain	8,582
Yvonne L. Capehart	8,548
Casie Hembree	8,534
Lynn C. Purser	8,495
Kimberly Leigh Moore	8,477
Pam Garner Moore	8,458
Cynthia S. Sheppa	8,455
Nedra R. White	8,432
Julie Neal	8,330
Missy M. O'Neal	8,288
Waverly R. Copeland	8,242
Evelyn Pirhalla	8,229
Hilda Marrufo	8,143
Herendira Garcia	8,044
Satarro Purnell	7,933
Beverly A. Stephens	7,903
Julie A. Griffin	7,894
Karla M. Reno	7,861
Dolores Keller	7,751
Laurieann Barclay	7,725
Amanda Gustafson	7,690

Jennifer K. Guidry	7,562
Marita W Campbell	7,483
Linne' Lane	7,460
Monica Garcia	7,415
Marie E. Vlamincck	7,360
Kerri L. Ross	7,303
Michele Semper	7,258
Marni M. Hendricks	7,225
Kelly I. Brock	7,181
Robyn S. Cartmill	7,169
Michele M. Armes	7,169
Brooke E. Bennett-Young	7,110
Bridget N. Howerton-Adams	7,072
Tracy Potter	7,008
Linda H. Rowsey	6,979
Petie L. Huffman	6,880
Jennifer J. McNulty	6,791
Peggy Matish	6,744
Lafreda D. Williams	6,710
Ann W. Sherman	6,681
Trisha Taylor	6,638
Mariaelena Boquin	6,626
Cindy Harness	6,616
Tina L. Hackett	6,610
Patty Webster	6,595
Beth T. May	6,595
Xiomara Guevara Flores	6,565
Kathleen Bonadie	6,531
Delia Ponce	6,524
Jennifer R. Shuler	6,517
Pamela Brigante	6,468
Lorena Marquez	6,443
Jennifer Levitt	6,424
Jordan Eicher	6,405
Lorena P. Ramirez	6,393
Mary K. White	6,387
Maria Elena Coyote	6,347
Flor D. Maldonado	6,340
Julie Holmberg	6,338
Jahna L. Stone	6,322
Kathy Lee	6,296
Joni D. Koontz	6,279
Hannah M. Brunner	6,260
Christine M. Jessee	6,256
Jamie L. Lawrence	6,224
Pauline White	6,209
Maria L. Valle	6,183
Sylvia Boggs	6,181
Diane Covington	6,154
Cindy Watkins	6,143
Maria Montes	6,142
Rheanonda R. Johnson	
Gray	6,136
Tracy Grodsky-Dunn	6,129
Tracy Foltz	6,065
Kayla T. Cornish	6,056
Carol Lee Johnson	6,055
Amy R. Sigler	6,054
Heather L. Bohlinger	6,036
Janet L. Guimet	6,018

### EMERALD/ESMERALDA

Stacey Craft	\$11,859
Michelle A. Cunningham	11,817
Jennifer L. Besecker	11,576
Emily S. Vijil	11,547
Nicole L. McDaniel	10,740
Olayinka K. Adegbayi	10,526
Breanne Sufrin	10,391
Melinda M. Balling	10,149
Katy Goldstein	10,106
Stacy D. Foust	9,809

Hilda L. Moreno	9,735
Mary Strauss	9,704
Shauna L. Abbotts	9,670
Christine D. Barrueco	9,628
Sheri Farrar-Meyer	9,539
Rachelle Holloway	9,422
Ebun Osaze	9,406
Hollie R. Sherrick	9,242
Allyson L. Jankowski	9,228
Nancy Boucher	9,225
Alison Jurek	9,203
Emily Stone	8,984
Elva Jordan	8,743
Shelley Money-Eldridge	8,603
Mariana Moreno	8,332
Audrey J. Doller	8,283
Karen E. Ridle	8,190
Angel Guerra	8,178
Keiko M. Nakao	8,125
Diana Figueroa	8,060
Yassinim Alvarado	8,052
Betty Mc Kendrick	7,995
Deanna L. Spillman	7,978
Amber L. Towne-Geehan	7,932
Ann F. Smith	7,916
Kathryn L. Engstrom	7,906
Michele S. Rankin	7,892
Jessica Mendoza	7,677
Denise Peterson	7,675
Janice B. Hull	7,602
Liz Voran	7,573
Jill Beckstead	7,537
Ashley N. Clinesmith	7,532
Maggie Rader	7,481
Cindy Anderson	7,480
Sally Moreno	7,362
Lesa R. Franken	7,295
Carrie Bloink	7,291
Elsi Coto	7,267
Kim I. Bessey	7,232
Brenda Stafford	7,217
Jennifer A. Enloe	7,202
Bridgett L. Moore	7,198
Melissa M. Wilson	7,145
Carolyn Thompson	7,019
Yucdelin Gonzalez	7,010
Nikki H. Edgemon	6,986
Karen D. Holland	6,911
Luanne Stewart	6,814
Delmy A. Torrejon	6,811
Tammie M. Hanson	6,798
Cheryl T. Anderson	6,791
Maria de La Luz Avila	6,716
Tracy A. Clymer	6,709

Audrey L. Detesco-Nickell	6,706
Debbie A. Thomas	6,703
Paula Tyree Bowman	6,642
Shawna D. Schneider	6,613
Silvia Rodriguez	6,609
Brenda L. Wilbur	6,593
Denise G. Kucharski	6,546
Kijunya R. McKinnie	6,466
Lizi M. Gregory	6,455
Rosmary A. Morel	6,417
Brendaliz Cajigas	6,387
Luisa Urena Mora	6,369
Tammy West-Murrian	6,359
Krista Erdman	6,333
Krista A. Johnson	6,315
Lindsay E. Freisthler	6,289
Rachel A. Holowecky	6,273
Leanne Parrino-	

Pheasant	6,262
Merina M. Givens	6,249
Heather D. Hulsey	6,248
Tandy Fischer	6,171
Lisa C. Mack	6,167
Teresa Bolden	6,139
Dawn Wilson	6,134
Diane M. Detesco	6,091
Antonia Miranda	6,038
Kimbi L. Bartik	6,033
LaKeshia M. Chisholm	6,032
Heather Shea Catts	6,030
Dawn Coby	6,008
Pam Kelly	6,001
Michelle Lyle	5,951
Linda J. Wicks	5,936
Maria M. Calle	5,850
Eva M. Hall	5,847
Loyda A. Cruz De Polanco	5,845

### DIAMOND/DIAMANTE

Amy Kemp	\$12,128
Mary Kathryn King	11,670
Celeste Byrd	11,379
Karime Rosas	11,257
LaChelle M. Seleski	10,290
Sherrie C. Purvis	10,280
Shelly Palen	10,238
Marsha Morrisette	10,142
Susan M. McCoy	10,030
Christina L. Frantz	9,994
Claudia Chavez	9,598
Paula Kelsch	9,536
Katherine M. Ward	9,413
Christi G. Campbell	9,371
Priscilla McPheeters	9,347
Emily E. Schuette	9,128
Tanya L. Satcher	9,026
Kelly Willer-Johnson	8,923
Deborah S. Bailye	8,884
Bisola Gbadamosi	8,790
Suzanne T. Young	8,772
Kathleen Koclanes	8,761
Laura E. Knight	8,741
Mariann Biase Mason	8,721
Maritza Murillo	8,673
Nancy F. Castro	8,639
Stephanie A. Richter	8,607
Alicia Kingrey-Lokai	8,589
Terri J. Beckstead	8,383
Angela J. Fry	8,376
Julie Danskin	8,359
April C. Hutchinson	8,356
Maranda M. Rains	8,314
Titilayo F. Otusajo	8,305
Faith A. Gladding	8,114
Nicki R. Hill	8,112
Sandy Griffith	8,105
Crystal D. Gardner	8,047
Patty Y. Rovano	8,033
Audrey K. MacDowall	7,973
Cindy Machado-Flippen	7,920

Connie L. Russo	7,843
Mery Carina Ramirez Bravo	7,827
Mary P. Creech	7,755
Sheryl Peterson	7,753
Amy Zanto	7,735
Kim A. Messmer	7,687
Deborah Dudas	7,602
Anne Geertsen	7,598
Holly A. Brown	7,558
Donna K. Smith	7,518
Joan M. Farrell	7,505
Adilia Arenibar	7,494
Taylor A. McKnight	7,436
Virgen V. Ortiz	7,417
Lindsay R. Stewart	7,293
Amy Hanifl	7,250
Sara R. Pennella	7,249
Heather M. Julson	7,204
Lindsey D. Christenson	7,197
Megan N. Wilkes	7,126
Elizabeth Fernandez	7,056
Delmi C. Santos	7,011
Gerri Anne Morris	6,989
Funmi E. Otusajo	6,938
Rebekah Heisen	6,923
Yuvis R. Alvarado	6,908
Yolanda Mercado	6,860
Lisa Rada	6,837
Patricia Carr	6,798
Sherralynn Arnold	6,795
Christy Bigham	6,783
Linda T. Cartiglia	6,746
Rosy Rivera	6,704
Kathy R. Bullard	6,679
Martha Kay Raile	6,637
Debbie Larson	6,634
Sharon B. Carney-Wright	6,578
Mileta K. Kinser	6,527
Katie VanDermark	6,493
Tawnia Krempges	6,478
Cindy S. Kriner	6,447
Alicia Borkowska	6,435
Paula Grabau-Friedt	6,405
Helen G. Fellows	6,390
Ellen Ezekiel Farquharson	6,360
Kathy I. Rosetti	6,353
Barbara E. Roehrig	6,290
Irene Korobov	6,275
Jenny Siemonsma	6,256
Rose Rodriguez-Capone	6,228
Sonia E. Argueta	6,203
Lisa Peterson	6,190
Annette Pace	6,163
Sandy Lasso	6,126
Susie Kopacz	6,102
Terri Lewis	6,085
Mischell A. Byers	6,069
Jamie V. Taylor	6,066
Sylvia L. Martinez	6,047

WHEN YOU REACH AN OBSTACLE,  
TURN IT INTO AN OPPORTUNITY./  
CUANDO TE ENFRENTES A UN  
OBSTÁCULO, CONVIÉRTELO  
EN UNA OPORTUNIDAD.

Mary Kay



# Go-Give® Award



**Mary Kay Ash said**, "The *Go-Give® Award* is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future." These August award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



## SAPPHIRE

### Sarah Neal

Independent Future Executive  
Senior Sales Director

**Began Mary Kay Business**  
August 2012

**Sales Director Debut**  
March 2013

**Offspring** three first-line, one  
second-line

**National Sales Director**  
Krista Warner

**Honors** Circle of Honor; three-times  
Queen's Court of Sharing; three-times  
Circle of Achievement; three-times  
Double Star Achievement

**Personal** Lives in Muldrow, Okla.  
Husband, Chris; daughter, Savvy

**"I am motivated to help others  
because** my greatest passion in  
life is helping women discover their  
purpose and liberate their greatness."

**Independent Senior Sales Director  
Jennifer Bouse of Willard, Mo.,  
says**, "Sarah is a true testimony  
of perseverance, grace and grit!  
She is an overcomer personally  
and professionally. She is a shining  
example of Mary Kay's Go-Give spirit  
when she encourages Independent  
Beauty Consultants and Sales  
Directors. She empowers us with her  
positive perspective on life lessons."



## EMERALD

### Elva Jordan

Independent Future Executive  
Senior Sales Director

**Began Mary Kay Business** July 2009

**Sales Director Debut** December 2010

**Offspring** four first-line

**National Sales Director** Evelinda Díaz

**Honors** Star Consultant; two-times  
Sales Director Queen's Court of  
Personal Sales; seven-times Queen's  
Court of Sharing; five-times Circle  
of Achievement; one-time Circle of  
Excellence; six-times Double Star  
Achievement; one-time Triple  
Star Achievement

**Personal** Lives in Riverhead, N.Y.,  
Husband, Oscar Interiano; daughters:  
Independent Sales Director Zoila  
Herrera, Independent Beauty  
Consultants Isabel Interiano, Yeny  
Interiano and Banesa Interiano

**"I am motivated to help others  
because** I want what's best for  
me, so I want the same for others. I  
remain positive through any negative  
situation. I can help empower women  
to make a change in their lives."

**Independent Sales Director Bessy  
Chay of Westhampton Beach, N.Y.,  
says**, "Elva helps everyone she can and  
does not expect anything in return. She  
uses her listening skills to give sound  
advice. She empowers us with her  
positive energy to reach our goals."



## DIAMOND

### Constance Nugent Miller

Independent Future Executive  
Senior Sales Director

**Began Mary Kay Business**  
September 1990

**Sales Director Debut** December 2001

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

**National Sales Director**  
Go-Give Area

**Honors** Circle of Honor; annual *Go-Give®*  
Award winner, July 2007; monthly  
*Go-Give®* Award winner, December  
2006; 11-times Circle of Achievement;  
one-time Circle of Excellence

**Personal** Lives in Kissimmee, Fla.  
Husband, Dan; daughters: Alexandra, Ninai

**"I am motivated to help others  
because** it is the right thing to do. The  
Company was built on the Go-Give  
philosophy, and it's important that  
we keep it alive and well. I enjoy  
supporting and cheering on Beauty  
Consultants regardless of their unit  
numbers. I practice the Mary Kay way!"

**Independent Sales Director-in-  
Qualification Sue Johnson of  
Davenport, Fla., says**, "Connie truly  
exemplifies all that Mary Kay Ash had  
in mind as a Go-Give Sales Director.  
Connie empowers all unit members  
and adoptees. Connie is a life-giver,  
breathing words of encouragement  
into everyone."



## RUBY

### Sharon Browning

Independent Sales Director

**Began Mary Kay Business**  
August 1984

**Sales Director Debut**  
September 1988

**National Sales Director**  
Go-Give Area

**Honors** Star Consultant; 13-times  
Sales Director Queen's Court of  
Personal Sales

**Personal** Lives in Central Point, Ore.  
Husband, Dennis; daughter, Laura;  
sons: Glenn, Chase

**"I am motivated to help others  
because** I want to leave a legacy  
of empowered women who have  
overcome obstacles. I enjoy  
watching women shine onstage  
with a positive influence on others  
cheering them on. This amazing  
business encourages you to  
dream big and to leave a legacy  
that empowers everyone you  
encounter!"

**Independent Beauty Consultant  
Danielle Rhoten-Wechselberger of  
White City, Ore., says**, "Sharon not  
only gives of herself to our unit, but  
she gives unconditionally to other  
bilingual units. She gives us space  
to learn and grow mentally and  
physically. We are so blessed  
to have Sharon as our fearless  
Sales Director.

She never gave up on me, believing in  
me when I didn't believe in myself. She  
is amazing!

# Miracles HAPPEN!

New faces, new places, open-ended earning potential, scientific innovation – we're going there with the game-changing *TimeWise® Miracle Set 3D™*.



## 4 WEEKS

Visible improvement of multiple signs of skin aging in just 4 weeks,\* including:

- Fine lines
- Resilience
- Smoothness
- Wrinkles
- Luminosity
- Softness
- Overall appearance

\*Results based on a 12-week independent clinical study in which 62 women used the *TimeWise® Miracle Set 3D™* twice a day

## TIMEWISE® MIRACLE SET 3D™

Includes *Age Minimize™* 4-in-1 Cleanser, Day Cream SPF 30 Broad Spectrum Sunscreen†, Night Cream and Eye Cream. Two formulas: Normal/Dry and Combination/Oily. (Day Cream, non-SPF also available separately)

## SAMPLE SELLING SCRIPT

"Hi, \_\_\_\_\_, Mary Kay just launched a revolutionary, irresistible skin care line that defends, delays and delivers amazing results in just four weeks. And the best news? Results get even better over time! I want you to be the first to try it. I am totally in love with it! Can I have 30 minutes to pamper you? Feel free to invite three or four friends over! I'm available \_\_\_\_\_ or \_\_\_\_\_; do either of those times work for you? If not, what day this week or next looks good to you?"

## ♥ TIP!

Have your customer facial half of her face and then apply **Mary Kay® CC Cream Sunscreen Broad Spectrum SPF 15†** to her entire face. She will see immediate advantages to her skin on the side where she applied the *TimeWise® Miracle Set 3D™* products.

## ALSO AVAILABLE

**Travel size: *TimeWise®* Miracle Set 3D™ The Go Set™, \$25** on Section 1.

Two formulas: Normal/Dry, Combination/Oily.

**Sample size: *TimeWise®* Miracle Set 3D™ Sample Sets, \$3, pk./3** on Section 2. Three complete



regimens on one sheet. Two formulas: Normal/Dry or Combination/Oily.

**Help is here!** Find answers to more questions [plus great tools](#), education and resources to help you sell on *Mary Kay InTouch®*.

All prices are suggested retail. †Over-the-counter drug product



Off the assembly lines in Dallas



34th Street in New York City



## ROAD TO A MILLION MIRACLES CHALLENGE

In May, Nathan Moore, Mary Kay President, North America, went on the road to issue the challenge to sell 1 million sets of the *TimeWise® Miracle Set 3D™* by Seminar. When we do, Mary Kay Inc. will make a \$1 million donation to *The Mary Kay Foundation™*. Check the latest [tally](#) on *Mary Kay InTouch®*.



### MAKE THE MOST OF YOUR PARTY CLOSE.

**Independent Future Executive  
Senior Sales Director Kimberly  
Perkins, Lincolnton, N.C.**

Your guests enjoyed some pampering. Now it's time to step up. Put on your

confidence cap, and make those sales! Kimberly says she always goes into an individual close assuming a sale. Enthusiasm and positivity are key. She created a clever **CARE FOR HER** acronym as a helpful aid:

- **Curiosity.** "Did you have a great time?"
- **Ask.** "If money was no object, what would you love to take home?"
- **Reach out of comfort zone.** "What products can I wrap up for you today?"
- **Empower her.** "That's a great choice!" (Your response to whatever products she picks.)
- **Follow up.** "What else are you running low on that I can help with today?"

- **Offer options.** "You can get that item at a great discount when you are a hostess and hold your party on the scheduled date we decide on today."
- **Remind her about hostess perks.** I give the hostess \$75 worth of products for \$35 when her party sales total \$200. I let her include outside orders. Doing this only takes \$2.50 off my profits – I make \$98.50 vs. \$100.
- **Have her listen to the marketing plan.** "I'm looking for three sharp women like yourself this week to share this opportunity. Would you be willing to give me your feedback? Coffee is my treat!"
- **Eliminate hesitation.** "Even if this opportunity isn't for you, please know that I appreciate your willingness to help me, and we'll walk away with you making an educated decision and me gaining education I need to offer exceptional service to my customers, so it's a win-win!"
- **Review and revise.** After the party, ask yourself, "What did I do great? Where can I improve? What did I learn?" Write a thank-you to hostess. Set a reminder in the *myCustomers+™* App for 2+2+2 follow-up.

# Pretty COOL!

Summer brings sun, fun and sometimes lackluster skin. Across the country, **Mary Kay pros** share their favorite products you'll want to try – and share with your customers!



## WHILE YOU'RE AWAY

Keep business buzzing this summer! With a **Mary Kay® Personal Web Site**, you can share **Mary Kay® Beaut e News®**, a weekly email sent to your customers with the latest products and beauty essentials! Customers link to your site to shop. You get the email, too, so you're in the know. Learn more on *Mary Kay InTouch®* > Business Tools.



M.V.

**INDEPENDENT FUTURE  
EXECUTIVE SENIOR SALES  
DIRECTOR MARGARITA  
VÉLEZ, VISALIA, CALIF.**

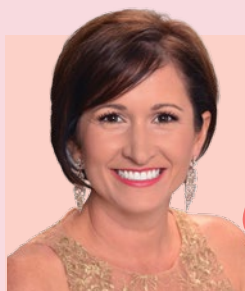
**"Mary Kay® Sun Care  
Sunscreen Broad Spectrum  
SPF 50\*, \$20,** is great in the  
summer – and all seasons. I  
love its benefits for my entire  
family. And I can take it with  
me anywhere I go!"



M.R.

**INDEPENDENT FUTURE  
EXECUTIVE SENIOR  
SALES DIRECTOR MARINA  
RAMÍREZ, SALINAS, CALIF.**

"I can target my male  
customers this time of  
the year. For them, I offer  
**MKMen® Advanced Facial  
Hydrator Sunscreen Broad  
Spectrum SPF 30\*, \$24."**



C.J.

**INDEPENDENT SENIOR  
SALES DIRECTOR  
CHRISTINE JESSEE,  
LAS VEGAS**

**"Special-Edition®  
Mary Kay® Sun Care After-  
Sun Replenishing Gel, \$15,**  
is a summertime must-have.  
We are at the beach or pool  
all summer with the kids – and  
my customers love it too!"



D.P.

**INDEPENDENT  
EXECUTIVE SENIOR SALES  
DIRECTOR DELIA PONCE,  
WESTMINSTER, COLO.**

"Without a doubt, my  
favorite is the **TimeWise  
Repair® Volu-Firm® Set,  
\$205.** In the summer, I add  
**Mary Kay® Foundation  
Primer Sunscreen Broad  
Spectrum SPF 15\*, \$18.** This  
way, you can be out in the  
rain, wind, sun and snow, and  
still look beautiful."



S.A.

**INDEPENDENT SENIOR  
SALES DIRECTOR SHERRI  
AMMONS, DALLAS**

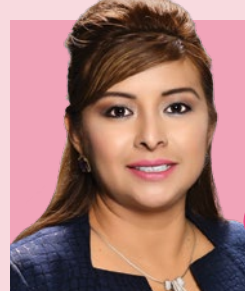
"My No. 1 summer favorite  
is the **Clear Proof® Deep-  
Cleansing Charcoal Mask,  
\$24.** It makes your skin feel  
so clean even on the humid,  
summer Texas days. It  
gives you that fresh-faced,  
energized feeling!"



K.G.

**INDEPENDENT FUTURE  
EXECUTIVE SENIOR  
SALES DIRECTOR KATY  
GOLDSTEIN, ST. LOUIS**

"My customers and I love  
the new **Special-Edition®  
Mary Kay® Sun Care Subtle  
Tanning Lotion, \$18!** It gives  
a healthy glow without any  
streaks. Goodbye to those  
costly spray tans!"



M.B.

**INDEPENDENT FUTURE  
EXECUTIVE SENIOR SALES  
DIRECTOR MARÍA BAUTISTA,  
HYATTSVILLE, MD.**

"In the summer, my favorite  
product is the **Mary Kay®  
CC Cream Sunscreen  
Broad Spectrum SPF 15\*,  
\$20,** in Medium-to-Deep. I  
love to have color that also  
protects my skin."

## IDEA!

Why not share your  
favorite products with  
your customers via social  
channels or email? You'll  
find beautiful product  
images under Resources  
> [Digital Assets](#) on  
*Mary Kay InTouch®*.

All prices are suggested retail.

\*Over-the-counter drug product

†Available while supplies last



# Share Your **HAPPY PLACE.**



You know how exciting it is to be your own boss. But did you know that when you share your enthusiasm, you can enrich others, build new team members and open doors to unstoppable success? When you love what you do, it shows, and others want in on the action.

**First steps.** An easy and genuine way to start is to **share your I-story**. Why did you choose Mary Kay? What has your business meant to you? Ask about her wants and needs. Learning more about what appeals to her and what she wants to improve in her own situation helps you offer the particular rewards that suit her dreams.



[MK University](#) on *Mary Kay InTouch®* is a great resource to help you each step of the way. Your Independent Sales Director is another valuable resource. She can help you develop a plan to reach your goals.

## PERFECT OPPORTUNITY FOR MY IMPERFECT WORLD



**INDEPENDENT  
FUTURE  
EXECUTIVE  
SENIOR SALES  
DIRECTOR  
STEPHANIE  
LENARD,  
HOLT, MICH.**

"Fall 2013 was a true test. The same day I learned from doctors about my thyroid condition, my mom told me she had breast cancer. Just a few weeks earlier, we discovered our daughter had a behavioral condition that needed attention.

"I'm grateful for the Mary Kay philosophies instilled in me since I began 16 years ago – the power of positivity and anything is

possible. These convictions stay with me, especially during challenging times.

"Because of my flexibility with my Mary Kay business, I could work around my mom's chemo treatments. I could be an advocate for my daughter to get what she needed. I could take care of my health issues without sacrifice. While our unit didn't qualify to earn the use of a pink Cadillac® that year, we did earn the use of a black BMW® instead. We joked that the BMW® was the backup reward!"

Stephanie shares her heartfelt I-story with sincerity and passion. "When you have a champion mindset, you attract other champions."

Today, Stephanie's health is great, her mom celebrates five years cancer-free this month, and her daughter is doing well.

"I believe that in order to be all you can be, you must allow yourself to stretch far enough to fail. If you're never tested, you won't know how high is high. I relate it to kids in a bounce house. They're flailing from side to side, excited and unsure where they'll land, but they get up and go back to it. When you have real stories, others relate. They see you get up and keep going. So many women today can benefit from a Mary Kay business. It's our job to share with them so they can experience everything it can offer."

Cadillac® is a registered trademark of General Motors LLC.  
BMW® is a registered trademark of Bayerische Motoren Werke Aktiengesellschaft.

# Taking Care of BUSINESS

**Crystal Trojanowski** climbed from **Independent Beauty Consultant to Independent Sales Director in less than a year.** What's more, she became an **Independent National Sales Director** just five years after starting her Mary Kay business. Here's what she did!



## AM I DIFFERENT FROM YOU? NO WAY!

When I began, I completed my [Weekly Accomplishment Sheet](#). I wanted to be recognized at our weekly unit meetings, so I did my call sheets and kept logs for tax purposes. I opened a separate bank account and determined how much income I needed from my Mary Kay business and how much time I could dedicate to it. That helped me determine inventory.

I started by **purchasing \$2,400 in inventory**, and I used a credit card with 0 percent interest for 12 months to make that purchase. But, I gave myself the goal to pay it off in six months, and that's what I did!

My goal was to have **four parties a week**. I didn't always reach that goal, but it was my goal. I had a full-time job, a 9-month-old and a husband who worked seven nights a week. I hired a sitter on Tuesday nights and all day Saturday.

I worked hard. Sometimes I did **30 faces a week**. It didn't feel like work because **it gave me joy**. My **focus was on faces** and **inviting others to join me**. This **business is a gift** that can **change women's lives**, their work and, mostly, their confidence. I know that because **I gained confidence!**

After my parties, I replaced the product I sold. My second priority was to put \$400 a month toward paying off my credit card and third, I paid myself. It worked for me because when you're seeing enough people and working full circle, you'll be on the right path for success.



## NOT ALL RAINBOWS AND UNICORNS

I had \$0 parties, and I got my share of 'nos'. Most people do, but you're starting a business, and if you want to be in, you've got to overcome obstacles and work consistently. Building a strong customer base is the foundation. You create that when you book parties and sell *Mary Kay*® products. I'm not the smartest girl, but I've got a good brain, and I've got grit. It's not about working hard for one week or even one month; it's about working diligently every day.



# Reach for the STARS!

It's a new Seminar year – and a new [Star Consultant](#) quarter.  
Here are a few prizes you can earn!



pearl  
9600

Dyson  
Supersonic™  
Hair Dryer



Florence Mirror  
Accent Tables  
(set of two)

pearl  
4800



R.J. Graziano\*\*  
Necklace and  
Earrings Set

ruby  
2400

Ted Baker\*\*  
Rolling Luggage



pearl  
6000



## STAR CONSULTANT BASICS

**How?** Place a minimum \$1,800 in wholesale Section 1 orders in a Star Consultant quarter. **TIP!** Earning the Mary Kay *You Hold the Key* Challenge each month could equate to being a Star Consultant.

**Why?** In addition to amazing prizes, Star Consultants get:

- Early ordering for new products.
- Leads from marykay.com with a Mary Kay® Personal Web Site.
- Priority registration for Mary Kay events plus badge bling.
- A bustling business.

\*These designated trademarks and registered trademarks are the property of their respective owners and not Mary Kay Inc.





## NEW! ALL-STAR STAR CONSULTANT CONSISTENCY CHALLENGE

JUNE 16, 2018 – JUNE 15, 2019

Featuring the kate spade new york® Pink Cadillac® All-Star Collection

### WANT ONE OF THESE?

Achieve Star Consultant status all four quarters! Your prize is determined by the combined points you achieve. Then pick it up at Seminar 2019.

LEVEL	POINTS	PRIZE
A. Sapphire	7,200 – 9,599	kate spade new york® makeup bag
B. Ruby	9,600 – 11,999	kate spade new york® wristlet
C. Diamond	12,000 – 14,399	kate spade new york® wallet
D. Emerald	14,400 – 19,199	kate spade new york® crossbody
E. Pearl	19,200+	kate spade new york® backpack purse

### MARY KAY YOU HOLD THE KEY CHALLENGE ALL-STAR BOOSTER:

Receive an additional 2,400 All-Star contest credits toward your year-end All-Star prize when you:

- Are an All-Star (four-quarter Star Consultant) for the 2018 – 2019 Seminar year. This means you must achieve Star Consultant status every quarter for the 2018 – 2019 year.
- Achieve the *You Hold the Key* Challenge all 12 months.

### NEW! ALL-STAR TOP 10 CHALLENGE

The top 10 All-Star Star Consultants in each Seminar receive the entire kate spade new york® Pink Cadillac® All-Star Collection!

See *Mary Kay InTouch*® for complete details.

MARY KAY®

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

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

# SHARE YOUR *Sun Smarts!*



**SPECIAL-EDITION†  
MARY KAY® SUN  
CARE AFTER-SUN  
REPLENISHING GEL, \$15**



**MARY KAY® SUN CARE  
LIP PROTECTOR  
SUNSCREEN BROAD  
SPECTRUM SPF 15\*, \$10**



**SPECIAL-EDITION†  
MARY KAY® SUN CARE  
SUBTLE TANNING  
LOTION‡, \$18**



**MARY KAY® SUN CARE  
SUNSCREEN BROAD  
SPECTRUM SPF 50\*, \$20**

†Available while supplies last ‡Does not contain sunscreen and does not protect from the sun \*Over-the-counter drug product

All prices are suggested retail.