

MARY KAY

applause®

DECEMBER 2010

BUDGET-FRIENDLY

STOCKING STUFFERS

STAR MOMENTS:

RELIVE SEMINAR
2010 MAKEOVERS
AND AWARDS

REACH FOR YOUR
**LEADERSHIP
DREAMS**



find it online: check out Mary Kay InTouch®

Log on today to see what's hot. You may find everything you need for your Mary Kay business and more!



"Get It Free" BizBuilders Offers
Formerly in *Applause*®, monthly BizBuilders bonus information is now exclusively online so you can quickly access the complete list of quantities and values. To locate bonus information for Nov. 16 to Dec. 15, click on **Products > BizBuilders** beginning Nov. 10.



Customer Delivery Service. Look for a special Customer Delivery Service offer available for sending holiday gifts directly to customers for only \$5 shipping**.



Personal Beauty Profiler. This online tool is designed to help strengthen your network of customers and professional service by providing a customized skin care analysis, makeup advice and a fragrance recommendation. You can use it to pre-profile guests or create a custom profile for your customers. Try the online demo!



Inventory Updates. Access the latest product changes and phaseout information in just one click! The new "Product Inventory Updates" section provides a comprehensive summary of product, packaging and ingredient updates as well as phaseouts and out-of-stock information.



Mary Kay
said it best

Among the Christmas blessings that we hold dear are memories of happy times we have had throughout the year. And so, as the old year ends, our hearts are filled with loving thoughts of friends like you.

december: dates to remember

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

7 New Independent Sales Director Education begins for Independent Sales Directors who debuted Oct. 1 and Nov. 1.

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

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

Early ordering of the new Winter 2010 promotional items begins for Star Consultants who qualified during the June 16 – Sept. 15, 2010, quarter and Independent Beauty Consultants who enrolled in *The Look* for Winter 2010 through the Preferred Customer ProgramSM.

13 Last day to place orders through Customer Delivery Service to ensure gifts will arrive by December 23.

15 Postmark deadline for Quarter 2 Star Consultant quarterly contest.

Deadline to make Quarter 1 Star Consultant prize selections.

Postmark deadline for Fall/Holiday 2010 promotion and to earn the third monthly product bonus.

Early ordering of the new Winter 2010 promotional items available for all Independent Beauty Consultants.

Last day for customers to take advantage of the Fall/Holiday 2010 gift-with-purchase offer.

Last day to enroll online for the Winter 2010 Preferred Customer ProgramSM Month 2 mailer.

16 Quarter 3 Star Consultant quarterly contest begins. Winter 2010 promotion and first monthly product bonus begin.

November Career Car qualifier paperwork due to Company.

Winter 2010 Preferred Customer ProgramSM customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.) Customer follow-up list and labels master begin mailing.

Online prize selection available for Quarter 2 Star Consultant quarterly contest.

23 Company holiday. All Company and branch offices closed.

24 Company holiday. All Company and branch offices closed.

25 Christmas Day. Postal holiday.

29 Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).

30 Registration for Leadership Conference 2011 closes.

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

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

31 Online Independent Beauty Consultant Agreements accepted until midnight Central time.

Company holiday. All Company and branch offices closed.

*Sales tax is required on the suggested retail value of Section 1 products.

**Plus sales tax where applicable

IT'S A WRAP!

Help your customers wrap up holiday gift-giving with budget-friendly holiday gifts and a fabulous Customer Delivery Service offer that includes a limited-time flat \$5 shipping fee**! What a great way to expedite delivery and ensure professional shipping. And while you're finalizing holiday sales, take a sentimental break to relive the excitement and passion of Seminar 2010. Picture yourself in the spotlight next year – do you see yourself sporting a beautiful Sales Director suit? **YOU CAN DO IT!**

2 STOCKING STUFFERS

Consider offering these regular-line items as last-minute holiday gifts that are sure to please without breaking the budget. And help your customers send gifts on time with a special Customer Delivery Service offer!



4 WOMEN OF BEAUTY

Gorgeous Seminar 2010 makeover winners reach Star Consultant goals despite the odds. Let their stories of inside-out beauty and success inspire you!



15 CELEBRATE SEMINAR WINNERS

Congratulations to top Seminar 2010 achievers whose dedication and determination landed them among the stars. Celebrate their accomplishments and enjoy Seminar memories!



STOCKING-STUFFER SETS

for
less than
\$30!

Looking for a last-minute gift for that on-the-go gal? Consider one of these budget-friendly sets that combines function and fun in one!

MULTIBENEFITS FOR LIPS

Lip products
that cover it all!

Mary Kay® Liquid Lip Color, \$13

Mary Kay® Tinted Lip Balm

Sunscreen SPF 15*, \$13 each



EYE ESSENTIALS

Easy on and easy off

Mary Kay® Oil-Free Eye

Makeup Remover, \$15

Mary Kay® Ultimate

Mascara™, \$15



FRESH AND FUN Soft, natural color

Mary Kay® Mineral
Bronzing or Highlighting
Powder, \$12 each

Mary Kay® Nourishine®
Lip Gloss, \$13 each



QUICK FIX Face and hand essentials

Beauty Blotters® Oil-

Absorbing Tissues, \$5†

Fragrance-Free Satin Hands®

Hand Cream, \$10



SHARP EYES

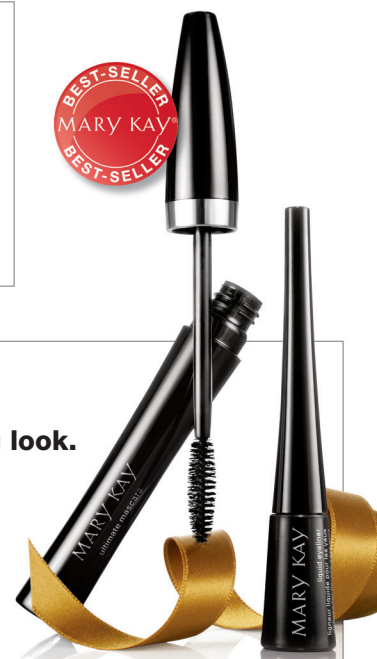
Get an eye-popping look.

Mary Kay® Ultimate

Mascara™, \$15

Mary Kay® Liquid

Eyeliner, \$11



The best-seller logo/designation refers to top-selling products within the Mary Kay® product line. All product prices are suggested retail.

*Over-the-counter drug product

†Beginning March 16, 2011, suggested retail price will increase to \$6, and packaging will change to a cardboard case.

LAST-MINUTE HOLIDAY TIPS

Let these tips inspire you to make the most of holiday sales!



INTRODUCE FRAGRANCE

**Independent Future
Executive Senior Sales
Director Karime Rosas**
of Dodge City, Kan., finds

that fragrance appeals to new customers. "To me, fragrance is the perfect door-opener for new customers – especially during the holiday season when everyone is looking for very special gifts for the women in their lives," Karime shares. "The Mary Kay® fragrance line offers something for everyone, whether you're looking for a fine, sophisticated fragrance or something more light and casual from the Women's Eau de Toilette Collection. You'll want to carry samples with you everywhere you go!"

Karime also displays fragrance items at open house parties and uses the Sensorrific Party Pack (available free on the Mary Kay InTouch® website). "Your customers will love learning what their fragrance personalities say about them and finding the perfect scents for the special people in their lives," she shares. "Why not set a goal for yourself to see how many fragrances you can sell during this holiday season? If you haven't included fragrance in your business yet, now is the time to start!"



SUCCESSFUL SCRIPT

**Independent Senior Sales
Director Andrea Andrews**
from Kernersville, N.C., promotes
herself as a personalized gift-

buying service during the profitable holiday season. In addition to offering a sensational array of gifts for a wide range of ages and tastes, she saves her customers valuable time and stress as she makes gift-giving as easy as a quick phone call.* Here is a script Andrea uses with great success:

Hi, Bob. This is Andrea Andrews. You don't know me, but I'm a friend of Karen's. Actually, I'm her Mary Kay Independent Beauty Consultant. Do you have a quick minute? I wanted to talk to you about a gift idea for Karen. Great! Bob, I always call my customers' husbands to offer my gift-buying service.

I keep a wish list for Karen throughout the year of Mary Kay® products she wants and has mentioned she'd love to receive as gifts. I don't know if you've finished shopping for her, but I'd love to help you out by fixing a beautiful, personalized gift basket full of products I know she'll love. I offer free gift wrapping and delivery and absolutely guarantee all the products. If she's not 100 percent thrilled, I'll exchange anything to her complete satisfaction.

*Prior to contacting individuals via telephone or e-mail, you should consider whether such communication is consistent with state and/or federal "do not call" and/or "spam" laws and regulations. For more information on this subject, you can go to the Mary Kay InTouch® website. Otherwise, Mary Kay always recommends face-to-face contact, which should help you avoid any issues with these types of regulations.

SPECIAL OFFER: CUSTOMER DELIVERY SERVICE WITH \$5 SHIPPING!

Just in time for holiday gift-giving, all active Independent Beauty Consultants with a ProPay® account can ship customer gift orders directly through the Customer Delivery Service for \$5 shipping! This offer is available **from Oct. 1 through Dec. 15** and includes a **limited-time flat \$5 shipping fee!** By allowing the Company to ship orders directly to your customers and their gift recipients, you can save the time and cost of delivering or shipping those products yourself, while still providing the ultimate gift service. **And now, a personalized gift message can be included with each order!**

Be sure Customer Delivery Service orders are **placed by Dec. 13** to guarantee delivery by Dec. 23.

The Customer Delivery Service option is available in myCustomers® for orders submitted on your Mary Kay® Personal Web Site or created from a sales ticket on the Mary Kay InTouch® website. Remember, you must have a ProPay® account to use this service. Please go to the Mary Kay InTouch® website for complete details on this limited-time offer and how to use the Customer Delivery Service.



ON THE GO

Carrying along wrapped and unwrapped gifts to all the appointments and social events you attend throughout the season can be a great way to promote sales of budget-friendly stocking stuffers and last-minute gifts. You'll be helping out your friends and customers with quick and easy sales – saving them time, effort and money!



BEAUTIFUL STARS



Although hardships and roadblocks threatened to get in the way, winners of the Seminar 2010 makeover contest stood strong as women of true success. They overcame multiple odds to achieve Star Consultant status when many thought they didn't have a chance. Shining brightly on the Seminar 2010 stage after receiving a day of primping and pampering, they exemplify true beauty from the inside out.

Here are their stories.

Jalene Weston



SAPPHIRE SEMINAR

Independent Sales Director
Paula Miller of Mantua, Utah

Nominated by: **Independent Senior Sales Director Jalene Weston** of Hooper, Utah

When Paula started her Mary Kay business, she had brand-new goals and new motivation. She was inspired to earn money to help her son, Matt, pay off his van that's equipped to take care of his special needs as a quadriplegic. Matt had just lost his job, plus, he and his wife had *two* new babies on the way.

"I followed Jalene's advice to put product on 30 faces each month without fail, so I held a PowerStart Plus in both November and December 2009," Paula shares. That helped her achieve Star Consultant status and contributed to paying off Matt's van completely.

Paula soon earned the use of her first Mary Kay® Career Car, and she debuted as an Independent Sales Director at Seminar 2010. In the meantime, Matt found a new job, and his baby boy and girl arrived healthy and happy. Paula's next mission is to pay for an elevator to be installed in Matt's home so he can more easily check on his babies.

Her best Star Consultant advice is to hold Power Starts every month. As she says, "That's what made my Cinderella ride possible!"

Independent National Sales Director
Tammy Crayk Area



Paula Miller



PROJECT superStar

PEARL SEMINAR

Independent Senior Sales Director
Trish Goodin-Yard of Akron, Ohio

Nominated by: **Independent Sales**
Director Barbara Bayer-Coulter
of Ventura, Calif.

In 1980, Trish was a "starving potter" living in Aspen, Colo. When she discovered the Mary Kay opportunity, it gave her time with her new son, Tyler, and the opportunity to earn additional income. From the very beginning, she held skin care classes and built a strong customer base to support Star Consultant orders. Her husband, Rob, supported her every step of the way.

Life carried on with many Mary Kay successes. But the sweet ride halted 10 years ago when her son and only child was diagnosed with cancer twice. As Trish rallied by his side, her dedicated unit helped her carry on her Mary Kay business. Thankfully, Tyler is now completely cancer-free, but unfortunately, in 2008, Trish's dear husband unexpectedly passed away.

Trish used her Mary Kay business to help her recover. She never missed a quarter of Star Consultant status, and she now has 111 quarters to her name. "I attribute my Mary Kay business for helping me get through while giving me something positive to focus on and dear friends to lean on," Trish says.

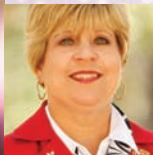
But life has a way of healing itself. Seminar 2010 doubled as Trish's honeymoon celebration with her brand-new husband, Jack, by her side. Trish shares this business advice: "Always put product on new faces, so you can achieve two new TimeWise® Miracle Set® customers every week."

Independent Senior National Sales Director
Elizabeth Fitzpatrick Area

Barbara Bayer-Coulter



Trish Goodin-Yard



Lisa Hill

RUBY SEMINAR

Future Independent Sales Director
Lisa Hill of El Paso, Texas

Nominated by: **Independent Future**
Executive Senior Sales Director
Nancy Danley of Granbury, Texas

In 1996, Lisa's life took an unexpected course. A diagnosis of breast cancer required 42 intense radiation treatments, but only one day after her last treatment, she came to her very first Seminar. Lisa went back home more excited than ever about her Mary Kay business and achieving Star Consultant status.

Four years later, unfortunately, more devastating blows came her way. Lisa's husband passed away, and one week later, she learned that her cancer had returned. She immediately underwent a double mastectomy. During that time, loving support from her Mary Kay sisters and customers – and her amazing sense of humor and positive attitude – helped Lisa overcome what might have brought anyone else to her knees. But it wasn't over yet.

Just two years ago, Lisa began experiencing a sharp pain in her side. At her son's urging, she went for tests that revealed lung cancer. After an excruciating surgery that removed 20 percent of her lungs, Lisa is now doing great. "I credit my three sons and my mother for their support, and my Mary Kay® products for keeping me looking great!" she says.

Lisa now has 59 quarters of Star Consultant status to her name. Her advice? "Get excited about every Mary Kay® product and make it your mission to sell consistently."

Ruby Go Give Area



Nancy Danley



Lois Humbert



Jean Wakely



DIAMOND SEMINAR

Independent Senior Sales Director
Lois Humbert of Bloomington, Minn.

Nominated by: **Independent Beauty Consultant**
Jean Wakely of Northfield, Minn.

As a charter member of the Star Consultant program that Mary Kay Ash started in 1977, Lois now has 134 quarters to her name! Through thick and thin, Lois never missed her chance to shine as a Star. In fact, Star Consultant prizes were what motivated her. As a child with six siblings and having lost her mother at age 10, Lois knew what it was like to receive only shoes and underwear for Christmas. So to her, Star Consultant prizes were special treats.

But a positive attitude is the most valuable gift Lois received from her Mary Kay business. When she started her business in 1973, she considered herself a negative person. That soon changed as she began adopting Mary Kay philosophies, leading by example and mentoring others to success.

"The key is to hold parties and appointments to put product on as many faces as possible," Lois says. "I truly believe that you can earn the money you need to make through a Mary Kay business – if you have the desire to make it happen."

Over the years, Lois's customers and her Mary Kay sisters have brought her so much joy and love. That's why Lois is here – still running her business – and still earning Stars. And she wouldn't have it any other way!

Independent Executive National Sales Director
Anita Mallory Garrett-Roe Area

EMERALD SEMINAR

Independent Beauty Consultant
Heather Gomez of Lakewood, Wash.

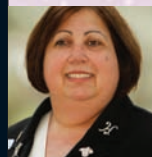
Nominated by: **Independent**
Sales Director Tammy Steele
of University Place, Wash.

When Heather Gomez became an Independent Beauty Consultant, she was celebrating her 20th anniversary as a hospital lab technician. She hadn't planned to leave, but she soon discovered how much better Mary Kay rewards were compared to the water bottles the hospital gave for a job well done. So Heather took a leap of faith and retired to run her Mary Kay business full time. This great-grandmother, happy to be surrounded by positive women who celebrated each other's successes, began reaching Star Consultant status in no time.

But in mid-2008, the brain tumor that had been removed 16 months earlier returned. Heather endured another intricate surgery with extensive recovery time. Just as she was healing and getting back to her Mary Kay business, the wound suddenly ruptured. Amazingly, Heather received help just in time to save her life.

Back in the hospital, Heather was determined not to let her business slip away. She worked from her hospital bed and enlisted Tammy's help to fill customer orders. Despite these overwhelming odds, Heather is a consistent Star Consultant achiever. Her tips? "Star Consultant success comes from building customer loyalty and tracking your sales on a weekly basis," she says. "That's what Tammy always encouraged me to do."

Emerald Go Give Area



Heather Gomez



Tammy Steele



Recognition

Congratulations to the winners for August 2010

Top NSDs Year-to-Date

Pictured here are the top 10 NSDs Year-to-Date.



Barbara Sunden Gloria Mayfield Banks Karen Piro Carol Anton Kathy Helou Anita Mallory Garrett-Roe Gloria Castaño Jan Harris Darlene Berggren Karlee Isenhardt

On-Target Inner/Diamond/Gold Circle

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for August 2010, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for July 2010.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through Aug. 31, 2010.

On-Target for \$950,000 Inner Circle
Barbara Sunden.....\$160,622.75

On-Target for \$400,000 Inner Circle
Gloria Mayfield Banks.....\$72,393.17
Karen Piro.....\$67,757.99

On-Target for \$350,000 Inner Circle
Carol Anton.....\$66,306.04
Kathy Helou.....\$63,142.86
Anita Mallory Garrett-Roe.....\$60,637.56
Gloria Castaño.....\$59,760.15
Jan Harris.....\$59,471.30

On-Target for \$325,000 Inner Circle
Darlene Berggren.....\$56,376.07
Karlee Isenhardt.....\$55,254.76

Lisa Madson.....\$54,714.22
On-Target for \$300,000 Diamond Circle
Cheryl Warfield.....\$51,992.24
Pat Danforth.....\$51,536.79

On-Target for \$250,000 Diamond Circle
Jana Cox.....\$46,795.41
Lupita Ceballos.....\$43,283.53

On-Target for \$200,000 Diamond Circle
Mary Diem.....\$39,534.64
Sherry Giancristoforo.....\$39,470.55
Stacy James.....\$38,919.61
Julianne Nagle.....\$38,811.46
Dacia Wiegand.....\$38,446.36
Sue Kirkpatrick.....\$37,802.46

Halina Rygiel.....\$37,763.14
Kerry Buskirk.....\$36,614.22
Debi Moore.....\$35,745.26
Sandy Miller.....\$35,670.69
Linda Toupin.....\$35,520.95
Cindy Williams.....\$35,021.00
Patricia Rodriguez-Turker.....\$34,323.30
Nancy Bonner.....\$34,284.08
Pamela Fortenberry-Slate.....\$34,042.72
Cindy Fox.....\$33,495.63

On-Target for \$150,000 Gold Circle
SuzAnne Brothers.....\$33,172.42
Sonia Páez.....\$33,150.21
Jeanne Rowland.....\$32,842.45
Shirley Oppenheimer.....\$32,553.14
Pamela Waldrop Shaw.....\$32,414.03

Kimberly Copeland.....\$32,331.29
Judie McCoy.....\$31,976.11
Jackie Swank.....\$29,686.49
Lily Orellana.....\$29,461.00
Mary Estupiñan-Martel.....\$29,025.70
Ronnie D'Esposito Klein.....\$28,168.25
Wanda Dalby.....\$28,091.48
Diane Underwood.....\$28,055.39
Shannon Andrews.....\$25,501.19
Anita Tripp Brewton.....\$25,408.92

On-Target for \$125,000 Gold Circle
Jamie Cruse-Vrinos.....\$24,527.39
Rebecca Evans.....\$24,442.56
Kay Elvrum.....\$24,253.57
Lisa Allison.....\$23,900.06
Consuelo Prieto.....\$23,500.64

Anabell Rocha.....\$23,308.19
Julie Krebsbach.....\$23,065.14
Dalene Hartshorn.....\$22,999.07
Lynne Holliday.....\$22,990.56
Tammy Crayk.....\$22,940.63
Maureen Ledda.....\$22,647.91
Connie Kittson.....\$22,177.73
Magdalena Nevárez.....\$21,904.88
Jo Anne Cunningham.....\$21,587.40
Patricia Lane.....\$21,533.65
Mona Butters.....\$21,344.70
Maria Monarrez.....\$21,150.68
Sandy Valerio.....\$21,060.37
Scarlett Walker-Simpson.....\$21,048.90
Davanne Moul.....\$20,918.61
Yvonne Lemmon.....\$20,877.37

Monthly Commissions and Bonuses

Listed are NSD commissions above \$10,000 earned in August by Independent National Sales Directors as defined above plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc., are **not** included in these amounts.

Emerald



Gloria Mayfield Banks

1. Gloria Mayfield Banks*** \$47,465
2. Kathy S. Helou.....32,372
3. Dacia Wiegand.....24,908
4. Debi R. Moore.....21,045
5. Sherry Giancristoforo**.....20,825
6. SuzAnne Brothers*.....20,573
7. Lily Orellana.....19,688
8. Kerry Buskirk*.....16,537
9. Jamie Cruse-Vrinos.....15,314
10. Cindy Fox.....15,281
11. Kay E. Elvrum.....14,962
12. Consuelo R. Prieto.....14,058
13. Yvonne S. Lemmon.....14,044
14. Mona Butters.....13,736
15. Janet Tade.....13,567
16. Joanne R. Bertalan*.....13,154
17. Kathy Rodgers-Smith.....12,427
18. Pamela Tull.....11,700
19. Cathy Bill*.....11,631
20. Miriam Gómez-Rivas.....11,131
21. Cristi Ann Millard.....10,489
22. Jackie LaPrade.....10,430

Pearl



Darlene Berggren

1. Darlene Berggren** \$27,390
2. Jan Harris**.....27,361
3. Cheryl Warfield**.....25,284
4. Cindy A. Williams.....25,049
5. Halina Rygiel.....23,168
6. Pamela Waldrop Shaw.....22,959
7. Stacy L. James*.....22,316
8. Jackie Swank*.....18,973
9. Mary C. Estupiñan-Martel*.....18,775
10. Lisa Allison*.....17,607
11. Julie Krebsbach.....15,854
12. Anita Tripp Brewton*.....15,716
13. Sandy Miller*.....15,703
14. Nancy Bonner*.....14,937
15. Maureen S. Ledda*.....14,137
16. Anabell Rocha.....13,862
17. Glinda McGuire.....13,312
18. Jeanie Martin.....13,189
19. Wilda DeKerlegand*.....12,680
20. Elizabeth Fitzpatrick*.....12,569
21. Lise T. Clark*.....12,263
22. Lynda Jackson*.....11,974
23. Judy Brack.....11,940
24. Linda Kirkbride.....10,900
25. Pat Campbell.....10,831
26. Shirley M. Oshiro.....10,715
27. Alma Orrostieta.....10,501
28. Monique Todd Balboa.....10,294
29. Cathy E. Littlejohn.....10,074

Diamond



Barbara Sunden

1. Barbara Sunden*** \$76,261
2. Anita Mallory Garrett-Roe**.....38,439
3. Gloria Castaño**.....35,882
4. Lisa Madson.....33,038
5. Sonia Páez.....24,547
6. Linda C. Toupin.....22,847
7. Patricia Rodriguez-Turker**.....20,296
8. Mary Diem*.....17,742
9. Diane Underwood.....17,616
10. Maria Monarrez.....14,670
11. Dalene Hartshorn.....13,610
12. Connie A. Kittson.....13,544
13. Jo Anne Cunningham.....13,150
14. Joyce Z. Grady.....12,711
15. Evelinda Díaz.....11,376

Ruby



Carol Anton

1. Carol Anton** \$35,836
2. Pat Danforth*.....27,797
3. Sue Kirkpatrick*.....23,623
4. Jeanne Rowland*.....23,341
5. Karlee Isenhardt**.....23,338
6. Kimberly R. Copeland.....18,729
7. Ronnie D'Esposito Klein*.....18,509
8. Shirley Oppenheimer*.....18,258
9. Pamela A. Fortenberry-Slate*.....17,780
10. Rebecca Evans*.....17,176
11. Cyndee Gress.....16,824
12. Wanda Dalby**.....16,119
13. Lynne G. Holliday.....14,056
14. Kate DeBlander.....12,834
15. Kirk Gillespie.....12,476
16. Pam Ross*.....12,314
17. Judy Kawiecki.....12,198
18. Janis Z. Moon.....11,872
19. Toni A. McElroy.....11,664
20. Michelle L. Sudeth*.....11,360
21. Gena Rae Gass.....11,246
22. Scarlett S. Walker-Simpson*.....10,586
23. Vicki Jo Auth.....10,411
24. Terri Schafer.....10,394

Sapphire



Karen Piro

1. Karen Piro** \$34,606
2. Lupita Ceballos**.....24,219
3. Jana Cox*.....23,796
4. Judie McCoy*.....19,515
5. Julianne Nagle*.....18,198
6. Shannon C. Andrews*.....17,767
7. Tammy Crayk.....16,010
8. Dawn A. Dunn.....15,445
9. Jill Moore.....15,326
10. Pam Klickna-Powell.....15,157
11. Jan L. Thetford.....12,942
12. Sandy Valerio.....12,871
13. Lorraine B. Newton.....12,826
14. Valerie J. Bagnol*.....12,547
15. Alla L. Head.....12,412
16. Davanne D. Moul*.....12,007
17. Sharon L. Buck.....11,688
18. Gloria Báez*.....11,462
19. Kimberly D. Starr.....11,383
20. Maribel Barajas.....11,118
21. Debra M. Wehrer.....11,060
22. Nancy A. Moser.....10,498
23. Diana Sumpter.....10,467
24. Ann Brown.....10,426
25. Pam I. Higgs.....10,350

* Denotes Senior NSD

** Denotes Executive NSD

*** Denotes Elite Executive NSD

Recognition

Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in August 2010. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Emerald

Auri Hatheway\$11,959.00
Christie I. Ehiobu10,076.93
Evalina Chavez9,969.92
Christine A. Denton8,842.98
Paula Kelsch9,639.06
Kimbi L. Bartik9,285.84
Roxie Soto8,470.77
Pam Kelly8,458.15
Connie Marie Ackroyd8,437.64
Tanya Olivia King8,350.03
Linda Bradley7,932.91
Candy Jackson7,928.09
Jeanie M. Tamborello7,641.87
Trisha Taylor7,627.24
Helen Jakpor7,622.36
Traci L. Smith7,136.75
Elaine K. Williams7,090.19
Pattie A. Robinson7,082.99
Ayobami Olanrewaju
Olusa7,070.75
Alyson R. Young-Guerra7,068.74
Karen E. Riddle6,897.26
Jo M. Cotton6,885.15
Stacy D. Foust6,724.19
Yolanda Lopez6,707.67
Denise G. Kucharski6,594.48
Maria Sanchez6,584.98
Sheri Farrar-Meyer6,459.36
Tandy L. Ludin6,435.62
Nancy Boucher6,406.21
Jordan Helou Eicher6,347.29
Angel L. Hurley6,215.04
Annette D. Oxley6,186.17
Geri L. Gurreri6,166.14
Helen M. Harlow6,124.63
Maritza Lanuza6,104.30
Laura A. Armstrong6,041.01
Susan Ruth Cunningham5,997.29
Barbara Pleet5,925.86
Karen A. Jorgenson5,915.17
Christine J. Kurzawa5,891.60
Dana Ann Lamade5,824.19
Hope S. Pratt5,808.64
Sue Uibel5,768.42
Ophelia De La Torre5,766.83
Michelle M. Martinez5,640.87
Michele Martella Ames5,627.63
Bridgett Leigh Moore5,567.58
Cheryl L. Foster5,556.43
Sheila J. McCune5,549.04
Robin S. Moody5,490.66
Nancy L. DeFina5,458.55
Renee Duencel5,455.17
Grace Hull5,418.18
Rose Campbell5,371.04
Susie J. Serio5,365.94
Amie E. Kelly5,334.79
Jeannine R. DeVore Harris5,320.63
Jackie L. Root5,263.09
Debbie L. Bower5,262.16
Myrna I. Colon5,235.45
Ann Shears5,224.14
Antonia Miranda5,199.62
Martha Cuevas5,193.02
Teresa Dawn Colby5,192.59
Heather A. Carlson5,126.35
Stacy S. Gilson5,067.39
Celsa Menjivar-Gutierrez5,018.08
Connie S. Miller5,013.38
Flavia A. Rivera4,994.14
Sonya C. D'Herde4,987.76
Jeanette E. Beichle4,987.14
Karen Saladrigas4,968.72
Hollie R. Sherrick4,939.62
Dana M. Chamberlin4,922.30
Lynn F. Hucks4,835.39
Ohunene Patience Ebroso4,830.66
Joanna Murquia4,800.26
Janet Lee Ellis4,789.47
Marina Sanchez Ramirez4,785.82
Lisa E. Taylor4,773.28
Maria Beddick4,738.28
Taylor L. Moore-Fehring4,718.82
Shawna D. Schneider4,716.44
Maria Estela Mondragon4,708.02

Frankie Clapp4,700.43
Julie A. Griffin4,689.00
Haydee Guzman4,681.45
Abigail Madrid4,676.75
Sherry L. Crews4,659.73
Kathy P. Oliveira4,605.66
Caren Crosby Fields4,588.24
Cecilia Merport4,569.51
Tatiana Rodriguez4,568.43
Natalie M. Oliverio-Ziehmer4,537.96
Johanna D. Giese4,531.04
Kay Dickerson4,526.28
Pat Forehand4,517.40
Lisa A. Hawkins4,463.08
Taya M. Drew4,481.19
Sarah L. Cook4,444.86

Pearl

Kristin Myers\$12,762.11
Leah Michelle Lauchlan12,301.42
Kim L. McClure12,122.58
Nadine Bowers11,342.16
Amie N. Gambolan10,463.80
Julia Sander Burnett9,975.65
Diane M. Detesco9,108.38
Lia Rene Carta8,991.18
Nicole J. Canamare8,900.67
Jeanie K. Navrak8,544.93
Blythe Jolee Egbert8,284.73
Heather Marie Erbe7,972.40
Susan M. Mohlman7,770.77
Katherine Mirkes Ward7,742.57
Tracey L. Chavez7,631.48
Cindy Machado-Flippen7,566.33
Amy Kifrell7,415.04
Dorothy D. Boyd7,397.52
Shanna H. Jones7,294.79
Amy Kemp7,267.56
Elizabeth B. Muna7,049.23
Roya M. Mattis7,027.62
Anne Geertsen6,888.36
Lisa Olivares6,869.00
April Landrum-Johns6,867.80
Tammy D. Niehaus6,843.46
Patty Webster6,732.09
Vicki Piccirilli6,613.30
Carrie V. Eddings-Foster6,566.77
Betsy C. Richard6,537.34
Tammy A. Valava6,530.82
Tina M. Wright-Dees6,498.23
Janice Baxter Hull6,439.38
Charlene Grubbs6,364.64
Ella M. Chick-Power6,335.43
Alicia Borkowska-Sattler6,311.34
Stephani Prendes6,282.82
Melissa Hamby6,149.68
Brittany Marie Self6,072.34
Constance Nugent Miller6,058.69
Laurie C. Cole5,990.79
Patti Cornell5,989.47
Maribel Olivares5,923.27
Sandra M. Munguia5,887.79
Sandra Giraldo Kirchhoff5,858.13
April Christine Hutchinson5,840.19
Amelie B. Kemogne5,819.95
Sylvia Limon Martinez5,819.12
Aide G. Martinez Charre5,818.81
Kathy Eckhardt5,714.52
Susie Kopacz5,696.07
Gloria Heyaime5,573.39
Denise E. Crosby5,556.43
Laurie Pivler Pivler5,503.73
Mia J. Mason Taylor5,479.55
Evelyn Pirhalla5,475.34
Kathryn L. Engstrom5,469.80
Darlene Rutledge5,458.55
Ruthie Brestette-Mount5,432.45
Cathy A. Barnhart5,422.91
Shari M. Kirschner5,402.74
Andrea Lee Converse5,346.41
Debbie A. Thomas5,323.21
Amie J. Bennett5,309.20
Julie Hetherington5,281.27
Sherry L. Bellise5,275.58
R. Sue Miller5,267.24
Richelle V. Barnes5,255.32

Holly L. Ennis5,248.32
Cindy S. Koenig5,171.73
Irene K. Foster5,164.92
Menina M. Givens5,148.23
Rita Schaefer5,128.11
Laura Poling5,094.31
Penny J. Jackson5,062.01
Luanne Stewart5,040.62
Angela J. Fry4,942.40
Susan K. Janish4,940.51
Beth H. Piland4,927.34
Peggy Matish4,902.42
Sherry L. Fields4,860.18
Marry Durrer4,839.11
Stacey Craft4,834.65
Terri Lewis4,826.55
Ashley O. Brooker4,810.17
Hazel White4,796.51
Crystal June Trojanowski4,783.46
Sally Moreno4,777.12
Aida Clark4,773.08
Gail A. Clark4,752.66
Heather L. Cartee4,748.81
Shelley Eldridge4,748.81
Donna L. Comstock4,699.23
Lucia Fernandez4,687.18
Mara C. Lane4,673.68
Diane Heckathorne4,671.42
Amy C. Schule4,654.49
Sheryl Frederic4,600.47
Nadine H. Huckleberry-Stanley4,577.90
Christi G. Campbell4,572.59
Marilyn Schmucker4,571.78

Diamond

Dayana Polanco\$13,405.42
LaRonda L. Daigle10,782.80
Mary Strauss10,337.18
Maricarmen Gonzalez9,298.05
Melinda M. Balling9,262.67
Priscilla McPheeters9,228.61
Evelita Valdez-Cruz8,998.66
Amy Allgood8,795.06
Nancy Polish Dove8,409.02
Andrea Shields8,311.36
Ruth L. Everhart8,306.09
Martha Kay Ralle8,096.48
Shelly Palen7,848.63
Noemi C. Jaimes7,732.37
Kristin Jenae Rogers7,730.94
Karime Rosas7,708.52
Marsha Morrisette7,705.05
Terri J. Beckstead7,617.57
Sheryl Peterson7,591.15
Ana X. Solis7,556.83
Barbara E. Roehrig7,467.42
Meyra Esparza7,429.24
Heidi Goelzer7,409.12
Pat A. Nuzzi7,408.41
Julie Neal7,299.24
Rhonda Jean Taylor7,241.38
Vivian Diaz7,181.11
Julie Schlundt7,065.56
Yosaira Sanchez6,979.34
Melissa R. Hennings6,847.13
Betty McKendry6,800.51
Luiza Urena Mora6,782.78
Audrey J. Doller6,778.77
Mery C. Ramirez Bravo6,768.38
Elvi S. Lamping6,729.02
Donna K. Smith6,643.55
Irene Olebara6,625.83
Tawnya Krempps6,488.31
Stephanie A. Richter6,481.59
Emily Sims6,363.02
Delmi Cristina Santos6,319.45
Sandy Lasso6,264.52
Linda T. Cartiglia6,228.07
Gerri Anne Morris6,223.78
Carol Lee Johnson6,197.50
Heather M. Julson6,184.67
Stelia Sanchez6,162.57
Pavia L. Huffman6,121.50
Julie Danskin6,068.95
Betty Symons6,033.98
Diane L. Mentiply6,016.13
Lila DeWeber5,922.49

Amy Zanto5,917.63
Judy Higgins5,917.15
Mary P. Creech5,904.70
Nikki Hall Edgemon5,751.89
Nancy Fox Castro5,749.12
Rose Rodriguez-Capone5,745.57
Lesae Rae Franken5,731.50
Mariann Blase Mason5,725.62
Cecilia C. James5,705.95
Susan J. Pankow5,704.26
Deborah Dudas5,672.26
Ramona Moreno5,659.88
Mairelys Lopez5,651.10
Sonia Suyapa Bonilla5,637.88
Jill D. Davis5,626.02
Leticia Barajas5,624.88
Heather Miriam Ritz5,603.45
Josefa E. Rosario5,526.05
Lisa A. Stengel5,511.32
Margarita Velez5,494.34
Shelley Olson5,477.30
Sandy Griffith5,448.70
Norma Lee Shaver5,434.14
Jenny Siemonisma5,403.58
Patricia Carr5,400.10
Teresa A. Lischwe5,382.94
Lesley A. Bodine5,378.94
Maria M. Calle5,370.08
LaChelle M. Seleski5,349.76
Heriberto Castro Orozco5,345.02
Kim A. Messmer5,332.98
Blanca E. Arroyo5,265.58
Alicia Kingrey-Lokal5,259.59
Omosolape O. Akimoyenu5,233.22
Nicki R. Hill5,229.95
Marilinda R. Brown5,202.99
Lou Linda Utey5,199.33
Orenda Rachel Hunniford5,182.46
Mary Beissel5,181.49
Mary Jacobson5,138.64
Yvonne Tazem5,106.59
Juanita Gudino5,052.21
Elvia Cordova5,028.60
Lisa Rada5,026.88
Lupita Castillo5,004.13
Maria Siguenza4,999.15
Linda J. Wicks4,998.98
Cindy Wallace4,998.15

Ruby

Thessey Nwachukwu\$11,583.20
Laura A. Kattenbraker9,453.71
Juliet Ebele Okonkwo9,308.81
Donna Clark-Driscoll9,092.43
Karen E. Gardner8,507.27
Kristal K. Walker7,891.53
Sonya F. Goins7,811.27
Kristal D. Downey-Shada7,717.74
Lisa Anne Harmon7,622.51
Sherrie L. Clemons7,522.96
Melissa Kaye Kopec7,401.83
Jacqueline N. Alford7,294.54
Mary Sharon Howell7,266.29
Kathy Monahan7,030.74
Deborah S. Bailie7,013.41
Candace Laurel Carlson6,943.71
Michele Semper6,915.83
Diane Covington6,866.85
Gloria Dominguez6,835.32
Carmen Nunez de Valencia6,684.30
Rebecca Tilley6,569.69
Somer Ballard Carter6,563.29
Julie Brindell Sapp6,528.00
Cissy E. Warren6,477.82
Cheryl O. Fulcher6,444.29
Debbie A. Elbrecht6,409.89
Mary Alice Dell6,329.14
Amber L. Faulk6,287.09
Ekene S. Okafor6,031.62
Debbie A. Hocott5,984.67
Stella Smith-Plus5,963.17
Wanda Metzger5,922.65
Suzanne P. Wallace5,911.90
Amber Alison Lamb5,873.13
Connie A. Brinker5,820.22
Lisa A. DeLucia5,818.21

Christy M. Cox5,763.14
Eva E. Berber5,733.92
Judy Lund5,672.53
Cindy P. Markowski5,661.68
Patti Maxwell5,647.72
Winifred Nonye Ogunnamiri5,647.15
Jennifer Jean McNulty5,646.05
Michelle M. Visco5,570.89
Jan Stone5,517.12
Liz Whitehouse5,510.04
Judie Roman5,499.02
Tiffany Brooke Stout5,472.98
Sheryl K. Goins5,470.91
Eleanor M. Reigel5,463.48
Cheri J. VanValkenburg5,444.17
Rose Mary Neel5,441.18
Sylvia J. Cook5,419.64
Marnie R. Yunger5,364.09
Crystal Huskins Carper5,337.23
Julie Smith5,327.93
Jan Maloney5,317.40
Jeanette M. Thompson5,288.02
Janet M. Gammill5,272.87
Shelia D. Evans5,264.52
Juliet Igboanusi5,217.37
Kali DeBlander Brigham5,213.84
John Cushman5,169.78
Phuong L. White5,155.60
Mary Lou Ardohain5,136.66
Gina M. Gildone5,118.77
Anne Weidenweber5,112.19
Barbara L. Harrison5,105.17
Jemma Holley Imwalle5,077.49
Terry Thole5,073.67
Peggy Young5,073.24
Keeta Hastings5,055.36
Inez M. Thayer5,049.20
Amy J. Spence4,987.94
Augusta C. Onyenemere4,982.23
Lisa V. Bauer4,961.00
Carlotta Sandiford-Coleman4,957.65
Kathleen C. Savorgnan4,957.36
Pamela O. Pruitt4,948.72
Jeanie Ripley4,948.68
Eusebia Bonilla4,912.71
Oye A. Onuoha4,900.25
Heather A. Verity4,899.34
Robin R. Tucker4,856.03
Charlyn C. Eschette4,834.81
Cristina Neves Carper4,765.21
Lisa Baker4,743.88
Rosalia Kuhn4,743.53
Clementina Niku Okorji4,717.20
Pat Z. Allen4,710.47
Nancy D. Marshall4,683.19
Linda Christenson4,670.14
Brenda Fenner4,667.01
Suzanne Moeller4,644.26
Bridgette Rae Conley4,629.58
Maryann Clark-Durrell4,626.97
Corrin Cresci4,553.65
Mary Ann Riley4,550.35
Lacy Janel Nickelson4,529.18
Rosanne Pluchino4,528.81

Sapphire

Tammy Romage\$13,209.31
Julie Weaver13,136.05
Roxanne McInroe9,758.31
Julia Mundy9,389.55
Diane Bruns9,222.51
Angie S. Day8,877.26
Crystal Dawn McDaniel8,867.34
Moleda G. Dailey8,745.23
Kristi M. Montesana8,263.27
Jennifer L. Semelsberger
Beseker8,075.89
Lara F. McKeever8,069.49
Kim I. Sabourin7,889.97
Lady Ruth Brown7,813.40
Rutby Garner7,775.32
Linda Klein7,580.36
Joanna Helton7,343.42
Sylvia Boggs6,963.63
Tracy Potter6,923.38

Kathy R. Bullard6,864.89
Jeannie Helm6,772.72
Heather L. Bohlinger6,755.11
Christy Bigham6,752.21
Krista A. Johnson6,724.12
Lynnea E. Tate6,689.68
Peggy B. Sacco6,608.95
Jill Beckstedt6,521.27
Cheryl T. Anderson6,372.88
Ryan Ashlee Rives6,301.46
Faith A. Gladding6,294.91
Maria G. Leon6,294.24
Dolores Keller6,155.90
Lynn Baer Roberts6,149.11
Debbie A. Weld6,131.21
Kim West6,054.27
Joni D. Koontz5,953.68
Frances Woodham5,912.71
Marjorie S. Haun5,900.07
Kathleen Kirkwood5,890.64
Gena Prince5,839.63
Connie L. Russo5,813.78
Phyllis I. Pinsker5,776.48
Ann W. Sherman5,729.01
Angeles Sosa5,710.09
Julie Garvey5,690.02
Randi Stevens5,648.45
Josefa Chacon5,614.57
Alejandra Zurita5,596.16
Brenda Bennett5,558.87
Norma Hood5,532.44
Jennifer G. Bouse5,485.91
Tasha Bergman5,433.39
Sanjuana Sosa5,330.24
Maria Montes5,313.76
Sandra A. Zavoda5,310.30
Martha Villarreal5,295.28
Teodora Ahumada5,254.44
Bonnie Crumrin5,245.43
Blanca Celia A. Caceres5,241.56
Naomi M. State5,211.81
Natalie Reed5,211.66
Melody Missick5,179.45
Tabitha A. Hallums5,155.12
Deanna L. Spillman5,144.31
Anita R. Rabelo5,135.46
Sue Ammons5,121.55
JoAnna P. Shippe5,102.45
Sherri Reindl5,086.19
Danice C. McElDowney5,043.23
Maggie Sitar5,040.46
Maranda Michelle Rains5,011.57
Audrey K. MacDowall4,982.92
Therese E. Simon4,979.67
Patrice Moore Smith4,943.93
Elizabeth A. Poole4,940.67
Jodi L. Feller4,861.86
Silvia Rodriguez4,858.32
Judy L. Staats4,838.99
Elizabeth McCandless4,814.52
Maria Elena Coyote4,807.88
Jerlene Vrana4,759.71
Catalina T. Barahona4,750.58
Deana B. Mumpower4,738.22
Miranda Katie Bandemer4,730.07
Barbara J. Puckett4,713.36
Lyris Patterson4,683.39
Rebekah Hirseisen4,651.91
Amy C. Hayes4,651.07
Gayle J. Green4,640.17
Linné Lane4,625.94
Maria Bocanegra4,622.44
Brandi Driggers4,608.24
Deborah Robina4,585.88
Hilda Marrufo4,576.41
Shari Kendall4,575.32
Beth S. Austin4,553.04
Diana E. Fraustro4,524.39
Robyn S. Cartmill4,513.24
Linda A. Jones4,497.32
Daniela Lopez4,483.20
Joycelyn Bailey
Westbrooks4,441.40

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Recognition

Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in August 2010.

Top National Sales Directors — Commissions and Bonuses



Gloria Mayfield Banks
\$47,465
Emerald



Darlene Berggren
\$27,390
Pearl



Barbara Sunden
\$76,261
Diamond



Carol Anton
\$35,836
Ruby



Karen Piro
\$34,606
Sapphire

Top Unit — Estimated Retail Production

| | |
|---|----------|
| EMERALD — Christine Denton, <i>D. Wiegandt Area</i> | \$79,468 |
| PEARL — Leah Lauchlan, <i>P. Waldrop Shaw Area</i> | \$74,732 |
| DIAMOND — Dayana Polanco, <i>S. Páez Area</i> | \$86,255 |
| RUBY — Karen Gardner, <i>P. Danforth Area</i> | \$65,288 |
| SAPPHIRE — Tammy Ramage, <i>Go Give Area</i> | \$92,360 |

Top Sales Director — Personal Sales

| | |
|---|----------|
| EMERALD — Kim Manire, <i>Go Give Area</i> | \$9,995 |
| PEARL — Sandy Hemric-Bryant, <i>G. McGuire Area</i> | \$8,283 |
| DIAMOND — Ava Roberts, <i>Go Give Area</i> | \$12,635 |
| RUBY — Janette Copeland, <i>Go Give Area</i> | \$13,746 |
| SAPPHIRE — Brenda Robinson, <i>K. Piro Area</i> | \$28,542 |

Top Beauty Consultant — Personal Sales

| | |
|--|----------|
| EMERALD — Helen Leiby, M. Bright Unit, <i>G. Mayfield Banks Area</i> | \$19,203 |
| PEARL — Dana Berry, K. Myers Unit, <i>G. McGuire Area</i> | \$10,505 |
| DIAMOND — Clara Lacelle, T. Loudenback Unit, <i>A. Garrett-Roe Area</i> | \$16,205 |
| RUBY — Linda Black-Kurek, L. Whitehouse Unit, <i>S. Kirkpatrick Area</i> | \$13,182 |
| SAPPHIRE — Jacqueline Chase, M. Silva Unit, <i>Go Give Area</i> | \$15,825 |

Top Team Builder

| | |
|---|---------------------|
| EMERALD — Sales Director Jenny Engle, <i>K. Rodgers-Smith Area</i> | 17 New Team Members |
| PEARL — Sales Director Esmeralda Diaz, <i>A. Rocha Area</i> | 9 New Team Members |
| DIAMOND — Stephanie Carter, M. Cape Unit, <i>A. Garrett-Roe Area</i> | 12 New Team Members |
| RUBY — Sales Director Mikkalisa Lefkowitz, <i>Go Give Area</i> | 12 New Team Members |
| SAPPHIRE — Goldie McDuffie, T. Ocampo-Verdin Unit, <i>K. Starr Area</i> | 10 New Team Members |

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for August 2010.

Emerald

| | |
|------------------------------------|---------------------|
| Auri Hatheway | 31 New Unit Members |
| Tanya Olivia King | 26 New Unit Members |
| Maria Sanchez | 23 New Unit Members |
| Jenny Engle | 21 New Unit Members |
| Lynn F. Huckels | 21 New Unit Members |
| Charmaine Linnette Wingfield | 21 New Unit Members |
| Christine A. Denton | 20 New Unit Members |

Pearl

| | |
|-----------------------------|---------------------|
| Carrie Eddings-Foster | 23 New Unit Members |
| Blythe Jolee Egbert | 21 New Unit Members |

Diamond

| | |
|---------------------------|---------------------|
| Yvonne Tazem | 23 New Unit Members |
| Maricarmen Gonzalez | 20 New Unit Members |
| Andrea Shields | 20 New Unit Members |

Ruby

| | |
|---------------------|---------------------|
| Karen Gardner | 28 New Unit Members |
|---------------------|---------------------|

Sapphire

| | |
|-----------------------|---------------------|
| Angelica Lucero | 20 New Unit Members |
|-----------------------|---------------------|

Meet Your NSDs

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

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HERE'S TO YOU, SUPERSTAR!

FROM THE
LAVISH STAGE
TO THE
**WONDERFUL
RECOGNITION**

PROJECT
superStar

**SEMINAR 2010
WAS DEFINITELY
THE "CAN'T-MISS"
MARY KAY EVENT
OF THE YEAR!**

From the excitement of the *It's in the Bag* special reception to the dazzling fairy god-mother who gave away "Cinderella" prizes, Seminar 2010 was a celebration like no other – and all in honor of you and your achievements!

Not only did you celebrate the successes of last year, you learned firsthand about Ryan Rogers' exciting call to action to hold 10 parties in one week, about incredible rewards for new Independent Sales Directors who debut by Jan. 1, 2011, and about enticing new products – helping you get a jump start on the new Seminar year!

As Mary Kay said, "Seminar is the place where your dreams are given the power to move forward. You'll have more knowledge, information and inspiration to soar higher than you have ever before." So set your goals now to make Seminar 2011 *your best year yet!*



THE STARS AT NIGHT ARE BIG AND BRIGHT ...

Nothing shines brighter on Awards Night than the smiles and enthusiasm of those who cross the Seminar stage to celebrate a year filled with challenges and triumphs. Awards Night entertainment, featuring the fabulous Friends of Tyme, had everyone on their feet and feeling the beat!



THE BLING, THE RINGS, THE CHEERS, THE TEARS!

One grand-prize winner from each Seminar took to the stage as the *Star Stories* Awards Night Makeover winner, where her heartfelt story was shared with the Seminar audience. Our Circle of Achievement and Circle of Excellence achievers earned their moment in the Seminar spotlight! Queens were crowned in the Courts of Personal Sales and the Court of Sharing, and the names of our annual Go-Give® Award winners for 2010 were revealed. Even our fairy god-mother got in on all the excitement by giving away fantastic prizes!



2009-2010 NSD INNER CIRCLE

Congratulations to the members of the Gold/Diamond/Inner Circle! Each Independent National Sales Director who earned commissions of \$325,000 or above was recognized as a member of the elite Inner Circle. Those who earned commissions of \$200,000 and above achieved the Diamond Circle. Both Inner Circle and Diamond Circle members received a bonus in the amount of a percentage of their NSD commissions, as shown, and received diamonds for their NSD bracelets or necklaces, as shown. Those who earned commissions of \$125,000 and above achieved the Gold Circle. These recognition amounts only reflect official NSD commissions earned and do not include total earnings.

\$1,000,000
(5% bonus +
2 diamonds)



Barbara Sunden
Diamond
\$51,726

\$550,000
(3% bonus +
2 diamonds)



Carol Anton
Ruby
\$17,512

\$500,000 (3% bonus + 2 diamonds)



Karen Piro
Sapphire
\$16,449



Gloria Mayfield Banks
Emerald
\$15,718

\$450,000
(2% bonus +
2 diamonds)



Lisa Madson
Diamond
\$9,781

\$400,000 (2% bonus + 2 diamonds)



**Anita Mallory
Garrett-Roe**
Diamond
\$8,538



Pat Danforth
Ruby
\$8,456

\$400,000 (2% bonus + 2 diamonds)



Jan Harris
Pearl
\$8,299



Kathy Helou
Emerald
\$8,077



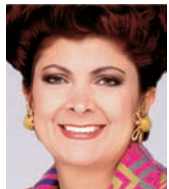
Darlene Berggren
Pearl
\$8,073



Jana Cox
Sapphire
\$7,706



Karlee Isenhardt
Ruby
\$7,541



Gloria Castaño
Diamond
\$7,467



Cheryl Warfield
Pearl
\$7,439



Sherry Giancristoforo
Emerald
\$7,171

\$350,000
(2% bonus +
2 diamonds)



Lupita Ceballos
Sapphire
\$7,095



Stacy James
Pearl
\$6,782



**Patricia
Rodríguez-Turker**
Diamond \$6,597



Sue Kirkpatrick
Ruby
\$6,576

\$325,000 (2% bonus + 2 diamonds)



2009-2010 NSD DEBUTS*



**Pearl
Holli Lowe**
May 1, 2010



**Pearl
Jeanie Martin**
July 1, 2010



**Pearl
Alma Orrostieta**
July 1, 2010

*Independent
National
Sales
Directors
who debuted
onstage at
Seminar
2010



HABITAT BUILD AT SEMINAR

For the first time ever, Mary Kay held a Habitat for Humanity build in front of the Dallas Convention Center during Seminar! Dallas Mayor Tom Leppert, along with other city officials and the local media, attended the wall-raising ceremony held July 21. From July 21 through Aug. 4, Dallas-area Independent Beauty Consultants and Independent Sales Directors worked hand in hand to build a home for a worthy family in Dallas.



2009-2010 NSD DIAMOND CIRCLE

**\$300,000 (1% bonus
+ 1 diamond)**

Cindy Williams
Pearl

Sonia Páez
Diamond

Debi Moore
Emerald

Judie McCoy
Sapphire

**\$250,000 (1% bonus
+ 1 diamond)**

Linda Toupin
Diamond

SuzAnne Brothers
Emerald

Dacia Wiegandt
Emerald

Halina Rygiel
Pearl

Shirley Oppenheimer
Ruby

Wanda Dalby
Ruby

Mary Diem
Diamond

Julianne Nagle
Sapphire

**\$200,000 (1% bonus
+ 1 diamond)**

Pamela Waldrop Shaw
Pearl

Shannon Andrews
Sapphire

Lily Orellana
Emerald

Jackie Swank
Pearl

**Ronnie D'Esposito
Klein**
Ruby

Anita Tripp Brewton
Pearl

Kerry Buskirk
Emerald

Diane Underwood
Diamond

Tammy Crayk
Sapphire

Sandy Miller
Pearl

Maureen Ledda
Pearl

Cindy Fox
Emerald

Jamie Cruse-Vrinios
Emerald

Jo Anne Cunningham
Diamond

Jeanne Rowland
Ruby

Mary Estupiñan-Martel
Pearl

2009-2010 NSD GOLD CIRCLE

\$150,000

Valerie Bagnol
Sapphire

Sandy Valerio
Sapphire

Kay Elvrum
Emerald

Dalene Hartshorn
Diamond

Pam Ross
Ruby

Kimberly Copeland
Ruby

Dawn Dunn
Sapphire

Pamela Fortenberry-Slate
Ruby

Joyce Z. Grady
Diamond

Nancy Bonner
Pearl

Mona Butters
Emerald

Lisa Allison
Pearl

Maria Monarrez
Diamond

Joanne Bertalan
Emerald

Evelinda Diaz
Diamond

Janet Tade
Emerald

Elizabeth Fitzpatrick
Pearl

Julie Krebsbach
Pearl

Lynne Holliday
Ruby

Anabell Rocha
Pearl

Rebecca Evans
Ruby

Scarlett Walker-Simpson
Ruby

Yvonne Lemmon
Emerald

Consuelo Prieto
Emerald

Davanne Moul
Sapphire

Connie Kittson
Diamond

Judy Brack
Pearl

Kimberly Starr
Sapphire

Janis Z. Moon
Ruby

Wilda DeKerlegand
Pearl

Alia Head
Sapphire

Cyndee Gress
Ruby

Ada Garcia-Herrera
Diamond

Pam Klickna-Powell
Sapphire

Gloria Báez
Sapphire

Michelle Sudeth
Ruby

Lise Clark
Pearl

Cathy Bill
Emerald

**\$125,000
Cathy Phillips**
Emerald

Lorraine Newton
Sapphire

Patricia Lane
Ruby

Monique Todd Balboa
Pearl

Miriam Gómez-Rivas
Emerald

Kate DeBlander
Ruby

Linda Kirkbride
Pearl

Morayma Rosas
Emerald

Glinda McGuire
Pearl

Gena Rae Gass
Ruby

Toni McElroy
Ruby

Lynda Jackson
Pearl

Pamela Tull
Emerald

Maureen Myers
Pearl

Pam Higgs
Sapphire

Jan Thetford
Sapphire

Shirley Oshiro
Pearl

Isabel Venegas
Diamond

Jane Studrawa
Pearl

Judy Kawiecki
Ruby

Nancy Moser
Sapphire

Sabrina Goodwin
Emerald

Jo Anne Barnes
Ruby

Brenda Segal
Emerald

2009-2010 NSD MILLIONAIRES**

\$13 Million

Barbara Sunden, Diamond

\$10 Million

Karen Piro, Sapphire

\$8 Million

Kathy Helou, Emerald

\$7 Million

Judie McCoy, Sapphire

Cheryl Warfield, Pearl

\$6 Million

Karlee Isenhardt, Ruby

\$5 Million

Darlene Berggren, Pearl

SuzAnne Brothers, Emerald

Mary Diem, Diamond

Debi Moore, Emerald

Pamela Waldrop Shaw, Pearl

Jackie Swank, Pearl

Linda Toupin, Diamond

Cindy Williams, Pearl

\$4 Million

Kerry Buskirk, Emerald

Joyce Z. Grady, Diamond

Julianne Nagle, Sapphire

\$3 Million

Lise Clark, Pearl

Tammy Crayk, Sapphire

Wilda DeKerlegand, Pearl

Julie Krebsbach, Pearl

Patricia Lane, Ruby

Sonia Páez, Diamond

Pam Ross, Ruby

Robin Rowland, Pearl

\$2 Million

Ann Brown, Sapphire

Mary Estupiñan-Martel,
Pearl

Gena Rae Gass, Ruby

Shelly Gladstein, Emerald

Lynne Holliday, Ruby

Kathy Jones, Pearl

Connie Kittson, Diamond

Davanne Moul, Sapphire

Anabell Rocha, Pearl

Diana Sumpter, Sapphire

Cindy Towne, Ruby

Kym Walker, Emerald

\$1 Million

Maria Aguirre, Sapphire

Amy Dunlap, Ruby

Jeanie Martin, Pearl

Alma Orrostieta, Pearl

Gina Rodriguez, Diamond

Terri Schafer, Ruby

**Independent National Sales Directors who are new members of the Mary Kay Millionaires Club or who stepped up to new million-dollar categories. The Mary Kay Millionaires Club honors NSDs who've earned at least \$1 million in commissions since starting their Mary Kay businesses.

LIGHTS! CAMERA! ACTION!

"Energetic," "fast-paced" and "on the move" are just a few of the words to describe the excitement of Seminar. From dynamic career development classes to valuable moments spent visiting the Mary Kay® Expo – perhaps having your photograph taken next to a beautiful Mary Kay® Career Car – your every moment within the Dallas Convention Center was focused on celebrating your triumphs and giving you the knowledge, inspiration and motivation to help take your success to the next level.

YOU CAN DO IT!



TOP THREE QUEENS' COURTS OF SALES AND SHARING*

SAPPHIRE

Sales Director Queen's Court of Personal Sales



Queen
Linda Perry
Ripon, Calif.

1st Runner-Up
P.J. Baunach
Alexandria, Va.

2nd Runner-Up
Debbie Tweedie White
Roanoke, Texas

Consultant Queen's Court of Personal Sales

Photo unavailable at press time.

Queen
Robbie Walters
Spring Hill, Fla.

1st Runner-Up
Joy Hayes
Auburn, Maine

2nd Runner-Up
Patricia Meyer
Dunsmuir, Calif.

Queen's Court of Sharing



Queen
Michelle Moore
Alpharetta, Ga.

1st Runner-Up
Jodi Feller
Preston, Iowa

2nd Runner-Up
Brenda Bennett
Elko, Nev.

EMERALD

Sales Director Queen's Court of Personal Sales



Queen
Connie Ackroyd
Rumford, R.I.

1st Runner-Up
Melissa Milanak
Urbana, Ill.

2nd Runner-Up
Nicole Barlow
Portland, Ore.

Consultant Queen's Court of Personal Sales



Queen
Helen Leiby
Baltimore

1st Runner-Up
Yuko Yasuma
Cranston, R.I.

2nd Runner-Up
Tanya Basansky
Leigh Acres, Fla.

Queen's Court of Sharing



Queen
Teresa Colby
Osceola, Mo.

1st Runner-Up
Olavinka Adegbayi
Fair Lawn, N.J.

2nd Runner-Up
Tammy Ayers
Kirby, W.Va.

PEARL

Sales Director Queen's Court of Personal Sales



Queen
Tammy Caswell
East Amherst, N.Y.

1st Runner-Up
Melissa Nix Henderson
Tyler, Texas

2nd Runner-Up
Lori Ritzel
Spencerport, N.Y.

Consultant Queen's Court of Personal Sales



Queen
Heidi Williams
Sound Beach, N.Y.

1st Runner-Up
Mary Famiglietti
Cranston, R.I.

2nd Runner-Up
Lisa Mason
Palmyra, Va.

Queen's Court of Sharing



Queen
Amelie Kemogne
Upper Marlboro, Md.

1st Runner-Up
Regina Ati
Lawrenceville, Ga.

2nd Runner-Up
Roya Mattis
Ashburn, Va.

DIAMOND

Sales Director Queen's Court of Personal Sales



Queen
Ava Roberts
Nashville, Tenn.

1st Runner-Up
Marie Lee
Delray Beach, Fla.

2nd Runner-Up
Nancy Dove
Evergreen, Ala.

Consultant Queen's Court of Personal Sales



Queen
Barbara Henney
Elizabethtown, Ind.

1st Runner-Up
Kathleen Neal
Crossville, Tenn.

2nd Runner-Up
Cynthia Herreid
Keene, N.H.

Queen's Court of Sharing



Queen
Yvonne Tazem
Lanham, Md.

1st Runner-Up
Ngozi Onuoha
Stroudsburg, Pa.

2nd Runner-Up
Nancy Huang
Sugar Land, Texas

RUBY

Sales Director Queen's Court of Personal Sales



Queen
Juliet Goertzen
Bakersfield, Calif.

1st Runner-Up
Chantelle Truman
Novato, Calif.

2nd Runner-Up
Ekene Okafor

Consultant Queen's Court of Personal Sales



Queen
Daphne Lewis
Spokane, Wash.

1st Runner-Up
Susan Cummings
Seymour, Ind.

2nd Runner-Up
Lucy Markel
Diamondhead, Miss.

Queen's Court of Sharing



Queen
Augusta Onyenemere
Maplewood, N.J.

1st Runner-Up
Stephanie Honeycutt
Frankfort, Mich.

2nd Runner-Up
Stella Smith-Pius
Newark, N.J.

Photo unavailable at press time.

*Top three Independent Beauty Consultants and Independent Sales Directors in personal sales and team-building

TOP 10 SALES UNITS NATIONWIDE*



1. Kristin Myers
Cana, Va.
Pearl



2. LaRonda Daigle
Baton Rouge, La.
Diamond



3. Auri Hatheway
Palmetto Bay, Fla.
Emerald



4. Kim McClure
Cranberry Township, Pa.
Pearl



5. Krystal Downey-Shada
Caldwell, Idaho
Ruby

2010 CIRCLE OF EXCELLENCE**

SAPPHIRE



Queen
Julie Weaver
\$1,000,000 Circle

1st Runner-Up
Tammy Romage*
\$1,000,000 Circle

2nd Runner-Up
Kim West*
\$800,000 Circle

\$800,000 Circle
Audrey MacDowall
Kristi Montesana
Julia Mundy
Kim Sabourin
Angela LaFerry*

\$750,000 Circle
Roxanne McInroe*
Sylvia Boggs

\$700,000 Circle
Lara McKeever
Faith Gladding
Debbie Weld*
Ann Sherman
Joanna Helton
Linda Klein*

\$650,000 Circle
Brenda Bennett
Maranda Rains*
Lady Ruth Brown
Diane Bruns*
Brynn Blalock*
Randi Stevens
Kathy Bullard
Christy Bigham

EMERALD



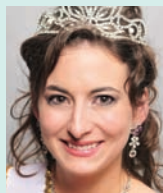
Queen
Auri Hatheway
\$1,050,000 Circle

1st Runner-Up
Nancy Boucher*
\$750,000 Circle

2nd Runner-Up
Pam Kelly
\$700,000 Circle

\$650,000 Circle
Stacy Foust
Hope Pratt
Linda Bradley
Christie Ehiobu*
Ann Shears
Yolanda Lopez*
Hollie Sherrick
Jeannine DeVore Harris

PEARL



Queen
Kristin Myers
\$1,100,000 Circle

1st Runner-Up
Kim McClure
\$1,000,000 Circle

2nd Runner-Up
Tina Wright-Dees*
\$850,000 Circle

\$800,000 Circle
Patty Webster
Jeanie Martin

\$750,000 Circle
Tracey Chavez
Cindy Machado-Flippen
Amie Gamboian

\$700,000 Circle
Diane Detesco*
Patti Cornell*
Betsy Richard
Janice Hull

\$650,000 Circle
Shanna Jones*
Holly Ennis
Jeanie Navrkal
Nedra White*
Tara Mitchell*
Brenda Stafford
Susan Hohlman
Kathryn Engstrom
Lia Carta*
Leah Lauchlan
Rebecca Milligan*

DIAMOND



Queen
LaRonda Daigle
\$1,100,000 Circle

1st Runner-Up
Marsha Morrisette*
\$950,000 Circle

2nd Runner-Up
Amy Allgood
\$850,000 Circle

\$850,000 Circle
Priscilla McPheeters*
Melinda Balling

\$800,000 Circle
Mary Strauss*
Karime Rosas*
Tawnya Krempges*
Cecilia James

\$750,000 Circle
Dayana Polanco*

\$700,000 Circle
Sonia Bonilla*
Mariann Biase Mason
Sheryl Peterson

\$650,000 Circle
Kristin Rogers*
Nancy Castro
Gerri Anne Morris
Pat Nuzzi
Julie Neal
Petie Huffman*
Jenny Siemonsma*
Barbara Roehrig
Evelia Valdez-Cruz
Shelly Palen
Terri Beckstead
Heather Julson
Kristen Spiker*

RUBY



Queen
Krystal Downey-Shada
\$1,000,000 Circle

1st Runner-Up
Sonya Goins*
\$800,000 Circle

2nd Runner-Up
Karen Gardner*
\$800,000 Circle

\$700,000 Circle
Patti Maxwell*
Somer Carter*

\$650,000 Circle
Donna Clark-Driscoll
Cheryl Fulcher
Lisa Anne Harmon
Juliet Okonkwo*
Thesya Nwachukwu
Marnie Yunger
Suzanne Moeller



*Received diamond bar pin for exceeding all previous years

**Independent Sales Directors who achieved estimated unit retail production of \$650,000 or more



6. **Julie Weaver**
Louisville, Ky.
Sapphire



7. **Tammy Romage**
Mechanicsburg, Pa.
Sapphire



8. **Marsha Morrisette**
Eden Prairie, Minn.
Diamond



9. **Tina Wright-Dees**
Pooler, Ga.
Pearl



10. **Amy Allgood**
West Palm Beach, Fla.
Diamond

NEW BEGINNINGS

Strengthened by the beautiful bonds of a world-wide sisterhood, girlfriends old and new said goodbye to *Project SuperStar*™ Seminar 2010. With anticipation, they turned toward the new year focused on passion, adventure and risk – messages shared by top Mary Kay executives and top sales force members alike as we work together to continue the Company's mission of enriching women's lives. Remember, by setting your goals higher, deeper and broader than ever before, your dreams could be realized at Seminar 2011. Start planning now to be there!

go-give® award

Congratulations to the winners for December 2010

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

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give® Award nomination form is available on the Mary Kay InTouch® website under "Recognition."



Gussi Smith

Emerald

Independent Sales Director

Began Mary Kay

December 1994

Sales Director Debut

June 1997

National Sales Director

Go Give Area

Honors Premier Club qualifier; Star Consultant; Queen's Court of Sharing; gold medal winner; estimated highest monthly unit retail: \$54,490

Personal Lives in Lexington, Ky. Husband, Fred; son, Tim; daughters: Kristi, Becky, Freda; 11 grandchildren; three great-grandchildren

Favorite Quote "I can do all things through Christ who strengthens me."

– Philippians 4:13

Independent Beauty

Consultant Dee Schweikle of Lexington, Ky., says, "Gussi treats her adoptees no differently than her personal team members and encourages all of us to participate in community projects."



Lucia Fernandez

Pearl

Independent Senior Sales Director

Began Mary Kay

September 1998

Sales Director Debut

December 2000

Offspring two first-line

National Sales Director
Go Give Area

Honors Cadillac qualifier; five-times Circle of Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$63,890

Personal Lives in Lutz, Fla. Husband, Lazaro; sons: Daniel, Garrett; daughters: Natacha, Alexandra

Favorite Quote "Courage is rightly esteemed the first of human qualities ... because it is the quality which guarantees all others." – Winston Churchill

Independent Beauty Consultant Lissette Torres-Henriquez of Tampa, Fla., says, "Lucia is my adoptive Sales Director. She inspires me with her energy and wonderful examples of her personal journey to success. She encourages us, keeps us on track and expects nothing in return."



Pam Manka

Diamond

Independent Sales Director

Began Mary Kay

February 1991

Sales Director Debut

June 1995

National Sales Director

Go Give Area

Honors Premier Club qualifier; Circle of Honor; three-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$35,779

Personal Lives in San Antonio. Husband, Armand; sons: Nick, Jeff; daughter, Katie

Favorite Quote "All you send into the lives of others does come back into your own."

– Mary Kay Ash

Independent Beauty Consultant Andrea Shanahan of San Antonio says, "Pam welcomed me into the Mary Kay family and into her own home from the very first day I became an Independent Beauty Consultant, guiding me every step of the way and even mailing me a kind letter of encouragement."



Kaye Driggers

Ruby

Independent Senior Sales Director

Began Mary Kay

March 1995

Sales Director Debut

March 1996

Offspring one first-line

National Sales Director
Gay Hope Super

Honors Cadillac qualifier; Star Consultant; two-times Queen's Court of Sharing; six-times Circle of Achievement; Double Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$84,803

Personal Lives in Irmo, S.C. Husband, Tim; sons: Justin, Josh; daughters: Jessica, Jenna; seven grandchildren

Favorite Quote "You do the work, God will do the results!" – Author Unknown

Independent Beauty Consultant Andrea Hawkins of Newberry, S.C., says, "My Sales Director and I have been meeting with Kaye for about four months, and she has been so welcoming and helpful. She truly wants success, not only for her team but for everyone."



Sonya Cathey

Sapphire

Independent Senior Sales Director

Began Mary Kay

November 2004

Sales Director Debut

June 2006

Offspring one first-line

National Sales Director
Jana Cox

Honors Cadillac qualifier; Star Consultant; Queen's Court of Sharing; Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$52,860

Personal Lives in Campbell, Texas. Husband, Justin; son, Jacson; daughter, Carley

Favorite Quote "Don't limit yourself. Many people limit themselves to what they think they can do. You can go as far as your mind lets you. What you believe, remember, you can achieve." – Mary Kay Ash

Independent Sales Director Amanda Self of Royse City, Texas, says, "When I was put on bed rest, Sonya came over once a week to help fill orders, take orders to the post office, organize inventory and give me ideas on what I needed to do to maintain my unit while working from my bed."

Annual Go-Give® Award Winners

Congratulations to these five annual Go-Give® Award winners who were honored on Awards Night at Seminar 2010. As 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."* Thanks to the giving spirits of these women and those like them, the Go-Give® legacy that sets this Company apart will continue.



SAPPHIRE

Independent Senior Sales Director Barbara Allen-Rosser – Pike Road, Ala.

"Mary Kay's unparalleled example of doing business with integrity, truth, wisdom, selflessness and a servant's heart – that's what the Go-Give® Award means to me. Mary Kay knew that we could not help but become better women, better wives and better moms just by living the Golden Rule and Go-Give® spirit. Our need and desire to be 'difference makers' in a 'same old, same old' world inspires us all to walk the walk. I commit to perpetuating the Mary Kay Go-Give® spirit and to spread the news everywhere about everything that sets Mary Kay apart from every other opportunity in the world. This honor fills my heart with gratitude."

EMERALD

Independent Senior Sales Director Deanna Smith – Dothan, Ala.

"My Mary Kay business has introduced me to women I would not otherwise have met, and I'm grateful and proud of the influence we have on each other. Mary Kay has given me the opportunity to align my values and goals with my Mary Kay business and has given me immeasurable joy. To have Mary Kay's grandson, Ryan Rogers, announce my name was as special to me as if it were Mary Kay Ash herself. I am deeply honored to have been selected as the annual Go-Give® Award winner. Thank you to all my Mary Kay mentors, leaders, sister Independent Beauty Consultants and friends!"



PEARL

Independent Senior Sales Director Tracy Foltz – Grandville, Mich.

"To be honored as the annual Go-Give® Award winner at Seminar was probably the most exciting, rewarding night of my life. What other company in the world gives a high award for conducting business based on the Golden Rule? Or for being Go-Give®? I feel blessed beyond measure for being a part of a Company that is constantly recognizing people for doing something right or going above and beyond – a Company that cares deeply about how its independent sales force members treat the people in their space, whoever they may be. Thank YOU, Mary Kay, for allowing me to be a small part of something BIG!"

DIAMOND

Independent Senior Sales Director Kiersten Vavrina – Burlington, Wis.

"It amazes me that Mary Kay spotlights the hearts of women. I love the Company's Golden Rule philosophy, 'Do unto others as you would have them do unto you.' With the Mary Kay opportunity, we can touch women's lives, making everyone we meet feel better with a smile or an encouraging word. I have been blessed, and I am forever grateful for the memories of that special night in Dallas when my husband Mike, at his first Seminar, got to see me honored in grand style. I will never forget it! Thank you so much!"



RUBY

Independent Senior Sales Director Caryn Salapka – Shelton, Wash.

"Being named the annual Go-Give® Award winner was the most amazing night of my Mary Kay business! Thank you to everyone who believed in me. I am humbled by your words. I also want to thank Mary Kay Ash for the adoptee program. Mary Kay, I feel like you have not only changed me, but changed the course of my children's future. And you have empowered us all not to settle for what we are given in life, but rather to chase down what we want. Lastly, I thank God for Psalm 20:4: 'May he give you the desire of your heart and make all your plans succeed.'"

MARY KAY®

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

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MARY KAY INC.

GET A TASTE OF LEADERSHIP CONFERENCE IN HOUSTON!

For the first time ever, Future Independent Sales Directors and Independent Sales Directors-in-Qualification can attend Leadership Conference! Check out these great rewards!



SPECIAL BONUS FOR FUTURE INDEPENDENT SALES DIRECTORS AND INDEPENDENT SALES DIRECTORS-IN-QUALIFICATION

A gift card of \$135 can be yours when you:

- ✿ Register for Leadership Conference 2011 by Dec. 30, 2010

AND

- ✿ Maintain your status of either Future Independent Sales Director or Independent Sales Director-in-Qualification from Nov. 1, 2010, to Dec. 31, 2010

AND

- ✿ Attend Leadership Conference 2011 in Houston

NEW REWARD FOR INDEPENDENT SALES DIRECTORS

- ✿ Debut as a new Independent Sales Director from Aug. 1, 2010, to Jan. 1, 2011

AND

- ✿ A \$1,000 check will be presented to you by Ryan Rogers at the *Puttin' on the Glitz* Reception at Leadership Conference 2011 when you attend.*

*Attendance is not required to receive the \$1,000 check.



Now you have
more motivation
than ever before
to achieve your
leadership goals.



Why not call your
Independent Sales Director
and ask for guidance and
advice on how you can make
it happen? Don't miss out on
this exclusive opportunity!



Visit the Mary Kay
InTouch® website
for complete
details.



Everyone has the chance to attend the *Hula-La* party on Day 0. Set your goals to get your party on!
REGISTER BY DEC. 30! DON'T MISS OUT!