

MARY KAY

applause®

DECEMBER 2011

Mint Bliss™

Will Knock
Your Socks
OFF



The Stars Shine
SEMINAR 2011

Imagine
your way to beautiful™

EIGHT INDEPENDENT NSDS DEBUT at Seminar 2011



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!



FALL / WINTER TRENDS

Are your customers in tune with the latest trends? Offer them the Trend Report featured in *People StyleWatch* and *People en Español* and book a color consultation or an "on-trend" Fall Makeover!



STAR CONSULTANT

Be the Star you are! Check out the prizes for the Sept. 16-Dec. 15, 2011, quarter. You can use the Career and Contest Summary Report (under my BusinessSM) to check progress toward your goal!



MARY KAY® MAKEOVER CONTEST

Remind your customers to enter the 2011 Mary Kay® Fall Makeover Contest – *New York. New You!* – for an opportunity to win a fabulous trip for two to New York City! Deadline is Dec. 1, 2011.



ENRICHMENT PROGRAM

Check out the Enrichment Program – quick education to sharpen your focus and enrich your Mary Kay business this month. It features the best "tips and clips" from Independent Sales Directors and, of course, Mary Kay Ash herself!

december: dates to remember



Mary Kay said it best

“Giving is one of life's greatest joys... You can contribute to the well-being of people in many ways. Volunteer your time. Homeless shelters, hospitals and churches are a few places waiting for your special touch.”

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

Early ordering of the new Winter 2011 promotional items begins for Star Consultants and Independent Beauty Consultants who enrolled in *The Look* for Winter 2011 through the Preferred Customer ProgramSM.

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

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 2011 promotional items available for all Independent Beauty Consultants.

15 Postmark deadline for Quarter 2 Star Consultant quarterly contest.
Deadline to make Quarter 1 Star Consultant prize selections.

Postmark deadline for Fall/Holiday 2011 promotion.

Last day for customers to take advantage of the Fall/Holiday 2011 gift-with-purchase offer.

Last day to enroll online for the Winter 2011 Preferred Customer ProgramSM Month 2 mailer.

Quarter 3 Star Consultant quarterly contest begins.

Winter 2011 promotion begins.

20 Winter 2011 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.

Company holiday. All Company and branch offices closed.

25 Christmas Day.

Company holiday. All Company and branch offices closed.

29 Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. 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 Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time).

Online Independent Beauty Consultant Agreements accepted until midnight Central time.

INSIDE THIS ISSUE



NEW NSDS DEBUT

They may have started their Mary Kay careers for different reasons, but these newly debuted Independent National Sales Directors all share the same desire to empower women and change lives through their Mary Kay businesses.

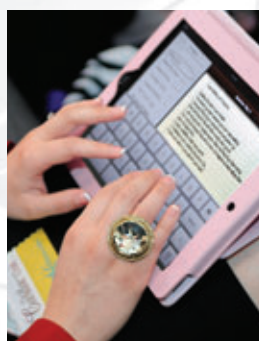
17



2

FREE GIFT WITH PURCHASE

You're sure to top Santa's "Nice" list with this offer! Beginning Nov. 1, for every Mary Kay® Mint Bliss™ Energizing Lotion for Feet & Legs purchase, your customers receive a pair of soft, **PLUSH SOCKS FREE**, while supplies last.



SEMINAR 2011

Celebrate the accomplishments and enjoy the memories of Seminar 2011 – three days filled with love, sisterhood, excitement and so much learning! Plus, it's never too early to plan for next year's grandam of celebrations!

15

Imagine
your way to beautiful™



3

ABOUT FACE

Check out the new colors for lips and eyes with good-for-your-skin ingredients like antioxidants and minerals that condition and soothe.

PAMPERED soles

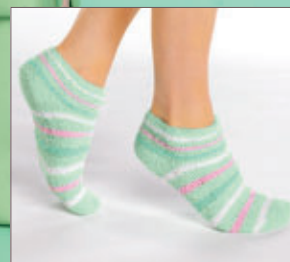
Warm your tootsies with a
FREE PAIR OF PLUSH SOCKS*
when you purchase Mary Kay®
Mint Bliss™ Energizing Lotion
for Feet & Legs.

MARY KAY

It's easy for your legs
and feet to feel tired
and overworked.

**Mary Kay® Mint Bliss™
Energizing Lotion
for Feet & Legs**, with
its cool mint formula,
gives you the extra
boost needed to stay
fresh and revived.

Mary Kay®
**Mint Bliss™
Energizing
Lotion for
Feet & Legs,
\$10**



SANTA isn't the only one delivering gifts this season. Beginning Nov. 1, when you purchase Mint Bliss™ Energizing Lotion for Feet & Legs, you'll receive a pair of soft, plush minty green socks – **FREE!*** It's a perfect gift for everyone on your holiday shopping list. These plush socks won't last long, so hurry while supplies last.

*Available from participating Independent Beauty Consultants

Price is suggested retail.

HEAT UP HOLIDAY SALES

PROMO FACTS

Starting Nov. 1, 2011, and while supplies last, each order of Mary Kay® Mint Bliss™ Energizing Lotion for Feet & Legs will include a free pair of coordinating socks. No limits apply, but quantities are limited.

No special part numbers are needed to take advantage of this special offer.

Please note that the socks cannot be ordered individually and are not intended for resale.

SELLING TIPS:

- Create a Winter Rejuvenating gift basket containing Mint Bliss™/socks with limited-edition* Mary Kay® Little Gifts Lip Balm Set; or Mary Kay® Fragrance-Free Satin Hands® Pampering Set.



- Don't forget the easy-to-use MKeCard® to promote this special offer. Send it to your customers so they can take advantage of this value-priced special!



FORECAST: a colorful year ahead!

Last month's *Applause*® magazine gave you a hint of the benefits of the new Mary Kay® NouriShine Plus™ Lip Gloss, Mary Kay® Eyeliner and Mary Kay® Lip Liner (available on the Dec. 16, 2011, Consultant order form). Are you ready to learn more?

MARY KAY® NOURISHINE PLUS™ LIP GLOSS

- Provides an instant boost of moisture to lips.
- Smoothes, protects and conditions.
- Provides serious, ultraglossy shine.
- Loaded with good-for-your-lips ingredients to help them feel healthy and look younger.
- Antioxidant-and mineral-enriched.

\$14 each

NEW!
berry tart



NEW!
rich jade



MARY KAY® EYELINER

- Silky, ultracreamy formula.
- Long-wearing (over 8 hours).
- Seven shades (three new) are richer and flatter every skin tone.
- Fade-resistant, water- and smudge-proof.
- Makes lashes appear thicker.

\$12 each

MARY KAY® LIP LINER

- Contains age-fighting ingredients to help protect elastin.
- Vitamin E helps protect lips from free radicals and environmental damage.
- Feels moisturizing and nourishing to help keep lips looking young and voluminous.
- Nine shades (four new) designed to match your natural lip tone.
- Versatile shades can create any look from natural to dramatic.

\$12 each

NEW!
soft blush



FRESH FACES WITH BOTANICAL EFFECTS™

Early in 2012, the Mary Kay® Botanical Effects™ skin care line (cleanser, moisturizer, freshener and mask in Dry, Normal and Oily formulas) becomes available. It's ideal for those who are not yet interested in anti-aging, but instead want to achieve a fresh, healthy look for their skin with botanical-based formulas.

The value price, features and benefits of Mary Kay® Botanical Effects™ will appeal to your customers of Mary Kay® Classic Basic® products. We know that change isn't easy, especially when it involves a product with such loyal users. That's why it will be a full year – Sept. 16, 2012, before Mary Kay® Classic Basic® Formula 1 and 2 products will move to the discontinued section of the Consultant order form. Classic Basic® Formula 3 and Velocity® will remain in the regular line.

FUN IN THE SUN, MADE EASIER

Get ready for new packaging on Mary Kay® sun care products this spring. The Food and Drug Administration (FDA) has made changes to how sunscreens are tested and packaged in the United States. These changes help protect and educate consumers about proper usage and the harmful effects of sun exposure. Mary Kay® will update packaging to reflect the FDA's labeling requirements on all products that carry an SPF, so soon your customers will have more information – on the box, bottle or tube!

The following products will receive a new look along with the FDA changes:

- **Mary Kay® Sunscreen Broad Spectrum SPF 30***
- **Mary Kay® Lip Protector Broad Spectrum SPF 15***
- **Mary Kay® Subtle Tanning Lotion (offers no sun protection)**

There's also good news for your customers who request greater sun protection from their skin care products. **TimeWise® Day Solution Sunscreen SPF 25*** will soon change to Sunscreen Broad Spectrum SPF 35*; **TimeWise® Age-Fighting Moisturizer** receives a boost – from SPF 15* to Broad Spectrum SPF 30*; and **Mary Kay® Foundation Primer Sunscreen Broad Spectrum SPF 15*** will soon be available. At the same time, **limited-edition After-Sun Replenishing Gel** returns (offers no sun protection).

Look for these changes on the March 16 Consultant order form. No price increases are associated with any of these changes.

Packaging changes (with new part numbers and no price increases) will occur for other Mary Kay SPF products, which will be reflected on the June 16 Consultant order form. While packaging changes are necessary for FDA compliance, your inventory (with previous packaging) will not become obsolete.

*Over-the-counter drug product

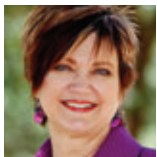
Denise Kucharski



Janet Sjurseth



EMERALD SEMINAR



Independent
Senior Sales Director
Denise Kucharski
of Fordland, Mo.

Nominated by
Independent
Beauty Consultant
Janet Sjurseth
of Elgin, Ill.



SHINING stars

They radiate beauty and inspire us with stories of strength, fortitude and optimism. These impassioned women triumphed over adversity to build successful Mary Kay businesses and become *All-Star* Star Consultants. Now these stars shine as winners of the Seminar 2011 makeover contest.

Ginger Benedict



PEARL SEMINAR



Independent
Future Executive
Senior Sales Director
Ginger Benedict
of Dallas, Texas

Nominated by
Independent
National Sales Director
Cindy Williams



Cindy Williams



Imagine

your way to beautifulSM

EMERALD SEMINAR

Independent Senior Sales Director
Denise Kucharski
of Fordland, Mo.



Although Denise has traveled the globe earning countless Mary Kay awards, she was truly surprised and honored to win this contest. She told us, "Even sweeter than the pampering is the letter Janet wrote. It is a lovely feeling to know someone took time to write in about me."

For over 30 years, Denise has been a member of the Queen's Court of Personal Sales and a Star Consultant every quarter. She stressed to unit members that being a Star Consultant should be a non-negotiable goal. She has even gone so far as to claim a new Seminar theme this year – "Excellence is the new normal." She believes being a Star Consultant is the baseline for success in a Mary Kay business no matter your goals. She says, "Star is where you start!"

PEARL SEMINAR

Independent Future Executive
Senior Sales Director
Ginger Benedict
of Dallas, Texas



Ginger was pleasantly surprised when she learned she was chosen for a day of pampering and a dream makeover. She told us, "We go about our everyday lives and do our best to love people, and we don't know if we are ever noticed. This is a great feeling!"

Ginger has experienced much success throughout her Mary Kay business and has her sights set on being an Independent National Sales Director. She appreciates the flexibility her Mary Kay business provides, and the ability to work anywhere allows her to care for her daughter who has suffered from kidney disease for 14 years. Her unit helped her earn her first Cadillac during a four-month hospital stint for her daughter. "I could focus on others at the hospital and offer pampering to overworked nurses and mothers with sick children. Their happiness was therapeutic for me and my family."

Ann Dennis



Linda Balas



Darlene Misciagno



Kathy Bullard



DIAMOND SEMINAR



Independent
Sales Director
Ann Dennis of
Minneola, Fla.

SAPPHIRE SEMINAR



Future Independent
Sales Director
Linda Balas
of Eagle Lake, Texas

Nominated by
Independent Senior
Sales Director
Darlene Misciagno
of Clermont, Fla.



Nominated by
Independent
Executive Senior
Sales Director
Kathy Bullard
of Houston, Texas



Amanda Mailloux



DIAMOND SEMINAR

Independent Sales Director

Ann Dennis

of Minneola, Fla.



While most teenagers were dreaming of prom, Ann was cleaning houses, doing odd jobs and saving for her future. Her strong work ethic and her laser focus have been her biggest strengths throughout her life, including now with her Mary Kay business. In less than a year, Ann became an Independent Beauty Consultant, earned the use of a Mary Kay® Career Car, and debuted as an Independent Sales Director. But the most exciting part of this journey is the relationships she's developing.

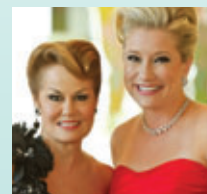
Throughout her life, Ann never had a princess moment. She and her husband married at the courthouse with no friends or family present, and a year later when their baby was born, she did not even have a baby shower. This day of relaxation, pampering and royal treatment was a first for this hardworking mom and wife, and she deserves every second of her princess treatment.

SAPPHIRE SEMINAR

Future Independent Sales Director

Linda Balas

of Eagle Lake, Texas



Like many members of the Mary Kay independent sales force, the business and relationships she has developed make Linda an optimist. Despite tragedy in her life, Linda tells us, "I am happy and have a positive influence on others."

Linda was devastated when her daughter Renee passed away tragically after the birth of her first child, leaving behind a grieving husband and their premature baby. It was the eventual marriage of her son-in-law to a wonderful woman that breathed life into Linda again. He married **Independent Executive Senior Sales Director Kathy Bullard**, who eventually added Linda to her team. Kathy embraced Linda as an adopted mother-in-law and is happy to be her Mary Kay leader and best friend.

Linda likes being a Star Consultant because the income she earns through working her Mary Kay business helps her provide for her family. She and her husband recently vacationed with their son-and daughter-in-law and their grandsons, Trevor and Brandon, in New Mexico.

RUBY SEMINAR

Independent Beauty Consultant

Amanda Mailloux

of Fairfax, Va.



Starting her Mary Kay business as an excited college freshman, Amanda didn't realize her hobby would assist her financially through graduate school and help her strike a life balance as a young married mom. She loves spending time with her husband, Michael, and her one-year-old son, Luke.

She says, "The extra income and flexibility is great, but what I love most is being around all the positive role models. Experienced Beauty Consultants truly want to mentor those who want guidance." These role models taught her what it means to be a Star Consultant. She says, "When you are a Star Consultant, you know your business is sturdy and growing." Amanda also loves the personal accountability that comes with maintaining her Star Consultant status and says, "It is a reality check every quarter that ensures I am doing what I need to help support my family."

RUBY SEMINAR



Independent
Beauty Consultant
Amanda Mailloux
of Fairfax, Va.

Cindy
Anderson



Nominated by
Independent Senior
Sales Director
Cindy Anderson
of Woodbury, Mn.



Recognition

Congratulations to the winners for August 2011

Top NSDs Year-to-Date

Pictured here are the top 10 NSDs year-to-date.



Barbara Sunden Gloria Mayfield Banks Karen Piro Kathy Helou Carol Anton Jan Harris Anita Mallory Garrett-Roe Gloria Castaño Lisa Madson Cheryl Warfield

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 2011, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for July 2011.) 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, 2011.

On-Target for \$1,050,000 Inner Circle

Barbara Sunden.....\$179,200.50

On-Target for \$450,000 Inner Circle

Gloria Mayfield Banks.....\$82,087.02
Karen Piro.....76,136.41

On-Target for \$400,000 Inner Circle

Kathy Helou.....\$74,134.65
Carol Anton.....72,187.34
Jan Harris.....68,462.44
Anita Mallory Garrett-Roe.....66,876.12

On-Target for \$350,000 Inner Circle

Gloria Castaño.....\$66,166.81
Lisa Madson.....64,239.27

On-Target for \$325,000 Inner Circle

Cheryl Warfield.....\$54,244.91

On-Target for \$300,000 Diamond Circle

Karlee Isenhardt.....\$53,148.68
Pat Danforth.....52,009.05

On-Target for \$250,000 Diamond Circle

Sonia Pérez.....\$45,147.32
Halina Rygiel.....45,122.05
Cindy Williams.....42,151.06
Stacy James.....41,851.24

On-Target for \$200,000 Diamond Circle

Debi Moore.....\$41,371.21
Pamela Fortenberry-Slate.....40,956.58
Mary Diem.....40,925.71
Sherry Giancristoforo.....40,745.52
Sandy Miller.....40,551.67
Lupita Ceballos.....40,460.84
Julianne Nagle.....39,428.59
Sue Kirkpatrick.....39,145.92

Mayuli Rolo.....\$38,799.90
Kerry Buskirk.....36,547.99
Shirley Oppenheimer.....36,436.85
SuzAnne Brothers.....36,042.58
Patricia Rodriguez-Turker.....35,623.91
Dacia Wiegandt.....35,070.16
Jeanne Rowland.....34,941.85
Pamela Waldrop Shaw.....34,821.60
Cindy Fox.....34,793.55
Nancy Bonner.....34,197.72
Judie McCoy.....33,848.39
Linda Toupin.....33,355.26

On-Target for \$150,000 Gold Circle

Jackie Swank.....\$33,112.19
Mary Estupian-Martel.....32,598.80
Auri Hatheway.....31,012.67
Jan Thetford.....30,666.43
Shannon Andrews.....29,977.51

Lisa Allison.....\$28,883.48
Diane Underwood.....27,630.18
Kate DeBlander.....27,476.42
Sara Pedraza-Chacón.....27,239.25
Dayana Polanco.....27,220.34
Ronnie D'Esposito Klein.....27,109.28
Anita Tripp Brewton.....26,895.59
Vivian Diaz.....26,635.11
Lily Orellana.....26,397.83
Gloria Báez.....25,942.76
Kay Elvrum.....25,675.94
Jamie Cruse-Vrinios.....25,578.76

On-Target for \$125,000 Gold Circle

Julie Krebsbach.....\$24,971.42
Cristi Ann Millard.....24,537.15
Yvonne Lemmon.....24,536.14
Connie Kittson.....24,173.55
Anabell Rocha.....23,926.44

Rebecca Evans.....\$23,710.52
Maureen Ledda.....23,704.35
Dalene Hartshorn.....23,482.36
Maria Monarrez.....23,321.86
Miriam Gómez-Rivas.....23,208.24
Sandy Valerio.....23,104.55
Consuelo Prieto.....22,843.23
Elizabeth Fitzpatrick.....22,812.21
Cyndee Gress.....22,757.40
Dawn Dunn.....22,540.04
Mona Butters.....22,484.87
Judy Kawiecki.....22,130.48
Davanne Moul.....21,329.04
Tammy Crayk.....20,996.59
Cathy Bill.....20,965.97
Wilda DeKerlegand.....20,889.58

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.

Pearl

1. Jan. Harris**.....\$33,358
2. Cindy A. Williams.....30,494
3. Stacy I. James*.....26,620
4. Pamela Waldrop Shaw.....26,589
5. Cheryl Warfield**.....25,026
6. Halina Rygiel.....24,332
7. Jackie Swank*.....22,044
8. Lisa Allison*.....19,503
9. Anita Tripp Brewton*.....19,122
10. Mary C. Estupian-Martel*.....18,051
11. Cathy E. Littlejohn.....15,721
12. Lise T. Clark*.....15,669
13. Kristin Myers.....15,650
14. Julie Krebsbach.....15,420
15. Nancy Bonner*.....15,382
16. Sandy Miller*.....15,138
17. Maureen S. Ledda*.....14,432
18. Elizabeth Fitzpatrick*.....14,004
19. Anabell Rocha.....13,561
20. Sylvia Kalicak.....13,157
21. Wilda DeKerlegand*.....12,627
22. Jeanie Martin.....12,398
23. Judy Brack.....12,384
24. Shirley M. Oshiro.....12,307
25. Monique Todd Balboa.....11,632
26. Alma Orrostieta.....11,492
27. Kathy C. Goff-Brummett.....11,339
28. Lynda Jackson*.....10,774
29. Pat Campbell.....10,774
30. Linda Kirkbride.....10,741
31. Robin Rowland.....10,371
32. Maureen Myers.....10,224
33. Barbara Stimach*.....10,059
34. Bett Vernon.....10,021

Diamond

1. Barbara Sunden***.....\$89,106
2. Anita Mallory Garrett-Roe**.....43,943
3. Lisa Madson.....39,545
4. Gloria Castaño***.....37,391
5. Sonia Pérez*.....23,964
6. Linda C. Toupin.....22,379
7. Patricia Rodriguez-Turker**.....20,904
8. Diane Underwood.....19,184
9. María Monarrez.....18,396
10. Mary Diem*.....17,647
11. Connie A. Kittson.....16,512
12. Dayana Polanco.....16,231
13. Andrea C. Newman.....15,803
14. Dalene Hartshorn.....14,858
15. Vivian Diaz.....14,435
16. Meyra Esparza.....12,288
17. Evelinda Diaz*.....11,115

Ruby

1. Carol Anton***.....\$39,383
2. Pat Danforth*.....28,204
3. Jeanne Rowland*.....25,182
4. Karlee Isenhardt**.....24,661
5. Pamela A. Fortenberry-Slate*.....23,624
6. Shirley Oppenheimer*.....22,419
7. Sue Kirkpatrick*.....21,441
8. Ronnie D'Esposito Klein*.....18,983
9. Rebecca Evans*.....16,974
10. Lynne G. Holliday.....13,690
11. Kate DeBlander.....13,071
12. Pam Ross*.....13,032
13. Cyndee Gress.....12,945
14. Terri Schafer.....12,661
15. Janis Z. Moon.....12,116
16. Vicki Jo Auth.....11,991
17. Gay Hope Super.....11,667
18. Judy Kawiecki.....11,581
19. Gena Rae Gass.....11,478
20. Cindy Z. Leone.....10,796
21. Bea Millsagle.....10,604
22. Kimberly R. Copeland.....10,395
23. Scarlett S. Walker-Simpson*.....10,358
24. Toni A. McElroy.....10,170

Sapphire

1. Karen Piro**.....\$38,465
2. Lupita Ceballos**.....24,815
3. Judie McCoy*.....21,495
4. Shannon C. Andrews*.....19,846
5. Julianne Nagle*.....17,909
6. Gloria Báez*.....17,148
7. Sara Pedraza-Chacón*.....15,428
8. Dawn A. Dunn.....15,322
9. Jan L. Thetford.....14,955
10. Tammy Crayk.....14,818
11. Pam Klickna-Powell.....13,997
12. Gillian H. Ortega.....13,601
13. Sandy Valerio.....13,439
14. Davanne D. Moul*.....13,305
15. Charlotte G. Kosena.....13,151
16. Paola Ramirez.....12,827
17. Sharon L. Buck.....12,413
18. Alia L. Head.....12,371
19. Pam I. Higgs.....11,207
20. Nancy A. Moser.....11,080
21. Valerie J. Bagnol*.....10,992
22. Kendra Crist Cross.....10,294
23. Joy L. Breen.....10,210
24. Maribel Barajas.....10,170
25. Debra M. Wehrer.....10,029

Emerald

1. Gloria Mayfield Banks***.....\$53,491
2. Kathy S. Helou.....41,403
3. Auri Hatheway.....26,100
4. Debi R. Moore*.....24,553
5. Dacia Wiegandt*.....23,702
6. SuzAnne Brothers*.....23,474
7. Sherry Giancristoforo**.....22,405
8. Yvonne S. Lemmon.....18,869
9. Lily Orellana.....18,013
10. Kay E. Elvrum.....17,904
11. Cindy Fox*.....17,609
12. Kerry Buskirk*.....17,396
13. Consuelo R. Prieto.....15,559
14. Jamie Cruse-Vrinios.....14,857
15. Cristi Ann Millard.....14,839
16. Cathy Bill*.....14,420
17. Mona Butters.....14,360
18. Miriam Gómez-Rivas.....13,702
19. Candy Jackson.....12,896
20. Brenda Segal*.....12,886
21. Janet Tade*.....12,778
22. Morayma Rosas.....12,066
23. Pamela Tull.....12,055
24. Joanne R. Bertalan*.....11,686
25. Esther Whiteleather.....11,486
26. Sabrina Goodwin Monday.....11,406
27. Caterina M. Harris.....11,391
28. Dawn Otten-Sweeney.....10,603
29. Nora L. Shariff*.....10,179
30. Shelly Gladstein.....10,153

*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 2011. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Pearl

Amie Gamboian.....	\$14,801.67
Kim L. McClure.....	13,087.63
Julia Sander Burnett.....	11,035.76
Jeanie K. Navkal.....	10,544.56
Tammy A. Vavala.....	10,219.46
Leah Michelle Lauchlan.....	9,997.28
Lia Rene Carta.....	9,723.84
Katherine Mirkes Ward.....	9,544.32
Vicki Piccirilli.....	9,096.76
Diane M. Detesco.....	8,862.89
Maureen Shipp.....	8,714.67
Dorothy D. Boyd.....	8,592.73
Nicole J. Canamare.....	8,583.20
Donna Stephano.....	8,500.29
Blythe Jolee Egbert.....	8,471.74
Patti Cornell.....	7,969.15
Janice Baxter Hull.....	7,856.96
Roya Marie Mattis.....	7,686.18
Patty J. Olson.....	7,500.11
Peggy Matish.....	7,443.79
Cindy Machado-Flippen.....	7,426.42
Tammarie M. Bradford.....	7,307.55
Ruthie Bresette-Mount.....	7,298.68
Anne Geertsen.....	7,281.11
Evelyn Pirihalla.....	7,268.61
Carrie V. Eddings-Foster.....	7,240.55
Marjorie Durrer.....	7,223.69
Beth H. Piland.....	7,214.36
Richelle V. Barnes.....	7,179.30
Tammy D. Niehaus.....	7,124.28
Randi S. Gleason.....	7,122.36
Christina Lynn Frantz.....	7,085.37
Amy Stokes.....	6,886.54
Andrea Michelle Murray.....	6,837.87
Amy Kemp.....	6,825.48
Jaime Marie Bittner.....	6,819.32
Shelley Eldridge.....	6,788.33
Nadine Bowers.....	6,778.54
Lisa Olivares.....	6,762.63
Cindy S. Koenig.....	6,700.30
Adrianne M. Detesco.....	
Morales.....	6,509.63
Judy Gieson.....	6,509.50
Amy Kitzell.....	6,468.87
Tammy Brown.....	6,424.31
Stacey Craft.....	6,229.23
Amy M. Alber.....	6,171.68
Crystal June Trojanowski.....	6,091.93
Sherry L. Fields.....	6,086.20
Sandra M. Munigua.....	6,079.08
Patty Webster.....	5,950.68
Shanna H. Jones.....	5,910.05
Penny J. Jackson.....	5,888.83
Sylvia Limon Martinez.....	5,858.64
Rebecca Milligan.....	5,850.24
Shauna Lynn Abbotts.....	5,845.57
Sharon Smith Wisniski.....	5,818.53
Lucia Fernandez.....	5,803.33
Sandra Tatzler.....	5,786.91
Mia J. Mason Taylor.....	5,690.16
Sally Moreno.....	5,646.44
Sandra Giraldo Kirchhoff.....	5,640.79
Rachael M. Bullock.....	5,575.39
Fern M. Gerdes.....	5,564.48
Susan Moore.....	5,552.01
Tracey L. Chavez.....	5,516.83
Kathryn L. Engstrom.....	5,510.57
Sheryl Jean Arena.....	5,500.86
Mara C. Lane.....	5,488.57
Audrey L. Detesco-Nickell.....	5,481.15
Rita Schaefer.....	5,463.84
Brenda Stafford.....	5,431.51
Kathy Eckhardt.....	5,412.98
Maria Claxton-Taylor.....	5,402.42
Susan T. West.....	5,395.46
Maribel Olivares.....	5,394.06
Lindsay R. Stewart.....	5,374.27
Ella M. Chick-Power.....	5,348.51
Susan K. Janish.....	5,204.10
Stephanie Wilburn Rice.....	5,150.11
Charlene Grubbs.....	5,124.33
Beverly Taylor.....	5,114.85
Angel B. Toler.....	5,075.49
Jean McMackin.....	5,056.56
Amy C. Schule.....	5,051.90

Terri Cirioli-Irwin.....	5,047.04
Caroline Williams.....	5,040.90
Linda G. Livingston.....	4,974.79
Stephanie Lynn Coker.....	4,969.17
Silvia Farias.....	4,953.05
Carmen J. Felix.....	4,944.62
Darlene Rutledge.....	4,903.17
Betsy C. Richard.....	4,892.53
Tina M. Dees.....	4,849.51
Patricia Fitzgerald.....	4,830.13
Jo Shuler.....	4,803.37
Melissa Nix Henderson.....	4,803.14
Evelyn Hill.....	4,792.96
Moji Mojtabaie.....	4,779.75
Barbara R. Johnson.....	4,753.83
Sherry L. Belisle.....	4,747.99

Diamond

LaRonda Daigle.....	\$12,987.94
Melinda M. Balling.....	12,307.76
Priscilla McPeeters.....	11,361.02
Maria Flores.....	11,208.34
Heidi Goelzer.....	10,596.39
Juanita Gudino.....	10,425.56
Karime Rosas.....	10,347.86
Martha Kay Raile.....	10,247.35
Susan M. Hohlman.....	10,175.04
Melissa Jensen.....	10,000.82
Kristin Jenae Rogers.....	9,730.58
Mary Strauss.....	9,101.14
Alicia Borkowska-Sattler.....	9,076.38
Marsha Morrisette.....	8,871.16
Alicia Kingrey-Lokai.....	8,796.67
Mariacarmen Gonzalez.....	8,718.84
Gerri Anne Morris.....	8,718.07
Yosaira Sanchez.....	8,713.05
Julie Neal.....	8,643.28
Stephanie A. Richter.....	8,582.12
Melissa R. Hennings.....	8,539.46
Luisa Urena Mora.....	8,420.18
Bianny Fabiola Ramirez.....	8,387.72
Diane L. Mentiply.....	8,328.70
Susan J. Pankow.....	8,312.15
Mairelys Lopez.....	8,057.37
Rose Rodriguez-Capone.....	7,808.75
Yodimolanda Ogunlana.....	7,762.46
Cecilia C. James.....	7,748.32
Terri J. Beckstead.....	7,724.08
Heather Miriam Ritz.....	7,681.80
Delmi Cristina Santos.....	7,586.11
Ruth L. Everhart.....	7,543.73
Sheryl Peterson.....	7,535.71
Amy Allgood.....	7,506.32
Nancy Ashton.....	7,439.41
Virginia Rowell.....	7,402.59
Lila DeWuzzi.....	7,386.68
Pat A. Nuzzi.....	7,364.68
Irene Olebara.....	7,249.20
Suzanne T. Young.....	7,189.45
Linda T. Cartiglia.....	7,182.76
Shelley Olson.....	7,060.93
Ana X. Solis.....	7,019.38
Mary Jacobson.....	6,908.97
Heather Rachel Catchpole.....	6,906.90
Barbara E. Roehrig.....	6,835.07
Mariann Biase Mason.....	6,750.52
Nancy Polish Dove.....	6,696.97
Elizabeth B. Muna.....	6,690.11
Jenny Siemonsma.....	6,633.62
Carol Lee Johnson.....	6,607.52
Carol P. Creech.....	6,561.21
Donna K. Smith.....	6,513.00
Julie Schlundt.....	6,425.91
Lou Cinda Utley.....	6,422.85
Robin S. Lantz.....	6,371.03
Julie Danskin.....	6,337.94
Kristen C. Spiker.....	6,333.78
Carolyn Thompson.....	6,294.69
Noelia Jaimes.....	6,270.07
Mery C. Ramirez Bravo.....	6,233.07
Susie Kopacz.....	6,212.27
Patricia Carr.....	6,193.76
Deborah Dudas.....	6,175.43
Donna J. Saguto.....	6,165.05
Nicki R. Hill.....	6,088.26

Tawnya Krepmpes.....	6,059.55
Andrea Whitcomb.....	6,045.15
Betty McKendry.....	5,974.75
Teresa A. Lischwe.....	5,969.78
Digna Urbina.....	5,959.97
Brenda K. Howell.....	5,877.41
Shelly Palen.....	5,850.69
Amelie B. Kemogne.....	5,791.76
Amy Zietlow.....	5,772.73
Kim A. Messmer.....	5,751.63
Shelly Mae Smith.....	5,747.35
Petie L. Huffman.....	5,736.26
Yvonne Tazem.....	5,717.29
Mariaelena Boquin.....	5,702.83
Lesae Rae Franken.....	5,692.78
Leticia Barajas.....	5,681.30
Jill D. Davis.....	5,665.44
Margarita Velez.....	5,662.13
Judy K. Johnson Englund.....	5,649.54
Evitella Valdez-Cruz.....	5,610.03
Stephanie Audino.....	5,530.80
Susan Hattem Weeks.....	5,520.09
Celeste Pichardo.....	5,502.31
Eilyn Hembd.....	5,464.83
Chantrey Gelfius.....	5,462.61
Sherralynn Arnold.....	5,459.16
Lisa Rada.....	5,457.46
Emily Sims.....	5,448.59
Mary Lou Schlehuber.....	5,396.35
Lisa A. Stengel.....	5,386.36
Sandy Griffith.....	5,347.21
Norma Lee Shaver.....	5,345.56
Marilyn J. Suter.....	5,340.38

Ruby

Donna Clark-Driscoll.....	\$10,547.85
Thessy Nkechi Nwachukwu.....	9,620.69
Kali DeBlender Brigham.....	9,237.85
Barbara L. Harrison.....	9,188.58
Suzanne Moeller.....	9,897.38
Phuong L. White.....	8,335.20
Laura A. Kattenbraker.....	8,214.74
Gloria Dominguez.....	7,984.04
Christy M. Cox.....	7,820.82
Carmen Nunez de Valencia.....	7,801.04
Krystal D. Downey-Shada.....	7,685.62
Debbie A. Elbrecht.....	7,629.41
Cissy E. Warren.....	7,540.49
Natalie A. Rivas.....	7,456.68
Jeanette M. Thompson.....	7,315.76
Deborah S. Bailly.....	7,229.50
Julie Smith.....	7,224.05
Candace Laurel Carlson.....	7,212.60
Brenda Fenner.....	7,124.76
Breda M. Teal.....	6,881.18
Kathy Monahan.....	6,810.10
Sherrri Ammons.....	6,803.72
Lisa Anne Harmon.....	6,786.90
Chiona Nwosu.....	6,780.56
Cheryl O. Fulcher.....	6,765.77
Mary Alice Dell.....	6,746.63
Diana Gutierrez.....	6,672.76
Sherrie L. Clemons.....	6,642.81
Janelle A. Ferrell.....	6,622.26
Marnie R. Yunger.....	6,594.14
Karen M. Getty-Hopkins.....	6,541.96
Sonya F. Goins.....	6,446.50
Karen E. Gardner.....	6,396.24
Mary Sharon Howell.....	6,387.27
Rosin Cresci.....	6,361.60
Corrance Pluchino.....	6,346.54
Mary Lou Ardohain.....	6,337.93
Oye A. Onuoha.....	6,292.53
Stephanie Corinne Arbaugh.....	6,292.25
Michele Semper.....	6,291.08
Helen Naomi Godswill.....	6,250.92
Lisa A. DeLuca.....	6,239.77
Nancy D. Marshall.....	6,207.13
Irene Zapata.....	6,108.89
Eva E. Barber.....	6,099.92
Diane Covington.....	6,070.30
Brandy E. Richwine.....	6,038.87
Liz Whitehouse.....	5,981.19
Kristal K. Walker.....	5,959.63
Suzanne P. Wallace.....	5,922.39

Judy Lund.....	5,889.53
Somer Ballard Carter.....	5,822.32
Tiffany Brooke Stout.....	5,805.80
Judie Roman.....	5,768.53
Winifred Nonye Ogbunani.....	5,733.92
Michelle L. Mathews.....	5,707.78
Sylvia J. Cook.....	5,702.26
Stephanie Lynne Lenard.....	5,701.37
Candace Lyn Chambers.....	5,679.22
Tracy Ley.....	5,556.93
Susan C. Ehrstrom.....	5,444.53
Gwen K. Schneekloth.....	5,419.97
Patti Maxwell.....	5,367.28
Lee Clouse.....	5,316.57
Pamela D. Cox.....	5,193.44
K.T. Marie Martin.....	5,185.04
Rose Mary Neel.....	5,183.12
Alexis Shaw.....	5,178.17
Julie Brindell Sapp.....	5,160.10
Kathleen C. Savorgnan.....	5,154.69
Anne Weidenweber.....	5,092.05
Karen M. Irwin.....	5,089.01
Jennifer Jean McNulty.....	5,086.62
Vicki S. Lindsay.....	5,081.44
Margaret Allison Reiser.....	5,057.42
Cristina Neves Carper.....	5,043.21
Suzanne Tripp-Black.....	5,011.07
Wanda Metzger.....	4,962.92
Mary D. Whitman.....	4,952.61
Gina M. Gildone.....	4,949.10
Andrea D. Evans-Dixon.....	4,928.42
Boo Menestrina.....	4,875.27
Debra Moore Kinley.....	4,865.90
Gina Beekley.....	4,816.37
Melissa Regina Almanza.....	4,812.08
Terry Thole.....	4,782.26
Charlyn C. Eschette.....	4,780.72
Deborah J. O'Leary.....	4,769.54
Molly A. Williamson.....	4,740.79
Appolonia Nnediogo.....	
Onwuanneagbule.....	4,737.34
Linda Leonard Thompson.....	4,723.59
Margaret H. Gormly.....	4,722.11
Jacqueline N. Alford.....	4,677.62
Jennifer Isenhardt.....	4,668.77
Loraine Nolan.....	4,668.71
Sharon V. Browning.....	4,662.15
Debbie A. Hocott.....	4,618.20
Jill E. Garrett.....	4,613.38
Lisa D. Prescott.....	4,605.82
Sheryl K. Goins.....	4,580.52

Sapphire

Tammy Romage.....	\$11,278.63
Tabitha A. Hallums.....	10,745.17
Tracy Weaver.....	10,436.86
Julie Potter.....	10,383.51
Angie S. Day.....	10,362.71
Julia Mundy.....	9,108.05
Ryan Ashlee Rives.....	9,010.56
Randi Stevens.....	8,504.16
Kathy R. Bullard.....	8,342.89
Roxanne McInroe.....	8,323.82
Lara F. McKeever.....	8,307.43
Sylvia Boggs.....	8,073.55
Lady Ruth Brown.....	7,881.41
Heather L. Bohlinger.....	7,756.97
Ann M. Jones.....	7,536.37
Angela D. LaFerry.....	7,527.07
Audrey K. MacDowall.....	7,492.13
Melody Missick.....	7,490.53
Debbie A. Weld.....	7,482.89
Ruby Garner.....	7,357.35
Phyllis I. Pinksner.....	7,321.45
Krista Neal Warner.....	7,319.10
Joanna Helton.....	7,278.79
Mckenna Meacham.....	
McWherter.....	6,975.64
Jill Beckstedt.....	6,938.97
Diane Bruns.....	6,902.59
Kristi M. Montesana.....	6,686.54
Leanne Sexton.....	6,574.52
Marty Ulmer.....	6,478.58
Delmy Ana Torrejon.....	6,433.13
Faith A. Gladding.....	6,414.10

Josefa Chacon.....	6,365.95
Moleda G. Dailey.....	6,359.26
Robyn S. Cartmill.....	6,304.29
Bonnie Crumrin.....	6,194.78
Jennifer L. Besecker.....	6,149.77
Dolores Keller.....	6,118.03
Linda Klein.....	6,092.33
Ann Ferrell Smith.....	5,975.05
Lynn A. Cervini.....	5,929.44
Ann W. Sherman.....	5,915.83
Connie L. Russo.....	5,875.11
Sue Ammons.....	5,819.45
Margaret Neill.....	5,798.17
Jeannie Helm.....	5,771.50
Theresa Kusak-Smith.....	5,754.60
Cheryl T. Anderson.....	5,652.74
Patrice Moore Smith.....	5,613.07
Deborah Robina.....	5,510.96
Gena Prince.....	5,462.71
Tshanna Kyler.....	5,357.81
Barbara Randall.....	5,322.21
Lynnea E. Tate.....	5,294.80
Wendy Clausen.....	5,269.70
Monica Garcia.....	5,254.86
Marjorie S. Haun.....	5,247.55
Deb M. Miller.....	5,206.06
Nannette G. Short.....	5,199.43
Kim West.....	5,190.37
Blanca Celina A. Caceres.....	5,173.58
Maranda Michelle Rains.....	5,154.96
Alejandra Zurita.....	5,127.35
Tracey A. Fields-Hedrick.....	5,117.97
Carol G. Leeson.....	5,109.89
Jodi L. Feller.....	5,086.70
Frances Woodham.....	5,068.55
Cindy S. Kriner.....	5,064.52
Marie Pfarr.....	5,048.29
Christy Bigham.....	5,035.95
Sataroo Purnell.....	5,031.18
Julie Garvey.....	5,031.01
Anita R. Rabelo.....	4,993.43
Norma Hood.....	4,988.39
Christelle Kazotin.....	4,961.45
Sanjuana Sosa.....	4,954.61
Barbara J. Puckett.....	4,934.62
Judy L. Staats.....	4,930.95
Sandra A. Zavoda.....	4,916.26
Diana E. Fraustro.....	4,913.76
Connie J. Lamp.....	4,897.16
Deanna L. Spillman.....	4,842.31
Betty H. Schuler.....	4,840.02
Cheri L. Taylor.....	4,836.51
JoAnna P. Shippe.....	4,820.32
Mary K. White.....	4,803.30
Flor De Maria Maldonado.....	4,783.63
Krista A. Johnson.....	4,769.93
Tracey L. Nichols.....	4,740.85
Nancy W. Pettaway.....	4,722.30
Anne Elizabeth Leanos.....	4,720.48
Harriet Pennick.....	4,701.25
Peggy B. Sacco.....	4,694.38
Jennifer Sloan.....	4,693.57
Jennifer G. Bouse.....	4,684.65
Kaye Yuen.....	4,679.96
Doris M. Quackenbush.....	4,673.14
Norma Ferreira Lopez.....	4,657.51
Maribel Cantu.....	4,650.80
Kathleen Kirkwood.....	4,644.99
Cheryl Kay Shaver.....	4,642.02

Emerald

Sue Uibel	\$11,870.05
Christie L. Ehiobu	10,933.23
Christine A. Denton	10,209.80
Michele Martella Armes	10,139.03
Evalina Chavez	10,081.78
Traci L. Smith	9,818.98
Jordan Helou Eicher	9,805.25
Karen E. Ridle	9,480.79
Debbie L. Bower	9,000.68
Jo M. Cotton	8,530.38
Trisha Taylor	8,041.43
Paula Kelsch	7,608.69
Pam Kelly	7,517.91
Marina Sanchez Ramirez	7,517.41
Hollie R. Sherrick	7,344.95

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 2011.

Top National Sales Directors — Commissions and Bonuses



Jan Harris
\$33,358
Pearl



Barbara Sunden
\$89,106
Diamond



Carol Anton
\$39,383
Ruby



Karen Piro
\$38,465
Sapphire



Gloria Mayfield Banks
\$53,491
Emerald

Top Unit — Estimated Retail Production

PEARL — Amie Gamboian, <i>S. James Area</i>	\$106,163
DIAMOND — LaRonda Daigle, <i>Go Give Area</i>	\$91,708
RUBY — Suzanne Moeller, <i>K. Isenhardt Area</i>	\$65,382
SAPPHIRE — Tabitha Hallums, <i>S. Andrews Area</i>	\$76,875
EMERALD — Jordan Helou Eicher, <i>K. Helou Area</i>	\$73,420

Top Sales Director — Personal Sales

PEARL — Cindy Buffamonte, <i>B. Stimach Area</i>	\$7,803
DIAMOND — Sofia Canaan, <i>S. Páez Area</i>	\$8,252
RUBY — Janette Copeland, <i>Go Give Area</i>	\$13,613
SAPPHIRE — Barbara Popowski, <i>Go Give Area</i>	\$9,112
EMERALD — Danita Bowe, <i>G. Mayfield Banks Area</i>	\$9,393

Top Beauty Consultant — Personal Sales

PEARL — Theresa Borden, <i>L. Allison Unit, L. Allison Area</i>	\$11,892
DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i>	\$14,943
RUBY — Chinelo Okoye, <i>O. Onuoha Unit, Go Give Area</i>	\$12,428
SAPPHIRE — Annasa Hilliard, <i>H. Pennick Unit, Go Give Area</i>	\$17,301
EMERALD — Helen Leiby, <i>M. Bright Unit, G. Mayfield Banks Area</i>	\$21,582

Top Team Builder

PEARL — Ingra Williams, <i>C. Williams Unit, Go Give Area</i>	10 New Team Members
DIAMOND — Mariela Galarza, <i>Y. Monje Unit, S. Páez Area</i>	11 New Team Members
RUBY — Sales Director Lori Engle, <i>P. Ross Area</i>	18 New Team Members
SAPPHIRE — Sales Director Carol Ingles, <i>S. Steinman Area</i>	9 New Team Members
EMERALD — Sales Director Vera Ehizele, <i>N. Privette-Jones Area</i>	14 New Team Members

Top Unit Builders

Independent Sales Directors with **20** or more new unit members for August 2011.

Pearl

Amie N. Gamboian.....	43 New Unit Members
Katherine Mirkes Ward.....	23 New Unit Members
Angela Rae Schneider.....	22 New Unit Members

Ruby

Karen E. Gardner	21 New Unit Members
Kali DeBlander Brigham	20 New Unit Members

Emerald

Leanne Parrino	30 New Unit Members
Christine A. Denton.....	24 New Unit Members
Sue Uibel.....	24 New Unit Members

Diamond

Maricarmen Gonzalez.....	23 New Unit Members
Kristin Jenae Rogers.....	21 New Unit Members

Sapphire

Tabitha A. Hallums.....	39 New Unit Members
Ryan Ashlee Rives	22 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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Eight exceptional ladies got to experience a
once-in-a-lifetime
thrill as Mary Kay's newest NSDs.



Seminar is a place to
build dreams
and soar higher.

V-rooom...the
new Mustang
is a hit with everyone.



There's nothing in the world like earning a Mary Kay® Career Car. This year's 2012 black Ford Mustang debut is an overnight social media sensation with features on Yahoo News, YouTube and FaceBook. The car is a one-year Premier Plus promotion.

SEMINAR 2011

DARE TO DREAM!

Imagine 
your way to beautiful™

New products, promotions and lavish productions had everyone's sense of imagination on overload at this year's **Imagine ...Your Way to Beautiful™** Seminar 2011. The event sparked a fire of imagination in everyone's hearts as women from across the country convened to build dreams and unleash opportunities for success. Attendees left energized and inspired to take their successful businesses to the next level – knowing anything is possible when you dream big and work hard. Between the



Ryan Rogers speaks at Seminar 2011

great new products, motivating classes, inspiring speakers and the new 2012 Mustang Career Car debut, it was

three days of thrill-seeking fun!

Today, as midyear approaches, congratulations if you're on-target with your sales goals, but don't give up if you're not. With the holidays and your upcoming open houses, now is the perfect time to regain your momentum. Mary Kay said, "Reach for the stars, hold tight to your dreams, soar higher and achieve anything your heart desires."



Inspiring speaker with \$14 million in Mary Kay commissions to date, Independent Elite Executive National Sales Director **Barbara Sunden** wows the crowd with her words of wisdom.



Celebrity color and makeup professional **Luis Casco** demonstrates the latest fashion trends and color combinations at a Color Me Confident workshop.



Nothing shines brighter than the smiles and enthusiasm of those who cross the Seminar stage on Awards night at the Dallas Convention Center. The beat continues with musical entertainment by **Emerald City Band** and **Friends of Tyme**.



2010-2011 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.

\$1,050,000
(5% bonus +
2 diamonds)



Barbara Sunden
Diamond
\$53,496

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



Carol Anton
Ruby
\$17,880

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



Karen Piro
Sapphire
\$16,421



Lisa Madson
Diamond
\$15,029

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



Gloria Mayfield Banks
Emerald
\$9,611



Kathy Helou
Emerald
\$9,541



Jan Harris
Pearl
\$9,315

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



**Anita Mallory
Garrett-Roe**
Diamond
\$8,502



Pat Danforth
Ruby
\$8,178



Cheryl Warfield
Pearl
\$7,698



Gloria Castaño
Diamond
\$7,568



Sonia Páez
Diamond
\$7,317



Karlee Isenhardt
Ruby
\$7,104



Sherry Giancristoforo
Emerald
\$7,070



Stacy James
Pearl
\$7,034

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



**Patricia
Rodriguez-Turker**
Diamond \$6,979



Debi Moore
Emerald
\$6,737



Lupita Ceballos
Sapphire
\$6,650



Sue Kirkpatrick
Ruby
\$6,603



2010-2011 NSD DEBUTS*

One of the most exciting times in an Independent Beauty Consultant's life is the day she debuts as a Mary Kay Independent National Sales Director. Eight exceptional ladies got to experience that once-in-a-lifetime thrill. For more information on the new NSDs, go to Mary Kay InTouch®. NSDs will be featured in upcoming issues of *Applause*® magazine too.



Emerald Auri Hatheway
January 1, 2011



Diamond Dayana Polanco
May 1, 2011



Diamond Vivian Díaz
June 1, 2011



Diamond Meyra Esparza
June 1, 2011



Pearl Kristin Myers
June 1, 2011



Emerald Candy Jackson
July 1, 2011



Sapphire Sara Pedraza-Chacón
July 1, 2011



Diamond Mayuli Rolo
July 1, 2011



*Independent National Sales Directors who debuted onstage at Seminar 2011

2010-2011 NSD DIAMOND CIRCLE

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

Dacia Wiegandt
Emerald

Cindy Williams
Pearl

Linda Toupin
Diamond

Halina Rygiel
Pearl

SuzAnne Brothers
Emerald

Judie McCoy
Sapphire

Pamela Waldrop Shaw
Pearl

Shirley Oppenheimer
Ruby

Mary Diem
Diamond

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

Julianne Nagle
Sapphire

Jackie Swank
Pearl

Diane Underwood
Diamond

Ronnie D'Esposito Klein
Ruby

Shannon Andrews
Sapphire

Anita Tripp Brewton
Pearl

Mary Estupiñan-Martel
Pearl

Kerry Buskirk
Emerald

Sandy Miller
Pearl

Lily Orellana
Emerald

Sandy Valerio
Sapphire

Pamela Fortenberry-Slate
Ruby

Kay Elvrum
Emerald

Maureen Ledda
Pearl

Cindy Fox
Emerald

2010-2011 NSD GOLD CIRCLE

\$150,000

Lisa Allison
Pearl

Tammy Crayk
Sapphire

Nancy Bonner
Pearl

Dawn Dunn
Sapphire

Dalene Hartshorn
Diamond

Julie Krebsbach
Pearl

Connie Kittson
Diamond

Maria Monarrez
Diamond

Elizabeth Fitzpatrick
Pearl

Jamie Cruse-Vrinos
Emerald

Jeanne Rowland
Ruby

Cyndee Gress
Ruby

Pam Ross
Ruby

Consuelo Prieto
Emerald

Davanne Moul
Sapphire

Janet Tade
Emerald

Rebecca Evans
Ruby

Gloria Báez
Sapphire

Anabell Rocha
Pearl

Yvonne Lemmon
Emerald

Glinda McGuire
Pearl

Pam Klickna-Powell
Sapphire

Lynne Holliday
Ruby

Wilda DeKerlegand
Pearl

Shirley Oshiro
Pearl

Mona Butters
Emerald

Kimberly Copeland
Ruby

Valerie Bagnol
Sapphire

Lise Clark
Pearl

Janis Z. Moon
Ruby

Jeanie Martin
Pearl

Alia Head
Sapphire

Judy Brack
Pearl

Joanne Bertalan
Emerald

Miriam Gómez-Rivas
Emerald

Ada García-Herrera
Diamond

Evelinda Díaz
Diamond

Kate DeBlander
Ruby

Cathy Bill
Emerald

Monique Todd Balboa
Pearl

Michelle Sudeth
Ruby

Jan Thetford
Sapphire

\$125,000
Toni McElroy
Ruby

Scarlett Walker-Simpson
Ruby

Linda Kirkbride
Pearl

Maribel Barajas
Sapphire

Pamela Tull
Emerald

Lorraine Newton
Sapphire

Gena Rae Gass
Ruby

Isabel Venegas
Diamond

Sharon Buck
Sapphire

Alma Orrostieta
Pearl

Judy Kawiecki
Ruby

Nancy Moser
Sapphire

Brenda Segal
Emerald

Pat Campbell
Pearl

2010-2011 NSD MILLIONAIRES**

\$14 Million

Barbara Sunden, Diamond

\$9 Million

Carol Anton, Ruby

\$8 Million

Jan Harris, Pearl

Lisa Madson, Diamond

\$7 Million

Gloria Mayfield Banks, Emerald

\$6 Million

Stacy James, Pearl

\$5 Million

Lupita Ceballos, Sapphire

Sherry Giancristoforo, Emerald

Shirley Oppenheimer, Ruby

Diane Underwood, Diamond

\$4 Million

Mona Butters, Emerald

Judy Kawiecki, Ruby

Sandy Miller, Pearl

Patricia Rodríguez-Turker, Diamond

Sherril Steinman, Sapphire

Pamela Tull, Emerald

\$3 Million

Vernella Benjamin, Pearl

Anita Tripp Brewton, Pearl

Kay Elvrum, Emerald

Rebecca Evans, Ruby

Cindy Fox, Emerald

Miriam Gómez-Rivas, Emerald

Linda Kirkbride, Pearl

Toni McElroy, Ruby

Bea Millslagle, Ruby

Jan Thetford, Sapphire

Sandy Valerio, Sapphire

\$2 Million

Joanne Bertalan, Emerald

Kate DeBlander, Ruby

Vivian Díaz, Diamond

Pamela Fortenberry-Slate, Ruby

Cyndee Gress, Ruby

Kathy Rodgers-Smith, Emerald

Gay Hope Super, Ruby

Katie Walley, Ruby

Dacia Wiegandt, Emerald

\$1 Million

Pamela Cheek, Emerald

Anita Conley, Pearl

Ada García-Herrera, Diamond

Auri Hatheway, Emerald

Candy Jackson, Emerald

Sara Pedraza-Chacón, Sapphire

Paola Ramírez, Sapphire

Morayma Rosas, Emerald

**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.

Seminar isn't just about the Independent Beauty Consultants – spouses enjoy their own classes and even had time for golf or a tour through Dallas Cowboys' stadium.



Mary Kay's U.S. Product Marketing team showcases great new products for fall and the holiday season. Attendees are first to see, sample, and talk with product experts.



Attendees get an added bonus when everyone receives Brush Sets. You never know what kind of surprises are in store for you at Mary Kay special events.

TOP THREE QUEENS' COURTS OF SALES AND SHARING*

EMERALD

Sales Director Queen's Court of Personal Sales



Queen
Connie Ackroyd
Rumford, R.I.
1st Runner-Up
Kim Manire
Mount Washington, Ky.
2nd Runner-Up
Christie Ehiobu
Hickory Creek, Texas

Consultant Queen's Court of Personal Sales



Queen
Helen Leiby
Baltimore
1st Runner-Up
Yuko Yasuma
2nd Runner-Up
Tanya Basansky
Leigh Acres, Fla.

Queen's Court of Sharing



Queen
Michelle Martinez
Sanford, Fla.
1st Runner-Up
Ohunene Ebroso
Garfield, N.J.
2nd Runner-Up
Christie Ehiobu
Hickory Creek, Texas

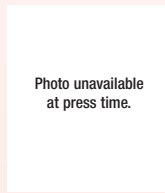
PEARL

Sales Director Queen's Court of Personal Sales



Queen
Linda Pilolli
Columbiana, Ohio
1st Runner-Up
Tammy Caswell
East Amherst, N.Y.
2nd Runner-Up
Sondra Nelson
Houston

Consultant Queen's Court of Personal Sales



Queen
Lori Ritzel
Spencerport, N.Y.
1st Runner-Up
Pat Schlotfeldt
Winston Salem, N.C.
2nd Runner-Up
Shannon Skousgaard
Reston, Va.

Queen's Court of Sharing



Queen
Roya Mattis
Ashburn, Va.
1st Runner-Up
Amie Gamboian
Omaha, Neb.
2nd Runner-Up
Keara Murphy
Atlanta

DIAMOND

Sales Director Queen's Court of Personal Sales



Queen
Gwendolyn Williams
Dunedin, Fla.
1st Runner-Up
Marie Lee
Delray Beach, Fla.
2nd Runner-Up
Jacque Schumacher
Mitchell, S.D.

Consultant Queen's Court of Personal Sales



Queen
Kathleen Neal
Crossville, Tenn.
1st Runner-Up
Barbara Henney
Elizabethtown, Ind.
2nd Runner-Up
Cynthia Herreid
Keene, N.H.

Queen's Court of Sharing



Queen
Luisa Urena Mora
Bronx, N.Y.
1st Runner-Up
Bianny Ramirez
Miami
2nd Runner-Up
Claudia Diaz
Concord, N.C.

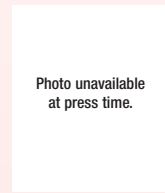
RUBY

Sales Director Queen's Court of Personal Sales



1st Runner-Up
Chantelle Truman
Novato, Calif.
2nd Runner-Up
Carolyn Simon
Enid, Okla.

Consultant Queen's Court of Personal Sales



Queen
Susan Cummings
Seymour, Ind.
1st Runner-Up
Daphne Lewis
Spokane, Wash.
2nd Runner-Up
Linda Black-Kurek
Dayton, Ohio

Queen's Court of Sharing



Queen
Phuong White
Monroe, N.C.
1st Runner-Up
Carlotta Sandiford-Coleman
Cambria Heights, N.Y.
2nd Runner-Up
Santee Popadich
Glendale, Ariz.

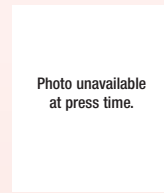
SAPPHIRE

Sales Director Queen's Court of Personal Sales



Queen
P.J. Baunach
Alexandria, Va.
1st Runner-Up
Linda Perry
Ripon, Calif.
2nd Runner-Up
Brenda Robinson
Dumfries, Va.

Consultant Queen's Court of Personal Sales



Queen
Robbie Walters
Spring Hill, Fla.
1st Runner-Up
Tracy Gray
Terrell, Texas
2nd Runner-Up
Gwendolyn Diggs
Forest Hill, Texas

Queen's Court of Sharing



Queen
Heidi Lloyd
Cato, N.Y.
1st Runner-Up
Alejandra Zurita
Sylmar, Calif.
2nd Runner-Up
Celeste Byrd
Richmond, Ky.

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

TOP 10 SALES UNITS NATIONWIDE†



1. **Kim McClure**
Cranberry Township, Pa.
Pearl



2. **LaRonda Daigle**
Baton Rouge, La.
Diamond



3. **Amie Gamboian**
Omaha, Neb.
Pearl



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



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

2011 CIRCLE OF EXCELLENCE**

EMERALD



Queen
Stacy Foust*
 \$900,000 Circle

1st Runner-Up
Linda Bradley
 \$850,000 Circle

2nd Runner-Up
Jordan Helou Eicher*
 \$800,000 Circle

\$800,000 Circle
 Pam Kelly
 Christie Ehiobu*
 Tanya King-Lee
 Christine Denton*
 Connie Ackroyd*

\$750,000 Circle
 Karen Riddle*

\$700,000 Circle
 Barbara Pleet
 Nancy Boucher

\$650,000 Circle
 Traci Smith
 Hollie Sherrick
 Sue Uibel*
 Sheri Farrar-Meyer
 Michele Armes
 Evalina Chavez
 Hope Pratt
 Jeanie Tamborello*
 Grace Hull*

PEARL



Queen
Kim McClure
 \$1,200,000 Circle

1st Runner-Up
Amie Gamboian*
 \$1,150,000 Circle

2nd Runner-Up
Beth Piland*
 \$1,000,000 Circle

\$1,000,000 Circle
 Cindy Machado-Flippen*

\$950,000 Circle
 Leah Lauchlan*

\$850,000 Circle
 Blythe Egbert*

\$800,000 Circle
 Janice Hull

\$750,000 Circle
 Tina Dees
 Roya Mattis
 Patti Cornell*

\$650,000 Circle
 Patty Webster
 Jo Shuler
 Amy Kemp
 Heather Erbe*
 Rebecca Milligan
 Angel Toler
 Sylvia Martinez
 Carrie Eddings-Foster*
 Ruthie Bresette-Mount
 Anne Geertsen
 Dorothy Boyd
 Jeanie Navrkal
 Kristin Myers
 Diane Detesco
 Michele Rankin*
 Mia Mason Taylor*
 Tracey Chavez

DIAMOND



Queen
LaRonda Daigle
 \$1,150,000 Circle

1st Runner-Up
Gerri Anne Morris*
 \$1,000,000 Circle

2nd Runner-Up
Priscilla McPheeters*
 \$1,000,000 Circle

\$1,000,000 Circle
 Marsha Morrisette*
 Mary Strauss*

\$950,000 Circle
 Kristin Rogers*

\$900,000 Circle
 Melinda Balling

\$850,000 Circle
 Amy Allgood

\$800,000 Circle
 Tawnya Krempges
 Mariann Biase Mason
 Shelly Palen*

\$750,000 Circle
 Dayana Polanco
 Vivian Diaz
 Stephanie Richter*
 Mayuli Rolo*

\$700,000 Circle
 Petie Huffman*
 Diane Mentiply*
 Andrea Whitcomb
 Susan McCoy*
 Alicia Kingrey-Lokai*
 Julie Neal
 Karime Rosas
 Deborah Dudas
 Lisa Stengel*
 Donna Saguto

\$650,000 Circle
 Terri Beckstead
 Patricia Carr
 Linda Cartiglia*
 Heidi Goelzer
 Luisa Urena Mora*
 Sheryl Peterson
 Kristen Spiker
 Betty McKendry
 Nicki Hill*
 Melissa Hennings
 Suzanne Young
 Mary Kathryn King
 Julie Schlundt
 Jenny Siemonsma
 Lisa Rada
 Cecilia James

RUBY



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

1st Runner-Up
Donna Clark-Driscoll*
 \$800,000 Circle

2nd Runner-Up
Lisa Anne Harmon
 \$750,000 Circle

\$750,000 Circle
 Suzanne Moeller*

\$700,000 Circle
 Brenda Fenner*

\$650,000 Circle
 Somer Carter
 Thessy Nwachukwu
 Christy Cox*
 Tiffany Stout*
 Corrin Cresci*
 Marnie Yunger
 Sonya Goins
 Breda Teal
 Cheryl Fulcher
 Debbie Elbrecht
 Winifred Ogbunamiri*
 Laura Kattenbraker
 Patti Maxwell
 Liz Whitehouse
 Sherrie Clemons

SAPPHIRE



Queen
Julie Weaver*
 \$1,150,000 Circle

1st Runner-Up
Tammy Romage*
 \$1,050,000 Circle

2nd Runner-Up
Kristi Montesana
 \$800,000 Circle

\$800,000 Circle
 Kim Sabourin
 Tracy Potter

\$750,000 Circle
 Crystal McDaniel*
 Debbie Weld*
 Kim West
 Joanna Helton
 Jennifer Besecker

\$700,000 Circle
 Randi Stevens
 Lara McKeever
 Moleda Dailey
 Linda Klein
 Audrey MacDowall
 Diane Bruns*
 Kathy Bullard

\$650,000 Circle
 Sylvia Boggs
 Angela LaFerry
 Lady Ruth Brown
 Melody Missick*
 Phyllis Pinsker
 Roxanne McInroe
 Tabitha Hallums*
 Julia Mundy
 Angie Day
 Ann Sherman
 Bonnie Crumrin
 Cheryl Anderson
 Faith Gladding
 Josefa Chacon



The Mary Kay Class of 2011 debut is a highlight for all. "You are tomorrow's leaders," says **Ryan Rogers, VP of Strategic Initiatives** and Mary Kay's grandson. "The power of the Mary Kay opportunity has never been greater. I look forward to accelerated growth, expanded opportunities and a thriving business environment this year and beyond."



*Received diamond bar pin for exceeding all previous years

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



6. **Gerri Anne Morris**
 Shallowater, Texas
 Diamond



7. **Priscilla McPheeters**
 Lawrence, Kan.
 Diamond



8. **Beth Piland**
 Valdosta, Ga.
 Pearl



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



10. **Cindy Machado-Flippen**
 Riverdale, N.J.
 Pearl



go-give® award

Congratulations to the winners for December 2011

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.”



Maria Estrada
Pearl

Independent Future Executive
Senior Sales Director

Began Mary Kay
July 1999

Sales Director Debut
August 2000

Offspring three first-line;
one second-line

National Sales Director
Anabell Rocha

Honors Grand Achiever qualifier;
Star Consultant; three-times
Queen's Court of Sharing; Circle
of Achievement; Double Star
Achievement; Fabulous 50s; gold
medal winner; estimated highest
monthly unit retail: \$40,506

Personal Lives in Carrollton,
Texas. Husband, Juan; son, Angel;
daughter, Celina

Favorite Quote “When I do all
that is possible, God does the
impossible.” – Anonymous

Independent Sales Director
Carmen Cordero of Cleveland,
Ohio, says, “Maria always
welcomes my unit members
and their guests who attend her
weekly meetings. Maria and I
have shared ideas, appreciate and
learned much from each other.”



Christina Lutz
Diamond

Independent Sales Director

Began Mary Kay
November 1995

Sales Director Debut
June 2006

National Sales Director
Go Give Area

Honors Premier Club qualifier;
Star Consultant; Fabulous 50s;
Honors Society; gold medal
winner; estimated highest
monthly unit retail: \$29,666

Personal Lives in Bucyrus, Ohio
Husband, Tim; sons: Joshua,
Jesse, Jordan; daughters:
Mackenzie, Tessa; one grandson

Favorite Quote “To him who by
means of his power working in
us is able to do so much more
than we can ever ask for, or even
think of...” – Ephesians 3:20

Independent Beauty Consultant
Cindy Long of Galion, Ohio,
says, “Chris is actively involved
in a local group of citizens
addressing our country's
high incidence of drug use.
She supports and advocates
for families touched by sub-
stance abuse.”



Colleen Russell
Ruby

Independent Senior
Sales Director

Began Mary Kay
January 1998

Sales Director Debut
December 1999

Offspring one first-line;
one second-line

National Sales Director
Go Give Area

Honors Grand Achiever qualifier;
Star Consultant; six-times Sales
Director Queen's Court of
Personal Sales; two-times Circle
of Achievement; Double Star
Achievement; Fabulous 50s; gold
medal winner; estimated highest
monthly unit retail: \$51,667

Personal Lives in Puyallup, Wash.
Husband, Loyd; sons: Joshua,
Daniel

Favorite Quote “If one advances
confidently in the direction of his
dreams, and endeavors to live the
life which he has imagined, he will
meet with a success unexpected
in common hours.”
– Henry David Thoreau

Independent Beauty Consultant
Lori Vail of Bonney Lake, Wash.,
says, “When anyone in our unit
is ill or hurt, Colleen rallies the
unit to take meals to the sister
Independent Beauty Consultant
and family. Her personal motto
is ‘Nice Matters.’”



Julia Mundy
Sapphire

Independent Executive
Senior Sales Director

Began Mary Kay
June 1992

Sales Director Debut
May 1995

Offspring five first-line;
seven second-line

National Sales Director
Go Give Area

Honors Cadillac qualifier; Circle
of Honor; monthly Go-Give® Award
winner, August 2006; two-times
Consultant Queen's Court of
Personal Sales; 15-times Sales
Director Queen's Court of
Personal Sales; two-times
Queen's Court of Sharing; four-
times Circle of Achievement;
12-times Circle of Excellence;
nine-times Double Star Achieve-
ment; two-times Triple Star
Achievement; Fabulous 50s; gold
medal winner; estimated highest
monthly unit retail: \$160,597

Personal Lives in Roanoke,
Texas. Husband, Chip; son, Clark;
daughter, Clara

Favorite Quote “Once God has
planted a dream within your heart,
He has every intention of bringing
it to pass!” – Anonymous

Independent Beauty Consultant
Rebecca McGinnis of
Carrollton, Texas, says, “Julia
has educated and encouraged
me as if I were in her unit. She
truly helps women grow into
their own dreams.”



Jennifer Spriggs
Emerald

Independent Senior
Sales Director

Began Mary Kay
July 2002

Sales Director Debut
November 2003

Offspring two first-line

National Sales Director
Yvonne Lemmon

Honors Cadillac qualifier; Star
Consultant; five-times Circle of
Achievement; Fabulous 50s;
Dean's List; estimated highest
monthly unit retail: \$61,942

Personal Lives in Richmond,
Texas. Husband, Kevin; daughters:
Jessica, Jamie

Favorite Quote “Every strike
brings me closer to the next
home run.” – Babe Ruth

Independent National Sales
Director Yvonne Lemmon,
says, “Jennifer is thoughtful,
loyal and patient with her
adoptees, representing
Mary Kay at the highest
standard and exemplifying
the Go Give heart.”

Annual Go-Give® AWARD WINNERS



Congratulations

to these five annual Go-Give® Award winners who were honored on Awards Night at Seminar 2011. 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.



EMERALD Independent Elite Executive Senior Sales Director

Tanya King-Lee – Palmetto Bay, Fla.

"To be honored as the annual Go-Give® Award winner has heightened my commitment to passing on Mary Kay's philosophies. We are so much more than a skin care and cosmetics company, and it is the heart of Mary Kay and our Go-Give spirit that sets us apart. I believe the Go-Give® Award is a constant reminder that we represent not only our individual businesses, but one another. I learned very early in my business that I may be the only 'Mary Kay' someone meets. For this reason, I constantly strive to do unto others as I would want done unto me. The Go-Give® Award should be awarded to anyone affiliated with Mary Kay because it is who we are!"

PEARL Independent Future Executive Senior Sales Director

Lucia Fernandez – Lutz, Fla.

"I would love for everyone to have the opportunity to live this wonderful experience and be recognized with such a prestigious award. To me, the Go-Give® Award represents the responsibility and the legacy that Mary Kay left us of changing and enriching lives. The satisfaction of knowing we are connected with the best Company motivates me, and it is a pleasure for me to help women change their lives. Giving, and sharing the blessing of a fabulous opportunity such as Mary Kay is the highest level of living!"



DIAMOND Independent Future Executive Senior Sales Director

Mileta Kinser – Wichita, Kan.

"I am so very honored and humbled to receive this amazing award representing Mary Kay's true heart of keeping her wonderful 'adoptee' program alive. We can build our business with out-of-state family and friends, travel and even move across the country, and keep what we've built. What a privilege to mentor twenty adoptee Independent Sales Directors who have given my life such richness and fulfillment! Thank you to all of my Mary Kay mentors and girlfriends for this incredible honor. And what a special first Seminar for my 25-year-old daughter!"

RUBY Independent Senior Sales Director

Palia Curry – Rancho Cucamonga, Calif.

"It was so exciting to hear Ryan Rogers announce my name and have my Independent National Sales Director run onstage to congratulate me! I began my Mary Kay business because I was able to put my family before my career. I discovered this Company was what I had always been looking for and appreciate all the wonderful women God has sent into my life and who have trusted me to be their mentor. Thank you to all my Mary Kay mentors, leaders, sister Independent Beauty Consultants and friends who have helped me grow. Mary Kay is a way of life my children have seen me live and can follow too."



SAPPHIRE Independent Future Executive Senior Sales Director

Jennifer Besecker – Crofton, Md.

"It gives me such joy to help others reach their goals and dreams. I am so thankful to Mary Kay Ash for creating such an amazing Company, where the No. 1 goal is helping and giving to others. We are not just selling makeup, we are touching lives and our product is the vehicle we use to reach them. Someone once asked me, 'if I were to give you \$10,000,000 but you could never sell Mary Kay® again, would you take the money?' And I immediately responded 'no way' because helping others is priceless, and that is what I love to do. Thank you, Mary Kay Ash!"

MARY KAY®

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

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MARY KAY INC.

pass
it on! SM

leadership| 12 Atlanta Jan. 8–11 (Pearl, Sapphire, Ruby)
Jan. 11–14 (Diamond, Emerald)

Mary Kay said, *"You can go forward or backward, but you can't stand still."*
If it's professional development you're after, Leadership 2012 is for you!

Imagine three days packed with workshops and career development classes to give you tools to be your best. And, in true Mary Kay style, we've sprinkled in fun social time with your girlfriends and awards to make it complete!

Here's what you get:

- Timely workshops: social media, team-building, leadership, motivating others, etc.
- Up close look at latest products, marketing, research and development, and more!
- Inspiring stories and tips from mentors.
- Prizes!
- MK® Rocks the Runway fashion show featuring aspiring designers creating fashions using Mary Kay® products!

***Registration dates:**

Oct. 17 – Dec. 15

***Register:**

MaryKayInTouch.com > Events > Leadership Conference 2012

- **By mail:** Leadership 2012, Special Events Registration, Mary Kay Inc., P.O. Box 799045, Dallas, TX 75379-9045

***Fee:**

\$135 if received by Dec. 15; \$160 for onsite registration, space permitting.

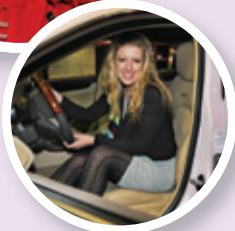
***Payment:**

MasterCard, Visa, Discover, cashier's check or money order payable to Mary Kay Inc. (Sorry, no personal checks accepted.)

Eligible Future Independent Sales Directors, Independent Sales Directors-in-Qualification and Independent Sales Directors can attend a **Class of 2012 Reception** on Day 0 where they'll receive:

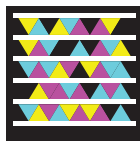
- \$200 gift card – Independent Future Sales Directors.
- \$300 gift card – Independent Sales Directors-in-Qualification.
- \$50 gift card for each qualified Future Independent Sales Director and Sales Director-In-Qualification who attends for Independent Sales Directors.

**Independent Sales Directors-in-Qualification and Future Independent Sales Directors are invited to attend!*



For more details, visit **Mary Kay InTouch®**.
Enter **"Leadership Education"** in Search field.

*Independent Beauty Consultants who achieve Future Independent Sales Director or Independent Sales Director-in-Qualification career path status at any time during the challenge period, Oct. 1-Dec. 31, are eligible to register and attend. (You are not required to maintain this status the entire time in order to attend.)



VISIT THE LEADERSHIP 2012 MOBILE WEBSITE NOW!

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