

MARY KAY

# applause®

DECEMBER 2012

## PERFECT Last-Minute Holiday Gifts

### THE FIRST YEAR:

New

Independent  
Beauty  
Consultants  
Share Their  
EXPERIENCES.

### TimeWise Repair™:

Great  
Selling Tips!

MARY KAY

one  
woman  
can™

50 YEARS

**A Look Back:** *Dare to Dream!*<sup>SM</sup>  
Seminar 2012 Highlights



**Q: Where is the product date code on my Mary Kay® products? A:** It's located on Mary Kay® product container bottoms, pencil barrels (engraved around the color band) or on the crimp of a tube. This code is useful in maintaining the high-quality standards of Mary Kay, as it indicates product life/expiration and is used to trace products returned for any reason. Details are on **Mary Kay InTouch® > Products > Product Central**.

**Q: I'm a new Independent Beauty Consultant and would like to connect with others like me. Help! A:** "Let's Talk" social community on Mary Kay InTouch® is your answer! It's like an internal instant messenger to share ideas, learn new tips and get inspiration from other Independent Beauty Consultants across the country. Good luck!

**Q: How can I receive updates on Mary Kay® product launches, promotions and other important news? A:** Click "Profile" on Mary Kay InTouch® to submit your email address. You'll receive bi-weekly Mary Kay® eMessenger emails loaded with valuable information to help you in your business.

## december dates to remember

**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 2012 promotional items begins for Star Consultants who qualified during the June 16 – Sept. 15, 2012, quarter and Independent Beauty Consultants who enrolled in *The Look* for Winter 2012 through the Preferred Customer Program<sup>SM</sup>.

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

- Winter 2012 promotion begins. Early ordering of the new Winter 2012 promotional items available for all Independent Beauty Consultants.
- Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment form available until midnight Central time.

- 15**
- Postmark deadline for Quarter 2 Star Consultant quarterly contest.
  - Deadline to make Quarter 1 Star Consultant prize selections.
  - Postmark deadline for Fall/Holiday 2012 promotion.
  - Last day for your customers to take advantage of the Fall/Holiday 2012 gift-with-purchase offer.
  - Last day to enroll online for the Winter 2012 Preferred Customer Program<sup>SM</sup> Month 2 mailer.

**16** Quarter 3 Star Consultant quarterly contest begins.

- Online prize selection available for Quarter 2 Star Consultant quarterly contest.
- Winter 2012 Preferred Customer Program<sup>SM</sup> customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)


**24** Company holiday. All Company and branch offices closed.

Christmas Day. All Company and branch offices closed. Postal holiday.


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

- Last day of the month for Independent Beauty Consultants to place online orders (until 9 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.
- Online Independent Beauty Consultant Agreements accepted until midnight Central time.

### ON THE COVER

  
eyes  
polished  
stone

  
lime

  
cheek  
citrus  
bloom

  
lips  
sunny  
citrus

  
sunset



### Mary Kay said it best

*Candles are everywhere this time of year. Our Mary Kay businesses are somewhat like candles – they continue to burn, giving off light. But did you ever notice that when you light a candle from another already illuminated one, the original candle loses none of its brilliance! And so it is, when you 'pass the torch' with your Mary Kay business, whether sharing our fantastic product or opportunity, you can illuminate the lives of others.*



# Inside THIS ISSUE

## 10 DARE TO DREAM!<sup>SM</sup> SEMINAR | 12

What a way to kick off the 50th Anniversary celebrations! Seminar 2012 rocked with fabulous products and prizes, inspiring speeches and an Awards Night like no other! But wait! If you thought this was fun, just wait till next year!



# 2

## HOLIDAY GIFTS

Who's playing Santa? You are! Bring joy to your customers this holiday season with these great Mary Kay® last-minute gifts and stocking stuffers!

## TIMEWISE REPAIR<sup>TM</sup>

TimeWise Repair<sup>TM</sup>, the new scientifically innovative skin care line that targets the **advanced signs of aging**, is grabbing the attention of the Mary Kay independent sales force, their customers and the public. **Independent Executive National Sales Director Cheryl Warfield** shares "before-and-after" results and tips on how to sell!

# 4



## THE FIRST YEAR

New Independent Beauty Consultants share their first-year experiences, lessons learned and how their Mary Kay businesses are changing lives.

# 8



find it online: check out Mary Kay InTouch<sup>®</sup> to see what's hot.



### FALL 2012 MARY KAY<sup>®</sup> MAKEOVER CONTEST HOLLYWOOD DREAMS<sup>SM</sup>

The makeover contest entry phase has closed, and now it is time for the public to vote! From Nov. 6 – 16, the public can vote for their favorite Mary Kay<sup>®</sup> makeover on [mkmakeovercontest.com](http://mkmakeovercontest.com). Winners will be announced Dec. 19.



### TEAM-BUILDING

Supercharge your team-building success. There's never been a better time to offer women the Mary Kay opportunity to turn products they love into extra income. Visit now for all the resources you need to team build.



### CAREER CAR

Earn the use of a brand-new Chevy Cruze. As a Grand Achiever, you can cruise around town in this fuel-efficient beauty, complete with Bluetooth and plenty of class.

# Oh What FUN!

Whether your customers need last-minute gifts or they're just starting the shopping madness, you can help with these great stocking stuffers and fabulous gift sets.



red passion berry tart

## Shiny and Affordable

Mary Kay® NouriShine Plus® Lip Gloss, \$14



## Luscious Lashes



Mary Kay® Lash & Brow Building Serum™, \$38



Mary Kay® Lash Primer, \$15



Mary Kay® Lash Love® Waterproof Mascara, \$15

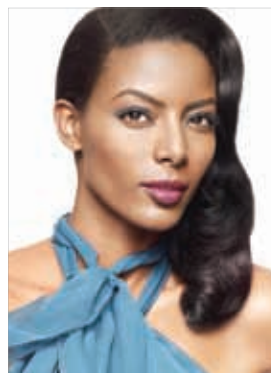


Provide your customers with effortless shopping fun by sharing Color 101 looks from *The Look* or eCatalog and encourage them to use the Virtual Makeover on [marykay.com](http://marykay.com) or your Mary Kay® Personal Web Site.

Don't have a Mary Kay® Personal Web Site? Sign up today and help your customers avoid the crowds by shopping with you!



**SCAN TO SEE HOLIDAY GIFT-GIVING MADE SIMPLE.**  
Get the free mobile app at <http://gettag.mobi>



## Holiday Nights

Calendar filling with holiday parties? Try this glamour look yourself. Be sure to have your Mary Kay® business cards ready when you get compliments!

- Apply Truffle mineral eye color all over eyelid.
- Line eyes with Dark Denim eyeliner.
- Apply I ♥ black Mary Kay® Lash Love® Mascara on top and bottom lashes.
- Apply Cherry Blossom mineral cheek color to apples of cheeks.
- Lightly apply Pink Satin creme lipstick.



## Merry and Bright

Mary Kay® Compact Mini (unfilled), \$16.

Fill with a Mary Kay® Mineral Eye Color Bundle, \$19.50, and a Mary Kay® Mineral Bronzing Powder, \$12.



### Festive Fragrances

Something spirited for her

Mary Kay® Dance to Life™ Eau de Parfum, \$50

Mary Kay® Dance to Life™ Radiant Shimmer Lotion, \$16

Dance with every beat of your heart!

**Try it NOW!**



Rub area above to release scent.



### Thinking of You® Promotion

Starting Nov. 1, while supplies last, we are offering:

#### ■ Thinking of You® Moisture

**Rich Shower Crème** enriched with shea butter and vitamin E, \$16.

Part No. 10046759

#### ■ Thinking of You® Perfume Pendant

with a rub-on fragrance that imparts a subtle shimmer, \$16.

Part No. 10047495

Products are sold separately.

Hurry – supplies are limited!



### Something Original for Him

Mary Kay® True Original™ Cologne Spray, \$36

# A new age of beauty is born!

## TimeWise Repair™



**Independent Executive  
National Sales Director  
Cheryl Warfield on  
TimeWise Repair™:**

"After using it eight weeks, my skin feels wonderful. I use the complete regimen. The steps are simple and easy, and I like that I don't need extra supplements. The Volu-Firm™ Lifting Serum is great. I put it on my neck and face, and my skin looks lifted. Having Volu-Firm™ Night Treatment With Retinol is great. These products will be great for our baby boomer customers because they want to look better. I can see our Independent Beauty Consultants having tremendous sales with this new regimen! It's really perfect for all skin types because there's only one formula. After all, 60 is the new 40, and with this product, our customers' skin will appear younger-looking.



SCAN TO HEAR WHAT OUR  
NSDs ARE SAYING ABOUT  
TIMEWISE REPAIR™.  
Get the free mobile app  
at <http://gettag.mobi>



**Ready, Set, Sell!** Look for new **TimeWise Repair™ bundles** added to the New Independent Beauty Consultant bonus. A **TimeWise Repair™ sampler** is new in the **Starter Kit!**



## GREAT WAYS to Profile Your Customers!

- Customer Profile ■ Register your customers on myMK™/Mary Kay® Personal Web Site
- MK Regimen Advisor™ App for the iPhone for a quick regimen solution when you're on the go.



### MKConnections®:

Mary Kay® TimeWise Repair™ appointment cards with a video tag are now available in English and Spanish. Quantity: 100 cards for \$20

## SALES tips!

This fantastic regimen may "sell itself" once your customers experience its benefits! In the meantime, to help you get "in the know," check out

**Mary Kay InTouch® > Products > Product Central.**

You'll find:

- **Videos** to help you learn and understand its amazing benefits.
- **Product Workshop** to get the science behind the beauty.
- **Fact Sheets, place mat, comparison flier and other tools** so you're ready for success.



Share the **TimeWise Repair™ eCatalog** with your customers.

## Q&A: Ask



**Dr. Beth Lange, Chief Scientific Officer**

Dr. Beth Lange is a leading expert in the field of age-fighting

skin care at Mary Kay. Her experience in skin care technology and innovative products gives her a wealth of skin care knowledge to share with you.

### Q: Why does skin age differently?

**A:** Skin ages based on many factors that include not only how old you are, but also what your skin has been exposed to and how well you've cared for it. In any case, visible signs of aging appear. Over time, these signs progress through three stages – early, moderate and advanced.

### Q: Why do I need a full regimen to address my advanced age-fighting needs? Can't I target areas where I need it most, like around my eyes or mouth?

**A:** No one product addresses all the signs of aging. It's important to incorporate a comprehensive skin care regimen with products that work together to fight the targeted areas where you feel the signs of aging are most noticeable and the areas that aren't yet as prominent. When you approach age-fighting skin care this way, you're apt to see more visible results.

### Q: I've always taken care of my skin, but now it seems like it needs more. What should I look for in advanced age-fighting skin care?

**A:** Thanks to **advances in skin care science**, there's more you can do to help your skin "act younger" and to see improvement in your skin's volume and firmness. The science found in the patent-pending **Volu-Firm™ Complex** is the **perfect union of three ingredients** so vital to skin recovery, it's in every **TimeWise Repair™** product formula.

# Recapture Youthful Volume

Mary Kay, in conjunction with the Coyne PR agency, **surveyed women** to see **how they feel about aging**. The findings:



**87%** think having **healthy, youthful-looking skin positively impacts their career.**

**84%** welcome help to **find the right products** for their skin type.

**80%** are "somewhat to not confident" they use the right products for their skin type.

**68%** find it difficult to select the right skin care products.

**41%** are **NOT** happy with their skin's appearance.

## Application Tips!

We've highlighted application tips for two TimeWise Repair™ products. You'll find tips for the remaining regimen on Mary Kay InTouch® under Product Central.



Check out the **updated Beauty Book and Instructor's Guide** for step-by-step instruction and scripts to help you at your skin care parties. You'll find them on Product Central. There are links on the right-hand side of the page.

### TimeWise Repair™ Volu-Firm™ **Lifting Serum**



- Use morning and night.
- Dispense serum onto fingertips.
- Apply liberally starting at center of face, moving upward and outward in a sweeping motion.
- Follow with an additional pump of serum for neck area.
- Start at neck base, move upward and outward toward jawline using alternating hands.

### TimeWise Repair™ Volu-Firm™ **Eye Renewal Cream**



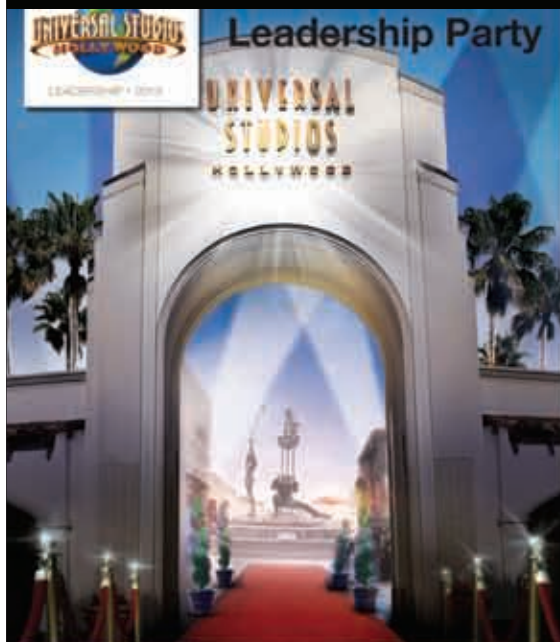
- Use morning and night.
- Squeeze small amount of product onto Zamac metal tip.
- Using tip, apply directly to undereye area closest to nose in sweeping, outward motion, avoiding inner corner of eye.
- Repeat process with second eye.
- Gently apply on upper eyelid area using same technique.
- To help relieve undereye puffiness, gently massage product with one sweep onto skin in an outward circular motion moving from area closest to nose and outward.





# Lead With Confidence!

Los Angeles



## 2013 Leadership Conference – LA

**Jan. 9-12**

**Emerald, Pearl and Ruby**

**Jan. 13-16**

**Diamond, Sapphire and Canada**

### Mary Kay Independent Sales Directors

What to expect:

- Latest look at NEW Mary Kay® products.
- Network with Mary Kay mentors. Fun after-hours events like the **Universal Studios party** and **VIP tour** for qualifying Independent Sales Directors, plus, a glamorous **Red Carpet** affair at the famous Biltmore Hotel.
- Motivation and education.
- Entertainment fit for Hollywood.
- Lots of prizes and recognition!

### Register today!

Online: Mary Kay InTouch®. Click **Events > Leadership Conference 2013.**

Mail: Special Events Registration,  
Mary Kay Inc., P.O. Box 799045  
Dallas, TX 75379-9045

**DEADLINE:** Dec. 28, 2012

**FEE:** \$145 if received by Dec. 28  
(Receive Mary Kay® product equal in value to your registration fee!)

- \$170 on-site, space permitting.  
(Exception: Jan. 1 debuting Independent Sales Directors whose debut status is confirmed)

**PAYMENT:** MasterCard, Visa, Discover, cashier's check or money order payable to Mary Kay Inc. No personal checks, please!

Details on Mary Kay InTouch®



**WATCH THE LEADERSHIP  
CONFERENCE 2013  
VIDEO NOW!**  
Get the free mobile app  
at <http://gettag.mobi>

# The First Year!

Starting a new business can be exhilarating and scary. Five new Independent Beauty Consultants share their first-year experiences – what they’ve learned, “aha” moments and how their Mary Kay business is enriching lives.

## Congrats

TO THESE FAB FIVE ON THEIR FIRST YEAR:

**Connie Kinney,**

Independent Beauty Consultant, Harvey, La.

**Camine Sainjie,**

Independent Beauty Consultant, North Miami, Fla.

**Heather Nutter-Smith,**

Independent Beauty Consultant, Decatur, Ala.

**Laura Villalpando,**

Independent Beauty Consultant, Oakland, Calif.

**Richelle Bonadero,**

Independent Beauty Consultant,  
Austin, Texas

**Q:** What were your friends’/ family’s reactions to your starting a Mary Kay business?

**a:** **Heather:** Positive! I called eight friends and asked them to host a skin care party. Those parties jump-started my business!

**Connie:** I’m a tax accountant, so when I told friends about my Mary Kay business, their initial reaction was, “Are you crazy?” Before long, they were hosting skin care parties and ordering products!

**Laura:** My husband is enthusiastic to the point that it’s not just my dream but our dream.

**Camine:** I’m a pharmacy student and a registered nurse. My family thought I shouldn’t add anything to my plate. Now they see that my Mary Kay business is fun for me. Plus, they say I seem more confident.

**Richelle:** I was an Independent Beauty Consultant six years ago but didn’t work my business like I planned. My friends weren’t supportive this time, but once they saw me putting my heart into my business, their attitudes changed. Now they send referrals. I appreciate their support – even if it took a little while to get!

Have you had any “aha” moments?

**Laura:** Achieving Pearl Star Consultant status just two months after I started my Mary Kay business.

**Connie:** I realize that my life before my Mary Kay business was boring and mundane. I have replaced TV with Mary Kay!

**Heather:** My father died from a heart attack, and the grief made me question my priorities. I signed my Independent Beauty Consultant Agreement shortly after his death. He would be proud knowing I was doing something to balance my priorities. To honor him, I use my maiden name in my Mary Kay business. He would have been my biggest cheerleader.

**Camine:** I now know how important it is to feel appreciated and appreciate others. Mary Kay said, “Pretend everyone you meet is wearing a sign around her neck that says, ‘Make me feel important.’”

**Richell:** I am amazed by all the good deeds of my sister independent sales force members. I’m supporting a program to help soldiers. It’s a heartwarming experience.

What’s your Starter Kit “must-have” item?

**Heather:** The DVD was a lifesaver! I love the variety of women with different techniques and backgrounds on the DVD because it gave me courage to take what they did and make it my own.

**Camine:** The full-sized TimeWise® Miracle Set® and the samplers! They make selling so easy. The products do sell themselves, and I am proof. I use the products, and my clients see the amazing results.

Do you have a favorite online tool?

**Richelle:** The Preferred Customer Program<sup>SM</sup>. Enrollment is easy, and my customers receive *The Look* every quarter with a product sampler. My sales increase when it’s mailed because I follow up with my customers when Mary Kay is on their minds.

**Laura:** The Preferred Customer Program<sup>SM</sup> and MKeCards®. They help keep communication channels open with my customers and help me provide personalized service.

**Heather:** Recently, an out-of-town customer needed a few items and although I had them in my inventory, it was a time-saver for me to use the Customer Delivery Service. I sent the order from home while spending time with my kids.

**Q:** Have you attended a Mary Kay event?

**a:** **Richelle:** Yes. Career Conference is the bomb! I could not believe all the positive, happy women in one room at the San Antonio Career Conference. That’s when I decided to earn my red jacket, and three weeks later I did!

**Camine:** Seminar was amazing! I loved hearing all the speakers onstage. They were incredibly inspiring.





Connie Kinney



Camine Sainjie



Heather Nutter-Smith



Laura Villalpando



Richelle Bonadero

# Q a:

How do you gain confidence educating your customers about products?

**Heather:** I love Mary Kay® products, so it's easy to share. When I don't understand the science, I can get the information from Mary Kay InTouch® under Product Central to give to my customers who want it.

**Connie:** I never miss a unit meeting, and I love Product Central. At first I was overwhelmed but realized I just needed to learn a little at a time.

**Camine:** I give the product fact sheets that I print off Product Central to my customers who have questions. They appreciate my customer service, and I'm glad I don't have to memorize everything!

**Laura:** I get product information and motivation to sell at the weekly unit meetings.

Can you share a funny moment in your Mary Kay business?

**Heather:** A major skin care and makeup minimalist attended one of my first parties. After my guests applied the TimeWise® Firming Eye Cream to one eye, I heard someone shout, "Oh my word!" This minimalist was thrilled to see such a difference. She's now a loyal customer!

**Richelle:** I wanted to practice instruction for facials, so I asked my 14-year-old son, Jacob if he would help me. We cleansed and moisturized, but after he applied the mask, he ran to his room. I asked him what was wrong and he said, "I can't put on anymore PINK stuff!"

Have you had any surprises?

**Heather:** Yes, when my **Independent National Sales Director, Dawn Dunn**, came across the country to work with me! In 36 hours, Mary Kay® product was on 28 faces, and I sold \$2,800. But most important, I learned how to work my business full circle.

**Connie:** I rarely feel appreciated at my place of employment. In my Mary Kay business, not only do I feel appreciated by the prizes and recognition, I feel loved by my sister Independent Beauty Consultants!

**Laura:** Yes, when one of my customers purchased \$750 worth of products at once!

How do you market your Mary Kay business?

**Laura:** My MKConnections® business cards, T-shirt, fliers, my Mary Kay® name badge – you name it! All these items help me gain exposure when I'm out and about.

**Camine:** I include my business card in every order so my customer can give it to her friends. I also share cards with co-workers. My Mary Kay® name badge also is a conversation starter!



# dare to Dream!

seminar | 12



**Seminar 2012** was action-packed with new products, promotions and lavish productions. We've captured these highlights and look forward to next year!

See you in Dallas!





## 2011-2012 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.

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



**Lisa Madson**  
Diamond – \$17,333



**Kathy Helou**  
Emerald – \$17,050



**Karen Piro**  
Sapphire – \$16,721



**Gloria Mayfield Banks**  
Emerald – \$16,534



**Jan Harris**  
Pearl – \$9,964



**Gloria Castaño**  
Diamond – \$8,589



**Sonia Páez**  
Diamond – \$8,249



**Pat Danforth**  
Ruby – \$8,237

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



**Cheryl Warfield**  
Pearl – \$7,382



**Stacy James**  
Pearl – \$7,332



**Cindy Williams**  
Pearl – \$7,201



**Patricia Rodríguez-Turker**  
Diamond – \$7,038



**Sherry Windsor**  
Emerald – \$7,028



**Debi Moore**  
Emerald – \$6,906



**Karlee Isenhardt**  
Ruby – \$6,781



**Lupita Ceballos**  
Sapphire – \$6,748



**Sue Kirkpatrick**  
Ruby – \$6,550

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

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

### \$1,100,000 (5% bonus + 2 diamonds)



**Barbara Sunden**  
Diamond – \$55,077



**Anita Mallory Garrett-Roe**  
Diamond – \$19,355



**Carol Anton**  
Ruby – \$18,052

## 2011-2012 NSD DIAMOND CIRCLE

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

**Halina Rygiel**  
Pearl

**Pamela Waldrop Shaw**  
Pearl

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

**Judie McCoy**  
Sapphire

**SuzAnne Brothers**  
Emerald

**Anita Tripp Brewton**  
Pearl

**Shannon Andrews**  
Sapphire

**Dacia Wiegandt**  
Emerald

**Mary Diem**  
Diamond

**Dayana Polanco**  
Diamond

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

**Linda Toupin**  
Diamond

**Diane Underwood**  
Diamond

**Julianne Nagle**  
Sapphire

**Mary Estupiñán**  
Pearl

**Sandy Valerio**  
Sapphire

**Auri Hatheway**  
Emerald

**Ronnie D'Esposito Klein**  
Ruby

**Kerry Buskirk**  
Emerald

**Julie Krebsbach**  
Pearl

**Pamela Fortenberry-Slate**  
Ruby

**Jamie Cruse-Vrinios**  
Emerald

**Sandy Miller**  
Pearl

**Connie Kittson**  
Diamond

**Cyndee Gress**  
Ruby

**Dawn Dunn**  
Sapphire

**Maureen Ledda**  
Pearl

**María Monarrez**  
Diamond

**Rebecca Evans**  
Ruby

**Lily Orellana**  
Emerald

**Jeanne Rowland**  
Ruby

**Lisa Allison**  
Pearl

## 2011-2012 NSD GOLD CIRCLE

### \$150,000

**Kay Elvrum**  
Emerald

**Sara Pedraza-Chacón**  
Sapphire

**Cindy Fox**  
Emerald

**Nancy Bonner**  
Pearl

**Tammy Crayk**  
Sapphire

**Elizabeth Fitzpatrick**  
Pearl

**Yvonne Lemmon**  
Emerald

**Dalene Hartshorn**  
Diamond

**Janet Tade**  
Emerald

**Vivian Díaz**  
Diamond

**Consuelo Prieto**  
Emerald

**Jan Thetford**  
Sapphire

**Pam Ross**  
Ruby

**Valerie Bagnol**  
Sapphire

**Mayuli Rolo**  
Diamond

**Lise Clark**  
Pearl

**Mona Butters**  
Emerald

**Davanne Moul**  
Sapphire

**Anabell Rocha**  
Pearl

**Gloria Báez**  
Sapphire

**Pam Klickna-Powell**  
Sapphire

**Judy Brack**  
Pearl

**Kristin Myers**  
Pearl

**Kate DeBlander**  
Ruby

**Paola Ramírez**  
Sapphire

**Alia Head**  
Sapphire

**Monique Todd Balboa**  
Pearl

**Cathy Bill**  
Emerald

**Jeanie Martin**  
Pearl

**Shirley Oshiro**  
Pearl

### \$125,000

**Janis Z. Moon**  
Ruby

**Joanne Bertalan**  
Emerald

**Lynne Holliday**  
Ruby

**Evelinda Díaz**  
Diamond

**Alma Orrostieta**  
Pearl

**Scarlett Walker-Simpson**  
Ruby

**Ada García-Herrera**  
Diamond

**Pam Higgs**  
Sapphire

**Sharon Buck**  
Sapphire

**Lorraine Newton**  
Sapphire

**Kathy Goff-Brummett**  
Pearl

**Kathy Rodgers-Smith**  
Emerald

**Michelle Sudeth**  
Ruby

**Linda Kirkbride**  
Pearl

**Juanita Gudiño**  
Diamond

**Judy Kawiecki**  
Ruby

**Brenda Segal**  
Emerald

**Pamela Tull**  
Emerald

**Kirk Gillespie**  
Ruby

**Nancy Moser**  
Sapphire

**Isabel Venegas**  
Diamond

**Gena Rae Gass**  
Ruby

## 2011-2012 NSD MILLIONAIRES\*\*

### \$15 Million

**Barbara Sunden**, Diamond

### \$11 Million

**Karen Piro**, Sapphire

### \$9 Million

**Kathy Helou**, Emerald

### \$8 Million

**Gloria Mayfield Banks**, Emerald

**Sue Kirkpatrick**, Ruby

**Cheryl Warfield**, Pearl

### \$7 Million

**Pat Danforth**, Ruby

### \$6 Million

**SuzAnne Brothers**, Emerald

**Gloria Castaño**, Diamond

**Anita Mallory Garrett-Roe**, Diamond

**Debi Moore**, Emerald

**Pamela Waldrop Shaw**, Pearl

**Cindy Williams**, Pearl

### \$5 Million

**Ronnie D'Esposito Klein**, Ruby

### \$4 Million

**Maureen Ledda**, Pearl

**Lily Orellana**, Emerald

**Sonia Páez**, Diamond

**Jeanne Rowland**, Ruby

**Janet Tade**, Emerald

### \$3 Million

**Jo Anne Barnes**, Ruby

**Sharon Buck**, Sapphire

**Diana Heble**, Diamond

**Jackie LaPrade**, Emerald

**Consuelo Prieto**, Emerald

**Halina Rygiel**, Pearl

**Bett Vernon**, Pearl

### \$2 Million

**Maribel Barajas**, Sapphire

**Dorothy Boyd**, Pearl

**Candace Laurel Carlson**, Ruby

**Evelinda Díaz**, Diamond

**Susan Hohlman**, Diamond

**Sylvia Kalicak**, Pearl

**Cathy Littlejohn**, Pearl

**Jeanie Martin**, Pearl

**Kim McClure**, Pearl

**Isabel Venegas**, Diamond

**Esther Whiteleather**, Emerald

### \$1 Million

**Gladis Elizabeth Camargo**, Sapphire

**Evalina Chávez**, Emerald

**Mayra Esparza**, Diamond

**María Flores**, Diamond

**Diana Fraustro**, Sapphire

**Amie Gamboian**, Pearl

**Heidi Goelzer**, Diamond

**Juanita Gudiño**, Diamond

**Lara McKeever**, Sapphire

**Kristin Myers**, Pearl

**Andrea Newman**, Diamond

**Tammy Romage**, Sapphire

**Roxanne McInroe Williams**, Sapphire

\*\*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.



## TOP THREE QUEENS' COURTS OF SALES AND SHARING\*

### PEARL

*Sales Director Queen's Court of Personal Sales*



**Queen**  
Angela LaFrance  
Miramar, Fla.

**1st Runner-Up**  
Deirdre Eschauzier  
Braintree, Mass.

**2nd Runner-Up**  
Linda Pilolli  
Columbiana, Ohio

*Consultant Queen's Court of Personal Sales*



**Queen**  
Marilyn Hemsath  
Hemet, Calif.

**1st Runner-Up**  
Pat Schlotfeldt  
Winston-Salem, N.C.

**2nd Runner-Up**  
Barbara Waterman  
Oneill, Neb.

*Queen's Court of Sharing*



**Queen**  
Ingra Williams  
Winder, Ga.

**1st Runner-Up**  
Regina Ati  
Lawrenceville, Ga.

**2nd Runner-Up**  
Crystal Trojanowski  
Lincoln, Calif.

### DIAMOND

*Sales Director Queen's Court of Personal Sales*



**Queen**  
Marie Lee  
Delray Beach, Fla.

**1st Runner-Up**  
Lisa Raupp  
Cary, Ill.

**2nd Runner-Up**  
Lisa Stengel  
Dallas

*Consultant Queen's Court of Personal Sales*



**Queen**  
Kathleen Neal  
Crossville, Tenn.

**1st Runner-Up**  
Nicole Peterson  
Loveland, Colo.

**2nd Runner-Up**  
Marilyn Ball  
Crossville, Tenn.

*Queen's Court of Sharing*



**Queen**  
Kristin Rogers  
Sugar Hill, Ga.

**1st Runner-Up**  
Karime Rosas  
Dodge City, Kan.

**2nd Runner-Up**  
Rosalin Hernandez  
Providence, R.I.

### RUBY

*Sales Director Queen's Court of Personal Sales*



**Queen**  
Carolyn Simon  
Enid, Okla.

**1st Runner-Up**  
Heather Feiring  
Epping, N.D.

**2nd Runner-Up**  
Linda Jones  
Jerseyville, Ill.

*Consultant Queen's Court of Personal Sales*



**Queen**  
Daphne Lewis  
Spokane, Wash.

**1st Runner-Up**  
Susan Cummings  
Seymour, Ind.

**2nd Runner-Up**  
Linda Speicher  
Fairfax, Va.

*Queen's Court of Sharing*



**Queen**  
Boo Menestrina  
Washington, Ga.

**1st Runner-Up**  
Chasity Bromley  
Toney, Ala.

**2nd Runner-Up**  
Lacy Nickelson  
Frontenac, Kan.

### SAPPHIRE

*Sales Director Queen's Court of Personal Sales*

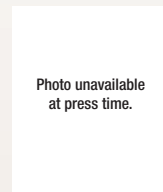


**King**  
Jim Cundiff  
Garden City, Mich.

**1st Runner-Up**  
Linda Perry  
Ripon, Calif.

**2nd Runner-Up**  
P.J. Baunach  
Alexandria, Va.

*Consultant Queen's Court of Personal Sales*



**Queen**  
Robbie Walters  
Angola, N.Y.

**1st Runner-Up**  
Ishrath Fatima  
Overland Park, Kan.

**2nd Runner-Up**  
Gwendolyn Diggs  
Brodnax, Va.

*Queen's Court of Sharing*



**Queen**  
Kristen Barnett  
Miramar Beach, Fla.

**1st Runner-Up**  
Tabitha Hallums  
Senoia, Ga.

**2nd Runner-Up**  
Brenda Gill  
Bristol, Va.

### EMERALD

*Sales Director Queen's Court of Personal Sales*



**Queen**  
Christie Ehiobu  
Hickory Creek, Texas

**1st Runner-Up**  
Kim Manire  
Mount Washington, Ky.

**2nd Runner-Up**  
Connie Ackroyd  
Rumford, R.I.

*Consultant Queen's Court of Personal Sales*



**Queen**  
Helen Leiby  
Baltimore

**1st Runner-Up**  
Yuko Yasuma  
Baltimore

**2nd Runner-Up**  
Karis Morrow  
Maryville, Mo.

*Queen's Court of Sharing*



**Queen**  
Christine Barrueco  
Miami

**1st Runner-Up**  
Connie Ackroyd  
Rumford, R.I.

**2nd Runner-Up**  
Grace Snively  
Macon, Ill.

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



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



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



## 2012 CIRCLE OF EXCELLENCE\*\*

### PEARL



**Queen**  
**Kim McClure\***  
 \$1,300,000 Circle  
**1st Runner-Up**  
**Amie Gamboian**  
 \$1,000,000 Circle  
**2nd Runner-Up**  
**Lia Carta\***  
 \$900,000 Circle  
**\$850,000 Circle**  
 Leah Laughlan  
**\$800,000 Circle**  
 Roya Mattis  
 Patti Cornell\*  
 Christi Campbell\*  
 Cindy Machado-Flippen  
**\$700,000 Circle**  
 Carrie Eddings-Foster\*  
 Janice Hull  
 Tammy Brown\*  
 Richelle Barnes\*  
 Beth Piland  
**\$650,000 Circle**  
 Amy Kemp  
 Cindy Koenig\*  
 Crystal Trojanowski\*  
 Tina Dees  
 Tammy Vavala  
 Maureen Shipp\*  
 Susan Moore  
 Patty Olson\*  
 Lisa Olivares  
 Julia Burnett  
 Amy Stokes\*  
 Mia Mason Taylor  
 Vicki Piccirilli  
 Jeanie Navrkal  
 Jaime Bittner\*  
 Dorothy Boyd

### DIAMOND



**Queen**  
**LaRonda Daigle**  
 \$1,100,000 Circle  
**1st Runner-Up**  
**Priscilla McPheeters**  
 \$1,000,000 Circle  
**2nd Runner-Up**  
**Mary Strauss**  
 \$1,000,000 Circle  
**\$1,000,000 Circle**  
 Melinda Balling  
**\$950,000 Circle**  
 Kristin Rogers  
 Marsha Morrisette  
**\$900,000 Circle**  
 Virginia Rowell\*  
**\$850,000 Circle**  
 Amy Allgood  
 Tawnya Kremppes\*  
**\$800,000 Circle**  
 Stephanie Richter\*  
 Andrea Whitcomb  
 Karime Rosas  
**\$750,000 Circle**  
 Deborah Dudas  
 Gerri Anne Morris  
**\$700,000 Circle**  
 Mariann Biase Mason  
 Melissa Hennings  
 Robin Sailer\*  
 Martha Kay Raile  
**\$650,000 Circle**  
 Petie Huffman  
 Diane Mentiply  
 Celeste Pichardo\*  
 Kim Messmer  
 Stephanie Audino  
 Lisa Rada  
 Carol Lee Johnson  
 Julie Schlundt  
 Shelly Palen  
 Ruth Everhart\*  
 Linda Cartiglia  
 Lisa Stengel  
 Kristen Spiker  
 Heather Catchpole\*  
 Jenny Siemonsma  
 Amelie Kemogne\*  
 Emily Sims  
 Terri Beckstead

### RUBY



**Queen**  
**Donna Clark-Driscoll\***  
 \$1,000,000 Circle  
**1st Runner-Up**  
**Krystal Downey-Shada**  
 \$850,000 Circle  
**2nd Runner-Up**  
**Brenda Fenner\***  
 \$800,000 Circle  
**\$750,000 Circle**  
 Breda Teal\*  
 Suzanne Moeller  
 Lisa Anne Harmon  
**\$700,000 Circle**  
 Corrin Cresci\*  
 Cheryl Fulcher\*  
**\$650,000 Circle**  
 Gloria Dominguez  
 Sonya Goins  
 Sheryl Goins\*  
 Thessy Nwachukwu  
 Winifred Ogbunamiri  
 Kali DeBlander Brigham  
 Debbie Elbrecht  
 Candace Chambers\*

### SAPPHIRE



**Queen**  
**Julie Weaver**  
 \$1,050,000 Circle  
**1st Runner-Up**  
**Jennifer Besecker**  
 \$900,000 Circle  
**2nd Runner-Up**  
**Lara McKeever**  
 \$800,000 Circle  
**\$800,000 Circle**  
 Audrey MacDowall  
 Tammy Romage  
 Kristi Montesana  
 Tabitha Hallums\*  
**\$700,000 Circle**  
 Faith Gladding  
 Melody Missick\*  
 Kim West  
**\$650,000 Circle**  
 Tracy Potter  
 Debbie Weld  
 Moleda Dailey  
 Lady Ruth Brown  
 Randi Stevens  
 Angie Day  
 Joanna Helton  
 Diane Bruns  
 Sylvia Boggs  
 Kim Sabourin  
 Kathy Bullard  
 Julia Mundy  
 Phyllis Pinsker  
 Angela LaFerry  
 Binta Jagne  
 Ann Sherman  
 Ellen Farquharson\*

### EMERALD



**Queen**  
**Christine Barrueco\***  
 \$1,000,000 Circle  
**1st Runner-Up**  
**Jordan Helou Eicher\***  
 \$1,000,000 Circle  
**2nd Runner-Up**  
**Stacy Foust\***  
 \$1,000,000 Circle  
**\$800,000 Circle**  
 Connie Ackroyd  
 Christie Ehiobu  
**\$700,000 Circle**  
 Karen Ridle  
 Pam Kelly  
 Linda Bradley  
 Michele Armes  
 Sue Uibel\*  
**\$650,000 Circle**  
 Trisha Taylor  
 Nancy Boucher  
 Carol Fulton\*  
 Sheri Farrar-Meyer  
 Grace Hull  
 Vicki Powell\*  
 Kimbi Bartik\*



\*Received diamond bar pin for exceeding all previous years

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



6. **Christine Barrueco**  
 Miami  
 Emerald



7. **Jordan Helou Eicher**  
 Huntersville, N.C.  
 Emerald



8. **Mary Strauss**  
 Folsom, Calif.  
 Diamond



9. **Melinda Balling**  
 Santa Fe, N.M.  
 Diamond



10. **Stacy Foust**  
 Clive, Iowa  
 Emerald



# GO-GIVE® AWARD

Congratulations to our December 2012 Go-Give® Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

Nominate a well-deserving Independent Sales Director who displays the Go-Give spirit for this prestigious honor today! We've made it easier – look for the **NEW online nomination form** on Mary Kay InTouch® under the Contests/Recognition tab.



**Joni Helton**

**Diamond**

Independent Sales Director

**Began Mary Kay**

February 1995

**Sales Director Debut**

July 2001

**National Sales Director**

Linda Toupin

**Honors** Star Consultant; Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; Double Star Achievement

**Personal** Lives in Lawrenceburg, Ind. Husband, Tony; son, Ryle; daughters: Bryssa, Lauryn

**"I am motivated to help others because** it allows me to pay forward the help I received over the years as I built my business. I want to protect and pass on the legacy Mary Kay asked me to."

**Independent National Sales Director Linda Toupin**, says, "Joni gives unselfishly not only to my National area, but also to the entire region. She genuinely cares for others and many times puts her needs aside to meet theirs."



**Lynn Cambia**

**Ruby**

Independent Senior Sales Director

**Began Mary Kay**

October 1996

**Sales Director Debut**

August 2000

**Offspring** one first-line

**National Sales Director** Carol Anton

**Honors** Star Consultant; Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement

**Personal** Lives in Tacoma, Wash. Husband, Roberto; sons: Roberto, Radford, Regan; one granddaughter

**"I am motivated to help others because** of the great joy of seeing and watching them designing their lives, accomplishing their goals and making their dreams come true."

**Independent Senior Sales Director Connie Lustig of Colorado Springs, Colo.**, says, "I truly think Lynn has forgotten my unit members aren't part of her unit! She loves them unconditionally and encourages them to grow into their dreams."



**Kelly Kuster**

**Sapphire**

Independent Sales Director

**Began Mary Kay**

June 1997

**Sales Director Debut**

October 1999

**National Sales Director**

Sharon Buck

**Honors** Circle of Honor; two-times Consultant Queen's Court of Personal Sales; six-times Sales Director Queen's Court of Personal Sales

**Personal** Lives in Milwaukee, Wis. Husband, Robert; son, Edward John

**"I am motivated to help others because** I've always believed in the Golden Rule, and as a stage-four cancer survivor, I am grateful every day I'm here to pass it on!"

**Independent Sales Director Heidi Endicott of South Milwaukee, Wis.**, says, "Kelly collects donations for The Mary Kay Foundation<sup>SM</sup> at every event she holds. As a cancer survivor, this worthy cause is near and dear to her heart."



**Stacy Foust**

**Emerald**

Independent Senior Sales Director

**Began Mary Kay**

May 1985

**Sales Director Debut**

June 1989

**Offspring** two first-line

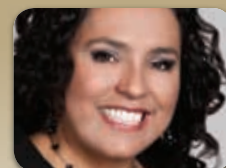
**National Sales Director** Go Give Area

**Honors** Circle of Honor; monthly Go-Give® Award winner, April 1994; seven-times Sales Director Queen's Court of Personal Sales; 17-times Circle of Achievement; six-times Circle of Excellence; five-times Double Star Achievement

**Personal** Lives in Clive, Iowa Husband, Terry; daughters: Taylor, Madison

**"I am motivated to help others because** Mary Kay has changed and enriched my life in so many positive ways, and I love passing that on to others."

**Independent Sales Director Andrea Mead of Dallas Center, Iowa**, says, "Stacy gives of her time and talent to everyone in her life. She believes in the Golden Rule and has been a shining example to me for as long as I have known her."



**Alba Vega**

**Pearl**

Independent Sales Director

**Began Mary Kay**

September 2009

**Sales Director Debut**

July 2010

**National Sales Director**

Anabell Rocha

**Honors** Star Consultant; three-times Queen's Court of Sharing

**Personal** Lives in Carrollton, Texas. Husband, Antonio; daughter, Dayanara

**"I am motivated to help others because** I feel God is watching over me and will bless me when I have a positive impact on others. It's my way of paying forward the blessings I have received in this business."

**Independent Sales Director Xóchilt Gutiérrez of Dallas**, says, "Because of the manner in which Alba works and builds her unit, she has inspired me to become an Independent Sales Director."



# Annual Go-Give® AWARD WINNERS



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."

These five annual Go-Give® Award winners were honored on Awards Night at Seminar 12.

Thanks to these women and those like them, the Go-Give legacy that sets this Company apart will continue.

## Congratulations



### PEARL

Independent Sales Director Gloria Corn  
Winston-Salem, N.C.

"Words cannot express how full my heart is for receiving the annual Go-Give® Award! I thank God for my Mary Kay business that inspires me to be the best I can be while encouraging and supporting others along my journey in life. It is such a privilege and honor to be supported in my Mary Kay business by a Company that recognizes P&L, not as 'Profit & Loss,' but 'People & Love.' I will be forever humbled and grateful to those who nominated and voted for me for this honor. Much love and thanks to everyone from the bottom of my heart."



### DIAMOND

Independent Elite Executive Senior Sales Director Priscilla McPheeters  
Lawrence, Kan.

"Of all the achievements and accolades I've been blessed to receive in my 24-year Mary Kay business, the annual Go-Give® Award is the most precious to me. The Golden Rule and adoptee program are critical cornerstones upon which Mary Kay Ash built her Company, and the Go-Give philosophy gives me confidence that the Company's future is secure. We must guard and protect these ideals so others may have what we've been privileged to enjoy for the past half century. With God's help, I will continue to enthusiastically honor and promote them to everyone I meet!"



### RUBY

Independent Senior Sales Director Sonya Goins  
Moundville, Ala.

"I love my Mary Kay business and work as if Mary Kay was standing next to me. I've had a wonderful mentor and leader in my **Independent Senior National Sales Director Pat Danforth**, who has taught me that doing it the Mary Kay way is the only way. These last two years have been a very difficult time in my life and my Mary Kay business. My daughter and I both were diagnosed with multiple sclerosis and a massive killer tornado hit my hometown and other areas in Alabama. Earning this award just confirmed I am where God wants me to be!"



### SAPPHIRE

Independent Sales Director Bernice Hines  
Willis, Texas

"I would like to first thank everyone who nominated me, especially **Independent Sales Director Karen Webber**. To be honored as the annual Go-Give® Award winner is very humbling. When I see past honorees in *Applause®* magazine and at Seminar, I am in awe of them because it is such an honor to be celebrated for being who you are. Mary Kay recognizes the Go-Give spirit, and it is truly a blessing to be supported in my Mary Kay business by a Company that will celebrate women in a magnificent way for who we are at the core of our hearts."



### EMERALD

Independent Sales Director Dawn Barton  
Gulf Breeze, Fla.

"This was the MOST AMAZING moment I will never forget! This past year I battled stage three breast cancer and won. Each day I was lifted up by many friends and Mary Kay staff who showered me with love, prayers, cards and calls. I knew the Lord gave me a few moments to share a lesson I learned from difficult times during my journey. And so I share this: In my Mary Kay business and in life, I 'GET TO'; I don't 'have to.' I GET TO make women feel special and beautiful. I GET TO be a daughter and a wife and a mommy. I GET TO have triumphs and failures. They are all gifts. Life is a journey, and you GET TO live it; you never HAVE TO! Thank you for this honor. I am so glad I GET TO have my Mary Kay business!"

# Recognition

Congratulations to the winners for August 2012

## Top NSDs Year-to-Date

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



Barbara Sunden



Anita Mallory  
Garrett-Roe



Gloria Mayfield Banks



Karen Piro



Carol Anton



Kathy Helou



Jan Harris



Gloria Castaño



Lisa Madson



Pat Danforth

## 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 2012, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for July 2012.) 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 August 31, 2012.

### On-Target for \$1,100,000 Inner Circle

Barbara Sunden.....\$179,087.82

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

Anita Mallory Garrett-Roe.....\$126,617.13

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

Gloria Mayfield Banks.....\$87,482.72

### On-Target for \$450,000 Inner Circle

Karen Piro.....\$82,300.81  
Carol Anton.....81,818.65  
Kathy Helou.....78,941.28

### On-Target for \$400,000 Inner Circle

Jan Harris.....\$74,832.68  
Gloria Castaño.....74,595.94  
Lisa Madson.....74,346.63

### On-Target for \$325,000 Inner Circle

Pat Danforth.....\$56,687.41

Cheryl Warfield.....56,381.97

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

Stacy James.....\$53,579.57  
Sonia Páez.....52,404.83  
Karlée Isenhardt.....51,631.93

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

Halina Rygiel.....\$48,400.21  
Cindy Williams.....47,843.34  
Lupita Ceballos.....47,769.69  
Patricia Turker.....45,134.23  
Mary Diem.....43,445.15  
Dayana Polanco.....43,389.47  
Pamela Waldrop Shaw.....42,757.76  
Debi Moore.....42,339.52  
Sherry Windsor.....42,087.66  
Sue Kirkpatrick.....42,073.03  
Kerry Buskirk.....41,902.78

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

Julianne Nagle.....\$41,089.74  
Jodie McCoy.....39,693.97  
Pamela Fortenberry-Slate.....38,166.64  
Nancy Bonner.....37,147.33  
Jeanne Rowland.....36,871.20  
Suzanne Brothers.....36,869.95  
Mary Estupian.....36,821.30  
Sandy Miller.....36,220.00  
Cindy Fox.....36,093.51  
Sandy Valerio.....36,090.71  
Linda Toupin.....35,648.72  
Diane Underwood.....33,688.50  
Dacia Wiegandt.....33,664.11

### On-Target for \$150,000 Gold Circle

Lisa Allison.....\$31,488.78  
Julia Burnett.....30,705.35  
Anita Tripp Brewton.....30,697.51  
Julie Krebsbach.....30,631.86  
Shannon Andrews.....29,776.94

Cyndee Gress.....28,526.53  
Sara Pedraza-Chacón.....28,356.02  
Maureen Ledda.....27,731.43  
Lise Clark.....27,700.98  
Ronnie D'Esposito Klein.....27,681.15  
Rebecca Evans.....27,628.67  
Dawn Dunn.....27,398.09  
Kim McClure.....27,353.31  
Lily Orellana.....26,862.62  
Connie Kittson.....26,803.80  
Dalene Hartshorn.....26,521.26  
Kay Elvrum.....26,337.54  
Auri Hatheway.....26,155.64  
Tammy Crayk.....26,021.72  
Valerie Bagnol.....25,122.77

### On-Target for \$125,000 Gold Circle

Margaret Bartsch.....\$24,799.80  
Anabell Rocha.....24,257.55  
Kate DeBlender.....24,194.02  
Maria Monarrez.....24,161.26

Elizabeth Fitzpatrick.....23,876.03  
Yvonne Lemmon.....23,388.62  
Jan Thetford.....23,297.44  
Mona Butters.....23,178.18  
Susan Hohlman.....23,117.22  
Jamie Cruse-Vrinios.....22,992.96  
Vivian Diaz.....22,838.88  
Judy Brack.....22,836.54  
Janet Tade.....22,740.48  
Noelia James.....22,621.87  
Alia Head.....22,262.06  
Pam Ross.....22,147.23  
Candace Laurel Carlson.....21,999.37  
Jeanie Martin.....21,669.03  
Davanne Moul.....21,527.64  
Juanita Gudino.....21,468.77  
Scarlett Walker-Simpson.....21,226.36  
Janis Z. Moon.....20,958.20

## 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.

### Diamond

1. Barbara Sunden\*\*\*.....\$88,960  
2. Anita Mallory Garrett-Roe\*\*\*.....70,678  
3. Lisa Madson.....49,204  
4. Gloria Castaño\*\*\*.....38,756  
5. Patricia Turker\*\*.....27,767  
6. Linda C. Toupin.....27,722  
7. Sonia Páez\*\*.....25,652  
8. Diane Underwood.....24,468  
9. Dayana Polanco\*.....22,651  
10. Mary Diem\*.....20,246  
11. Maria Monarrez.....19,473  
12. Connie A. Kittson.....18,210  
13. Susan M. Hohlman\*.....16,851  
14. Dalene Hartshorn.....16,800  
15. Vivian Diaz.....16,448  
16. Evelinda Diaz\*.....14,683  
17. Juanita Gudino.....13,394  
18. Heidi Goelzer.....12,719  
19. Mayuli Rolo\*.....11,756  
20. Ada García-Herrera.....11,233  
21. Maria Flores.....10,688  
22. Elizabeth Muna-Mudsi.....10,685  
23. Diana Heble.....10,396

### Ruby

1. Carol Anton\*\*.....\$45,283  
2. Pat Danforth\*.....31,467  
3. Jeanne Rowland\*.....27,289  
4. Sue Kirkpatrick\*.....26,616  
5. Karlée Isenhardt\*.....24,014

6. Pamela A. Fortenberry-Slate\*.....20,001  
7. Rebecca Evans\*.....19,617  
8. Cyndee Gress.....18,866  
9. Ronnie D'Esposito Klein\*.....18,278  
10. Kate DeBlender.....17,782  
11. Candace Laurel Carlson\*.....16,342  
12. Vicki Jo Auth.....16,091  
13. Pam Ross\*.....15,853  
14. Bea Millsagle.....15,327  
15. Margaret M. Bartsch.....14,947  
16. Janis Z. Moon.....14,752  
17. Terri Schafer.....14,655  
18. Kirk Gillespie.....12,916  
19. Scarlett S. Walker-Simpson\*.....12,764  
20. Kimberly R. Copeland.....12,420  
21. Lynne G. Holliday.....12,410  
22. Somer Fortenberry.....11,701  
23. Michelle L. Sudeth\*.....11,467  
24. Jo Anne Barnes.....10,832  
25. Judy Kawiecki.....10,357

### Sapphire

1. Karen Piro\*\*.....\$45,660  
2. Lupita Ceballos\*.....27,201  
3. Shannon C. Andrews\*.....23,196  
4. Jodie McCoy\*.....22,171  
5. Dawn A. Dunn.....21,900  
6. Julianne Nagle\*.....18,599  
7. Tammy Crayk.....18,298  
8. Jan L. Thetford.....18,259  
9. Sara Pedraza-Chacón\*.....18,216  
10. Sandy Valerio\*.....16,264

11. Diana Sumpter.....16,014  
12. Pam Klicka-Powell.....15,241  
13. Alia L. Head.....14,337  
14. Roxanne McInroe Williams.....14,141  
15. Sharon L. Buck.....14,031  
16. Paola Ramirez.....13,938  
17. Pam I. Higgs.....13,260  
18. Lorraine B. Newton.....13,001  
19. Davanne D. Moul\*.....12,670  
20. Lara F. McKeever.....12,652  
21. Tammy Romage.....12,593  
22. Valerie J. Bagnol\*.....12,448  
23. Gloria Báez\*.....12,272  
24. Nancy A. Moser.....12,043  
25. Kimberly D. Starr.....11,730  
26. Sherri L. Steinman.....11,659  
27. Gillian H. Ortega.....11,237  
28. Kendra Crist Cross.....11,223  
29. Debra M. Wehrer.....10,936  
30. Maribel Barajas.....10,765  
31. Jill Moore.....10,468  
32. Joy L. Breen.....10,089

### Emerald

1. Gloria Mayfield Banks\*\*\*.....\$58,931  
2. Kathy S. Helou\*.....49,782  
3. Debi R. Moore\*.....28,121  
4. Dacia Wiegandt\*.....27,288  
5. Sherry Windsor\*\*.....23,777  
6. Suzanne Brothers\*.....23,613  
7. Lily Orellana.....19,847  
8. Auri Hatheway.....19,059

9. Kerry Buskirk\*.....17,991  
10. Yvonne S. Lemmon.....17,881  
11. Kay E. Elvrum.....16,903  
12. Janet Tade\*.....16,827  
13. Cindy Fox\*.....16,368  
14. Mona Butters.....15,858  
15. Jamie Cruse-Vrinios.....14,062  
16. Dawn Otten-Sweeney.....13,877  
17. Cathy Bill\*.....13,822  
18. Consuelo R. Prieto\*.....13,623  
19. Pamela Tull.....13,307  
20. Evalina Chávez.....12,610  
21. Kathy Rodgers-Smith.....12,336  
22. Brenda Segal\*.....12,306  
23. Jackie LaPrade.....11,451  
24. Morayma Rosas.....11,353  
25. Shelly Gladstein.....11,283  
26. Cristi Ann Millard.....11,258  
27. Kym A. Walker\*.....11,134  
28. Joanne R. Bertalan\*.....10,938  
29. Crisette M. Ellis.....10,833  
30. Candy Jackson.....10,575

### Pearl

1. Jan Harris\*\*.....\$38,083  
2. Cindy A. Williams.....33,207  
3. Cheryl Warfield\*\*.....30,221  
4. Halina Rygiel\*.....27,251  
5. Stacy L. James\*\*.....26,443  
6. Pamela Waldrop Shaw\*.....24,693  
7. Julia Burnett.....21,247  
8. Kim L. McClure.....19,625

9. Lisa Allison.....19,144  
10. Mary Estupian\*.....18,748  
11. Julie Krebsbach.....18,151  
12. Nancy Bonner\*.....17,818  
13. Anita Tripp Brewton\*.....17,779  
14. Maureen S. Ledda\*.....17,414  
15. Sandy Miller\*.....17,248  
16. Lise T. Clark\*.....16,833  
17. Jeanie Martin.....15,805  
18. Judy Brack.....15,687  
19. Bett Vernon.....14,984  
20. Kristin Myers.....14,877  
21. Elizabeth Fitzpatrick\*.....14,511  
22. Monique Todd Balboa.....14,416  
23. Anabell Rocha.....14,390  
24. Lynda Jackson\*.....13,778  
25. Dorothy D. Boyd.....12,486  
26. Kathy C. Goff-Brummett.....12,305  
27. Robin Rowland.....12,003  
28. Sylvia Kalicak.....11,868  
29. Shirley M. Oshiro.....11,764  
30. Jane Studrawa.....11,704  
31. Amie N. Gamboian.....11,414  
32. Alma Orrsotieta.....11,195  
33. Glinda McGuire\*.....11,190  
34. Cathy E. Littlejohn.....11,026  
35. Linda Kirkbride.....10,675  
36. Maureen Myers.....10,468

\*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 2012. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Diamond

Gerri Anne Morris .....\$13,965.59  
Kristin Jenae Rogers .....12,675.16  
Melinda M. Balling .....12,471.25  
Marsha Morrisette .....11,844.40  
Shelly Palen .....11,698.08  
Melissa R. Hennings .....11,444.87  
Cecilia C. James .....11,436.66  
Stephanie A. Richter .....11,183.56  
Sonia Suyapa Bonilla .....10,448.68  
Tawnya Krempges .....10,414.34  
Deborah Dudas .....10,070.53  
Priscilla McPheeters .....10,053.62  
Valorie Jean White .....10,017.50  
Karime Rosas .....9,685.05  
Julie Neal .....9,637.16  
LaRonda L. Daigle .....9,614.84  
Kim A. Messmer .....9,304.69  
Celeste Pichardo .....9,283.73  
Mary Strauss .....9,274.64  
Diane L. Mentilly .....9,216.90  
Ruth L. Everhart .....9,075.08  
Pat A. Nuzzi .....8,818.07  
Alicia Bokowska-Sattler .....8,811.01  
Delmi Cristina Santos .....8,771.34  
Andrea Whitcomb .....8,647.46  
Nicki R. Hill .....8,613.35  
Sandy Griffith .....8,608.62  
Meg Booker Steward .....8,488.39  
Amy Allgood .....8,439.16  
Susie Kopacz .....8,330.41  
Virginia Rowell .....8,307.49  
Carol Lee Johnson .....8,262.64  
Jill D. Davis .....8,232.22  
Kristen C. Spiker .....8,227.73  
Lou Cinda Utley .....8,169.96  
Karen M. Bonura .....8,164.68  
Stephanie Audino .....8,153.17  
Tokumoh S. Oyenuga .....8,136.77  
Maricarmen Gonzalez .....8,102.73  
Rose Rodriguez-Capone .....8,096.08  
Nancy Rodriguez .....8,089.94  
Julie Schlundt .....7,985.84  
Robin L. Sailer .....7,918.47  
Martha Kay Raile .....7,874.11  
Sheryl Peterson .....7,740.15  
Emily Sims .....7,637.59  
Susan K. Carlson .....7,587.97  
Susan M. McCoy .....7,510.23  
Kelly Miller-Johnson .....7,503.03  
Sonia Ariola .....7,445.96  
Mary P. Creech .....7,441.26  
Mary Jacobson .....7,383.56  
Lisa A. Raupp .....7,371.26  
Nancy Polish Dove .....7,360.95  
Bianky Fabiola Ramirez .....7,353.54  
Nikki Hall Edgemon .....7,352.28  
Jenny Siemonsma .....7,337.42  
Lisa A. Stengel .....7,312.52  
Mariann Biase Mason .....7,311.85  
Jennifer Levitt .....7,295.90  
Natalie J. Murphy .....7,258.08  
Stephanie A. Grogono .....7,213.71  
Chris Landaker .....7,201.07  
Susan J. Pankow .....7,163.27  
Terri J. Beckstead .....7,061.34  
Betty McKendry .....7,051.76  
Mary Beth Pfeifer .....7,042.61  
Maria Siguenza .....6,977.65  
Julie Danskin .....6,977.26  
Linda T. Cartiglia .....6,970.93  
Sandy Lasso .....6,965.28  
Pat Joos .....6,906.78  
Donna K. Smith .....6,810.64  
Debbie Larson .....6,782.77  
Joyce M. Conant .....6,760.38  
Petie L. Huffman .....6,695.61  
Pamella Stinnett .....6,631.69  
Ana X. Solis .....6,626.59  
Sharon B. Carney-Wright .....6,587.26  
Carolyn Laser .....6,550.06  
Nancy J. Osborn .....6,544.47  
Margarita Velez .....6,525.61  
Melissa Mays .....6,472.99  
Luisa Urena Mora .....6,468.74  
Missy Shupshire .....6,430.15  
Erika Calvo .....6,410.04

Jessica Joy Mitchell .....6,409.46  
Heather Rachel Catchpole .....6,376.80  
Olga Lucia Cadavid .....6,363.24  
Danielle Coughlan .....6,354.60  
Barbara E. Roehrig .....6,344.80  
Shelley Olson .....6,295.20  
Lisa Rada .....6,273.08  
Nancy Ashton .....6,227.56  
Mary Beissel .....6,165.32  
Linda J. Wicks .....6,037.52  
Brenda K. Howell .....5,995.46  
Norma Lee Shaver .....5,970.85  
Sonya Papa Pesci .....5,965.04  
Beatriz Perez .....5,959.99

### Ruby

Donna Clark-Driscoll .....\$11,844.09  
Thessy Nkechi  
Nwachukwu .....11,741.07  
Suzanne P. Wallace .....10,770.90  
Lisa Anne Harmon .....10,396.38  
Lisa Hansen .....9,394.68  
Sheryl K. Goins .....9,087.51  
Mary Sharon Howell .....8,791.63  
Cissy E. Warren .....8,711.00  
Deborah S. Baiye .....8,697.63  
Brenda Fenner .....8,634.44  
Kathy Monahan .....8,547.78  
Shelia D. Evans .....8,354.23  
Diane Covington .....8,215.20  
Gloria Dominguez .....7,989.01  
Cheryl O. Fulcher .....7,940.35  
Diana Gutierrez .....7,909.96  
Sonya F. Goins .....7,825.19  
Kali DeBlander Brigham .....7,797.13  
Carol Fehr .....7,766.81  
Brigitte Rae Conley .....7,716.14  
Amber L. Towne .....7,572.11  
Krystal D. Downey-Shada .....7,552.47  
Donna F. Knotts .....7,506.05  
Deborah S. Barker .....7,380.06  
Mary Lou Ardohain .....7,377.27  
Mary Alice Dell .....7,356.60  
Kaye Driggers .....7,277.61  
Breda M. Teal .....7,211.31  
Debbie A. Elbrecht .....7,193.94  
Patti Maxwell .....7,161.01  
Sylvia J. Cook .....7,090.42  
Cleta Colson .....7,082.52  
Daria R. Bull .....7,039.53  
Judie Roman .....6,905.75  
Marnie R. Yunger .....6,846.76  
Pat Z. Allen .....6,846.44  
Debbie Oertel .....6,710.42  
Wanda Metzger .....6,693.85  
Liz Whitehouse .....6,653.78  
Marie A. Harbord .....6,641.17  
Jeanette M. Thompson .....6,616.58  
Allison L. Carter .....6,612.81  
Karen Paluga-Larson .....6,553.99  
Karen E. Gardner .....6,548.76  
Mary L. Morgan .....6,544.46  
Terry S. Smith .....6,526.79  
Winifred Nonye  
Ogunamiri .....6,488.05  
Laura A. Kattenbraker .....6,446.41  
Carmen Nunez de  
Valencia .....6,400.08  
Barbara L. Harrison .....6,387.17  
Tina Hulsman .....6,346.69  
Molly A. Williamson .....6,334.26  
Judy Lund .....6,311.40  
Rose Mary Neal .....6,300.31  
Michele Semper .....6,294.61  
Lorna Walker .....6,281.27  
Ekene S. Okafor .....6,266.84  
Candace Lyn Chambers .....6,247.16  
Terezeja Marie Lemieux .....6,166.95  
Susan K. Lenser .....6,148.97  
Susan C. Ehrnstrom .....6,116.72  
Dori M. Fennell .....6,083.89  
Irene Zapalac .....6,075.30  
Suzanne Tripp-Black .....6,071.08  
Julie Brindell Sapp .....6,016.32  
K.T. Marie Martin .....6,005.31  
Christy Anderberg .....5,941.00

Eva E. Berber .....5,916.83  
Laurieann Barclay .....5,847.95  
Cathy G. Huhta .....5,758.90  
Sherri Ammons .....5,757.47  
Janelle A. Ferrell .....5,728.47  
Gina M. Gildone .....5,702.40  
Corrin Cresci .....5,677.39  
Kimberley Victor .....5,634.14  
Jill E. Garrett .....5,606.03  
Peggy Young .....5,574.93  
Connie A. Brinker .....5,555.70  
Tiffany Brooke Stout .....5,545.09  
Deborah J. O'Leary .....5,538.64  
Julie Smith .....5,449.69  
Linda Leonard Thompson .....5,429.69  
Nia Putnam .....5,399.85  
Natalie A. Rivas .....5,385.50  
Lisa Blackmore .....5,371.38  
Teka-Ann Haynes .....5,337.47  
Bonnie Brannan .....5,330.60  
Michelle M. Visco .....5,321.55  
Elsa A. Ramirez Pacheco .....5,251.91  
Suzanne Moeller .....5,247.91  
Terry Thole .....5,170.46  
Lee Clouse .....5,148.92  
Diane Buckley .....5,147.27  
Karen M. Getty-Hopkins .....5,138.29  
Jacqueline N. Alford .....5,132.33  
Ma Ana Lilia Benitez  
Radilla .....5,120.61  
Eleanor M. Reigel .....5,110.14  
Kitzie Whittton .....5,092.26  
Jeanie Ripley .....5,066.02  
Brandy E. Richwine .....5,064.69

### Sapphire

Julie Weaver .....\$15,312.97  
Tracy Potter .....12,987.64  
Jennifer L. Besecker .....12,772.60  
Leann Elaine Zondag .....11,810.57  
Randi Stevens .....10,445.84  
Lady Ruth Brown .....10,393.32  
Julia Mundy .....9,906.86  
Diane Bruns .....9,681.08  
JoAnna P. Shipe .....9,670.45  
Faith A. Gladding .....9,566.48  
Moleda G. Dailley .....9,412.57  
Cheryl T. Anderson .....9,020.49  
Kristi M. Montesano .....9,000.77  
Alison Jurek .....8,899.22  
Jill L. Glockner .....8,867.54  
Angie S. Day .....8,754.76  
Ruby Garner .....8,739.45  
Ann M. Jones .....8,675.15  
Margaret Neill .....8,657.39  
Sylvia Boggs .....8,558.34  
Kim I. Sabourin .....8,456.98  
Patrice Moore Smith .....8,250.00  
Jeannie Helm .....8,155.56  
Robyn S. Cartmill .....8,014.35  
Heather A. Daniel-Kent .....7,818.93  
Tabitha A. Hallums .....7,795.86  
Connie L. Russo .....7,700.49  
Joanna Helton .....7,594.23  
Ann Ferrell Smith .....7,426.96  
Ellen Ezekiel Farquharson .....7,395.36  
Elizabeth A. Poole .....7,321.40  
Heather L. Bohlinger .....7,306.29  
Dolores Keller .....7,280.89  
Ann W. Sherman .....6,977.36  
Lynnea E. Tate .....6,942.17  
Cindy Harness .....6,937.23  
Maria Montes .....6,933.04  
Debbie A. Weld .....6,904.22  
Sandra A. Zavoda .....6,891.96  
Reyna Nereyda Lepe .....6,813.94  
Judy L. Staats .....6,786.08  
Nita Ann Godwin .....6,757.02  
Leanne Sexton .....6,660.80  
Christy Bigham .....6,659.69  
Krista A. Johnson .....6,653.98  
Audrey K. MacDowall .....6,601.12  
Joli A. Dockery .....6,578.38  
Kathleen Kirkwood .....6,576.33  
Renee C. Burdette .....6,574.92  
Binta Touray Jagne .....6,532.88

Marty Ulmer .....6,510.56  
Frances Woodham .....6,459.76  
Andrea I. Zajac .....6,458.03  
Linda Klein .....6,427.68  
Natalie Reed .....6,400.55  
Jill Beckstedt .....6,395.19  
Crystal Dawn McDaniel .....6,362.84  
Peggy B. Sacco .....6,346.64  
Angela D. LaFerry .....6,343.26  
Belkys Gonzalez .....6,311.13  
Kimberly Leigh Moore .....6,309.62  
Wendy Clausen .....6,294.24  
Bonnie Crumrin .....6,209.51  
Melva M. Smart-Slythe .....6,206.10  
Maranda Michelle Rains .....6,189.89  
Kim B. Roberts .....6,151.65  
Agnes Stewart .....6,137.05  
Anita R. Rabelo .....6,120.91  
Kathy R. Bullard .....6,086.62  
Ryan Ashlee Rives .....6,083.01  
Jennifer G. Bouse .....5,951.37  
Linda A. Jones .....5,921.08  
Krista Neal Warner .....5,920.97  
Susan Lafferty .....5,881.35  
Jerlene Vrana .....5,866.82  
Janis Clemens .....5,824.99  
Nellie S. Nutting .....5,794.48  
Beth S. Austin .....5,786.50  
Martha Villarreal .....5,728.86  
Deborah Robina .....5,683.61  
Elaine Hipsher .....5,674.02  
Shelia Berry .....5,646.18  
Gayle J. Green .....5,640.70  
Barbara J. Puckett .....5,634.05  
Connie J. Lamp .....5,605.61  
Melody Missick .....5,593.00  
Kim West .....5,591.33  
Lyns Patterson .....5,583.70  
Phyllis I. Pinksner .....5,582.66  
Gena Prince .....5,576.97  
Delmy Ana Torrejon .....5,548.01  
Beth Thatcher May .....5,545.19  
Jim Cundiff .....5,522.15  
Lynn Baer Roberts .....5,504.41  
DeNage Kimberly Bautista .....5,473.68  
Norma Hood .....5,464.80  
Rheanonda R. Johnson  
Gray .....5,464.74  
Susana Sosa .....5,461.25  
Rosa Elia Meza-Sanchez .....5,413.04  
Marjorie S. Haun .....5,406.79

### Emerald

Christine Barrueco .....\$14,990.49  
Michele Martella Armes .....12,389.05  
Jeanie M. Tamborello .....11,956.00  
Sheri Farrar-Meyer .....9,885.85  
Marcela Sierra .....9,754.76  
Sue Uibel .....9,685.36  
Jordan Helou Eicher .....9,558.44  
Trisha Taylor .....9,287.33  
Karen E. Ridle .....9,027.77  
Marina Sanchez Ramirez .....8,779.45  
Traci Smith .....8,710.82  
Kimbli L. Bartik .....8,543.68  
Barbara Pleet .....8,358.47  
Roxie Soto .....8,265.53  
Pam Kelly .....8,225.88  
Jo M. Cotton .....8,143.00  
Linda Bradley .....7,919.45  
Tanya O. King-Lee .....7,745.46  
Stacy D. Foust .....7,552.21  
Vicki Powell .....7,551.79  
O'Nelly Encarnacion  
Gomez .....7,414.18  
Jeanette E. Beichle .....7,402.91  
Heather A. Carlson .....7,375.42  
Stacy S. Gilson .....7,319.95  
Annette D. Oxley .....7,272.92  
Cheryl L. Foster .....6,984.43  
Elaine K. Williams .....6,974.37  
Angel L. Hurley .....6,927.27  
Yolanda Lopez .....6,913.36  
Paula Kelsch .....6,867.58  
Shelley Bottiaux .....6,691.48  
Susan Ruth Cunningham .....6,627.51

Hope S. Pratt .....6,577.92  
Shawna D. Schneider .....6,565.38  
Carol M. Fulton .....6,555.63  
Leanne Parrino-Pheasant .....6,480.77  
Janet Lee Ellis .....6,358.93  
Danette Kelley Smith .....6,281.86  
Connie Marie Ackroyd .....6,228.27  
Diane K. Autry .....6,208.00  
Maria Beddick .....6,174.39  
Rose Campbell .....6,171.36  
Laura A. Armstrong .....6,102.42  
Dana Dean Cornalino .....6,084.58  
Dana M. Chamberlin .....6,083.97  
Kathy P. Oliveira .....6,075.48  
Jessica Brash Holzbach .....6,065.55  
Jackie L. Root .....6,049.26  
Kelly Ingland Brock .....6,044.04  
Amy L. Fields .....5,953.62  
Cristina Martins .....5,944.34  
Holly Lynne Martin .....5,936.24  
Denise G. Kucharski .....5,864.68  
Rebecca C. Allen .....5,859.07  
Brenda D. Elliott .....5,846.11  
Christine J. Kurzawa .....5,810.84  
Frankie Clapp .....5,739.22  
Karen A. Jorgenson .....5,677.50  
Heather Wickstrom .....5,667.81  
Kay Dickerson .....5,661.18  
Doreen Stevens .....5,660.57  
Emily Stone .....5,645.86  
Nancy A. Berlin .....5,634.15  
Yvius Rocio Alvarado .....5,592.37  
Taylor Moore-Fehring .....5,585.17  
Susie J. Serio .....5,555.60  
Charis Lauren Williams .....5,548.67  
Judith E. Cotton .....5,548.55  
Lynne Worcester .....5,521.17  
Amanda Thulin-Marrano .....5,512.65  
Julie A. Griffin .....5,476.81  
Melissa Bright .....5,457.81  
Maria Sanchez .....5,448.52  
Elaine Jegli .....5,446.61  
Chris H. Teague .....5,389.68  
Holly S. Neff .....5,386.45  
Kara Jean Gallup .....5,373.52  
Karen Saladrigas .....5,339.17  
Jennifer Karen Campbell .....5,337.07  
Denise M. Sowder .....5,329.25  
Kerri L. Bunker .....5,300.79  
Angie Sidden .....5,286.19  
Dana Ann Lamade .....5,236.52  
Nancy Boucher .....5,224.18  
Vicki Hunter .....5,213.99  
Ashley N. Clinesmith .....5,191.93  
Sonya C. D'Herde .....5,177.30  
Adriana Diaz .....5,174.87  
Debbie L. Bower .....5,148.81  
Anne Sullivan .....5,144.56  
Julie B. Potts .....5,115.84  
Kathy Robinson .....5,115.37  
Joslyn Eaton .....5,100.17  
Lori F. Mason .....5,097.80  
Misty McCain Pollard .....5,068.12  
Nancy S. North .....5,053.90  
Helen Jakpor .....5,053.70  
Grace Elizabeth Snively .....4,959.96  
Barbara McBride .....4,956.59  
Janeth Montoya .....4,949.16

### Pearl

Lia Carta .....\$13,891.66  
Leah Michelle Lauchlan .....12,791.16  
Tammy A. Vavala .....11,964.81  
Jeanie K. Navrak .....11,333.77  
Amy Kemp .....10,901.55  
Lisa Olivares .....10,849.32  
Patty J. Olson .....10,349.94  
Vicki Piccirilli .....10,135.58  
Lily Gauthreaux .....10,059.46  
Amy Stokes .....9,348.45  
Janice Baxter Hull .....9,270.58  
Patti Cornell .....9,263.21  
Ingra Williams .....8,924.18  
Crystal June Trojanowski .....8,726.71  
Nadine Bowers .....8,343.85  
Christi G. Campbell .....8,323.12

Hazel White .....8,313.57  
Irene K. Foster .....8,299.80  
Laurie Travis Plyler .....8,284.42  
Tamarie M. Bradford .....8,282.44  
Tammy Brown .....8,256.10  
Randi S. Gleason .....8,185.95  
Carrie V. Edgings-Foster .....8,070.83  
Lindsay R. Stewart .....8,012.76  
Nicole J. Canamare .....7,921.28  
Kathryn L. Engstrom .....7,909.25  
Anne Geertszen .....7,843.20  
Johnna Elizabeth Cline .....7,798.92  
Diane M. Detesco .....7,652.19  
Evelyn Pirhalla .....7,474.41  
Roya Marie Mattis .....7,432.78  
Marilyn Moore .....7,404.61  
Susan Moore .....7,396.36  
Tina M. Dees .....7,361.73  
Christina Lynn Frantz .....7,264.78  
Shanna H. Jones .....7,235.39  
Denise E. Crosby .....7,215.37  
Carmen J. Felix .....7,188.16  
Maureen Shipp .....7,040.44  
Sylvia Limon Martinez .....6,993.89  
Betty B. Lucido .....6,831.36  
Rachael M. Bullock .....6,811.93  
Cindy Machado-Flippin .....6,784.29  
Brenda Stafford .....6,750.34  
Patty Webster .....6,721.46  
Katherine Mirkes Ward .....6,719.37  
Amy Kitzrell .....6,714.25  
Terri Lewis .....6,699.39  
Shelley Eldridge .....6,669.61  
Peggy Matish .....6,640.53  
Sherry L. Fields .....6,640.44  
Judi Tapella .....6,612.97  
Blythe Jolee Egbert .....6,543.57  
Maria Claxton-Taylor .....6,532.74  
Sally Moreno .....6,529.45  
Shauna Lynn Abbotts .....6,521.73  
Maribel Olivares .....6,496.34  
Barbara R. Johnson .....6,468.39  
Laura Elizabeth Vernon .....6,442.76  
Tammy D. Niehaus .....6,425.48  
Collette Parker .....6,405.68  
Shari M. Kirschner .....6,405.39  
Stacey Craft .....6,386.64  
Becki Hackett .....6,317.37  
Jen Yvonne Huston .....6,307.53  
Cindy S. Koenig .....6,298.27  
Kathy Lee .....6,238.46  
Angela J. Fry .....6,188.18  
Carl Newby .....6,160.93  
Ginger J. Benedict .....6,136.43  
Kijuna R. McKinnie .....6,135.55  
Mara C. Lane .....6,037.72  
Tracey L. Chavez .....6,036.75  
Angie R. Cameron .....6,033.91  
Stacy O. Ervin .....6,019.78  
Kathy Eckhardt .....6,013.14  
Sandra M. Munguia .....6,009.52  
Jo Shuler .....6,005.15  
Barbara Ashworth .....6,001.05  
Joyce Bruder .....5,994.58  
Beth H. Pland .....5,993.63  
Terri Ciriolt-Irwin .....5,926.35  
Charlene Grubbs .....5,907.56  
Adrienne M. Detesco  
Morales .....5,877.84  
Susan K. Janish .....5,877.03  
Debby LaMendola .....5,864.00  
Sara Ruth Pennella .....5,838.22  
Virginia S. Rocha .....5,802.95  
Reita Schaefer .....5,780.68  
Keita Powell .....5,774.17  
Betsy C. Richard .....5,735.20  
Amy C. Schule .....5,718.76  
Cynda Leigh Worrell .....5,715.46  
Heather Marie Erbe .....5,704.54  
Kristen A. Johnson .....5,672.14  
Amy M. Alber .....5,635.98  
Laura Poling .....5,619.05  
Regina I. McDermott .....5,591.99  
Judy Gieson .....5,576.19  
Jaime Marie Bittner .....5,537.57

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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 2012.

### Top National Sales Directors — Commissions and Bonuses

				
<b>Barbara Sunden</b> \$88,960 Diamond	<b>Carol Anton</b> \$45,283 Ruby	<b>Karen Piro</b> \$45,660 Sapphire	<b>Gloria Mayfield Banks</b> \$58,931 Emerald	<b>Jan Harris</b> \$38,083 Pearl

### Top Unit — Estimated Retail Production

DIAMOND — Gerri Anne Morris, <i>Go Give Area</i> .....	\$96,638
RUBY — Lisa Hansen, <i>J. Kawiecki Area</i> .....	\$76,844
SAPPHIRE — Julie Weaver, <i>Go Give Area</i> .....	\$98,332
EMERALD — Christine Barrueco, <i>A. Hatheway Area</i> .....	\$92,709
PEARL — Amy Kemp, <i>J. Martin Area</i> .....	\$75,019

### Top Unit Builders

Independent Sales Directors with **20** or more new unit members for August 2012.

#### Diamond

Damarys Leyva.....	31 New Unit Members
Natalie J. Murphy.....	30 New Unit Members
Melissa R. Hennings.....	28 New Unit Members
Gerri Anne Morris.....	27 New Unit Members
Angelica Del Toro.....	25 New Unit Members
Denise Sosa.....	24 New Unit Members
Sonia Arriola.....	23 New Unit Members
Sonia Suyapa Bonilla.....	23 New Unit Members
Amy Allgood.....	22 New Unit Members
Robin L. Sailer.....	22 New Unit Members
Jill D. Davis.....	21 New Unit Members
Holly Jennifer Dix.....	21 New Unit Members
Cynthia L. Frazier.....	21 New Unit Members
Kristin Jenae Rogers.....	21 New Unit Members
Kristen C. Spiker.....	21 New Unit Members

#### Ruby

Suzanne P. Wallace.....	27 New Unit Members
Bridgette Rae Conley.....	25 New Unit Members
Karen E. Gardner.....	23 New Unit Members

#### Sapphire

Tabitha A. Hallums.....	30 New Unit Members
Kimberly Leigh Moore.....	26 New Unit Members
Maria Montes.....	23 New Unit Members
Faith A. Gladding.....	21 New Unit Members
Reyna Nereyda Lepe.....	21 New Unit Members
Beth Thatcher May.....	21 New Unit Members
Julie Weaver.....	21 New Unit Members
Robyn S. Cartmill.....	20 New Unit Members

#### Emerald

Christine Denton Barrueco.....	25 New Unit Members
Sandra Cathina Blacksher.....	20 New Unit Members

#### Pearl

Crystal June Trojanowski.....	33 New Unit Members
Johnna Elizabeth Cline.....	32 New Unit Members
Lily Gauthreaux.....	26 New Unit Members
Leah Michelle Lauchlan.....	26 New Unit Members
Laurie Travis Plyler.....	25 New Unit Members
Lia Rene Carta.....	20 New Unit Members
Tammy A. Vavala.....	20 New Unit Members

### Top Sales Director — Personal Sales

DIAMOND — Emily Sheffield, <i>Go Give Area</i> .....	\$9,274
RUBY — Deborah Barker, <i>C. Anton Area</i> .....	\$11,086
SAPPHIRE — Jim Cundiff, <i>Go Give Area</i> .....	\$13,319
EMERALD — Kim Manire, <i>Go Give Area</i> .....	\$10,780
PEARL — Jocelyn DeMartelaere, <i>A. Tripp Brewton Area</i> .....	\$10,504

### Top Beauty Consultant — Personal Sales

DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i> .....	\$29,024
RUBY — Daphne Lewis, <i>R. Rodstrom Unit, Go Give Area</i> .....	\$13,623
SAPPHIRE — Jesse Anderson, <i>E. Farquharson Unit, S. Andrews Area</i> .....	\$11,650
EMERALD — Helen Leiby, <i>M. Bright Unit, G. Mayfield Banks Area</i> .....	\$19,592
PEARL — Grace Maier, <i>R. Kinzig Unit, J. Brack Area</i> .....	\$13,417

### Top Team Builder

DIAMOND — Sales Director Maria Giron, <i>E. Diaz Area</i> .....	12 New Team Members
RUBY — Sales Director Elizabeth Prauner, <i>C. Gress Area</i> .....	14 New Team Members
SAPPHIRE — Sales Director Brenda Gill, <i>Go Give Area</i> .....	10 New Team Members
EMERALD — Amanda Johnson, <i>C. Shuff Unit, J. Cruse-Vrinios Area</i> .....	11 New Team Members
PEARL — Sales Director Annamary Thompson, <i>C. Williams Area</i> .....	12 New Team 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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# Passing the Torch



No. 2 Independent  
National Sales Director  
Anita Mallory Garrett-Roe



No. 1 Independent  
National Sales Director  
Barbara Sunden\*



No. 3 Independent  
National Sales Director  
Lisa Madson



**TOP THREE** Independent National  
Sales Directors in the Diamond Seminar



**Meet the NEWEST**  
Independent National  
Sales Directors Inside!

\*Also No. 1 Independent National Sales Director in the Company.

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woman  
can™**  
50 YEARS





Prior to starting her Mary Kay business, **Independent National Sales Director Dorothy Boyd** was a high school art teacher, and although she loved teaching, she yearned to be home with her baby girl. "I thought if I didn't try Mary Kay, I'd always wonder," she says. Two months after starting her Mary Kay business, she quit her teaching job and captured her vision of helping other women become financially independent themselves.



## INTRODUCING INDEPENDENT NATIONAL SALES DIRECTOR

# Dorothy Boyd

**Q:** What were your biggest challenges as a new Independent Beauty Consultant?

**A:** I am an introvert and when I started, I didn't especially like sales. Consequently, I was scared to death! But my driving force to staying was the flexibility and balanced priorities of God first, family second, career third. I attended every unit meeting and valued the educational portion. I did everything by the book and followed the directions of my Independent Sales Director. I read Mary Kay's autobiography several times that first year. I'm so glad it's in the Starter Kit now!

**Q:** What are the greatest rewards of your Mary Kay business?

**A:** There are many! Having the flexibility to be at home with my children, getting beyond living paycheck to paycheck with my teaching career and enjoying a lifestyle of infinite possibilities are just a few. Personally, I've gained confidence and grown in my faith by being in an environment of Godly women. I get to help other women fulfill their dreams. I love driving a pink Cadillac, but what's even better is to help others do the same. And I have girlfriends across the country!

**Q:** How has your Mary Kay business impacted your family?

**A:** We sent our kids to schools that were right for each one, and my husband was able to pursue his dream of becoming a chef. You can't put a price tag on that!

**Q:** What advice do you offer a new Independent Beauty Consultant?

**A:** Trust the process, train to be successful and keep your date book full because what's in your date book is what will be in your checkbook next week. When I started, I determined how many selling appointments I needed weekly to match my teaching salary, and that's what I did. Also book shows from shows! It's much easier when you book on the spot vs. making calls after the show. For inspiration, I kept track of my number of shows, and when I hit 100 shows at nine months, I celebrated!

**Q:** As we enter into our 50th Anniversary year, what inspirations from our past do you hope will live on, and what do you look forward to in the future?

**A:** I hope our Golden Rule customer service and balanced priorities of God first, family second, career third never die. I'm committed to maintaining Mary Kay Ash's founding principles and look forward to continuing her amazing example of caring for others along with her standards for excellence. Mary Kay Ash had a loving way about her. She maintained a high standard of excellence, and she never judged. I have complete confidence and trust that her example will continue.



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## INTRODUCING INDEPENDENT NATIONAL SALES DIRECTOR

# Julia Burnett

**Q:** What were your biggest challenges as a new Independent Beauty Consultant, and how did you overcome them?

**A:** When I first started my Mary Kay business, I was 24 years old and fearless. I didn't know I could fail. But along the way, when things didn't go as I intended, I did become fearful and began to doubt myself. I thought my dreams were selfish, and I became doubtful.

After much prayer and discussions with my Mary Kay mentors, I realized that when my heart is focused on God, on the people surrounding me and on being a servant leader, I can't fail. I realized that my challenges are opportunities to grow. This business is 90 percent mental. It's about believing in yourself.

**Q:** What are the greatest rewards of your Mary Kay business and why?

**A:** This business has helped me blossom into the woman I am today through my faith and relationship with God, and I see the same thing happening in other Mary Kay independent sales force members. We enrich our own lives because the principles and foundations Mary Kay Ash built change the way we think about life and about our relationships.

My Mary Kay business also has changed the way I influence my children and the way we function as a family. It's definitely changed the way I dream now. I didn't even realize I had stopped dreaming until I got into my Mary Kay business.

**Q:** How has your Mary Kay business impacted your family?

**A:** We are much more purposeful about setting family goals now. They may be small goals, like what we are going to accomplish with the kids over the summer, or larger ones like saving up and planning for a trip around the world! The kindness and respectfulness that are so prevalent in this business have certainly spilled over into my family life.

**Q:** What advice do you offer a new Independent Beauty Consultant?

**A:** Someone told me early on to ask my guests to rebook a second appointment at their first appointment – when you're eyeball to eyeball. In other words, book from bookings. It sounds simple, but it's sometimes hard to build up the courage to do. I can't stress how important and beneficial this is to your Mary Kay business.

Think about it: when you book from bookings, you've got your classes set, and you're done. It makes good business sense when you can avoid the 10 extra steps it may take to find new customers. Also think about what you're providing to your customers. It releases you to make them feel loved and valued.

**Q:** As we enter into our 50th Anniversary year, what inspirations from our past do you hope will live on, and what do you look forward to in the future?

**A:** The decisions Mary Kay Ash made 50 years ago have deeply impacted my life. I hope that my decisions today will positively impact others 50 years from now.



After graduating from college summa cum laude and working at several finance-related jobs, **Independent National Sales Director Julia Burnett** saw herself as a “corporate person.” Then a friend introduced her to the Mary Kay opportunity and soon she began to see how a Mary Kay business could be just what she was looking for. Julia has never looked back. She believes that being honest, authentic and outwardly focused are essential qualities for success.



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### Independent National Sales Director Amie Gamboian

always knew she wanted to create a life with freedom and unlimited potential. She worked as a stewardship coordinator after graduating from college but found that she was underpaid, under-appreciated and underestimated. Having grown up in a town with a local Independent National Sales Director and seeing her pink Cadillac out and about, Amie was familiar with the Mary Kay opportunity and was eager to get started with her own business. She believed in the success of her mentors and followed their lead.



## INTRODUCING INDEPENDENT NATIONAL SALES DIRECTOR

# Amie Gamboian

**Q:** How did you celebrate becoming an Independent National Sales Director?

**A:** During the final stretch, my husband, Pete, took our daughters to New York so I could fully concentrate on wrapping things up. When we finished, I flew to New York to meet them, and then two weeks later, we all jetted off to Seminar! We are planning a family dream trip to Hawaii later this year.

**Q:** What were your biggest challenges as a new Independent Beauty Consultant?

**A:** I was still working full time so it was a challenge to find a healthy balance, but I established a schedule, and I did not deviate from it. But the best business decision I made was to associate with positive people who supported me and not to listen to those who were not supportive.

**Q:** This level of success doesn't happen overnight. What do you do to remotivate yourself after a setback?

**A:** I pray for the Lord's guidance and wisdom. In addition, I have personal development time scheduled into my week, which allows me to keep my priorities and purpose in balance.

**Q:** What was your motivation or inspiration for dedicating yourself fully to your Mary Kay business?

**A:** God has given me such an amazing life, and I want to purposefully and positively impact the lives of others. I know that I am using the gifts that God has given me and, in turn, I have been able to pass these blessings on to my family.

**Q:** Tell us about your family and how your Mary Kay business has affected them.

**A:** My husband Pete is very supportive and goal-oriented because he grew up in a Mary Kay home. In fact, his aunt was **Independent National Sales Director Emeriti Sonya Gregian**. We have been blessed with two beautiful daughters who love the Mary Kay lifestyle because of the celebrations, the enthusiasm and the positive energy.

**Q:** As we enter into our 50th Anniversary year, what inspirations from our past do you hope will live on, and what do you look forward to in the future?

**A:** I know all of Mary Kay's timeless principles will live on and keep us united. I believe in the Company, and I know the Company will continue to think big and be courageous.

**Q:** What do you believe to be the most appealing incentives that attract women to the Mary Kay business opportunity?

**A:** Being able to design the life you want to live with freedom, choices and flexibility is the most appealing incentive to many women.



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INTRODUCING  
INDEPENDENT NATIONAL SALES DIRECTOR

# Kim McClure

**Q:** What were your biggest challenges as a new Independent Beauty Consultant?

**A:** Meeting people. I had only lived in Pittsburgh six months when I started my Mary Kay business. I had to learn how to build and develop relationships and work around my full-time job. I worked hard at developing consistency and doing the very best I could rather than focusing on being perfect.

**Q:** What are the greatest rewards of your Mary Kay business?

**A:** The principles of God first, family second, career third have transformed me personally and helped me become the woman I am today. I'm more confident now. I can handle whatever life hands me and deal with it in a positive manner. In my previous career, I was paid well, but I couldn't offer the opportunity to others like I can now. I say now I'm a "dream coach." I love watching women grow and discover their new talents and gifts. I love our products and how they make women feel.

**Q:** What advice do you offer a new Independent Beauty Consultant?

**A:** 1. Put God first in your life. 2. Remember the ABCs. A = attitude. You get to choose yours every moment of the day. You may not be able to control what happens, but you can control your attitude. Choose to look for the best in the situation and in people. B = belief. Believe in your dream, and what you tell yourself about a thought will become your reality. C = commitment. Be loyal to your dream and never give up. Nothing is impossible with God!

**Q:** What impact has your Mary Kay business had on your family?

**A:** I think our kids have definitely learned to set goals from an early age. Our youngest son deals with dyslexia, and his positive outlook and determination have helped him overcome any obstacles that get in his way. Today he's an honor student at his high school. My business has helped me provide the treatment he needed, the flexibility and financial stability to take him to the right specialists for him and a positive outlook to know that we can handle life's situations. We enjoy rich quality time together as a family.

**Q:** As we enter into our 50th Anniversary year, what inspirations from our past do you hope will live on, and what do you look forward to in the future?

**A:** I was lucky to be among the last group of Independent Sales Directors to be taught by Mary Kay Ash. She was truly a visionary genius, and her wisdom and principles are timeless. I embrace her philosophies and look forward to carrying on the traditions and standards she represented, heart to heart, face to face. I look forward to watching more women grow and discover their talents and gifts.



**Independent National Sales Director Kim McClure** was working a 70-hour week in the health care profession when she added her Mary Kay business to the mix. She soon realized her Mary Kay business was much more fun and didn't create the stress that her nursing profession did. She also began dreaming again and saw the endless opportunities for her and her family. Today she's blessed to have the opportunity to help others develop a vision for their lives.



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Mia began her Mary Kay journey as a college student at Howard University, giving facials to friends on campus. She earned the use of her first Mary Kay Career Car and became an Independent Sales Director just one year after graduation. She attributes her early success to her mother, mentor and friend – **Independent National Sales Director Emeritus Sonja Hunter Mason**. The two are proud to hold the title of being the first African-American mother/daughter duo to become Independent National Sales Directors.



## INTRODUCING INDEPENDENT NATIONAL SALES DIRECTOR

# Mia Mason Taylor

**Q:** What were your biggest challenges as a new Independent Beauty Consultant and how did you overcome them?

**A:** My biggest challenge was treating my Mary Kay business like a business and not a hobby. That changed when I graduated from college and decided to pursue my Mary Kay business full time. After living with my parents for seven months, I decided to move into an apartment. Paying rent with only my Mary Kay commissions made me quickly see the business as it is!

**Q:** What are the greatest rewards of your Mary Kay business?

**A:** The fact that I've had the opportunity to grow up with this Company watching my mom in her Mary Kay business all those years before. I've never had a corporate job, and I've never had to purchase a car since I earned my first Mary Kay Career Car right out of college. Another great reward is the lifestyle that Mary Kay has afforded me. I've visited many cities and met some wonderful, genuine people through Mary Kay.

**Q:** How has your Mary Kay business impacted your family?

**A:** I think there's no one who is more proud of my decision to follow in my mother's footsteps than my family! Also, my two children, Stanley "Deuce" Taylor II, 7, and Kira Taylor, 5, will only remember and know me as a Mary Kay Independent National Sales Director. How awesome is that?

**Q:** What advice do you offer a new Independent Beauty Consultant?

**A:** I suggest to all new Independent Beauty Consultants that they work hard, have faith and make sure they complete a Power Start three months in a row during their first year. That can really jump-start their businesses. This is a fun business. Don't forget to have fun!

**Q:** As we enter our Company's 50th Anniversary year, what inspirations from our past do you hope will live on, and what do you look forward to in the future?

**A:** I'd love to see Mary Kay's time-honored tradition of starting Seminar with the "Mary Kay Enthusiasm" song return. I would always run to my seat when the song was played because I knew something awesome was about to start! I look forward to upholding Mary Kay Ash's ideals for the Company to the next generation of Independent Beauty Consultants.



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INTRODUCING  
INDEPENDENT NATIONAL SALES DIRECTOR

# Heidi Goelzer

**Q:** How did you celebrate becoming an Independent National Sales Director?

**A:** My adoring husband took me and our four children out for an amazing steak dinner.

**Q:** What were your biggest challenges as a new Independent Beauty Consultant and how did you overcome them?

**A:** I was a terribly shy pastor's wife so I had to really step outside my comfort zone to meet new people. And on top of that, I didn't know the first thing about skin care or makeup. I wore blue mascara and washed my face with harsh soap. Boy, have I come a long way!

**Q:** What did you do to remotivate yourself after a setback as a new Independent Beauty Consultant?

**A:** First I would cry, then I'd call one of my mentors and finally I would remember why I was in this business. I always knew great success was just around the corner if I didn't give up.

**Q:** What was your motivation or inspiration for dedicating yourself fully to your Mary Kay business?

**A:** I truly love my business and know that this is what I want to do for the rest of my life. I love mentoring women, helping them discover the freedom and the choices this business can offer them.

**Q:** Tell us about your family and how your Mary Kay business has affected them?

**A:** We have four children ranging in age from 18 to 2, who have all grown up in a Mary Kay household. It's funny, when the older ones were little, they had no idea that not all children got to take trips across the country yearly or go to private Christian schools all the way through college and that not all Moms earned the use of Career Cars.

*My husband is a pastor, and I am so proud of him. We have been able to start a mission church in San Antonio, Texas, to help those less fortunate.*

**Q:** Based on your experience, what do you think a new Independent Beauty Consultant's focus should be?

**A:** Don't be afraid to dream big and work small daily. Focusing on small things every day will make a huge difference in the long run. The key to success is to book consistently, say your affirmations and listen to trainings.

**Q:** As we enter into our 50th Anniversary year, what inspirations from our past do you hope will live on, and what do you look forward to in the future?

**A:** I know we will never forget the building blocks of this Company: God first, family second and career third.



**Independent National Sales Director Heidi Goelzer** was introduced to Mary Kay as a stay-at-home mom who had just moved to a new part of the country with no friends or family close by. She was looking for something more yet wanted the freedom and flexibility to be home with her kids.



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## INTRODUCING INDEPENDENT NATIONAL SALES DIRECTOR

# Noemí Jaimes

**Q:** What challenges did you face when you moved to a new country?

**A:** It was a challenge when I was looking for a job, especially with the language barrier. I felt my dreams become smaller. I worked at a factory, for seven years, but I never felt that I became a conformist. I felt I was destined to something bigger and better. My sister, Noelia, worked in the same factory and when she started her Mary Kay business, she would constantly tell me why a Mary Kay business was perfect for me too. I didn't feel it would be a good fit for me. I was too shy and didn't know many people.

**Q:** What was your turning point?

**A:** I remember seeing one of Noelia's monthly Mary Kay commission checks. In order for me to make a similar amount at my factory job, I would have to work 3 1/2 months! Thank God, she never gave up on me!

**Q:** Tell us about your family.

**A:** When I began the Mary Kay opportunity, I had been married to Salvador for a little over a year, and our son, Brandon, was a month and a half old. Our situation was tough, so it wasn't the best time to start something new. I quickly learned that there's hardly ever a "perfect" moment to start your Mary Kay business. Salvador had a lot to do with each of my business goals; he was always there supporting me. I began educating myself by attending all events. I earned the use of a Mary Kay Career Car and became an Independent Sales Director the same year I started my business. During that time, we had our second son, Alan, and four years later, Diego.

**Q:** What are some of your personal satisfactions?

**A:** My biggest satisfaction is that I have always been there for my boys. They were born into the Mary Kay lifestyle, so they are boys with goals and aspirations.

**Q:** Which do you consider one of the most satisfying luxuries awarded to you by your Mary Kay business?

**A:** There are many, but a big one was the possibility to travel to Seminar 2012 with all my family, including my parents, and paying for all expenses, thanks to my Mary Kay business. That, and seeing my parents' pride when Noelia and I debuted as NSDs on the Seminar stage. That is something I will carry forever in my heart. Thank you, Mary Kay!

**Q:** What lessons have you learned along the way?

**A:** I've learned that inside each woman resides a great warrior, capable of the highest ideals. Do what you've never done before to attain what you've never had before.

**Q:** What advice can you share for new Independent Beauty Consultants?

**A:** 1. Focus on your strengths, not your weaknesses. 2. Work hard for your dreams and don't rest until you reach them. 3. Obedience brings great blessings.

**When Independent National Sales Director Noemí Jaimes** moved to the U.S., she was unable to find a job like the one she had in her native Mexico, so she became a factory worker. Sister to **Independent Senior National Sales Director Noelia Jaimes**, Noemí started her Mary Kay business in April 2001. Noemí says it was a proud moment for the two to have their parents witness their two daughters debut as Independent National Sales Directors this year.



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INTRODUCING  
INDEPENDENT NATIONAL SALES DIRECTOR

# Mairelys López

**Q:** Can you tell us about your family?

**A:** I am the youngest of four children. I'm married to Nils Gutiérrez, who worked in computer design but now dedicates himself to supporting me in my Mary Kay business. Nils understood my business from the beginning, and he has given me his unconditional support in all my goals.

**Q:** What has your Mary Kay business allowed you to do that otherwise might have been impossible?

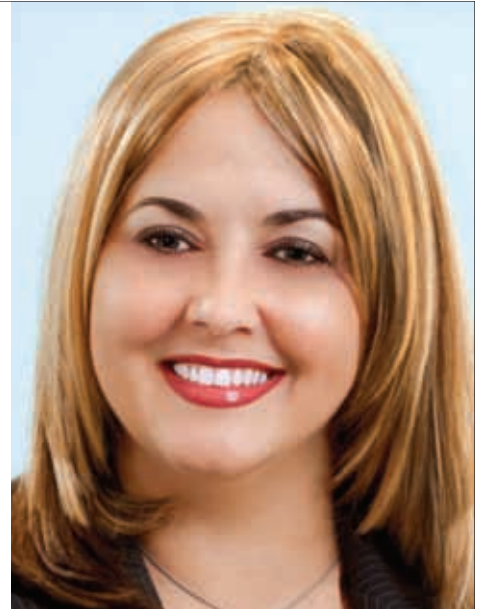
**A:** I have complete flexibility to determine my schedule according to my own terms. I have financial freedom and the ability to make a positive difference in my family's life. My husband is able to provide me with his full support. I'm able to travel frequently, something I couldn't do if I had a full-time job.

**Q:** What tips can you give to others who want to reach your position with their Mary Kay businesses?

**A:** 1. Establish a great connection with your Independent Sales Director and take full advantage of her tips, suggestions and wisdom. 2. Maintain your focus and your vision regarding your Mary Kay business goals. Do not desist. 3. Genuinely commit yourself to the success of others.

**Q:** What are some of the most important lessons you've learned through building your Mary Kay business?

**A:** It is important to have a clean heart, always ready to share this great dream with others. You are not born knowing how to be a leader; leadership is something you develop. Lead by example. Mary Kay's dream is available to anyone; all you need is desire, discipline, determination, vision and focus. Every effort you put into your Mary Kay business is worth it. At my debut, I was excited to have family there and be among my offspring Independent Sales Directors. My dream is to continue building Independent Sales Directors and see them debut as Independent National Sales Directors.



A former elementary teacher in Cuba, Mairelys worked at the front desk of a medical center in Miami when a friend started a Mary Kay business. She introduced Mairelys to the Mary Kay opportunity in 2008. Mairelys was captivated by the endless potential, and she became an Independent Beauty Consultant on Feb. 10, 2010, dedicating herself completely to her Mary Kay business. She debuted as an Independent National Sales Director in July.



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As a young girl, **Independent National Sales Director Elizabeth Muna-Mudsi** attended boarding school because her father felt that it not only provided a great education, but also great discipline. "My family has always realized the importance of education," she shares. "We were taught that a successful life was one that included service to others." Elizabeth started her Mary Kay business because of the freedom and flexibility that it provided. She was working long hours as a nurse and was intrigued that she could set her own hours with a Mary Kay business.



INTRODUCING

INDEPENDENT NATIONAL SALES DIRECTOR

# Elizabeth Muna-Mudsi

**Q:** What were your biggest challenges as a new Independent Beauty Consultant?

**A:** *The first thing I needed to do was believe in myself and then realize that Mary Kay is a skill-based business. I realized that practicing the basic skills over and over would build my confidence and lead me up the career path.*

**Q:** This level of success doesn't happen overnight. What do you do to remotivate yourself after a setback?

**A:** *I always keep my goals in front of me. I attend every Company-sponsored event; hang goal posters all over my house, my car and my office; listen to inspirational CDs; and reach out to my mentors. Repeating affirmations and meditation have always helped me get through setbacks.*

**Q:** What was your motivation or inspiration for dedicating yourself fully to your Mary Kay business?

**A:** *I have dedicated myself to my Mary Kay business because I believe in our Founder's mission to enrich women's lives; our balanced priorities of God first, family second and career third; and the Golden Rule philosophy. The principles align with my personal beliefs and provide me with fulfillment.*

**Q:** Tell us about your family and how your Mary Kay business has impacted them?

**A:** *I came to America from Cameroon with big dreams for my future, but I never dreamed I would be blessed with so much. I have been able to build the life I have always wanted and provide inspiration to my siblings.*

*The most amazing part of this journey was meeting and marrying my husband and giving birth to our son, Zelman. He is three and so positive. When I ask how he is, he responds, "Geat!" because he can't pronounce the "r" sound yet.*

**Q:** Based on your experience, what do you think a new Independent Beauty Consultant's focus should be?

**A:** *She should focus on the basics and practice them over and over. Team building and moving up the career path will happen naturally because we have the best products and tools to attract new team members.*

**Q:** What do you believe are the most appealing incentives that attract women to the Mary Kay business opportunity?

**A:** *I believe women are attracted to this business because of our values, our principles and the friendships the business can provide. And of course, the products!*



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INTRODUCING

INDEPENDENT SENIOR NATIONAL SALES DIRECTOR

# Candace Laurel Carlson

**Q:** What were your biggest challenges as a new Independent Beauty Consultant?

**A:** I was only making about \$30 at my skin care parties at first, and it didn't take long to realize teaching a beauty class was different than teaching my English students. I had to make it fun, provide what my customers needed and sell! I also had to get over my own insecurities.

**Q:** What are the greatest rewards of your Mary Kay business?

**A:** I feel more independent and in control of my life today. I see people in my community losing their jobs after years of service because of corporate cutbacks. I have security in knowing no one can fire me. Not only that, Mary Kay is an amazing Company with exceptional and diverse women. When I think it can't get any more fun, it does! The gifts, the banquets and events – who gets to dress up in evening gowns more than us?

**Q:** How has your Mary Kay business impacted your family?

**A:** My parents were not supportive of my Mary Kay business at first, partly because they were unfamiliar and uninformed about the Company. One year after I started my business, my father was practically putting the pen in my mom's hands to sign her Independent Beauty Consultant Agreement. That was a real eye-opener for me. Today, my middle daughter, Jenna Marie, is a Mary Kay Independent Sales Director, and I couldn't be more proud. All three of my children came home from the hospital in a pink Cadillac, and they all attended college, thanks to my Mary Kay business.

**Q:** What advice do you offer a new Independent Beauty Consultant?

**A:** Always have eight or more skin care parties on your books for two weeks out. Everything happens at your skin care parties – your reorder business, future parties, recruits, everything! When you recruit someone at a party, she knows what she's signing up to do and that's to have fun and provide free facials!

**Q:** What does a typical day look like for you?

**A:** I'm usually up around 7 a.m. and have my two cups of coffee while I catch up on emails and correspondence. I'm out the door at 9 a.m. going to facial appointments and interviews. I love my "sharing days" when I spend the day with someone from my unit, going to eight appointments with her through the day and sharing the Mary Kay opportunity.

**Q:** As we enter our Company's 50th Anniversary year, what inspirations from our past do you hope will live on, and what do you look forward to in the future?

**A:** I hope our timeless principles live on. Mary Kay Ash set us up to succeed. Her depth of wisdom and vision for the Company was amazing. My hope is that other companies understand our unique culture and find ways to emulate it in their own organizations. We need to "spread the pink!"



As a 24-year-old newlywed with college loans, a new mortgage and a new teaching position, Independent Senior National Sales Director Candace Laurel Carlson says she originally signed her Independent Beauty Consultant Agreement for extra cash. She quickly realized her Mary Kay business could provide much more than that. Today, that business decision has given her a life she loves, an exciting business, a daughter who is following in her footsteps and an area known as "The Sweet Success."



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CANDACE LAUREL CARLSON'S  
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**Independent National Sales Director Somer Fortenberry** attended her first Seminar just two months after starting her Mary Kay business. It was a friend who shared the Mary Kay® products and the Mary Kay opportunity with her, and it didn't take her long to realize this is where she was meant to be. "I've grown personally and spiritually and have learned to think and dream bigger than I ever imagined I could," she says.



## INTRODUCING INDEPENDENT NATIONAL SALES DIRECTOR

# Somer Fortenberry

**Q:** What were your biggest challenges as a new Independent Beauty Consultant and how did you overcome them?

**A:** Finding balance. I was working full time, attending college and working my Mary Kay business. Somehow it all worked!

**Q:** What are the greatest rewards of your Mary Kay business and why?

**A:** Watching women who are unhappy in their lives and/or careers finding a life full of excitement, passion and freedom and truly becoming the women God designed them to be as they grow their Mary Kay businesses.

**Q:** What do you like best about your Mary Kay business and why?

**A:** I was able to retire from my teaching career of one year to become a "mom-preneur," working from home and raising my two boys. I met my husband, Craig, at my then future mother-in-law **Independent National Sales Director Pat Fortenberry's** Mary Kay retreat. So, literally, that \$100 Starter Kit allowed our paths to cross. My Mary Kay business has taught me many things, but most importantly, it's allowed me to think positively. We are 100 percent positive in our house no matter the situation or circumstances we are given. We push through any obstacles!

**Q:** What advice do you offer a new Independent Beauty Consultant?

**A:** This is the opportunity you've prayed for, and it can radically change your life if you choose to work at it and heed the advice of your Mary Kay mentors. Find a Mary Kay independent sales force member who is where you want to be and follow her all the way to the top. You will NEVER remember any of the temporary sacrifices!

**Q:** As we enter our Company's 50th Anniversary year, what inspirations from our past do you hope will live on, and what do you look forward to in the future?

**A:** I am so excited to carry on Mary Kay's legacy of enriching women's lives around the globe! I'm also honored to be one of the keepers of the flame, and I take my role and guard it with the highest integrity. I want to spend my life offering women the opportunity to live a "different" life. I am thrilled about growing our National Area to 100 Independent Sales Directors and mentoring women to the NSD position.

**Q:** What does a typical day look like for you?

**A:** I start out with early morning quiet time. Then from 9 to 10 a.m., I have morning sales force conference/coaching calls. I begin gym time and lunch from 10:30 till noon, then afternoon calls and prep for evening classes/events/meetings.



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INTRODUCING  
INDEPENDENT NATIONAL SALES DIRECTOR

# Diana Fraustro

*are parents to 10!*

**Q:** What was your life like before your Mary Kay business?

**A:** I was a professional makeup artist and owned several cosmetics stores. I was shy, but Mary Kay helped me discover my leadership qualities. I was born and raised in McAllen, Texas. My parents were from Mexico, so my siblings and I are first-generation Mexican Americans.

**Q:** How were you introduced to the Mary Kay opportunity?

**A:** My sister, Independent Beauty Consultant Sandra Álvarez, told me about the Mary Kay opportunity. I was a store owner of three cosmetics shops when a theft occurred, and I lost everything. My mom loaned me the money for my Starter Kit and my first order.

**Q:** Tell us about your family.

**A:** When I started my Mary Kay business, my children were 2, 4 and 7, and I was divorced. Pain and sorrow were my motivation to work hard since I was a single parent, and my children were my motivation to succeed. I was able to help them with their college educations. Now Hugo, Josh and Vanessa are adults who are actively pursuing their dreams, and they continue to feel inspired by me and my Mary Kay business. In 2006, I met and married Marco Antonio Zamora, who's played a big role helping me reach Independent National Sales Director status. After attending Seminar and Leadership Conference, he was 100 percent supportive! Marco has seven grown children of his own, so together we

**Q:** What aspects of your life do you enjoy thanks to you Mary Kay business?

**A:** It has allowed me a lifestyle I couldn't have imagined as a single parent. I currently reside in my "dream home." And I love driving pink Cadillacs! My business also has allowed me the luxury to travel, including an Alaskan cruise as a wedding gift to Marco.

**Q:** What would you say to women who would like to attain your status?

**A:** A positive attitude is a must! Work your Mary Kay business expecting great things, and great things will happen!

**Q:** What lessons have you learned through your Mary Kay business?

**A:** Mary Kay gave me hope when I faced struggles. Once when I worked for a department store, I was told to "push" seafoam eye shadow because it was overstocked. I love that I will never have to do that in Mary Kay! No other company compares to Mary Kay! I am so fortunate to have had the honor of meeting Mary Kay Ash and being taught by her.



In December 1988, Diana was a single mother to three children ages 2, 4 and 7. Her sister talked to her about the Mary Kay opportunity, and thanks to a loan from her mother, Diana was able to purchase her Mary Kay® Starter Kit and place her first order. Today, **Independent National Sales Director Diana Fraustro** is happily married and debuted July 1.



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Being one of nine children, Independent National Sales Director Lara McKeever knows what it means to pitch in and help. But when someone at the office where she worked as an office manager asked her to clean up an overflowed toilet, she knew she needed to be somewhere where her real skills and talents were appreciated.



## INTRODUCING INDEPENDENT NATIONAL SALES DIRECTOR

# Lara McKeever

**Q:** How did you celebrate becoming an Independent National Sales Director?

**A:** My brand-new National Area surprised me at our monthly event by framing my NSD portrait. It was extra special because it also had sweet love notes written on the mat.

*Our family was in the midst of Little League all-star tournaments at the time, so we haven't officially celebrated yet, but we have a lifetime to celebrate and enjoy this accomplishment.*

**Q:** What were your biggest challenges as a new Independent Beauty Consultant?

**A:** Not having the support of my friends and family. Luckily I am tenacious, and I was able to use that negativity as fuel. I needed to prove them wrong, and I have.

**Q:** This level of success doesn't happen overnight. What do you do to remotivate yourself after a setback?

**A:** There are peaks and valleys along every journey, so I choose to look at the valleys as God's way of helping me grow stronger. The best way to re-motivate myself is to focus on others and find joy in my business.

**Q:** Tell us about your family and how your Mary Kay business had affected them?

**A:** My husband is a loving and Godly social studies teacher with an amazing voice. I was working my Mary Kay business before we started dating, so when I told him I was going to earn the use of a Career Car, he thought I was nuts. He said, "Only people on The Price Is Right do that!" Now he thinks there is no better opportunity for women. Our sons, Kenny and Owen, are teenagers. They have never known a world outside of Mary Kay, and I am grateful for that because they have positive attitudes, competitive spirits and they always strive for excellence.

**Q:** As we enter into our 50th Anniversary year, what inspirations from our past do you hope will live on, and what do you look forward to in the future?

**A:** It is so special to see footage of Mary Kay during special events because she is the reason we are all here. Being able to hear the warmth in her voice and see genuine love in her face is an inspiration and a reminder of her guiding principles.

**Q:** What do you believe to be the most appealing incentives that attract women to the Mary Kay business opportunity?

**A:** There are so many amazing incentives for new Independent Beauty Consultants, but the Earned Discount Privilege, the opportunity to earn the use of a Career Car and the flexibility that this career allows are the three that stand out the most to me.



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## INTRODUCING INDEPENDENT NATIONAL SALES DIRECTOR

# Roxanne McInroe Williams

**Q:** How did you celebrate becoming an Independent National Sales Director?

**A:** All four of our kids were waiting to hear the news, and we celebrated over the phone. The next day, my husband and I took a relaxing vacation to New Mexico where we visited his parents, played games, went on breathtaking hikes, went to the horse races and shopped. It was the perfect way to celebrate.

**Q:** What was your biggest challenge as a new Independent Beauty Consultant?

**A:** My challenge was always a lack of belief in myself. I would reach a new level of success and not believe that I deserved it, but I just kept plugging away. My belief grew out of small victories.

Years later when I was invited to be a member of the Power Initiative, I thought to myself, "What does the Company see in me that I don't see in myself?" It was then that I began to realize my self-worth.

**Q:** This level of success doesn't happen overnight. What do you do to remotivate yourself after a setback?

**A:** First things first, I feel the disappointment and mourn it, but the only way I can remotivate myself after a setback is to focus on my personal business. I know the plan works every time – hold skin care classes, and the new team members will be there.

**Q:** What was your motivation or inspiration for dedicating yourself fully to your Mary Kay business?

**A:** I attended Seminar the year Independent National Sales Director Kathy Helou was crowned queen and broke Company records. I could see how proud her family was of her as they stood onstage, and I wanted that for my family.

My first marriage was unhealthy, and I lost all security when that relationship ended. I wanted to provide security and a strong future for my sons.

**Q:** Tell us about your family and how your Mary Kay business has affected them?

**A:** My husband, Tim, and I were married in July 2011. Together we have four children – Keegan, 29, Tyson, 27, Madison, 21, and Satchel, 19, and we are expecting our first grandchild.

I was a single parent for a long time, and my sons never let me give up. They supported me through thick and thin, and I have been able to provide them with their educations and to help them as they began their careers.

**Q:** Based on your experience, what do you think a new Independent Beauty Consultant's focus should be?

**A:** The most important focus should be learning how to hold a skin care class where she presents the products and works full circle. If she will learn how to get women around a table and build a relationship, she can sell the product, rebook and have team-building opportunities.



**Independent National Sales Director Roxanne McInroe Williams** was a busy mom of two young boys and was managing a retail clothing store when she was introduced to the Mary Kay business opportunity. Although she loved providing great customer service and working in the fashion industry, she didn't love the hours.



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**Pearl**  
**Dorothy Boyd**  
July 1, 2012



**Pearl**  
**Julia Burnett**  
July 1, 2012



**Pearl**  
**Amie Gamboian**  
July 1, 2012



**Pearl**  
**Kim McClure**  
July 1, 2012



**Pearl**  
**Mia Mason Taylor**  
July 1, 2012



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**Diamond**  
**Maria Flores\*\***  
September 1, 2011



**Diamond**  
**Juanita Gudiño\*\***  
September 1, 2011



**Diamond**  
**Noelia Jaimes\*\***  
October 1, 2011



**Diamond**  
**Susan Hohlman\*\***  
January 1, 2012



**Diamond**  
**Heidi Goeltzer**  
June 1, 2012



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**Diamond**  
**Noemí Jaimes**  
July 1, 2012



**Diamond**  
**Mirelys López**  
July 1, 2012



**Diamond**  
**Elizabeth Muna-Mudsi**  
July 1, 2012



**Ruby**  
**Candace Laurel Carlson**  
July 1, 2012



**Ruby**  
**Somer Fortenberry**  
July 1, 2012



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FROM **SUSAN HOHLMAN'S**  
NATIONAL DEBUT.



**Sapphire**  
**Tammy Romage\*\***  
April 1, 2012



**Sapphire**  
**Diana Fraustro**  
July 1, 2012



**Sapphire**  
**Lara McKeever**  
July 1, 2012



**Sapphire**  
**Roxanne McInroe  
Williams**  
July 1, 2012



**Emerald**  
**Evalina Chávez\*\***  
November 1, 2011



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FROM **TAMMY ROMAGE'S**  
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FROM **EVALINA CHÁVEZ'S**  
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\*Independent National Sales Directors who debuted onstage at Seminar 2012

\*\*Previously featured in *Applause*® magazine