

FEBRUARY 2006

MARY KAY®

Enriching Women's Lives™

# Applause®



Share the *Love!*

Great Gift Ideas  
to Sweeten  
Valentine Sales



# Dates to remember

J A N U A R Y

F E B R U A R Y

"It is important to realize that you do not have to change a certain number of lives in order to make a difference in the world; you can do it by reaching out to just one person. That person can be anyone – a child, a friend, a customer, a homeless person, anyone at all. You don't have to win the Nobel Peace Prize.

Making a difference requires only your willingness to give to others – the more the better."

– Mary Kay Ash

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**2:** Company holiday. Postal holiday. All Corporate and branch offices closed.

**3:** Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification Jan. 1.

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

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

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

**16:** Martin Luther King Jr. Day. Postal holiday. Month 2 bonus begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers. Valentine virtual event begins on Personal Web Sites. **PREFERRED CUSTOMER PROGRAM:** Online and mail-in enrollment for the spring Preferred Customer Program begins.

**18:** **PREFERRED CUSTOMER PROGRAM:** Valentine gift-giving brochure begins mailing. Allow 7-10 business days for delivery.

**20:** December car qualifier paperwork due to Company.

**30:** Last day of the month for Beauty Consultants to place online and telephone orders (until midnight Central time).

**31:** Last 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 January production. Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

Now, it's even easier for you to go online and find additional information referenced in *Applause*® magazine. Just go to the Mary Kay InTouch® Web site and click on "Applause® Online."



**1:** Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification Feb. 1. Career Conference 2006 early registration begins for Independent Sales Directors who registered for Leadership Conference 2006, as well as their unit members and adoptees.

**5:** **PREFERRED CUSTOMER PROGRAM:** Last day to receive Spring 2006 Preferred Customer Program quarterly enrollment mail orders.

**8:** Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time. Career Conference 2006 registration opens to all independent sales force members.

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

**14:** Happy Valentine's Day! Valentine virtual event ends.

**15:** Postmark deadline to earn the Month 2 bonus. **PREFERRED CUSTOMER PROGRAM:** Last day to enroll online for the Spring 2006 Preferred Customer Program mailing of *The Look* with exclusive sampler and to qualify for early ordering of the new spring products.

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

**20:** Presidents Day. Postal holiday. January car qualifier paperwork due to Company.

**27:** Last day of the month for Beauty Consultants to place online and telephone orders (until midnight Central time).

**28:** Last 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 February production and Career Conference 2006 recognition. Last day to register for Career Conference 2006 and for full cancellation refund. Registrations submitted by mail must be received by Special Events Registration by 5 p.m. Central time. Telephone registrations accepted until 7 p.m. Central time. Online registrations accepted until midnight Central time. Last day to achieve the *Pink Power Team-Building Challenge*, *Book 10! Hold 10! Share 10! Challenge*, *Good VIBERations Challenge* and *Movin' On Up Challenge* for Career Conference 2006 recognition. *Bee Focused!* Challenge to receive pink sliding charm bracelet and second sterling silver and crystal bee charm ends.

MARY KAY'S MISSION IS TO ENRICH WOMEN'S LIVES.™



# Get It Free WITH YOUR ORDER†

JAN. 16 - FEB. 15

## Satin Lips® Set



### SUGGESTED USE:

The Satin Lips® Set is the perfect treat to keep lips smooth through winter months. That makes it a great gift for skin care class hostesses. Set includes Satin Lips® Lip Balm and Lip Mask.

## Color 101 Cards



### SUGGESTED USE:

Color 101 Cards make it easy for you to boost your color sales by showing your customers how to get exciting new looks. Each card gives your customer everything she needs to sample a complete new look, so it's easy and fun!

## Travel Roll-Up Bag



### SUGGESTED USE:

Customers will love this organizer whether they travel or not. It makes a great gift with purchase to encourage sales of skin care and color. You also may want to offer it free to customers who purchase four or more product sets.

Total Section 1	Month 2 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Satin Lips® Set	\$18
\$1,200 sugg. retail/ \$600 wholesale	2 Satin Lips® Sets 1 Set Color 101 Cards (asst. pack of four)	\$36
\$1,600 sugg. retail/ \$800 wholesale	3 Satin Lips® Sets 1 Set Color 101 Cards (asst. pack of four)	\$54
\$2,400 sugg. retail/ \$1,200 wholesale	4 Satin Lips® Sets 1 Set Color 101 Cards (asst. pack of four)	\$72
\$3,600 sugg. retail/ \$1,800 wholesale	5 Satin Lips® Sets 1 Set Color 101 Cards (asst. pack of four) 1 Travel Roll-Up Bag	\$90
\$4,800 sugg. retail/ \$2,400 wholesale	5 Satin Lips® Sets 1 Set Color 101 Cards (asst. pack of four) 2 Travel Roll-Up Bags	\$90
\$6,000 sugg. retail/ \$3,000 wholesale	5 Satin Lips® Sets 1 Set Color 101 Cards (asst. pack of four) 3 Travel Roll-Up Bags	\$90
\$7,200 sugg. retail/ \$3,600 wholesale	5 Satin Lips® Sets 1 Set Color 101 Cards (asst. pack of four) 4 Travel Roll-Up Bags	\$90

### † New Independent Beauty

**Consultant Bonus!** Although this BizBuilders bonus is not available to new Beauty Consultants with their initial order, they are eligible for other exclusive bonuses. For more information on how you can qualify for the Ready, Set, Sell! product bonus instead of BizBuilders when you place your initial order, go to Mary Kay InTouch® and click on "Applause® Online" or see Page 19.

\*Independent Beauty Consultants will receive Seminar 2006 contest credit on all Section 1 retail products and gifts with purchase, but not Section 2 products distributed through this program.

\*\*Tax is required on the suggested retail value of Section 1 products. Add applicable bonus value to the Taxes area in the Summary Section of the current Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted. Orders must be postmarked Jan. 16 through Feb. 15, 2006, to qualify for this bonus.

# Valentine delights

It's no secret that women love Valentine's Day. No wonder it's the third largest retail holiday of the year and No. 1 for women\*! And that can mean sweet potential for your gift-giving sales. The following pages will help you "think like a retailer" and deliver the great presents women want to give and receive.

## floral fantasy



Compacts shown actual size.

## capture their hearts

Wow your customers with a fabulous selection of gifts and impress them with an interactive online experience. You can invite them to your Valentine online event exclusively at your Mary Kay® Personal Web Site With Shopping. It begins Jan. 16, and you can link them to it with a special Valentine event MKeCard®. Introducing your customers to this great online shopping experience can help make you the retailer of choice for all their gift-giving needs.



### Floral Fantasy

Step into the fantasy where sweet and soulful blend with vintage glamour. This limited-edition MK Signature™ Color Collection celebrates the feminine side of life. **\$35**

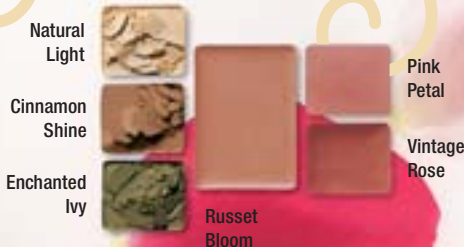
Each MK Signature™ Color Collection contains three eye colors, one creme-to-powder cheek color, two Luscious Color™ (poured) lipsticks, one Dual-End Eye Applicator, a retractable Lip Color Brush and a mirror.

\*According to the National Retail Federation's 2005 Valentine's Day Consumer Intentions and Actions Survey



### Enchanted Garden

Wrap yourself in the enchantment of rich, shimmering tones. Reflect the striking nature of natural beauty with this limited-edition MK Signature™ Color Collection. **\$35**



## “link” like a retailer

Win your customers' hearts with convenience. It's easy when you have a Mary Kay® Personal Web Site With Shopping. It's the link that allows you to be there for them 24/7. Then you can sweep them off their feet with the Valentine online event. That's "thinking like a retailer" and the perfect reason to announce the "grand opening" of your online boutique. To get your own Mary Kay® Personal Web Site With Shopping, go to Mary Kay InTouch® and click on "Applause® Online."

Celebrate love with the freshest blooms of the season. These **MK Signature™ Color Collections** make the perfect Valentine's Day gift. And you can make them even more exciting when you create gift sets with other MK Signature™ color products. To find these great gift set ideas, go to Mary Kay InTouch® and click on "Applause® Online."

# perfect presents from

## have a party



Wrap up more gift sales and boost your gift-giving business by booking and holding Valentine gift parties. New party ideas are always a fun reason to invite customers and potential customers to book a party of their own. The tips and gift ideas on these pages can help you "think like a retailer" and turn every class into an exciting event.

## tell the world

It can be love at first sight when you create excitement for your Valentine party. Consider setting up a Valentine gift display at all your skin care classes. Dress up the display with sparkle and shine to make it simply irresistible.

You also can go to the Mary Kay InTouch® Web site to print a Valentine gift flier to tell the women you meet about special gifts you offer. Consider placing these fliers in product orders and giving them to your customers. But that's not all. To entice new hostesses for your parties, you also can find a printable version of the inside back cover of this *Applause*® magazine. It's designed to tempt potential hostesses with a fashionable free gift and entice guests with a great gift with purchase. See inside back cover for details. For the printable PDF, go to "Applause® Online."

### **Color 101 Collection: Soft Elegance**

What a wonderful gift idea – one of the latest color looks created especially for you and your customers. But that's not all. You have three more beautiful Color 101 Looks so your customers can choose the perfect color gift. **\$110.50**



### **Scents of Romance Set**

Love is in the air with this perfectly romantic gift for Valentine's Day. This pampering set includes the limited-edition scented Embrace Romance® Candle Set (while supplies last) and Sheer Fragrance Mist from the Private Spa Collection.™ **\$36**







## be a matchmaker

Introduce your customers to the perfect personalized gifts for them. You can create gift sets so unforgettable that your customers will come back time and again to ask you to fill their gift-giving needs. And now dreaming up new customized gift sets is easier than ever. For tips on how to create those one-of-a-kind sets and to print a special gift-set flier, go to Mary Kay InTouch® and click on "Applause® Online."

in the heart



## follow up

The customers you enrolled in the Preferred Customer Program discovered the many splendid things of love when they received their Valentine gift-giving brochures. That makes this a great time to call those customers who received this beautiful mailer to find out which of the Valentine gifts their hearts desire most.



### Glamour Eyes Set

Gorgeous gifts are easy to spot. This one includes MK Signature™ Ultimate Mascara™, Eye Primer, Liquid Eyeliner, Eyesicles® Eye Color in Vanilla, and MK Signature™ Eye Color in Vintage Gold and Fig in a Color Compact complete with a Dual-End Eye Applicator. **\$71.50**



### All Eyes on You Set

Younger-looking eyes and radiant, soft skin always attract attention. This gift of beauty includes Intense Moisturizing Cream and TimeWise® Firming Eye Cream. **\$60**



### Love Your Lashes Set

Women everywhere can pamper their lashes both day and night. New MK Signature™ Ultimate Mascara™ plumps up the volume by day, while Oil-Free Eye Makeup Remover gently removes it all at night. **\$29**

For more gift ideas, go to the Mary Kay InTouch® Web site and click on "Applause® Online."

All prices are suggested retail.

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

# A Vision of Beauty

Lush lashes. Smoother skin. A luminous look.

They're every woman's vision! And you can help your customers make it their own with these fabulous new products. They're sure to catch every woman's eye. And you'll be "thinking like a retailer" by showing your customers all these beautiful new possibilities.

**Did you know?** It's typically recommended that a woman replace her mascara every three to four months to ensure product safety and performance.

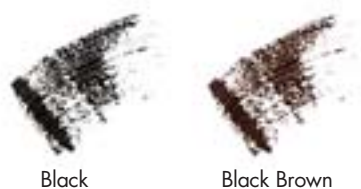
## the ultimate

Almost every woman wears mascara. So you'll want to share the ultimate with them – big, bold, longer-looking lashes all from one formula. MK Signature™ Ultimate Mascara™ with Smart Wiper™ technology delivers the wow lashes women love. Try offering it to all your customers. It may just become their must-have choice! **\$15**



## lash lengthening

Women love the look of long lashes – it's only natural! So consider offering them MK Signature™ Lash Lengthening Mascara™. It penetrates each lash to nourish, condition and strengthen instantly for longer, natural-looking lashes. **\$10**



Black

Black Brown

## Charting Success

When a woman finds the mascara she loves, she'll buy it again and again. So "think like a retailer" by knowing your products and your customers' needs. This handy guide will make it easy to suggest the right mascara formula to help make your customers loyal for life.

### The Look She Wants in Just One Coat

Bigger, bolder, longer-looking lashes with extreme volume and intense color that lasts all day

Longer-looking lashes with a natural look, fortified with a vitamin B derivative for stronger-looking, softer lashes

Waterproof lashes that keep up with your day. This triathlon-tested formula delivers longer, thicker-looking lashes.

### The Mascara She'll Love

MK Signature™ Ultimate Mascara™

MK Signature™ Lash Lengthening Mascara™

MK Signature™ Waterproof Mascara





## facial highlighting pen

Help your customers see their beauty in a whole new light. The MK Signature™ Facial Highlighting Pen optically “lifts” the shadowy areas of the face for a brighter, more refreshed look. And it’s available in four shades for all skin tones. Your customers will want to use it every day – and throughout the day. So it’s sure to be the “highlight” of your reorder business. **\$18**

To help you find the perfect shade match for your Mary Kay® Foundation customers, go to Mary Kay InTouch® and click on “Applause® Online.”



## firming eye cream

Do you know women who are ready to take a firm stand against the signs of aging? You can help. The luxuriously rich TimeWise® Firming Eye Cream is so advanced it firms, brightens, provides intense moisturization, plus fights fine lines and wrinkles. That means you get more great benefits in one fabulous product. And that’s the beauty of it! **\$30**



For more information on all of these great new products, you can go to Mary Kay InTouch® and click on “Applause® Online.”

All prices are suggested retail.

## waterproof

Make a splash with your active customers by telling them about our triathlon-tested MK Signature™ Waterproof Mascara. It delivers longer, thicker-looking lashes with all-day waterproof, tear-proof, pool-proof wear. **\$10**



## let's talk about...

### SPREADING THE “NEWS”

Just like you, your customers can't wait to try and experience for themselves the newest products from Mary Kay. And this quarter there's plenty to be excited about. In the January issue of *Applause®* magazine, **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development**, shared some great information about the new TimeWise® Firming Eye Cream. In this issue, we asked Dr. Barker to talk about the MK Signature™ Facial Highlighting Pen, since this is a product that many customers, as well as Independent Beauty Consultants, may not be familiar with.

Let's start with the beautiful benefits. “You'll see that your skin looks *instantly* highlighted and brightened so you look refreshed and rested,” says Dr. Barker. “And all it takes is a few brushstrokes *after* you've applied your foundation.” So where should it be applied? “This is the perfect beauty solution for areas that tend to appear slightly darker or in shadow, like under your eyes, in the folds between nose and mouth or the hollow of your chin,” suggests Dr. Barker. “Then just brush, blend and see the difference. Because the MK Signature™ Facial Highlighting Pen is applied after foundation, you can use it anytime during the day to give yourself a little ‘pick-me-up.’ And since we wanted women of *all* skin tones to benefit from this amazing product, the MK Signature™ Facial Highlighting Pen comes in four sheer shades for ivory to bronze skin tones.”

So how does it work? “Beauty experts agree that being seen in the ‘right light’ is a key factor in looking your most beautiful,” shares Dr. Barker. “And that's the principle this product is based upon. By using advanced technology, we've been able to create a formula with special light-reflecting pigments that optically ‘scatter’ the light, so your skin looks more even-toned and refreshed.” Now what woman wouldn't love that? “Just be sure that your customers understand the difference between the MK Signature™ Facial Highlighting Pen and concealer,” suggests Dr. Barker. “Concealer is a heavier formula and is designed to camouflage more noticeable skin imperfections, while the MK Signature™ Facial Highlighting Pen was created to highlight and brighten areas of the face that have a tendency to recede, creating shadows.”

In closing, Dr. Barker shared this final thought. “As all smart Beauty Consultants know, the key to a successful business is not only having the *new* products your customers want, but also having *regular-line* products that need to be reordered on a regular basis. Because it's likely that the MK Signature™ Facial Highlighting Pen will be used multiple times during the day, it's a product that should need to be reordered every few months.” Now that's “thinking like a retailer.”

# winter wonders for **super**

The cold! The wind! The dry air! It's enough to make beautiful skin shiver. But never fear! You can come to your customers' rescue with these superpowered supplements. They're what your customers need to fight the signs of winter weather. So consider calling them to offer some super customer service as their winter skin care hero. It can make you the "retailer of choice" for their winter skin care needs.



## Flawless Thinking

Now is a great time to get on the hotline with your customers to re-evaluate their foundation needs. Some Mary Kay® Medium-Coverage Foundation customers might need a little extra hydration in dry winter months. So you might suggest they switch to the added hydration of Mary Kay® Full-Coverage Foundation. Also, skin tones tend to be lighter in the winter. So consider making it an even match by calling your customers to suggest a lighter shade of foundation. **\$14**



## Lip Service

Help your customers kiss those dry lips goodbye. The Satin Lips® Set makes a perfect treat for smoothing and soothing lips all winter long. **\$18**

## Hydration Boosters

Winter weather can be a tough foe to face. That's why many women need an extra boost of moisture to keep their skin looking beautiful. Your customers with dry skin will love the extra hydration of Mary Kay® Intense Moisturizing Cream for a radiant look and unbelievably soft feel. And don't forget your customers with normal to oily skin. They may not think about an added moisturizer, but the right product can help keep their skin's moisture in balance. Mary Kay® Oil-Free Hydrating Gel is a great choice. Plus, both products hydrate for up to 10 hours. **\$30 each**



# charged sales

## Helping Hands

Dropping temperatures can leave hands in distress. But you can help with the Satin Hands® Pampering Set. Consider calling your customers who haven't tried it to give them the chance to experience this super-softening treat. And you'll want to invite all the guests at your skin care classes to sample it – especially during the winter. **\$28**



## Skin Smoother

Dryness is no match for this moisture-loving, age-fighting wonder. TimeWise® Visibly Fit™ Body Lotion is a smooth move for all your customers. It provides up to 10 hours of moisturization plus improves skin elasticity and texture. What better way to help them chase away the winter chills and be ready to “spring” into action when the weather turns warm? **\$22**



## Buff Body

You can help your customers buff away dull, winter skin with the Private Spa Collection™ Sugar Scrubs. They polish away rough skin, leaving it soft and radiant. And, with four scents – Embrace Romance®, Embrace Happiness®, Embrace Dreams® and Embrace Harmony® – you have a fragrance every woman will love. **\$14**



THINK LIKE A RETAILER

# customers always

While you're making seasonal sales with Valentine's gifts and limited-edition items, why not win over loyal customers whose needs you can meet year-round? You can use these tools to treat your customers to great service while warming the market for their continued business.

After all, giving customers what they love is "thinking like a retailer!"

## Sales Start When You Mail



### The Look

Show new customers all Mary Kay has to offer. Let regular customers know there's always something new to see. Make it easy for customers to shop with you. Enroll each one of them to receive the spring issue of *The Look* beginning Jan. 16. The spring sampler features better-than-ever skin care that should be the basis of any woman's beauty regimen. And remember, this is only the start. Call to follow up for orders in the coming weeks!

Begin  
enrolling  
customers on  
**Jan. 16!**



Go for it – continue to enroll 13 or more customers to receive *The Look*, and you can be one step closer to achieving the Preferred Customer Program Consistency Challenge! And then you'll earn this beaded bracelet with *The Look* charm!



## Spread the Love

Through the Preferred Customer Program, beginning Feb. 18, you can enroll year-round to send customers the new *Fall in Love* customer brochure. It introduces women to all there is to love about Mary Kay! Designed to tie in with our successful national advertising campaign, it can be used to provide a brief overview of our powerhouse skin care™ and captivating color™ to potential customers or as a way to keep your name in front of regular customers. It's also available as an open stock item on the March 16 Consultant order form and replaces the *Beauty Book* in the Preferred Customer Program and the *First Steps* program!



## Love the Choices

How can you ensure that this Valentine's Day is a selling success? We've given you plenty of ways! Be sure to



follow up with customers who receive the Preferred Customer Program Valentine gift-giving brochure – it mails Jan. 18. Then consider sending MKeCards® to remind customers about the online Valentine event from Jan. 16 – Feb. 14 on your Personal Web Site.



# love service

## Love Girl Time

You can offer the perfect Valentine treat to every customer on your list: a fun evening of relaxation with friends that's an escape from her usual routine! (Check the *Girl Time*™ party ideas and downloadable invitations when you click on "Applause® Online" on the Mary Kay InTouch® Web site!) Many customers can't wait to earn free product; others will want the fabulous new hostess gift. It's a

Offer your hostess free product or this stylish watch as a thank-you for holding a class.

lovely watch with a pink croc-embossed band housed in a box lined in pink leopard print. It's the latest addition to the pink leopard print collection!



## Love a Free Gift

Here's a retail idea customers love: the free gift with purchase! Make customers feel special, appreciated and pampered with the MK Signature™ Mini Brush Set. The set, perfectly sized for on-the-go touch-ups, features four high-quality mini brushes and a mini mirror in a soft-like-suede case decorated with pink trim and a bow.

MK Signature™  
Mini Brush Set,  
pack of five,  
**\$17.50**



## You'll Both Love the Rewards: Why to Book



Booking and holding classes regularly keep the heart of your business beating strong. As Mary Kay Ash said so many times, "Booking is the lifeblood of your business." **Independent Executive National Sales Director Holly Zick** couldn't agree more.

"Booking is the beginning of everything in business," she says, emphasizing, "No appointments means you're out of business." Classes can lead to sales, customers and reorders. Those, in turn, can lead to team members, a red jacket, becoming an Independent Sales Director – and certainly money and income. Classes offer the perfect opportunity to provide face-to-face, personalized service. They also are a good foundation for repeat business.

So what does Holly advise? "You must learn how to book from a class because that is the easiest way to book. Become a master at it, and you'll always have classes on your calendar. Know how to offer all the options: the hostess gift, product discounts, the gift with purchase and special seasonal items," Holly says. "Your goal is to book two classes from each class. Rebook the hostess if she'd like to earn more free product."

And while you might find a hostess interested in the latest hostess gift or in special limited-edition or gift items, you'll want to make sure she knows about the great Mary Kay® regular-line products, too. "You decide," Holly says. "Is a skin care class essential to your Mary Kay business? I'd say it is!"



feel the power of

**Pink**

register for **career**conference**2006**

How can a color be powerful? When it symbolizes the spirit of women helping women, encourages you to step out of your comfort zone and dare to dream, and helps you realize there is something *you* can do to make the world a better place. Find out how a color can be powerful — attend *The Power of Pink Career Conference 2006!*

#### **Pink** Is YOUR Color

Career Conference is all about you and your success. It gives new Independent Beauty Consultants the opportunity to see the big picture and learn what a Mary Kay business is all about. It's a way to rekindle a flame so that it's brighter than ever. Best of all, it comes at a time of year when you may feel the need to recharge your emotional batteries so you can achieve your goals — or set new ones — and finish the Seminar year strong. It's a

time to catch up with old friends and make new ones. And it's filled with ideas and classes designed to enrich lives and help you make your dreams come true.

With conferences in 39 cities nationwide held over a span of two weekends, there's sure to be one that's convenient for you.

why should  
**you go?**

It's educational!  
It's motivational!  
It's inspirational!  
It's economical!

most of all — **it's fun!**

#### **It's an Investment**

You probably already know that retailers are continually looking to attract more business, increase sales

and stay on top of the latest on-trend items so

they can meet the wants and needs of their customers. One way they do this is by investing time and money on events targeted toward their businesses, like Career Conference!

consider this  
advice from Mary Kay:

*"Perhaps you are thinking, 'I can't afford to go.' From long experience, I believe you can't afford **not** to attend, for at Career Conference you will discover the big picture of what your Mary Kay business can be for **you**. Make your plans now. Use the profit from a few extra classes to pay your way."*

#### **You Have the Means to Earn Your Way**

One of the benefits of having your own Mary Kay business is the unlimited earning potential. So why not take Mary Kay's advice and schedule extra classes and use the profits to pay your expenses?

Begin by estimating your expenses. If you have never attended Career Conference, you might ask your Independent Sales Director or other Independent Beauty Consultants for ideas about costs. You'll want to include the registration fee,



transportation costs and lodging along with miscellaneous expenses such as meals, shopping and sightseeing. Then, based on the number of weeks you have until Career Conference, determine what that represents in sales of TimeWise® Miracle Sets, TimeWise® Firming Eye Cream or gift sets like the ones shown on Pages 4 and 5. Then get booking!

With Valentine's Day only a short time away, many customers will be looking for gifts to give the special people in their lives. So it's a perfect time to remind them that you have great gifts! Also be sure to remind customers that they can earn great hostess gifts or free product by inviting a few friends over to see the gifts you have to offer as well as the new TimeWise® Firming Eye Cream, MK Signature™ Mascaras, Liquid Eyeliner and Facial Highlighting Pen.

Remember, it feels good to help others. So let your customers know that by booking a class or buying product, they are helping you achieve your goal – whether it's to achieve the *Book 10! Hold 10! Share 10!* Challenge or simply to pay your Career Conference expenses.

Remember this formula:

**more classes =  
more sales =  
more money**

for your Career  
Conference expenses.

### Career Conference Cost Cutters

- ✦ Consider splitting expenses, such as those for gas or lodging, with another Independent Beauty Consultant.
- ✦ Pack a few nonperishable snacks, just like Mary Kay did when she worked in direct selling and attended a company seminar for the first time. *"The first year I was there, two things happened at a company seminar in Dallas that set the tone for the rest of my career. It was a miracle I got to attend at all. I had to*

*borrow the money from a friend, who thought that money would be much better spent on shoes for my children, and I took cheese and crackers because I couldn't afford to go out and eat for the three days we were there."*

- ✦ Compare transportation costs. While your first thought may be to drive, it may be more cost-effective to take the bus or train to save on the cost of gas, possible parking charges, etc.

### Who Should Go?

Any independent sales force member who wants to:

- ✦ *sell more product.*
- ✦ *build a stronger team.*
- ✦ *learn about the latest trends, products, contests, promotions and business tools.*
- ✦ *receive a product giveaway (\$82 suggested retail value).*
- ✦ *learn what it means to "think like a retailer."*
- ✦ *make new friends.*
- ✦ *make the most of a new location or a new Mary Kay business.*
- ✦ *be inspired – or re-inspired.*
- ✦ *have a little girlfriend time.*
- ✦ *just get away from it all.*

### Learn to Succeed!

This year, Career Conference will feature more education than ever before! Independent Beauty Consultants and Independent Senior Beauty Consultants will be among the first to view the new *Skin Care Class* DVD. This tool will teach basics and refresh even the most polished presentation. Top-notch Independent Sales Directors also will share their tips for building a successful Mary Kay business.

# the essentials

## when can I register?

- ✦ Feb. 1-7: For Independent Sales Directors who registered for and attended Leadership Conference 2006, their unit members and adoptees
- ✦ Feb. 8-28: For all independent sales force members

## how much does it cost?

- ✦ \$75 if you register by Feb. 28
- ✦ \$85 on-site, space permitting
- ✦ \$75 for Independent Beauty Consultants who submit their Independent Beauty Consultant Agreements in March, space permitting

## how do I register?

- ✦ Online: Select "Career Conference 2006" from the home page of the Mary Kay InTouch® Web site, then select "Registration."
- ✦ Telephone: Call (800) 338-3680. Available from 8:45 a.m. until 7 p.m. Central time, Monday through Friday (except holidays).
- ✦ Mail: Use the printer-friendly form available on the Mary Kay InTouch® Web site.

## what is the deadline to register?

- ✦ Tuesday, Feb. 28.
  - ✦ Registrations submitted by mail must be received by Special Events Registration by 5 p.m. Central time.
  - ✦ Telephone registrations accepted until 7 p.m. Central time.
  - ✦ Online registration available until midnight Central time.

## other dates to note

- ✦ Feb. 28:
  - ✦ Last day for full cancellation refund
  - ✦ Last day to qualify for Career Conference recognition
- ✦ March 17: Career Conference begins in 18 cities.
- ✦ March 19: Career Conference begins in five cities. (Hartford, Conn., is a Spanish-only event.)
- ✦ March 24: Career Conference begins in 21 cities. (Ontario, Calif., is a Spanish-only event.)
- ✦ March 26: Career Conference begins in four cities.

## need to know more?

- ✦ Log on to the Mary Kay InTouch® Web site and click on the "Career Conference 2006" link under Events.

# special functions and recognition

## at career conference 2006

### Event

✦ **Movin' On Up Luncheon** – Independent Beauty Consultants who, from Dec. 1, 2005, through Feb. 28, 2006, achieve and maintain a new higher status on the career path of Star Recruiter, Team Leader, Future Independent Sales Director or Sales Director-in-Qualification, along with their Independent Sales Directors, will be invited to attend this exclusive luncheon. Sales Directors-in-Qualification who debut as new Sales Directors by March 1, 2006, also will be invited to attend, along with their Independent Senior Sales Directors. The top three Team Leaders, Future Sales Directors or Sales Directors-in-Qualification with the highest personal team commissions earned during the contest period will be seated, along with their Sales Directors, at the prestigious head table.

### Onstage Recognition

✦ **On-Target Seminar 2006 Courts and Unit Circles** (Based on achievements from July 1, 2005, through Feb. 28, 2006)

✦ **Queens' Courts of Personal Sales**  
Independent Beauty Consultants and Independent Sales Directors with at least \$24,000 in personal estimated retail production.

✦ **Bee Focused! Queen's Court of Sharing** – Independent Beauty Consultants and Independent Sales Directors with at least 16 qualified\* new personal team members.

✦ **Circle of Achievement** – Independent Sales Directors with at least \$200,000 in estimated unit retail production.

✦ **Circle of Excellence** – Independent Sales Directors with at least \$430,000 in estimated unit retail production.

✦ **On-Target Double Star Achievement**  
Independent Beauty Consultants who achieve on-target recognition for the Queens' Courts of Personal Sales and Sharing; Independent Sales Directors who achieve on-target recognition for two of the following: Queen's Court of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Excellence.

✦ **On-Target Triple Star Achievement**  
Independent Sales Directors who achieve on-target recognition for the Queen's Court of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Excellence.

✦ **Independent Executive Senior Sales Directors and Independent Elite Executive Senior Sales Directors** (As of March 1, 2006)

✦ **Cadillac Unit** – Independent Sales Directors who are qualified for the use of a Cadillac as of Dec. 31, 2005, will receive onstage recognition along with their unit members.

✦ **Class of 2006** – Independent Sales Directors who debut from Aug. 1, 2005, through March 1, 2006, will debut onstage along with their Independent Senior Sales Directors.

✦ **Top 10 Independent Sales Directors in Unit Building** – Independent Sales Directors with the highest number of new unit members from July 1, 2005, through Feb. 28, 2006. The top three Sales Directors and their unit members will receive special seating.

✦ **Top 10 Independent Sales Directors in Unit Retail Production** – Independent Sales Directors with the highest unit retail production from July 1, 2005, through Feb. 28, 2006. The top four Sales Directors will receive reserved seating along with their unit members who are registered by Feb. 28.

✦ **Movin' On Up Challenge** – Independent Beauty Consultants who from Dec. 1, 2005, through Feb. 28, 2006, achieve and maintain a higher career path status of Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification.

✦ **Pink Power Team-Building Challenge**  
Independent Beauty Consultants and Independent Sales Directors who qualify for the Pink Power necklace with three heart drops.

✦ **Good VIBerations Challenge**  
Independent Beauty Consultants and Independent Sales Directors who debut between Dec. 1, 2005, and March 1, 2006, and who are Grand Achievers\*\* by Feb. 28, 2006, and have a minimum \$18,000 net adjusted team wholesale production (including car credit) during the contest period will receive an exclusive scarf and onstage recognition at Career Conference 2006.

The qualified top Grand Achiever Beauty Consultant or Sales Director who debuts between Dec. 1, 2005, and March 1, 2006, at each Career Conference site with the highest net adjusted team wholesale production (not including car credit) during the contest period (Nov. 1, 2005, through Feb. 28, 2006) will receive onstage recognition and

earn the use of a special-edition platinum Pontiac Vibe that has been customized with special equipment and *The Power of Pink* logo. The top earner also must be registered for Career Conference by Feb. 28 to qualify for this recognition.

✦ **Book 10! Hold 10! Share 10!**

Independent Beauty Consultants and Independent Sales Directors who book and hold at least 10 classes *and* hold at least 10 interviews in each of the months of January and February.

### Additional Recognition

✦ **Preferred Customer Program**

Independent Beauty Consultants or Independent Sales Directors who enroll 13 or more customers to receive *The Look* during the Spring 2006 enrollment period (Jan. 16 – Feb. 15) will receive a name badge ribbon indicating how many customers they enrolled (13, 25, 50, 75 or 100+) and standing recognition.

✦ **On-Target Super Star Consistency Challenge** – Independent Beauty Consultants or Independent Sales Directors who achieve three quarters of consistent Star Consultant status from June 16, 2005, through Feb. 28, 2006, will receive a name badge ribbon and standing recognition.

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

\*\*Grand Achievers also must meet the requirements of the Car Insurance program and possess a valid U.S. driver's license and either a Social Security card or Individual Taxpayer Identification Number (ITIN) in order to qualify for the Good VIBerations Challenge.





# Simple Suggestions for Sampling

(easy for you, fun for customers!)

There's no doubt about it. Women love to "try before they buy" and using samplers can create a buzz of excitement with your customers – and with prospective customers, too! (Just wait until they try the new sampler of MK Signature™ Ultimate Mascara.™ They'll know immediately why it's called the "ultimate"!)

Here are suggestions on sampling techniques to help keep customer interest high and your professionalism at its best.

## It's Smart to Use Samplers.

For customers, samplers are a fun sneak peek at all the great Mary Kay® products. Using the samplers available on Section 2 of the Consultant order form helps you demonstrate with confidence and professionalism. Here's why:

- ✦ Our samplers are **specially developed** by experts to maximize the customer's experience, replicating the look and feel of the actual retail product while decreasing any risk of contamination.
- ✦ Samplers **reassure** both you and your customers that the sampling process is sanitary and worry-free. This is especially true of products applied to the lip and eye areas which are particularly sensitive.
- ✦ Using Section 2 samplers makes the process **easy**. Although different states have various laws regarding the sampling and demonstration of cosmetics, you'll know you're "doing the right thing" when you use Section 2 samplers in the recommended way.



## Suggested Ways to Sample

You can always sample from retail-sized product found in your Starter Kit, as long as that product is clean and has been used only for sampling or demonstrating. But what should you do if a customer wants to try a product not found in either your Starter Kit or your supply of Section 2 samplers?

- ✦ **Remember, you are the professional.** Know your products and your customers and sell with confidence. By doing so, your customers will trust your recommendations without having to test the products themselves. Best of all, you and your customers are protected by the Company's 100 percent satisfaction guarantee.
- ✦ **Do your homework.** Preprofile new customers before classes and parties so you are prepared with product recommendations for each guest.
- ✦ **Suggest the virtual makeover.** Send customers to your Personal Web Site so that they can try out a few new looks. It's a safe way to play and experiment with new cosmetics colors and shades. And it's a sure way to build their excitement even before you meet!
- ✦ **Don't forget Color 101 Cards and Classic Look Cards.** With or without the cards, these combinations are a great way for you and your customers to find the looks they'll love.



## It's Up to You!

Demonstrating and sampling are important parts of your Mary Kay business, so you'll want to do them right! It's always a great idea to let your customers try the products you have to sell, and you can keep that experience positive, professional and free of any concerns about contamination by sampling professionally. Remember, your customers' positive experiences are part of the overall impression they have of you – and Mary Kay Inc.

## Questions?

The only acceptable guidelines to follow are the ones recommended by the Company. Keep in mind that once a product has been contaminated, attempts to "clean" it will only further degrade the product's integrity. Mary Kay provides advice and tools to make sampling easy and fun for you and your customers. Check your *Career Essentials*® guide or the LearnMK® product knowledge Web site for more details!

### Keep these guidelines in mind.

DO	DON'T
Use products in tubes, with pumps, in pressurized containers or in bottles with small openings to place a small amount of product on the back of a customer's hand or in a disposable tray.	Dip fingers into a wide-mouth jar in order to apply product. Use a disposable spatula instead.
Use single-use applicators, one for each customer, with products placed on or near the eyes or mouth.	Dip a single-use applicator or disposable spatula back into a container after it has been used, or you will have contaminated the product.

# Gifts from the Heart



What could be more tempting than a secret stash of yummy chocolates? How about the incredibly rich freedom to create the business and personal life you've always dreamed about? Mary Kay understood women's needs and designed the ultimate gift with them in mind. These mothers and daughters discovered it, and now wherever they go, they're sharing the dream.

*As a teenager, Independent Executive Senior Sales Director Brenda Fenner, daughter of Independent Senior National Sales Director Jessie Hughes Logan,*

knew she was good with animals and numbers. She might become a veterinarian, she thought, or maybe an accountant. One thing she says she didn't envision. "Growing up, I didn't see myself becoming a 'Mary Kay person.' I didn't even try Mary Kay® products until the dermatologist's attempts failed to improve my skin problems!"

But once she came on board, her attitude was adjusted overnight. "I started my Mary Kay business in high school at age 18, and loved everything about it, especially the flexibility. After my college courses, I got a taste of the 'real world' and that cinched it!" she laughs. "I've never had a j-o-b since."

Although Brenda began with only five high school friends who agreed to be hostesses, she learned to attract others as she

came to appreciate her strengths. "At first, I compared myself to Mom, who's my opposite. She's a detailed perfectionist, and I love to 'wing it.' She's organized and looks perfect from sunrise to midnight. I'm the other way!" Those traits were apparent when Brenda was growing up, and Jessie understood her from experiencing different personalities through her Mary Kay business. She encouraged her daughter to persevere, and over time, Brenda realized her own gifts were worthwhile. "Mom never believed in excuses. I'm glad I listened," she says. "I just wish everyone had a positive role model like I did."

Mother learned from daughter, too. "I was a taskmaster when I started my business," admits Jessie. "But as I watched Brenda move ahead and still have fun with her business, I saw that it's OK sometimes if the desk isn't neat and all the calls aren't made by a certain time. It's important to be a people person. This business is all about relationships."

Jessie brought that truth home. Because she could design her day, the two had plenty of bonding time while Brenda was growing up. "We entered the children's special time on my weekly plan sheet, using their favorite color," she explains. "They then had my undivided attention for whatever they wanted to do." Watching their mother also taught them to set goals and work to reach them. Because Jessie booked as many skin care classes as possible from Monday through Thursday, the family typically had three-day weekends. But when the numbers didn't add up, "I went into overdrive on Friday and Saturday to reach my sales goal," shares Jessie. "My children learned an important

principle: Do you play and then complain about not having enough money, or work and earn the time to play?"

Once she grew up and became her own boss, did Brenda feel overshadowed by Jessie's success? "No, I'm just glad I started young and can live the rest of my life enjoying my Mary Kay friends around the country. So many people work their whole lives surrounded by the same few people." She dreams of becoming an Independent National Sales Director before Jessie becomes an Emeritus, and her family supports her goal. "My children, including 10-year-old Katelyn, love going to Seminar as my Mom's guests, and they love how I work from home," says Brenda. "They're spoiled by the 'National' lifestyle Grandmother Jessie has shown them!" ■

mother, where she admired all the cars, trips and jewelry Kathy earned. But something deeper drew her. "As tantalizing as the thrones and diamonds were, the impact Mom made on so many lives meant much more. I hope God uses me to share His love with women through the Mary Kay opportunity like He's used Mom."

Kathy is touched by Jordan's desire. "She used to say, 'Mom, you have a ministry that makes women feel good about themselves,'" Kathy relates, adding that another compliment last year stunned her. "Jordan told me I was the most gifted communicator she'd ever heard. I broke down and wept. You can't put a price tag on those words, especially because she knows how hard public speaking has been for me."

Her daughter was in grade school when

"only natural" for the daughter of an Inner Circle NSD. "The truth is, the skills needed to succeed in this business are not necessarily 'caught' just because they're 'taught.'"

Besides," she laughs, "when you have a mom like mine, everyone around you has already had a facial or been offered the opportunity!"

Although mother and daughter share a kindred spirit to serve God and love people, Jordan thinks most similarities end there. But the classical concert pianist and class valedictorian did assume one of her mother's most important traits: "Self-discipline has helped me achieve the success I've experienced so far." As the real world would have it, however, success hasn't come without a price. "I've been surprised at how much work it can take to lead a unit," says Jordan. "Mom always made it look easy, writing

*Almost from toddler days, Independent Sales Director Jordan Helou, daughter of Independent Senior National Sales Director Kathy Helou, was*

framing her life with Mary Kay references. "My mom's desk holds a picture of me at age five wearing nothing but her Mary Kay diamond rings!" reveals Jordan, who quickly soared to Independent Sales Director status after signing her Independent Beauty Consultant Agreement. "I've always dreamed of being a Mary Kay Independent Sales Director. I just didn't know when to start."

Jordan was one of the original Velocity® girls and was quoted in *Applause*® magazine at the tender age of 17. She said she wanted to make an impact and do something she felt really passionate about.

Just a few years later, during a semester in Italy, the timetable became clear. All the positive messages Jordan had internalized through the years came pouring out to her four roommates. "I was constantly talking about Mary Kay," she recalls, "spouting the marketing plan, the income potential – things I had tucked away in a mental file since childhood."

Jordan loved going to Seminar with her




Kathy and her unit broke the \$2 million barrier. "I'll never forget when Jordan came home from school and heard Mary Kay's voice on the answering machine, congratulating us!" recalls Kathy. "She was floored that Mary Kay called us personally and later wrote many school papers on how Mary Kay affected her life."

Jordan is aware that her skyrocket ascent to Independent Sales Director may seem

notes with pink hearts and telling her I-story at conferences once in a while! But at the end of the day, being in business for yourself is the only way to go."

As Jordan continues to build her personal team and looks forward to reaching the top one day, she holds the dream of Mary Kay deep in her heart. "This is a family business. Mom is leaving a legacy like Mary Kay did, and I want to carry on the tradition." ■





"Make every day  
count, make every  
hour count, make every  
minute count."  
- Mary Kay

## Making Tax Time a Little Less Taxing

The Company will soon begin reporting year-end tax information to assist you in filing your personal income tax returns. This information will be post-marked and mailed to you on Jan. 31, 2006.

Independent Beauty Consultants may receive one or both of the following two documents:

- An Internal Revenue Service (IRS) form 1099-MISC for Independent Beauty Consultants and Independent Sales Directors who receive commissions, prizes or awards in excess of \$600 in a calendar year. You also will receive this form if your wholesale purchases total \$5,000 or more in a calendar year. If you do not receive form 1099-MISC, **you are still required to report** your Mary Kay business activities to the IRS.
- An Income Advisory Statement for Independent Beauty Consultants who receive at least \$200 in Company prizes or awards during the year. The Income Advisory Statement lists total commissions earned, total prizes and awards, and car information (gross lease amount and amount paid by Mary Kay Inc.). The advisory also summarizes your total wholesale Section 1 and 2 purchases. You also will receive an Income Advisory Statement if you meet the requirements for a form 1099-MISC.

You should keep detailed records to support this income and expense information. These records may include, but are not limited to, sales tickets, packing slip/invoice included with each wholesale order, monthly commission and bonus statements, and business expense receipts. You also should perform a physical count of the inventory that you have in stock as of Dec. 31, 2005.

The Company suggests using an accountant or personal tax adviser who is familiar with federal, state and local laws to advise and assist you in filing your federal and state income tax returns as well as, but not limited to, any gross receipts, excise, business and occupation, sales, use, property or other taxes you may owe. For additional information about taxes, go to the Mary Kay InTouch® Web site and choose "click here to visit." Then select "Tax and Legal." In early February, this section also will include *Tax Essentials for 2005*, the Company's guide to assist you in the preparation of your federal income tax return as it relates to your Mary Kay business.

Beginning Jan. 31, 2006, all Independent Beauty Consultants may verify their 2005 wholesale purchases, prizes, awards and commissions from the Company on the Mary Kay InTouch® Web site. Click on "myBusiness," and select "Reports" to access your "Income Advisory Statements."

Beginning Jan. 31, 2006, you also may send a personally signed fax request to Consultant Records at (972) 687-1612 or mail a personally signed, written request identifying the specific information needed. Be sure to include your Consultant number and your current address. Please allow 10 business days from the time it is received to process your request. Requests should be sent to: Mary Kay Inc., Consultant Records, P.O. Box 799045, Dallas, TX 75379-9045.

## Why not make Seminar 2006 a priority?

You can qualify for Priority Awards Seminar Registration when you achieve Diamond Star Consultant Status during the Quarter 3 Star Consultant contest, Dec. 16, 2005, through March 15, 2006:

- \$3,000 or more in wholesale Section 1 orders *or*
- \$2,400 or more in wholesale Section 1 orders plus one qualified new personal team member *or*
- \$1,800 or more in wholesale Section 1 orders plus two qualified new personal team members

You also can qualify for Priority Awards Seminar Registration when you are:

- At Star Consultant status for three consecutive quarters from June 16, 2005, through March 15, 2006.
- On-target for the Queen's Court of Personal Sales with at least \$24,000 in estimated personal retail production from July 1, 2005, through Feb. 28, 2006.
- On-target for the Queen's Court of Sharing with at least 16 total new personal team members from July 1, 2005, through Feb. 28, 2006.
- An Independent Sales Director, including debuts through March 1, 2006. Independent Sales Directors who debut in April, May, June or July are qualified to attend Awards Seminar on a first-come, first-served basis.

# MKConnections®

## Attract and hold!

If teachers can use visual aids to help students remember, why shouldn't the sight of your name become a constant reminder of your great service – as close as your customers' refrigerator door! You can make it happen when you order one – or even all four – of the new magnetic business card designs from MKConnections®. Each card carries your name and contact information. Word is that the average person opens the refrigerator door more than 10 times each day. What a great way to say, "May I help you?" To start your collection today, log on to the Mary Kay InTouch® Web site and click on "MKConnections®" under "Services and Products."



## A little investment goes a long way

Resolve to start the new year with your business future insured! For as little as \$30 per year, you can insure \$5,000 wholesale in Mary Kay® inventory against loss and damage. Those carrying Product Protection Insurance discovered its investment value after last year's hurricanes. "Product Protection Insurance saved my business!" reports **Independent Beauty Consultant Maria Pastorello-Bailey** of Biloxi, Miss., whose wholesale inventory was

destroyed in Hurricane Katrina. "My homeowner's insurance didn't cover the loss, but with Product Protection Insurance, I had replacement inventory within a few weeks of filing my claim and continued to do business. I strongly encourage my team members and new Independent Beauty Consultants to take this preventive step."

To learn more, just go to Mary Kay InTouch® and click on "MKConnections®" under "Services and Products," or call (800) 697-4549.



## Prepare for success with the *Ready, Set, Sell!* bonus

Don't forget, the *Ready, Set, Sell!* product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from Dec. 16, 2005, through Feb. 15, 2006. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details.

INITIAL WHOLESALE SECTION 1 ORDER:	NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:
\$3,600	\$603.50
\$3,000	\$517.50
\$2,400	\$401.50
\$1,800	\$328.50
\$1,200	\$225.50
\$600	\$114.00

Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$110.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

# RECOGNITION Congratulations to the winners for October 2005.

## On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1 through October 31, 2005. (This includes NSD commissions earned on all foreign countries through September.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

### SAPPHIRE



Regina Gayle Gaston

### EMERALD



Anne Newbury

### PEARL



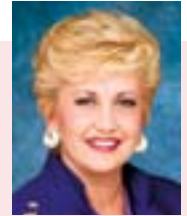
Jan Harris

### DIAMOND



Barbara Sunden

### RUBY



Pat Fortenberry

<b>On-Target for Diamond/Inner Circle</b>	
<b>On-Target for \$1,000,000</b>	
Anne Newbury	\$263,956.87
<b>On-Target for \$750,000</b>	
Barbara Sunden	\$205,697.41
Pat Fortenberry	193,906.40
<b>On-Target for \$500,000</b>	
Regina Gayle Gaston	\$243,253.49
Christine Peterson	230,518.11
Carol Anton	203,210.97
Karen Piro	173,136.54
Marilyn Welle-Villella	172,605.13
Kathy Helou	170,617.04
<b>On-Target for \$300,000</b>	
Jan Harris	\$164,473.23

Lisa Madson	163,274.22
Nan Stroud	155,891.11
Rena Tarbet	153,432.25
Mollye Morrow	148,496.29
Joanne Holman	142,354.84
Gloria Mayfield Banks	140,517.08
Karlee Isenhardt	139,484.31
Stacy James	137,348.97
Pat Danforth	127,887.39
Ronda Burnside	125,930.27
Cheryl Warfield	123,631.95
Nydia Payán	120,677.12
Linda McBroom	119,837.92
Sherry Giancristoforo	115,932.69
Holly Zick	114,106.30
Johnette Shealy	112,051.09
Lupita Ceballos	110,628.33
Julianne Nagle	110,443.05

Rosa Enriquez	108,945.24
Sue Kirkpatrick	106,758.08
Kathy Z. Rasmussen	103,141.90
Rosa Jackson	103,092.44
Pamela Waldrop Shaw	102,272.84
Jackie Swank	100,244.54
Cindy Williams	100,194.53
Joan Chabourn	100,022.16
<b>On-Target for Diamond Circle</b>	
<b>On-Target for \$250,000</b>	
Debi Moore	\$97,182.55
Doris Jannke	97,166.22
Gloria Castaño	94,544.39
Linda Toupin	94,269.01
Wanda Dalby	93,950.48
Mary Diem	93,220.66
Judie McCoy	92,870.62

Shirley Oppenheimer	92,643.74
Darlene Berggren	91,473.00
Anita Mallory Garrett-Roe	91,093.24
Suzanne Brothers	90,663.06
Diane Underwood	90,552.05
Nancy Perry-Miles	89,441.07
Pam Gruber	89,216.56
Helene Reiners	88,812.67
Donna Floberg	88,675.04
Sonya LaVay	87,373.64
Asenath Brock	87,292.72
Jeanne Rowland	85,296.63
Kerry Buskirk	83,890.36
<b>On-Target for \$200,000</b>	
Ronnie D'Esposito Klein	\$80,591.21
Rita Potter	78,444.66
Martha Langford	77,982.57

Elizabeth Fitzpatrick	75,121.62
Tammy Crayk	74,711.62
Nancy Bonner	73,452.44
Kay Elvrum	72,349.76
Martie Sibert	71,866.77
Jana Cox	71,367.43
Jo Anne Cunningham	70,408.95
Patricia Rodriguez-Turker	69,735.31
Maureen Ledda	69,373.23
Jamie Cruse-Vrinios	68,651.86
Anita Tripp Brewton	68,118.71
Pamela Fortenberry-Slate	67,937.07
Judy Newton	67,922.36
Scarlett Walker	67,579.55
Joan Watson	67,314.60
Margaret Winner	67,096.63

## Monthly Commissions and Bonuses

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

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

### SAPPHIRE

<b>Regina Gayle Gaston**</b>	<b>\$65,716</b>
Christine Peterson**	60,580
Rena Tarbet*	45,699
Jana Cox*	40,566
Joanne Holman*	34,724
Lupita Ceballos	31,990
Rosa Enriquez*	28,670
Judie McCoy*	28,294
Anita Mallory Garrett-Roe*	27,266
Donna Floberg*	27,215
Helene Reiners*	25,209
Sonya LaVay*	24,106
Asenath G. Brock*	23,294
Shannon C. Andrews	21,493
Martha Langford*	20,938
Jo Anne Barnes	20,533
Mary L. Cane	20,176
Gloria Baez	19,049
Alia L. Head	18,067
Valerie J. Bagnol*	17,702
Sharon L. Buck	15,682
Martie Sibert*	15,625
Nancy A. Moser	15,401
Jeanne Curtis	15,398
LaQueta McCollum	15,321
Ann Robinette	15,308
Karen Kratochvil	14,919
Sherril L. Steinman	14,646
Mattie Dozier	14,316
Jan L. Thetford	14,288
Davanne D. Moul	13,035
Karen B. Ford	12,535
Carol L. Stoops	12,296
Gillian H. Ortega	11,171
Vernella Benjamin	10,151
Kendra Crist Cross	9,163
Jo Ann Blackmon	9,032
Ann Brown	8,526
Jill Moore	8,288

### EMERALD

<b>Anne Newbury**</b>	<b>\$82,424</b>
Kathy S. Helou*	49,000
Mollye Morrow**	38,394
Marilyn Welle-Villella**	37,884
Gloria H. Mayfield Banks**	35,097
Nydia Payán*	35,033
Pat Danforth*	33,607
Ronda Burnside*	30,773
Sherry Giancristoforo*	30,158
Debi R. Moore*	25,700
Doris Jannke*	23,127
Consuelo R. Prieto	22,558
Pamela Tull	21,395
Kerry Buskirk*	21,216
Kay E. Elvrum	21,030
Janet Tade*	19,751
Lily Orellana	18,561
Mona Butters	17,141
Cindy Fox	16,618
Joanne R. Bertalan	15,809
Cathy Phillips	15,734
Jackie LaPrade	15,720
Jamie Cruse-Vrinios	15,555
Cathy Bill-Malpica*	15,502
Sonya Gregan	14,743
Sherry A. Alexander	13,399
Shelly Gladstein	13,270
Crisette M. Ellis	13,147
Irene A. Shea	13,076
Miriam Gómez-Rivas	12,059
Kym A. Walker*	11,744
Judy A. Rohde	11,369
Jo Reynal	10,901
Regina Hogue	10,430
Joyce Schuldt	9,380
Francie McBeth	9,042
Dawn Otten-Sweeney	8,680
Natalie Privette-Jones	8,481
Sabrina Goodwin Monday	8,280
Esther Whiteleather	8,273
Nora L. Shariff*	8,163
Joanne Hollingsworth	7,685
Phyllis R. Sammons	6,516
Carmen Rios	6,075
Pamela Cheek	5,283

### PEARL

<b>Stacy I. James*</b>	<b>\$41,421</b>
Jan Harris**	39,236
Rosa Jackson**	38,941
Jackie Swank*	37,657
Nan Stroud**	37,481
Pamela Waldrop Shaw	32,113
Cindy A. Williams	31,137
Cheryl Warfield*	31,104
Joan B. Chabourn*	25,797
Darlene Berggren	24,531
Nancy Perry-Miles*	23,657
Rita Potter	22,273
Maureen S. Ledda*	20,459
Anita Tripp Brewton	19,438
Elizabeth Fitzpatrick*	19,345
Lise T. Clark*	18,731
Nancy Bonner*	17,686
Ruth Theodocion	16,619
Ruth Kalicak	16,045
Julie Krebsbach	15,895
Lynda Jackson*	15,533
Wilda DeKerlegand*	15,483
Madene Claxton-Prince	15,335
Wanone D. Todd	15,031
Robin Rowland	14,945
Kathy C. Goff-Brummett	14,392
Anabell Rocha-Pedraza	13,618
Beit Vernon	13,345
Pat Campbell	13,173
Maureen Myers	13,001
Beatrice Powell	12,779
Shirley M. Oshiro	12,419
Linda Kirkbride	12,404
Glinda McGuire	12,350
Sonja Hunter Mason	11,427
Barbara Faber	10,615
Kathy Jones	10,551
Gloryann Koester	10,013
Linnie Woods-Stewart	8,527
Connie Phillips	8,098
Mary Pat Raynor	8,061
Deb Pike	7,870
Bettye M. Bridges	6,916
	4,400

### DIAMOND

<b>Barbara Sunden**</b>	<b>\$65,572</b>
Lisa Madson	52,505
Karen Piro**	47,102
Gloria Castaño**	34,213
Holly Zick**	30,786
Julianne Nagle*	30,010
Diane Underwood	29,433
Linda C. Toupin	28,877
Suzanne Brothers*	26,145
Pam Gruber*	25,914
Tammy Crayk	23,715
Mary Diem*	22,627
Dawn A. Dunn	21,998
Kathy Z. Rasmussen**	21,503
Patricia Rodriguez-Turker*	19,984
Jo Anne Cunningham	19,959
Sharon Kingrey	19,871
Judy Newton	19,477
Joyce Z. Grady	18,905
Sharon Z. Stempson*	17,456
Sandy Valerio	15,994
Diana Heble	14,166
Sonia Páez	13,971
Connie A. Kittson	12,835
Kay Z. Hall	12,567
Linda O. Scott	11,506
Diana Sumpter	11,471
Charlotte G. Kosena	10,423
Jo McKean	9,814
Jan Mazzotti	9,291
Isabel Venegas	8,067
Naomi Ruth Easley	7,668
Carol Lawler	7,346
Andrea C. Newman	5,130

### RUBY

<b>Pat Fortenberry**</b>	<b>\$61,490</b>
Carol Anton*	50,939
Karlee Isenhardt**	35,021
Wanda Dalby**	31,553
Linda McBroom*	31,534
Johnette Shealy*	30,976
Sue Kirkpatrick*	29,663
Ronnie D'Esposito Klein	23,350
Shirley Oppenheimer	22,357
Scarlett Walker*	22,180
Pamela A. Fortenberry-Slate*	21,259
Jeanne Rowland*	20,157
Elizabeth Sapanero	18,780
Pam Ross*	18,771
Margaret Winner*	18,644
Joan Watson	18,384
Bea Millsagle	18,018
Eileen Dunlap	17,074
Judy Kawiecki	16,705
Dianne Velde*	15,805
Janis Z. Moon	15,401
Kirk Beauregard Gillespie	15,016
Toni A. McElroy	14,853
Amy Dunlap	14,764
Michelle L. Sudeth	14,555
Rebecca Evans	14,350
Cheryl J. Davidson	14,325
Lynne G. Holliday	14,207
Sharilyn G. Phillips	14,090
Jessie Hughes Logan*	13,966
Patricia Lane	13,867
Jean Santin*	13,433
Sue Z. McGray	13,365
Carol O. Robertson	13,332
Kimberly R. Walker-Roop	13,265
Nancy West Junkin*	13,143
Maria Aceto	13,025
Gay H. Super	12,940
Kate DeBlender	12,599
Nancy M. Ashley*	12,113
Vicky L. Fuselier	11,546
Phyllis Chang	10,815
Rhonda L. Fraczowski	10,460
Cindy Z. Leone	9,859
Katie Walley	9,186
Cindy Towne	9,180
Cynde Gress	8,848
Margaret M. Bartsch	8,429
Renee D. Hackleman	8,393
Kelly McCarroll	6,657

\* Denotes Senior NSD  
\*\* Denotes Executive NSD

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



# Achievement Circle

Listed is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their October 2005 estimated unit retail production.

## SAPPHIRE

Paola B. Ramirez	\$113,405
Robin Blackmon-Dunda	89,526
Tracy Potter	87,394
Ann W. Sherman	86,151
Randi Stevens	73,712
Janelle A. Ferrell	68,530
Pamela D. Cox	68,461
Wendy S. Coltrain	67,820
Linda L. Quillin	67,396
Kristi M. Nielsen	67,341
Kim Williams	66,268
Pam Klickna	64,880
Kathy R. Bullard	64,617
Kim B. Roberts	64,481
Kaye Yuen	64,164
Lorraine B. Newton	64,089
Angeles Castaneda	63,012
Melva M. Slythe	62,062
Petie L. Huffman	60,951
Angelee R. Murray	60,781
Julie J. Fox	60,527
Candy I. Johnston	58,942
Marjorie S. Haun	57,519
Julie Danskin	57,262
Barbara D. McKneely	56,562
Ruby Garner	56,455
Angie S. Day	56,251
Julie Beckstedt	55,793
Cheryl T. Anderson	55,147
Jenny R. DeMell	55,023
Julie Weaver	54,423
Sandra A. Zavoda	54,264
Peggy B. Sacco	53,963
Jeannie Helm	53,255
Therese E. Simon	53,238
Diana E. Fraustro	53,144
Cheri L. Taylor	52,814
Tasha Bergman	52,683
JoAnna P. Shipe	52,534
Meredith McNeerney	52,341
Brigit L. Biddle	51,852
Julia Mundy	51,788
Julie Neal	51,353
Judy K. Johnson Englund	51,078
Joanna Helton	50,947
Julie M. Moreland	50,862
Linda Klein	50,565
MaryBeth Sherwood	50,471
Joy L. Epps Breen	50,388
Holly V. Crumley	49,764
Judy Pennington	49,590
Betty H. Schuler	49,324
Janet S. Chapman	49,316
Rita E. Siqueiros-Avila	49,164
Maisha A. Bankhead	48,510
Zasha Noel Lowe	48,227
Pam Garner Moore	48,166
Dawn Coby	48,025
Anissa Branch	47,880
Andrea I. Zajac	47,629
Sharee Munger	47,601
Sylvia Boggs	47,506
Jennifer Bessey	47,285
Bea Heath	47,193
Eileen Sciackitano	47,095
Jennifer L. Semelsberger	47,076
Ana M. Barba	47,033
Terry A. Hensley	47,029
Sherrian Beagle	46,774
Bonnie Crumrin	46,699
Jeri O'Dell	46,064
Ann Ferrell Smith	46,038
Lady Ruth Brown	45,763
Elaine B. Lewis	45,527
Jennifer G. Bouse	45,395
Marsha Morrisette	44,461
Leann Elaine Zondag	44,431
Dawn A. Peterson	43,847
Leslie M. McKinney-Smith	43,532
Margaret Neill	43,510
Allison R. Rizk	43,445
Josefa Chacon	43,410
Marti Louise Andersen	43,299
Cindy L. Grace	43,256
Mary G. Gronholz	43,206
Frances Woodham	42,995
Lupita Castillo	42,929
Deb A. Hegland	42,527
Chris Havens	42,460
Peggy R. Sparks	41,447
Ronda Compton	40,795
Nannette G. Short	40,145

## EMERALD

Gena Prince	40,040
Binla Touray Jagne	40,021
Denise Yates-Hernandez	39,805
Barbara Olesen Randall	39,488
Lynn Baer Roberts	39,160
Heather L. Bohlinger	39,072
Robyn S. Cartmill	39,031
Debra M. Wehrer	39,022
Kathy P. Oliveira	\$77,992
Rosemary Mitchell	72,815
Pam Robbins	68,874
Auri Caboverde	67,944
Zenelia Wheeler	67,280
Yvonne S. Lemmon	63,880
Elaine Oatmeyer	63,393
Heather A. Carlson	62,696
Ann Shears	62,410
Linda Bradley	62,195
Trisha Taylor	62,154
Dacia Wiegandt	61,986
Denise G. Kucharski	61,700
Mayra Smalley	60,688
Paula Vander Vorste	60,189
Nancy Harder	58,003
Brenda D. Elliott	57,653
Elaine Jegi	57,259
Hillie R. Sherrick	56,180
Marcia Neyra	55,992
Paula Ladurantaye	55,951
Antonia Miranda	54,981
Debbie L. Bower	54,744
Nancy Graham	54,338
Hope S. Pratt	52,658
Kami Fredericks	52,347
Valerie Yokie	52,232
Michele Martella Armes	51,953
Rhonda L. Feisley	51,814
Traci L. Smith	51,723
Candy Jackson	51,629
Rose Campbell	51,412
Rosemary Carolan	51,002
Haydee Guzman	50,945
Maricarmen Gonzalez	50,412
Maria C. Campbell	49,692
Talvia W. Peterson	49,058
Vicki Hunter	48,408
Nancy A. Coleman	47,973
Sheri L. Farrar-Meyer	47,767
Maria Sanches	47,126
Elaine K. Williams	47,118
Anita Kay Cunningham	46,604
Barbara Pleet	46,384
Brendaliz Cajigas	46,339
Nancy Ashton	46,328
Caterina M. Harris	46,204
Silvia Ramos	45,790
Marnee Brooks	45,478
Alicia Jane Ouellette	45,462
Blanca E. Arroyo	45,451
Carol Taylor	45,434
Lynn F. Huckels	45,306
Picki Powell	44,773
Mary Brandenburg	44,656
Gwen Regan	44,466
Jackie L. Root	44,306
Celsa Menjivar	44,263
Amanda V. Governale	43,999
Sidney Crowell	43,983
Lynn T. Klei	43,754
Mary Beth Pfeifer	43,664
Kathy Rodgers-Smith	43,440
Yolanda Lopez	42,961
Karen A. Jorgenson	42,952
Rosalinda Zrinsky	42,894
Candice M. Johnson	42,853
Sheri L. Henderson	42,788
Mary Strauss	42,162
Heather Shea Catts	42,034
Deborah G. Thrift	42,020
Peggy Sperling	42,003
Maria J. Gonzalez	41,996
Barbara Gizzo	41,875
Dana G. Berry	41,541
Trish Reuser	41,390
Laura A. Armstrong	41,297
Kimbi L. Bartik	41,095
Karen Hunter	40,914
Marla Beddick	40,827
Gloria Medrano	40,714
Evalina Chavez	40,548
Diane Hoggarth	40,526

## PEARL

Allison Lee LaMarr	\$114,121
Amie N. Gamboian	106,165
Leah G. Nelson	90,856
Kim L. McClure	87,871
Helen M. Harlow	86,877
Maureen Yantzer	86,865
Valerie Cashin	40,448
Stacy D. Foust	40,156
Kimberly A. Saffian	40,068
Cheri Pearce	40,049
Annette D. Oxley	40,016
Julie A. Griffin	39,904
Jenny B. Paulus	39,815
Sue Uibel	39,748
Sherry L. Crews	39,732
Karin Schwab	39,438
Lori M. Langan	39,303
Carolyn Thompson	39,279
Tanya Olivia King	39,206
Karen Pappas	39,099
Fedellia B. Hopkins	38,966
Helen M. Harlow	38,877
Maureen Yantzer	38,865
Allison Lee LaMarr	\$114,121
Amie N. Gamboian	106,165
Leah G. Nelson	90,856
Kim L. McClure	87,871
Helen M. Harlow	86,877
Maureen Yantzer	86,865
Valerie Cashin	40,448
Stacy D. Foust	40,156
Kimberly A. Saffian	40,068
Cheri Pearce	40,049
Annette D. Oxley	40,016
Julie A. Griffin	39,904
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Sue Uibel	39,748
Sherry L. Crews	39,732
Karin Schwab	39,438
Lori M. Langan	39,303
Carolyn Thompson	39,279
Tanya Olivia King	39,206
Karen Pappas	39,099
Fedellia B. Hopkins	38,966
Helen M. Harlow	38,877
Maureen Yantzer	38,865

Valerie Cashin	40,448
Stacy D. Foust	40,156
Kimberly A. Saffian	40,068
Cheri Pearce	40,049
Annette D. Oxley	40,016
Julie A. Griffin	39,904
Jenny B. Paulus	39,815
Sue Uibel	39,748
Sherry L. Crews	39,732
Karin Schwab	39,438
Lori M. Langan	39,303
Carolyn Thompson	39,279
Tanya Olivia King	39,206
Karen Pappas	39,099
Fedellia B. Hopkins	38,966
Helen M. Harlow	38,877
Maureen Yantzer	38,865

## DIAMOND

Martha Kay Raile	\$99,018
Vivian Diaz	96,260
Kim I. Cowdell	90,557
Kelly Willier-Johnson	78,311
Evitelia Valdez-Cruz	76,309
Audrey K. MacDowall	72,411
Anna Shields	70,955
Donna J. Saguto	68,006
Eileen M. Huffman	67,194
Pat A. Nuzzi	65,656
Randy Patterson	64,967
LaRonda L. Daigle	64,840
Sharon B. Carney-Wright	64,460
Lisa A. Stengel	63,559
Pat Joos	61,689
Lesley A. Coppock	61,462
Tammie M. Hanson	59,799
Linda C. Weniger	59,424
Melinda M. Balling	59,225
Judy Higgins	59,135
Barbara E. Roehrig	58,654
Melissa R. Hennings	58,225
Shelly Palen	57,851
Victoria L. Winspear	56,665
Stephanie A. Richter	56,059
Nancy Fox Castro	55,817
Cindy Sybrowsky	55,653
Missy Shopshire	54,478
Tina Nicole McLean	53,832
Jeannette E. Beichle	53,362
Karen L. Kunzler	53,260
Evelinda Diaz	53,125
Barbara J. Fishman	52,737
Rhonda Jean Taylor	52,481
Robbie L. Brannon	52,166
Susan K. Carlson	52,036
Morayma Rosas	51,963
Amy Zanto	50,787
Maria I. Monarrez	50,424
Robin S. Lantz	49,860
Gina Rodriguez	49,739
Gwen L. Ristow	49,081
Rosa C. Fernandez	49,076
Vicki O'Bannon	49,032
Ann M. Jones	48,672
Heidi Goelzer	48,448
Paula Johnson	48,359
Jodi Carlson	48,111
Betty McKendry	48,099
Debbie L. Wilmsky	48,052
Mariann Biase Mason	48,041
Ada Y. Garcia-Herrera	47,569
Connie J. Lamp	47,423
Terri D. Wilkes	47,397
Sandy Lasso	47,177
Char Griffin	47,015
Lisa Rada	46,757
Lady Carol Campbell	45,750
Rose Rodriguez	45,687
Terri J. Beckstead	45,677
Connie L. Russo	45,557
Karen M. Bonura	45,114
Sheryl Peterson	45,013
Jan K. Siesky	44,682
Diane Lynn Ferguson	44,659

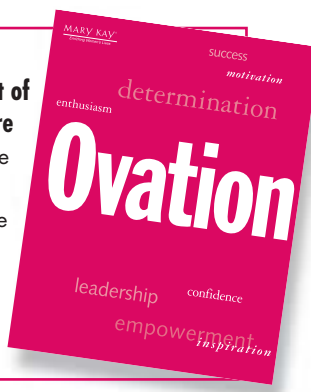
Jenny Siemonsma	44,163
Kristen C. Spiker	44,078
Gerri Anne Morris	43,984
Blanca E. Sola	43,971
LaChelle M. Seleski	43,852
Kim A. Messmer	43,627
Jan L. Filkins	43,520
Brenda K. Howell	43,489
Stephanie Ann Showers	43,349
Susan Ann Bill	43,235
Darla L. Kottwitz	43,201
Joyce M. Conant	43,058
Debi Christensen	42,486
Shelley Olson	42,455
Nellie R. Anderson	42,438
Julie Garvey	42,212
Hellen L. Crescenti	41,631
Kim Kozar	41,596
Brenda L. Tholin	41,585
Jane M. Lyons	41,551
Faith A. Gladding	41,339
Chris Krabbe-Landaker	41,322
Jeri A. Freund	41,164
Ana X. Solis	41,126
Maria Flores	41,047
Rita M. Krause	40,915
Lisa Hackbarth	40,801
Betty Gilpatrick	40,800
Kathe Cunningham	40,662
Andrea L. Peters	40,509
Joanne Fraraccio	40,447
Krista A. Johnson	40,334
Lori B. Schneider	40,303
Kathy M. Viola	40,251
Joyce A. Adkins	39,832

## RUBY

Lisa Anne Harmon	\$83,700
Kathleen C. Savorgnan	74,250
Julie Smith	70,384
Sandra Braun	69,689
Donna B. Meixsell	67,239
Debbie A. Elbrecht	67,111
Janet M. Gammill	66,173
Ekene S. Okafor	64,678
Margi S. Eno	64,552
Terri A. Oppenheimer-Schafer	64,365
Deborah K. Hack	64,339
Krystal D. Downey	62,278
Judie Roman	62,246
Donna Clark	61,981
Karen E. Gardner	59,217
Candy D. Lewis	55,768
Patti Maxwell	55,305
Corrin Cresci	54,736
Linda Leonard Thompson	54,342
Suzanne Moeller	54,095
Tiffany S. Maxwell	53,668
Suanne P. Eaton	52,862
Robin R. Tucker	51,710
Kathy Monahan	51,673
Natalie A. Rivas	51,543
Jennifer Farley	51,397
Michelle R. Laramore	51,161
Monique Renee Lucas	51,111
Thea Elvin	51,097
Roli Akperi	50,930
Debby A. Nezat	50,428
Kemi E. Madunta	50,330
Tracy Ley	50,188

Jennifer Williams	49,932
Carolyn Franz	49,121
Rebecca Davidson	48,731
Eleanor M. Reigel	48,292
Macy Lynn Cason	48,180
Cleta Mitchell	48,102
Stephanie Harvey Valure	48,082
Jan Martino	47,984
Brenda Fenner	47,862
Jeanette M. Thompson	47,663
Paulette Stowers	47,593
Carmen Nunez	47,429
Rene Blankenship Gardener	47,134
Vicki S. Lindsay	47,105
Gloria Dominguez	46,757
Diane Covington	46,545
Phuong L. White	46,290
Mary Lou Ardohain	46,228
Michelle L. Sanders	46,186
Lisa V. Bauer	45,465
Mary Sharon Howell	45,447
Heather Anne Doughty	45,421
Gaynell L. Kennedy	45,304
Vicki Jo Auth	45,149
Dori M. Fennell	44,996
Natalie K. McNeill	44,988
Amie C. Prescott	44,921
Alexa Tarby	44,153
Palia A. Curry	44,153
Debbie P. Roberts	44,116
Gina Beekley	43,999
Marnie R. Yunger	43,723
Beth E. Morales	43,044
Stacey Hoover	42,947
Jacqueline Nichols-Parrish	42,448
Barbara L. Harrison	42,365
Gena Rae Gass	42,360
Deborah J. O'Leary	42,185
Syllina Lynch Buehne	42,101
Ann Clement	42,083
Robin A. Albert	41,815
Cathy G. Huhta	41,712
Stephanie Lynne Lenard	41,070
Lee A. McCarthy	40,978
Helen Amato	40,932
Somer Ballard Carter	40,928
Kali DeBlander Brigham	40,784
Amy J. Spence	40,523
Maria Salazar Ibarra	40,405
Linda C. Martinez	40,351
Belva Fritz	40,217
Teri A. Nichols	39,968
Susan C. Ehrnstrom	39,968
Amber L. Faulk	39,943
Elizabeth E. Bottasso	39,924
Marisol Misky	39,885
Maurie Traylor	39,727
Eileen M. Brookshire	39,296
Maryann Clark-Durrell	39,208
Christy M. Cox	39,041
Marilyn C. Onoyama	39,015
Lynette L. Meisel	38,915
Elizabeth Medernach	38,903
Becki Hoisington	38,722
Lisa Baker	38,665
Donna F. Knotts	38,435
Nina Borislavov Shull	38,264

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Mary Kay InTouch®  
Web site. Click on the  
"Applause® Online"  
link. Then click on  
the "Ovation®  
Online" link.



# Commission Circle

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

## SAPPHIRE

Paola B. Ramirez \$13,728.51  
Robin Blackmon-Dunda 13,222.05  
Pam I. Higgs 12,807.90  
Ann W. Sherman 12,273.63  
Pam Klickna 12,247.11  
Tracy Potter 11,812.96  
Julia Mundy 11,441.96  
Ruby Garner 11,041.09  
Randi Stevens 10,956.29  
Wendy S. Coltrain 10,599.60  
Jennifer Bessey 10,492.46  
Ana M. Barba 10,456.48  
Julie Danskin 10,257.09  
JoAnna P. Shipe 10,104.28  
Julie Weaver 10,061.55  
Bright L. Briddle 10,016.33  
Kim B. Roberts 9,907.42  
Janelle A. Ferrell 9,812.06  
Lorraine B. Newton 9,803.26  
Kim Williams 9,658.16  
Lady Ruth Brown 9,603.16  
Julie J. Fox 9,589.28  
Maribel Barajas 9,573.13  
Angie S. Day 9,483.25  
Kristi M. Nielsen 9,452.85  
Jill Beckstedt 9,249.37  
Sylvia Boggs 9,246.65  
Candy I. Johnston 9,178.06  
Melva M. Slythe 9,057.21  
Sheila Hansen 9,008.10  
Pamela D. Cox 8,937.04  
Petie L. Huffman 8,902.19  
Joy L. Epps Breen 8,883.60  
Kathy R. Bullard 8,826.98  
Julie Neal 8,785.36  
Diana E. Fraustro 8,697.26  
Marjorie S. Haun 8,670.40  
Joanna Helton 8,652.59  
Marsha Morrisette 8,629.47  
Linda Klein 8,511.46  
Linda L. Quillin 8,509.22  
Andrea I. Zajac 8,474.83  
Elizabeth Sanchez 8,386.14  
Diane Bruns 8,368.82  
Josela Chacon 8,339.94  
Cheri L. Taylor 8,325.82  
Peggy B. Sacco 8,234.66  
Natalie Reed 8,184.52  
Kaye Yuen 8,136.97  
Barbara D. McKneely 8,050.28  
Maria Dolores Plascencia 8,045.47  
Delmy Ana Torrejon 7,987.02  
Angeles Castaneda 7,964.33  
Trudy Miller 7,912.98  
Sandra A. Zavada 7,883.63  
Rosario Dagenais 7,796.93  
Jenny R. DeMell 7,771.03  
Pam Garner Moore 7,764.86  
Ann Ferrell Smith 7,761.55  
Lynn Baer Roberts 7,720.17  
Debra M. Wehrer 7,703.10  
Tasha Bergman 7,698.90  
Janet S. Chapman 7,681.67  
Cheryl T. Anderson 7,611.87  
Zasha Noel Lowe 7,559.99  
Danice C. McElowney 7,549.66  
Jeannie Helm 7,508.50  
Kimberly D. Starr 7,505.33  
Holly V. Crumley 7,424.02  
Angelee R. Murray 7,404.63  
Judy K. Johnson Englund 7,306.33  
MaryBeth Sherwood 7,287.83  
Gladis Elizabeth Camargo 7,247.22  
Mary K. White 7,224.11  
Norma Hood 7,221.67  
Dolores Keller-Wills 7,216.49  
Denise Yates-Hernandez 7,198.47  
Rita E. Siqueiros-Avila 7,192.26  
Sherian Beagle 7,150.41  
Tammy Romage 7,134.76  
Frances Woodham 7,119.38  
Sharee Munger 7,113.89  
Therese E. Simon 7,098.47  
Carol Lee Johnson 7,049.12  
Jennifer L. Semelsberger 7,031.86

Chris Havens 7,024.93  
Anissa Branch 7,020.92  
Elvi S. Lamping 7,012.34  
Nannette G. Short 6,956.36  
Betty H. Schuler 6,937.00  
Jennifer G. Bouse 6,919.99  
Elizabeth McCandliss 6,909.83  
Mary Beissel 6,889.80  
Meredith McMerney 6,860.95  
Wendy Clausen 6,858.89  
Dawn Coby 6,824.93  
Julie M. Moreland 6,823.78  
Maisha A. Bankhead 6,806.98  
Bea Heath 6,794.84  
Agnes Stewart 6,793.12

## EMERALD

Dacia Wiegandt \$18,680.67  
Yvonne S. Lemmon 12,872.24  
Pam Robbins 12,018.05  
Kathy P. Oliveira 11,390.86  
Paula Vander Vorste 11,294.19  
Debbie L. Bower 10,741.58  
Mayra Smalley 10,704.52  
Linda Bradley 10,664.71  
Trisha Taylor 10,609.59  
Rose Campbell 10,580.30  
Maricarmen Gonzalez 10,317.11  
Heather A. Carlson 10,155.32  
Zenelia Wheeler 10,084.52  
Michele Martella Arnes 9,877.70  
Nancy Harder 9,873.85  
Denise G. Kucharski 9,793.67  
Traci L. Smith 9,511.96  
Nancy Ashton 9,501.69  
Kathy Rodgers-Smith 9,264.14  
Juanita Gudino 9,219.38  
Brenda D. Elliott 9,212.59  
Hollie R. Sherrick 9,172.51  
Melody Ann Fox 9,105.38  
Elaine K. Williams 9,090.43  
Cristi Ann Millard 9,046.27  
Haydee Guzman 8,825.63  
Traci L. Bartik 8,751.97  
Sheri L. Farrar-Meyer 8,744.79  
Helen M. Harlow 8,680.76  
Rosemary Mitchell 8,669.82  
Auri Caboverde 8,603.48  
Elaine Jegi 8,546.23  
Evalina Chavez 8,540.84  
Judy Harmon 8,478.85  
Peggy Sperling 8,439.93  
Ann Shears 8,310.50  
Elaine Oatmeyer 8,251.21  
Paula Ladurantaye 8,235.26  
Maria Sanches 8,156.77  
Blanca E. Arroyo 8,101.55  
Sherry L. Crews 8,059.33  
Nancy Graham 8,036.43  
Stacy D. Foust 8,003.42  
Marianne L. Anderson 7,874.72  
Jo M. Cotton 7,868.58  
Yolanda Lopez 7,795.46  
Maria C. Campbell 7,705.49  
Anita Kay Cunningham 7,663.20  
Barbara Pleet 7,654.66  
Mary Beth Pfeifer 7,631.74  
Eva M. Hall 7,625.67  
Tallia W. Peterson 7,573.04  
Nancy A. Coleman 7,538.47  
Rhonda L. Feisley 7,481.90  
Kam Fredericks 7,439.66  
Diane Hoggarth 7,420.16  
Frankie Clapp 7,417.50  
Vicki Hunter 7,403.79  
Hope S. Pratt 7,401.43  
Carol M. Fulton 7,391.76  
Candice M. Johnson 7,389.35  
Marcia Neyra 7,380.22  
Valerie Yokie 7,372.63  
Christine J. Kurzawa 7,360.88  
Amanda V. Governale 7,356.92  
Mary Brandenburgh 7,354.40  
Brenda Segal 7,219.02  
Candy Jackson 7,144.41  
Marina Sanchez Ramirez 7,137.31

Antonia Miranda 7,128.59  
Maureen Yantzer 7,060.36  
Manee Brooks 7,056.75  
Jackie L. Root 7,043.45  
Caterina M. Harris 7,031.65  
Celsa Menjivar 6,979.10  
Sue Uibel 6,925.16  
Pamela Rowe Krzmarzick 6,909.05  
Linda K. Hallock 6,899.17  
Silvia Ramos 6,885.43  
Barbara Gizzo 6,861.54  
Beatriz Perez 6,859.09  
Karen A. Jorgenson 6,857.70  
Mary Strauss 6,830.03  
Barbara Whitaker 6,792.18  
Annette D. Oxley 6,785.61  
Karin Schwab 6,770.69  
Laura A. Armstrong 6,726.37  
Karen Pappas 6,674.52  
Lynn F. Huckels 6,666.41  
Rosemary Carolan 6,663.72  
Rosolinda Zrinsky 6,655.15  
Charlotte Mantooth 6,650.76  
Ana E. Segovia 6,630.91  
Danette Kelley Smith 6,628.53  
Nancy A. Berlin 6,615.72  
Valerie Cashin 6,593.07  
Deborah G. Thrift 6,585.72  
Sidney Crowell 6,497.16  
Carol Taylor 6,462.43  
Gloria Medrano 6,451.01

## PEARL

Allison Lee LaMarr \$19,061.44  
Amie N. Gamboian 14,862.71  
Keita Powell 12,839.50  
Jeanie K. Nawrak 12,580.22  
Kim L. McClure 12,473.69  
Lisa Allison 12,208.09  
Leah G. Nelson 11,886.51  
Tracey L. Chavez 11,503.97  
Cindy Machado 11,085.38  
Carmen J. Felix 10,942.15  
Maria Bolling 10,896.55  
Alma Orrostieta 10,887.35  
Patricia Webster 10,719.28  
Tammy A. Vavala 10,686.81  
Nadine Bowes 10,488.64  
Cathy E. Littlejohn 10,230.27  
Jane Studrawa 10,113.81  
Janice Baxter Hull 10,108.53  
Renee Conn 10,055.79  
Kathryn L. Engstrom 9,882.25  
Harriett Sharpe 9,845.78  
Roya M. Mattis 9,557.25  
Sandra M. Munqua 9,529.14  
Dorothy D. Boyd 9,165.06  
Patricia Corneli 9,069.79  
Angela G. Blount 9,061.19  
Maria Keske 9,045.64  
Maria Claxton-Dickerson 8,981.86  
Kathy Eckhardt 8,967.37  
Jeanie Martin 8,801.51  
Ella M. Chick-Power 8,796.95  
Susan M. Hohman 8,654.79  
Denise E. Crosby 8,605.04  
Michelle Annesse-Bleichert 8,587.64  
Barbara Stimach 8,382.60  
Sandra G. Kirchhoff 8,362.92  
Buffi L. Kamery 8,353.90  
Krista Lynnette Shepard 8,271.53  
Pat Ringnalda 8,225.85  
Susan Moore 8,197.15  
Victoria R. Piccirilli 8,193.16  
Judy Brack 8,141.72  
Betsy C. Richard 8,122.56  
Rita Schaefer 8,122.06  
Halina Rygiel 8,115.58  
Angel B. Toler 8,043.60  
Vashiti Day 7,998.08  
Lisa Olivares 7,993.39  
Betty B. Lucido 7,974.37  
Sandra Tatzler 7,812.50  
Judi Tapella 7,596.54  
Anita N. Conley 7,573.64  
Debbie P. Grant 7,572.41

Amy Kitrell 7,507.38  
Rosalie Medjesky 7,459.10  
Belle L. Martin 7,435.74  
Jennifer Vought 7,366.60  
Vicki B. Crank 7,320.03  
Laura Ann Zipay 7,284.50  
Sharon S. Levan 7,084.69  
Jo Shuler 7,019.25  
Penny J. Jackson 7,008.04  
Mary Beth Slatum 6,977.68  
Sally Moreno 6,966.00  
Patricia Fitzgerald 6,924.99  
Marilyn A. Ricker 6,913.13  
Francene M. Anderson 6,870.75  
Fern M. Gerdes 6,823.57  
Kathy Lee 6,782.88  
Holly L. Ennis 6,758.51  
Julia Sander Burnett 6,749.32  
Laurie C. Cole 6,730.72  
LeAnn Elizabeth Boehr 6,728.79  
Collette Parker 6,711.95  
Anne Geertsen 6,659.24  
Joyce Bruder 6,652.07  
Angela J. Fry 6,649.65  
Becki Hackett 6,631.12  
Susie Kopacz 6,588.17  
Mary Claire Tapley 6,493.10  
Irene K. Foster 6,456.65  
Patty J. Olson 6,423.97  
Heather Marie Erbe 6,362.95  
Debbie A. Thomas 6,314.73  
Tommi Pleasure 6,293.53  
Sarabel Epperson 6,288.60  
Angel Cruz Garciaguirre 6,285.71  
Melissa Nix Henderson 6,285.19  
Tammy Brown 6,256.53  
Marita W. Campbell 6,196.93  
Espie J. Elmer 6,192.11  
Deirdre L. Eschazuer 6,162.11  
Gail A. Clark 6,118.75  
Michele Salisbury Rankin 6,118.33  
Luz J. Diaz Almeyda 6,116.42  
Dianne L. Lambert 6,057.19  
Diane A. Andrews 6,055.63  
Sheree E. Koehler 6,037.24  
Doreen J. Pavinski 6,034.20  
Mary C. Estupinan-Martel 6,033.19

## DIAMOND

Martha Kay Raile \$17,470.02  
Luz J. Diaz 12,867.21  
Evelita Valdez-Cruz 12,128.37  
Kim I. Cowdell 12,086.66  
Kelly Willer-Johnson 11,771.03  
Betty Gilpatrick 11,131.73  
Barbara E. Roehrig 11,112.98  
Sandra Lasso 10,767.16  
LaRonda L. Daigle 10,677.95  
Maria I. Monarrez 10,494.55  
Melinda M. Balling 10,470.87  
Morayma Rosas 10,362.64  
Donna J. Saguto 10,348.06  
Lisa A. Stengel 10,244.61  
Eileen M. Huffman 10,238.34  
Connie L. Russo 10,213.60  
Melissa R. Hennings 9,862.78  
Linda C. Weniger 9,754.94  
Pat Joos 9,601.12  
Priscilla McPheeters 9,560.49  
Terri J. Beckstead 9,536.99  
Susan K. Carlson 9,507.47  
Sharon B. Carney-Wright 9,465.77  
Pat A. Nuzzi 9,412.01  
Audrey K. MacDowall 9,316.29  
Evelinda Diaz 9,293.82  
Sheryl Peterson 9,273.19  
Lisa Rada 9,175.26  
Tammie M. Hanson 9,162.56  
Susan J. Pankow 9,137.28  
Randy Patterson 9,068.60  
Judy Higgins 8,934.44  
Julie Garvey 8,862.75  
Brenda K. Howell 8,821.27  
Andrea Shields 8,804.79  
Lesley A. Coppock 8,762.33  
Betty McKendry 8,676.38

Lou Cinda Utley 8,622.96  
Rose Rodriguez 8,589.45  
Maria Flores 8,543.81  
Heidi Goelzer 8,519.32  
Lisa Hackbarth 8,480.18  
Lesla Rae Franken 8,423.43  
Nellie R. Anderson 8,337.02  
Nancy Fox Castro 8,331.11  
Gina Rodriguez 8,242.64  
Ann M. Jones 8,115.61  
Rhonda Jean Taylor 8,104.80  
Missy Shopshire 8,101.33  
Stephanie A. Richter 7,945.86  
Mariann Biase Mason 7,932.84  
Emily Sims 7,926.48  
Audrey J. Doller 7,921.56  
Shelly Palen 7,838.54  
Tina Nicole McLean 7,813.51  
Robbie L. Brannon 7,813.35  
Julie Schlundt 7,761.48  
Lady Carol Campbell 7,669.98  
Annette Pace 7,656.91  
Debbie L. Wilmovsky 7,627.71  
Victoria L. Winspear 7,584.03  
Jeanette E. Beichle 7,570.59  
Robin S. Lantz 7,568.21  
Rosa C. Fernandez 7,524.32  
Vicki O'Bannon 7,453.18  
Ana X. Solis 7,372.74  
Ada Y. Garcia-Herrera 7,308.88  
Sheri D. Wilkes 7,295.07  
Cindy Sybrowsky 7,292.72  
Jodi Carlson 7,187.53  
Faith A. Gladding 7,155.46  
Karen M. Bonura 7,149.79  
Donna K. Smith 7,119.70  
Karen L. Kunzler 7,084.48  
Heather M. Julson 7,079.42  
Deanna L. Spillman 7,071.36  
Krista A. Johnson 7,061.98  
Deborah Dudas 7,048.08  
Rita M. Krause 6,982.18  
Amy Zietlow 6,950.70  
Sandy K. Griffith 6,942.96  
Barbara J. Fishman 6,891.62  
Stacey J. Vig 6,880.35  
Gwen L. Ristow 6,876.95  
Connie J. Lamp 6,823.13  
Rusty Kurtzrock 6,774.90  
Silvia Sanchez 6,754.93  
Mary Jacobson 6,754.52  
Ashley K. Payne 6,704.97  
Kathe Cunningham 6,676.28  
Pamella Stinnett 6,669.07  
Andrea L. Peters 6,569.08  
Kathy M. Viola 6,556.48  
Maggie Pereyra 6,464.73  
Mary P. Creech 6,425.88  
Norma Lee Shaver 6,398.22  
Paula Johnson 6,393.62  
Jenny Siemonsma 6,355.76  
Virginia Rowell 6,355.20  
Gerri Anne Morris 6,335.49

## RUBY

Lisa Anne Harmon \$13,650.09  
Thessy Nkechi Nwachukwu 11,039.32  
Donna Clark 10,998.02  
Judie Roman 10,563.08  
Kathleen C. Savorgnan 10,116.81  
Ekene S. Okafor 9,610.90  
Thea Elvin 9,547.42  
Julie Smith 9,446.55  
Candy D. Lewis 9,444.10  
Donna B. Meixsell 9,397.31  
Terri A. Oppenheimer-Schafer 9,331.18  
Janet M. Gammill 9,063.27  
Patti Maxwell 8,981.80  
Vicki Jo Auth 8,891.88  
Krystal D. Downey 8,880.75  
Gina Beekley 8,852.06  
Diane Covington 8,748.96  
Deborah K. Hack 8,736.04  
Gail Bauer 8,733.09  
Gena Rae Gass 8,601.79  
Rose Mary Neel 8,591.50

Debbie A. Elbrecht 8,579.11  
Tracy Ley 8,567.09  
Rene Blankenship Gardener 8,566.82  
Carmen Nunez 8,469.09  
Stephanie Harvey Valure 8,445.57  
Kathy Monahan 8,442.01  
Sandra Braun 8,378.87  
Jeanette M. Thompson 8,294.51  
Corrin Cresci 8,222.55  
Mary Alice Dell 8,174.74  
Kemi E. Madunta 8,119.36  
Michelle M. Visco 8,101.72  
Sherrie L. Clemons 8,007.87  
Debbie Deets 7,962.27  
Margi S. Eno 7,916.89  
Marnie R. Yunger 7,871.06  
Tiffney S. Maxwell 7,854.61  
Debbie A. Nezat 7,811.27  
Michele Semper 7,655.15  
Gloria Dominguez 7,640.59  
Brenda Fenner 7,619.76  
Roli Akperi 7,486.66  
Mary Sharon Howell 7,420.76  
Gaynell L. Kennedy 7,415.83  
Laura A. McLaughlin 7,320.95  
Cieta Mitchell 7,293.43  
Mary Lou Ardohain 7,249.25  
Lisa V. Bauer 7,127.67  
Karen E. Gardner 7,123.60  
Phuong L. White 7,108.51  
Jennifer Farley 7,093.41  
Gina M. Gildone 7,049.27  
Natalie A. Rivas 7,040.71  
Dori M. Fennell 7,039.31  
Bonnie Brannan 7,038.81  
Jan Martino 7,022.70  
Suanne P. Eaton 7,001.06  
Suzanne Moeller 7,977.87  
Jennifer Williams 6,924.74  
Schoen McGinnity 6,890.02  
Michelle R. Laramore 6,859.32  
Hilari Jo Courtney 6,817.39  
Carolyn Franz 6,817.16  
Michelle L. Sanders 6,798.73  
Barbara L. Harrison 6,791.76  
Linda Leonard Thompson 6,771.76  
Susan C. Ehrnstrom 6,734.35  
Lee A. McCarthy 6,720.58  
Cathy G. Huhta 6,670.85  
Jude-Ann B. Gargiula 6,641.95  
Monique Renee Lucas 6,619.05  
Dorothy C. Ibe 6,562.98  
Laurie Hallock 6,554.23  
Palia A. Curry 6,531.52  
Mauree Traulor 6,529.91  
Robin R. Tucker 6,525.13  
Alexa Tarby 6,517.56  
Diane Buckley 6,470.51  
Candace Laurel Carlson 6,445.10  
Amy J. Spence 6,431.32  
Kay McClinton 6,421.76  
Vicki S. Lindsay 6,420.66  
Jean A. Cooper 6,405.85  
Lynette L. Meisel 6,386.82  
Lisa Bird 6,351.98  
Liz Whitehouse 6,330.78  
Pamela S. Wedekemper 6,305.13  
Karen M. Getty-Hopkins 6,296.80  
Ann Clement 6,284.52  
Eleanor M. Reigel 6,277.08  
Eileen M. Brookshire 6,246.45  
Cindy Anderson 6,234.11  
Sylvia J. Cook 6,233.74  
Mary Jo Dallen 6,215.19  
Laura A. Schmidt 6,201.92  
Paulette Stowers 6,198.82  
Maryann Clark-Durell 6,187.41  
Sarah J. Steffer 6,184.48  
Helen Amato 6,174.34

\*WITHIN APPLAUSE® MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SILENCE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR E-MAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAM" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTOUCH WEB SITE AND CLICK ON "TAX AND LEGAL" IN THE DROP-DOWN MENU. WHEN IN DOUBT, MARY KAY INC. RECOMMENDS FACE-TO-FACE CONTACT AS THE BEST FORM OF COMMUNICATION, WHICH SHOULD HELP YOU AVOID ANY ISSUES WITH THESE TYPES OF REGULATIONS.



# 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 October 2005.

## TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



**Regina Gayle**  
Gaston  
\$65,716  
SAPPHIRE



**Anne Newbury**  
\$82,424  
EMERALD



**Stacy I. James**  
\$41,421  
PEARL



**Barbara Sunden**  
\$65,572  
DIAMOND



**Pat Fortenberry**  
\$61,490  
RUBY

## TOP UNIT — ESTIMATED RETAIL PRODUCTION

<b>SAPPHIRE</b> — Paola B. Ramirez, L. Ceballos Area.....	\$113,405
<b>EMERALD</b> — Kathy P. Oliveira, C. Phillips Area.....	\$77,992
<b>PEARL</b> — Allison Lee LeMarr, D. Berggren Area.....	\$114,121
<b>DIAMOND</b> — Martha Kay Raile, Go Give Area.....	\$99,018
<b>RUBY</b> — Lisa Anne Harmon, S. Kirkpatrick Area.....	\$83,700

## 13% Club

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

### SAPPHIRE

Sales Director Wendy S. Coltrain .....	\$1,919.13
Sales Director Maria Dolores Plascencia.....	1,863.42
Natasha Davis, P. Cox Unit.....	1,710.18
Sales Director Maribel Barajas .....	1,685.29
Sales Director Andrea I. Zajac .....	1,652.92
Sales Director Diane Bruns .....	1,592.79
Sales Director Ana M. Barba .....	1,589.71
Angela Williams Gregory, Z. Lowe Unit .....	1,470.37
Sales Director Linda Klein .....	1,444.92
Sales Director JoAnna P. Shipe .....	1,402.90
Sales Director Beth Ann Guthridge .....	1,398.02
Sales Director Rosario Dagenais .....	1,394.64
Sales Director Anita S. Martin .....	1,388.89
Sales Director Melody Missick .....	1,354.44
Sales Director Elizabeth Sanchez .....	1,346.38
Sales Director Theresa Kusak-Smith .....	1,339.13
Sales Director Sharee Munger .....	1,298.70
Sales Director Pam I. Higgs .....	1,278.65
Sales Director Debra J. Witmer .....	1,267.27
Sales Director Brigit L. Briddle .....	1,250.08
Sales Director Kim B. Roberts .....	1,220.93
Sales Director Jodi L. Feller .....	1,220.51
Tracy Michelle Scurlock, M. McCaleb Unit .....	1,217.09
Heather Michelle Thurber, K. Williams Unit .....	1,216.57
Sales Director Julie J. Fox .....	1,210.17

### EMERALD

Sales Director Mary Brandenburg .....	\$2,320.27
Sales Director Pam Robbins .....	2,037.52
Sales Director Mayra Smalley .....	1,908.66
Sales Director Margarita Guerra .....	1,714.44
Natalie Beth Tull, P. Tull Unit .....	1,536.67
Sales Director Deborah G. Thrift .....	1,478.46

Sales Director Michele Martella Armes .....	1,451.61
Sales Director Anita Kay Cunningham .....	1,423.40
Sales Director Traci L. Smith .....	1,402.12
Sales Director Denise G. Kucharski .....	1,365.13
Sales Director Blanca E. Arroyo .....	1,345.53
Sales Director Tawny-Raquel A. Collins .....	1,338.42
Sales Director Gina C. Fry .....	1,336.53
Sales Director Helen M. Harlow .....	1,329.45
Sales Director Lisa Fay Upex .....	1,328.34
Sales Director Marianne L. Anderson .....	1,321.74
Sales Director Heather A. Carlson .....	1,307.93
Tricia Ann Ramer, M. Brooks Unit .....	1,299.81
Sales Director Tracy Ann Maurer .....	1,290.54
Sales Director Haydee Guzman .....	1,281.12
Sales Director Debbie L. Bower .....	1,279.17
Sales Director Esther Espinoza .....	1,265.49
Kimberly Elizabeth Say, B. Watson Unit .....	1,265.42
Sales Director Shirley H. Koniewich .....	1,261.52
Katie L. Gillett, S. Ritsema Unit .....	1,234.12

### PEARL

Sales Director Keita Powell .....	\$1,877.88
Sales Director Angela G. Blount .....	1,805.28
Sales Director Diane A. Andrews .....	1,732.25
Shaunah L. Sherman, C. Felix Unit .....	1,672.39
Sales Director Melissa Nix Henderson .....	1,658.54
Sales Director Wendy Lyn Phillips .....	1,506.83
Sales Director Katrina Berry-Hooper .....	1,494.03
Sales Director Roya M. Mattis .....	1,426.69
Sales Director Sandra Giraldo Kirchhoff .....	1,335.52
Sales Director Sandra P. Sisk .....	1,335.17
Sales Director Sandra Tatzler .....	1,309.82
Sales Director Rita Schaefer .....	1,284.89
Sales Director Ella M. Chick-Power .....	1,269.55

## TOP SALES DIRECTOR-PERSONAL SALES

<b>SAPPHIRE</b> — Andrea K. McGuckin, Go Give Area .....	\$10,480
<b>EMERALD</b> — Marilyn Harris, K. Walker Area .....	\$11,262
<b>PEARL</b> — Judy Bush-Halza, P. Waldrop Shaw Area .....	\$8,042
<b>DIAMOND</b> — Debra J. Sickles, P. Gruber Area .....	\$9,981
<b>RUBY</b> — Randa J. Anderson, Go Give Area .....	\$9,840

## TOP BEAUTY CONSULTANT-PERSONAL SALES

<b>SAPPHIRE</b> — Velisa Jean Rodriguez, A. Rodriguez-Bricker Unit, A. Robinette Area .....	\$11,919
<b>EMERALD</b> — Yuko Yasuma, M. Brandenburg Unit, M. Morrow Area .....	\$28,666
<b>PEARL</b> — Colette J. Johnson, T. Patmore-Woods Unit, N. Stroud Area .....	\$13,704
<b>DIAMOND</b> — Lorene Frances Dalora, D. Pierce Unit, K. Piro Area .....	\$15,386
<b>RUBY</b> — Suann W. McGhee, A. Palmer Unit, Go Give Area .....	\$14,172

## TOP TEAM BUILDER

<b>SAPPHIRE</b> — Kim Wilson, P. Cox Unit, J. Barnes Area .....	16 New Team Members
<b>EMERALD</b> — Teresa A. Lacewell, S. Crews Unit, J. Reynal Area .....	20 New Team Members
<b>PEARL</b> — Kristen E. Kirkland, B. Zeiss Unit, Go Give Area .....	17 New Team Members
<b>DIAMOND</b> — Sharon Peace, R. Reeves Unit, Go Give Area .....	17 New Team Members
<b>RUBY</b> — Katherine V. Howell, T. Price Unit, J. Moon Area .....	17 New Team Members

Sales Director Belle L. Martin .....	1,266.36
Sales Director Tammy Crisp Davenport .....	1,245.34
Cheryl Ann Fox, K. Shepard Unit .....	1,244.30
Sales Director Jennifer Shultz-Sinnett .....	1,230.58
Sales Director Michelle Annesse-Bleichert .....	1,168.44
Sales Director Pat Ringnald .....	1,163.96
Sales Director Deirdre L. Eschauer .....	1,161.68
Sales Director Maxie L. Rasco .....	1,160.15
Mary F. Soder, R. Conn Unit .....	1,157.72
Sales Director Lisa Olivares .....	1,155.83
Sales Director Patti Cornell .....	1,139.00
Sales Director Jennifer Vought .....	1,134.02

### DIAMOND

Sales Director Emily Sims .....	\$2,041.39
Sales Director Pamela Stinnett .....	1,816.26
Sales Director Debbie L. Wilmsky .....	1,686.10
Sales Director Donna J. Saguto .....	1,649.64
Sales Director Silvia Sanchez .....	1,582.39
Sales Director Evelita Valdez-Cruz .....	1,572.90
Sales Director Morayna Rosas .....	1,556.04
Sales Director Rhonda Jean Taylor .....	1,549.83
Debi Salmon, C. Sybrowsky Unit .....	1,488.79
Jennifer De Lou Beisel, S. Showers Unit .....	1,460.94
Sales Director Lisa Rada .....	1,434.84
Marne Eggleston, M. Raile Unit .....	1,375.01
Racine Parshel Raile, M. Raile Unit .....	1,361.26
Sales Director Judy Higgins .....	1,351.19
Sales Director Daria A. Rocco .....	1,295.06
Sales Director Katia F. Henderson .....	1,291.88
Sales Director Karen M. Bonura .....	1,254.05
Sales Director Missy Shophire .....	1,217.97
Sales Director Nikki Hall Edgemon .....	1,209.62
Sales Director Tina Nicole McLean .....	1,205.82

Sales Director Lesa Rae Franken .....	1,182.81
Lisa A. Glunt, M. Shopshire Unit .....	1,177.44
Sales Director Amy Arthur Jones .....	1,172.02
Sales Director Cindy S. Kriner .....	1,169.81
Sales Director Robbie L. Brannon .....	1,162.88

### RUBY

Sales Director Candy D. Lewis .....	\$1,507.68
Sales Director Ekene S. Okafor .....	1,435.72
Annmarie Valenti, L. Leonard Thompson Unit .....	1,419.80
Sales Director Kemi E. Madunta .....	1,416.42
Sales Director Rolli Akperi .....	1,409.33
Laura C. Mack, J. Smith Unit .....	1,398.51
Kimberly S. Bright, P. White Unit .....	1,362.14
Sales Director Gina M. Gildone .....	1,329.67
Sales Director Loretta Bible .....	1,307.64
Sales Director Angela Moore .....	1,306.18
Sales Director Pamela S. Wedekemper .....	1,300.42
Constance N. DePaula, K. Walker-Roop Unit .....	1,294.51
Sales Director Helen Kuoha-Torco .....	1,282.29
Sales Director Tonghai Mason .....	1,281.35
Sales Director Rita Adobi Enu .....	1,279.23
Sales Director Cathy G. Huhta .....	1,270.36
Sales Director Susie Stojanowski .....	1,258.99
Sales Director Julie S. Wojcik .....	1,257.04
Sales Director Lisa V. Bauer .....	1,243.09
Stacey Drewes, S. Hoover Unit .....	1,242.12
Sales Director Michelle M. Visco .....	1,231.85
Sales Director Michele Semper .....	1,230.87
Sales Director Vanessa R. Upkins .....	1,192.62
Sales Director Mary Sharon Howell .....	1,191.84
Lourdes Elena Campos, M. Fedri Unit .....	1,187.19

## Sales Mentors

Special thanks to the sales mentors for the October 12, 2005, New Independent Sales Director Education class.



**Janis Z. Moon**  
National Sales Director  
Pleasant Hill, Calif.  
Ruby Seminar



**Helen Amato**  
Future Executive Senior  
Sales Director  
Sewell, N.J.  
Ruby Seminar



**Jennifer Bessey**  
Elite Executive Senior  
Sales Director  
Logandale, Nev.  
Sapphire Seminar



**Jennifer G. Bouse**  
Executive Senior  
Sales Director  
Springfield, Mo.  
Sapphire Seminar



**Trish Reuser**  
Executive Senior  
Sales Director  
Santa Rosa, Calif.  
Emerald Seminar



**Donna K. Smith**  
Executive Senior  
Sales Director  
Yukon, Okla.  
Diamond Seminar

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s Independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas. ©2005 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association; Acapella, Angelfire, Applause, Beauty Blotters, Belara, Calming Influence, Daily Benefits for Men, Daily Benefits for Women, Day Radiance, Domain, Elge, Eyesicles, Footsteps, Genji, Instant-Action, Journey, Mary Kay, Mary Kay Intouch, Mary Kay Spot Solution, Mary Kay Tribute, MKConnections, Moisture Renewal, Nutribeads, Nutrinewal, Perfect Surface, Powder Perfect, Power Hour, Quattro, Salon Direct, Satin Hands, Satin Hands & Body, Satin Lips, Skin Management, Speed Set, Stress Free, Sun Essentials, Tame d'Isola, TimeWise, Tribute, Triple-Action, Velocity and Visible-Action are registered trademarks; and, chill it!, Daily Benefits, Embrace Dreams, Embrace Happiness, Embrace Harmony, Embrace Romance, Embrace Total, End2End, Heart to Heart, Go-Give Award, Indulge, Inspiring Beauty, Enriching Lives, LearnMK, Make it Matter, Mary Kay Lumineyes, MK Signature, MKeCard, myCustomers, Ovation, Private Spa, Private Spa Collection, Sea Level, shine it! and Vistly Fit are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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# GO-GIVE® AWARD

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

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

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



**Sylvia Limon  
Martinez**

## **Ruby**

Elite Executive Senior Sales Director

**Began Mary Kay** July 1977

**Sales Director Debut** August 1980

**Offspring** 10 first-line; two second-line

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Circle of Honor; gold medal winner; estimated highest monthly unit retail: \$119,382; monthly Go-Give® Award winner, November 1986; Double Star Achievement; three-times Sales Director Queen's Court of Personal Sales; 17-times Circle of Achievement; three-times Circle of Excellence

**Personal** Lives in Helotes, Texas. Husband, Miguel; Daughters: Veronica, Marisol, Sylvia

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

**Independent Beauty Consultant**  
**Dorothy Zintgraff of San Antonio** says, "Sylvia always treats adoptees like me as if they were in her own unit."



**Elizabeth  
McCandliss**

## **Sapphire**

Executive Senior Sales Director

**Began Mary Kay** February 1981

**Sales Director Debut** July 1983

**Offspring** five first-line; six second-line

**National Sales Director**  
Joanne Holman

**Honors** Cadillac qualifier; Circle of Honor; gold medal winner; estimated highest monthly unit retail: \$80,218; three-times Double Star Achievement; five-times Sales Director Queen's Court of Personal Sales; 19-times Circle of Achievement; Circle of Excellence

**Personal** Lives in Gaithersburg, Md. Husband, Frank; Son, Jake; Daughters: Michelle, Marianne; three grandchildren

**Favorite Quote** "Love is not words. It is action. Our vocation is to love."

**Independent Beauty Consultant**  
**Alma Bowman of Washington, D.C.**, says, "Elizabeth has always been willing to bend over backward to help Independent Beauty Consultants whether they are in her unit or they're adoptees."



**Marilyn  
Marte de Melo**

## **Emerald**

Future Executive Senior Sales Director

**Began Mary Kay** May 1981

**Sales Director Debut**  
December 1982

**Offspring** four first-line; two second-line

**National Sales Director**  
Go Give Area

**Honors** Premier Club qualifier; Circle of Stars; gold medal winner; estimated highest monthly unit retail: \$68,815; two-times Sales Director Queen's Court of Personal Sales; six-times Circle of Achievement

**Personal** Lives in Santo Domingo, D.R. Husband, Obdulio; Sons: Obdulio Esteban, Juan Luis, Alberto José, Pedro Pablo; Daughters: Cristina Michelle, Maura de Ramos; two grandchildren

**Favorite Quote** "Have I not commanded you? Be strong and courageous. Do not be terrified; do not be discouraged, for the Lord your God will be with you wherever you go." Joshua 1:9

**Independent Sales Director**  
**Atala de Peña of Santo Domingo, D.R.**, says, "Marilyn is always an example of giving and dedication."



**Angel  
Toler**

## **Pearl**

Sales Director

**Began Mary Kay** September 2001

**Sales Director Debut** June 2002

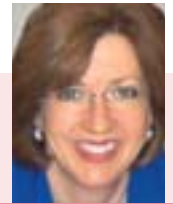
**National Sales Director**  
Glinda Childress

**Honors** Cadillac qualifier; Double Star of Excellence; gold medal winner; estimated highest monthly unit retail: \$80,185; Double Star Achievement; Triple Star Achievement; two-times Queen's Court of Recruiting, including Queen, Seminar 2004; two-times Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement

**Personal** Lives in Owensboro, Ky. Husband, Mike; Son, Michael; Daughter, Elizabeth

**Favorite Quote** "If it's worth doing, it's worth doing right."

**Independent Beauty Consultant**  
**Jennifer Hicks of Owensboro, Ky.**, says, "Angel is honest and realistic, loving and supporting."



**Stacy  
Kenyon**

## **Diamond**

Sales Director

**Began Mary Kay** July 1987

**Sales Director Debut** June 1998

**National Sales Director** Holly Zick

**Honors** Premier Club qualifier; Circle of Stars; gold medal winner; estimated highest monthly unit retail: \$33,487; Consultant Queen's Court of Personal Sales; Sales Director Queen's Court of Personal Sales

**Personal** Lives in Fond du Lac, Wis. Husband, Tom; Daughters: Claire, Carly

**Favorite Quote** "You can be anything you want to be; you can climb any mountain you want to climb; you can reach any goal you want to reach. It all lies within you. Believe in yourself."

**Independent Senior Sales Director**  
**Betty Grant of Oconomowoc, Wis.**, says, "Stacy's adoptees love and respect her for always encouraging them to go further and treating them as one of her own."

# free fashion! free beauty! What more could a girl want?

As your Independent Beauty Consultant, I can help you get both for having fun. Just invite your friends to enjoy a little girl time, and everyone can take home a fabulous **FREE** gift with purchase. (See "Time for Beauty" below.)

## Time for Style

You'll feel like a fashion diva when you wear this exclusive posh pink watch. It's decorated with clear crystals and a cool croc-embossed wristband. Plus, it arrives in a precious gift box lined with our exclusive pink leopard print finished on top with a pretty pink bow. To get yours **FREE\***, call me to schedule a little girl time today!

\*Yours free with \$200 in total sales and one booking.



## Time for Beauty

Wow your girlfriends with this fabulously feminine MK Signature™ Mini Brush Set. It's **FREE** to you and your friends with any purchase of \$40 or more of Mary Kay® products at your girl time get-together. This set includes a mini mirror plus four mini brushes – a Retractable Lip Brush, a Powder Brush, an Eye Definer Brush and an Eye Crease Brush – all nestled in a pretty soft-like-suede case that slips inside a pink organza drawstring bag. Now it's more fun than ever to get together to discover the best in beauty.



Lipstick not included.

# drive on! in *The Power of Pink Vibe!*

You can turn your success into the ultimate recognition – the exclusive platinum Pontiac Vibe. The top Grand Achiever\* in the *Good VIBERations* Challenge at each Career Conference location will be recognized onstage and could drive away in this special-edition Vibe,\*\* which features *The Power of Pink* logo. So, start your engines.

## That Grand Achiever could be you!

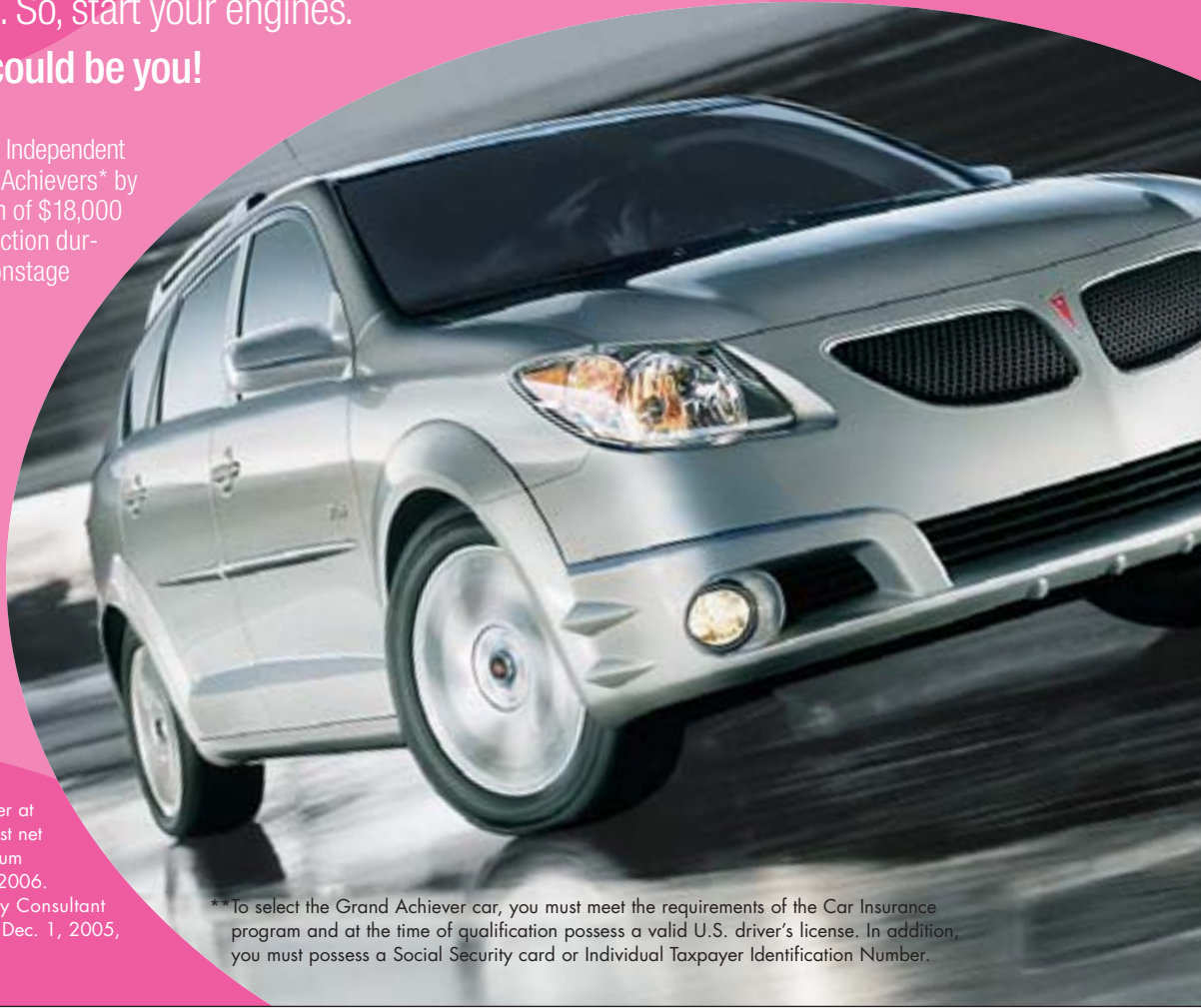
And the recognition doesn't end there. Independent Beauty Consultants who are Grand Achievers\* by Feb. 28, 2006, and have a minimum of \$18,000 net adjusted team wholesale production during the contest period will receive onstage recognition and an exclusive **Good VIBERations** scarf. You must be registered for Career Conference by Feb. 28, 2006, to qualify.

### So what are you waiting for?

To register for Career Conference, see Pages 12–14 of this issue of *Applause*® magazine or go to "Applause" Online" for more information.

\*A top Grand Achiever is the Grand Achiever at each Career Conference site with the highest net adjusted team wholesale production (minimum \$18,000) from Nov. 1, 2005, to Feb. 28, 2006. A Grand Achiever is an Independent Beauty Consultant or Independent Sales Director who debuts Dec. 1, 2005, Jan. 1, Feb. 1 or March 1, 2006.

\*\*To select the Grand Achiever car, you must meet the requirements of the Car Insurance program and at the time of qualification possess a valid U.S. driver's license. In addition, you must possess a Social Security card or Individual Taxpayer Identification Number.



## MARY KAY®

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

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PAID  
MARY KAY INC.



# gifts they're sure to LOVE!

Gift sets include Mary Kay® products. Other items are for merchandise ideas only.

## Gifts Under \$30



- 1**  
**Perfecting Set, \$27.50**  
Her face is guaranteed to light up at the sight of this gift set!

- 2**  
**Love Your Lashes Set, \$29**  
This eye-opening gift set promises lashes full of length and volume!



## Gifts Under \$50

- 3**  
**Drama Queen Set, \$36**  
Drama queens everywhere will rejoice with this complete package for oh-so-dramatic eyes!



- 4**  
**Scents of Romance Set, \$36**  
This soft, delicate fragrance set is perfect for every hopeless romantic.



## Gifts Under \$75

- 6**  
**All Eyes on You Set, \$60**  
Pamper your eye area for younger-looking skin with this special gift set.



- 7**  
**Glamour Eyes Set, \$71.50**  
With this all-about-eyes gift set, be prepared to be the center of attention.



## Gifts Under \$100

- 8**  
**Instant Results Set, \$85**  
The ultimate gift set for skin treatment and hydration.



## Gifts Over \$100

- 9**  
**Color 101 Collection: Soft Elegance, \$110.50**  
Give the gift of a complete new look with the *Soft Elegance* Color 101 Look!



- 5**  
**Floral Fantasy Plus Set, \$41**  
This is a special limited-edition color collection, so get it while it's hot!



# gifts they're sure to LOVE!

## 1 Perfecting Set includes:

MK Signature™ Facial Highlighting Pen,  
.04 fl. oz.

MK Signature™ Concealer,  
.5 oz. net wt.

## 2 Love Your Lashes Set includes:

MK Signature™ Ultimate Mascara™,  
.28 oz. net wt,  
Black

Oil-Free Eye Makeup Remover,  
3.75 fl. oz.

## 3 Drama Queen Set includes:

MK Signature™ Eyesicles® Eye Color,  
.17 fl. oz.,  
Island Bronze

MK Signature™ Liquid Eyeliner,  
.1 fl. oz.,  
Black

MK Signature™ Ultimate Mascara™,  
.28 oz. net wt,  
Black

## 4 Scents of Romance Set includes:

Embrace Romance® Candle Set†,  
Set of three candles  
Embrace Romance®  
Sheer Fragrance Mist,  
1.7 fl. oz.

## 5 Floral Fantasy Plus Set includes:

MK Signature™ Floral Fantasy Color  
Collection†, featuring

- Ivory Petal Eye Color (Highlighter)
- Ginger Flower Eye Color (Midtone)
- Floral Plum Eye Color (Accent)
- Copper Bouquet Creme-To-Powder  
Cheek Color

- Rose Garden MK Signature™  
Luscious Color™ Lipstick  
(poured)
- Peach Blossom MK Signature™  
Luscious Color™ Lipstick  
(poured)
- Dual-End Eye Applicator
- Retractable Lip Color Brush
- Plus MK Signature™ Nail Enamel  
in Sunfire,  
.33 fl. oz.

## 6 All Eyes on You Set includes:

Intense Moisturizing Cream  
(for dry skin),  
18 oz. net wt.  
or

Oil-Free Hydrating Gel  
(for normal to oily skin),  
18 oz. net wt.

TimeWise® Firming Eye Cream,  
.5 oz. net wt.

## 7 Glamour Eyes Set includes:

MK Signature™ Ultimate Mascara™,  
.28 oz.,  
Black

MK Signature™ Eye Primer,  
.3 oz. net wt.

MK Signature™ Eyesicles® Eye  
Color,  
.17 fl. oz.,  
Vanilla

MK Signature™ Liquid Eyeliner,  
.1 fl. oz.,  
Black

MK Signature™ Eye Color,  
.09 oz. net wt,  
Vintage Gold

MK Signature™ Eye Color Duet,  
.07 oz. net wt,  
Fig

Color Compact (empty)

Dual-End Eye Applicator

## 8 Instant Results Set includes:

TimeWise® Microdermabrasion Set,  
Step 1: Refine,  
2 oz. net wt.  
Step 2: Replenish,  
1 fl. oz.

Intense Moisturizing Cream  
(for dry skin),  
1.8 oz. net wt.  
or  
Oil-Free Hydrating Gel  
(for normal to oily skin),  
1.8 oz. net wt.

## 9 Color 101 Collection: *Soft Elegance* includes:

MK Signature™ Eye Color,  
.09 oz. net wt,  
White Sand

MK Signature™ Eye Color,  
.09 oz. net wt,  
Rose Mist

MK Signature™ Eye Color Duet,  
.07 oz. net wt,  
Fig

MK Signature™ Eyeliner,  
.01 oz. net wt,  
Violet

MK Signature™ Cheek Color,  
.2 oz. net wt,  
Orchid

MK Signature™ Lip Liner,  
.009 oz. net wt,  
Dusty Pink

MK Signature™ Creme Lipstick,  
.13 oz. net wt.,  
Pink Satin

MK Signature™ Lip Gloss,  
.27 oz. net wt,  
Pink Diamonds

MK Signature™ Ultimate Mascara™,  
.28 oz. net wt,  
Black

Custom Compact

Cheek Color Brush

Dual-End Eye Applicator