

FEBRUARY 2010

Applause®

MARY KAY®
Enriching Women's LivesSM

Girls Love Pearls: Make This Bracelet Yours!

Show Your
Bright Side

Say Goodbye
to **Dry Skin**

Plan Now for
Career Conference 2010

free* for you Jan. 16 – Feb. 15, 2010

This month, your free* items will include Mary Kay® Waterproof Mascara, Mary Kay® Eyesicles® Eye Color in Island Bronze, the Mary Kay® Compact Cover, the *Sample Anything!* Card and the Beauty Carryall. For a complete list of BizBuilders quantities and values for this month, go to the Mary Kay InTouch® Web site after Jan. 10 and type "BizBuilders" in the search bar.



Mary Kay®
Waterproof Mascara



Mary Kay®
Eyesicles® Eye Color
in Island Bronze



Mary Kay®
Compact Cover
(Compact not included.)



Sample Anything!
Card



Beauty Carryall

wholesale order	receive for free*
\$400	\$30 in suggested retail products
\$600	\$30 in suggested retail products + Section 2 items
\$800	\$60 in suggested retail products + Section 2 items
\$1,200	\$90 in suggested retail products + Section 2 items
\$1,800 Star Consultant	\$128 in suggested retail products + Section 2 items

february: dates to remember

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

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

8

9 New Independent Sales Director Education begins for Independent Sales Directors who debuted Dec. 1 and Jan. 1.

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

10

14 Valentine's Day. Give her a gift from the heart with the limited-edition Romantic Petals™ Gift Set for \$32 suggested retail.



Postmark deadline to earn the second monthly product bonus.

15

Last day to enroll online for the Spring 2010 Preferred Customer Program™ mailing of *The Look*, including exclusive samplers, while supplies last.

16 Presidents Day. Postal holiday.
Third monthly product bonus begins.

January Career Car qualifier paperwork due to Company.

20

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

Deadline to register for Career Conference 2010.

26

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

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

Deadline to qualify for the second part of the *Bee Focused!* Challenge to earn the gold and crystal bee necklace.

28

Deadline for *Girls Love Pearls* Challenge to earn the pearl bracelet.

Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.



Mary Kay said it best

"We must carefully guard the image that we have established – and that calls for dealing with honesty and integrity in everything we do. We must remember the principles upon which our Company was founded and believe in ourselves and our ability to do anything in the world we want to do."

share the sisterhood

Imagine how building a team could change the shape of your Mary Kay business! And how about a gorgeous pearl bracelet for even more incentive? Turn to Page 15 to get motivated for the *Girls Love Pearls* Team-Building Challenge and discover hot team-building tips. And speaking of challenges, how is your party count coming along? Parties are a great place to attract new customers and potential team members. What a great time to hold Valentine's Day and "winter skin" parties to keep your party momentum in full swing. And remember to log your party count online as we reach for 5 million "parties with a purpose"!

PROJECT Starpower



Project **StarPower**SM

Learn how to shine as a Star Consultant and find out how to make your Mary Kay business excel when you attend Career Conference 2010. You have the power to be a star! **Page 16**



Products for Glowing Skin

Mary Kay® products can help you and your customers achieve the luminosity everyone craves, making skin look more radiant!

Page 2

No More >> Dry Skin

Give dry skin the boot with products designed to moisturize and smooth – especially during the harsh winter season.

Page 4



party purpose: achieve **luminous** skin

Skin that glows, looks bright and feels radiant is the best skin around! You can help your customers achieve the luminous look they want with products featured here. In fact, why not consider holding "luminous skin" parties for anyone who wants to ditch dreary skin forever? Goodbye dull; hello bright!

Pamper, Soften and Brighten in One Step

TimeWise® Even Complexion Mask delivers instant brightening benefits so skin looks immediately more radiant. This gentle formula leaves skin feeling soft and moisturized, two especially important benefits during those times when your skin needs extra hydration. Formulated with the patent-pending MelaCEP™ Brightening Complex, this botanical-infused mask is the perfect solution for tired, dull skin that needs a burst of radiance.

Women who tried TimeWise® Even Complexion Mask during a consumer study saw a significant improvement in how their skin looked and felt, both immediately and after using the mask three to four times over a 10-day period:

90% said their skin immediately looked brighter.*

95% said their skin felt soft.*

90% said their skin felt moisturized.*

*Results reported after a 10-day consumer study.



\$20



Even Complexion Power Pair

TimeWise® Even Complexion Essence uses our patent-pending Lucentrix® complex to restore skin's natural, even tone by helping **reduce visible dark spots and skin discoloration**. When used together with the new TimeWise® Even Complexion Mask, you get the best of both worlds: the long-term, even skin tone benefits of TimeWise® Even Complexion Essence and the immediate brightening benefits of TimeWise® Even Complexion Mask. Now that's an Even Complexion Power Pair!

\$35



\$55

Replenishing Powerhouse

In addition to lifting and firming benefits, a large majority of women participating in a two-week consumer study of TimeWise® Replenishing Serum+C said their skin felt refreshed and moisturized and looked **smoother and brighter**. These results speak for themselves:

89% said their skin looked lifted and more resilient.†

86% said their skin looked more toned.†

79% said their skin looked younger.†

90% said their skin looked enhanced.†

Be sure to remind your customers that these results are based on using **TimeWise® Replenishing Serum+C** on a continual basis.

Value Can Lead to Sizzling Sales

Your customers are realizing that multiple benefits and outstanding results make TimeWise® Replenishing Serum+C well worth the investment month after month! Today's consumer often considers quality and benefits, not price alone, when making skin care purchases.

Flawless Finish

Mary Kay® Mineral Powder Foundation is beauty made simple. Now with six new natural-looking shades for a total of 12, even more of your customers can experience this weightless powder that goes on with the sweep of a brush and blends effortlessly for a flawless look. This skin perfecter makes lines, wrinkles and other **imperfections seem to disappear**. And it's transfer-resistant so it won't fade away midday.

Mary Kay® Mineral Foundation
Brush, sold separately, **\$10**

\$18
each



Defy Your Age

You can count on the TimeWise® Miracle Set™ for age-fighting results that lead to loyal customers time and again! With 11 amazing benefits in four easy steps, your customers can choose to start with the full-size set for the best value or the TimeWise® Trial Miracle Set™ for one-month's supply as a starter set.

TimeWise® Miracle Set™, **\$90**

Add a foundation starting at **\$14**

TimeWise® Trial Miracle Set™, **\$44**



Pertinent Party Tips

- For a *Luminous Skin* party, consider serving fresh fruits, vegetables and healthy juices containing natural antioxidants that contribute to healthy, glowing skin.
- In providing Golden Rule customer service, be sure to tell customers about the 100 percent Mary Kay® Satisfaction Guarantee and be sincere in it. The guarantee reads as follows: *Mary Kay Inc. stands behind its products sold by our Independent Beauty Consultants. If for any reason you are not completely satisfied with any Mary Kay® product, it will be replaced without charge, exchanged or the full purchase price refunded following its return to your authorized Mary Kay Independent Beauty Consultant or, if she is no longer active, to the Company with proof of purchase.*
- At the end of a skin care party, be sure to send guests home with Color Cards so they can try a Mary Kay® mineral color look. Then follow up to see how they liked the look.
- Chief Scientific Officer Dr. Beth Lange has shared her expert skin care advice in recent issues of *Applause®* magazine and *The Look*. Clip and cut your favorites to share with guests at parties as exclusive "insider" knowledge.
- Be sure to log your parties on the Mary Kay InTouch® Web site or through MKITGO so every party will count toward the 5-million-party goal. While you're online, you can join "Let's Talk" Party!™ site discussions to discover new ideas that are working for others. You'll find great tips and will have the opportunity to share your own.



Visit the "Product Central" section of the Mary Kay InTouch® Web site to learn more about these products.

party purpose:

banish dry **winter skin**

Know someone who's experiencing the winter doldrums? Ask her to host a party that will crack the winter blues and provide a solution to dry winter skin!

Supersoft Hands

Rough, dry hands are instantly cleansed, softened and moisturized in three easy steps with the new Fragrance-Free Satin Hands® Pampering Set. Featuring updated packaging and formulas, this set is perfect for men and women. Each set includes Fragrance-Free Satin Hands® Hand Softener*, Fragrance-Free Satin Hands® Satin Smoothie® Hand Scrub and Fragrance-Free Satin Hands® Hand Cream that now moisturizes for 24 hours. (Hand Cream also available separately for \$10.)

\$34
per set



Face Quenchers

Mary Kay® Intense Moisturizing Cream (for dry skin) and Mary Kay® Oil-Free Hydrating Gel (for normal to oily skin) hydrate for up to 10 hours. Choose the one that's best for your skin type.

\$30
each



Forego Fine Lines

The TimeWise® Microdermabrasion Set provides an at-home skin care breakthrough like no other with immediate results. The two-part system starts with an advanced exfoliator and follows up with a nourishing serum to fight fine lines, make pores look smaller and revitalize skin so it looks noticeably softer and smoother.

\$55
per set



Smooth Lips

Satin Lips® Lip Mask, with miniature buffing beads, exfoliates dead surface skin, while Satin Lips® Lip Balm moisturizes for at least six hours.

\$18
per set



Moist Coverage

Skin changes with the season, so be sure to help your customers re-evaluate their foundation choice for the winter. For drier skin, you can suggest Mary Kay® Full-Coverage Foundation that hydrates for up to six hours. Available in 20 shades.

\$14



Pertinent Party Tips

- Get party guests off to a soft-and-smooth start by having them sample the Fragrance-Free Satin Hands® Pampering Set. And what's a winter party without hot cocoa and cookies for setting a warm and cozy mood?
- Every party you hold can move you closer to Star Consultant status and our goal to reach "5 by 50" – \$5 billion in revenue by the Company's 50th anniversary in 2013. Look inside this issue of *Applause*® magazine for the Quarter 3 *Star Consultant Program* brochure featuring prizes to motivate you! And remember, Star Consultants can use the convenient Customer Delivery Service! Look online for details.
- At every party, share why you became an Independent Beauty Consultant and briefly describe the benefits of the Mary Kay opportunity.



Warm Color for Winter

Mary Kay® Eyesicles® Eye Color in Island Bronze, Mary Kay® Mineral Cheek Color in Strawberry Cream and Mary Kay® Tinted Lip Balm Sunscreen SPF 15+ in Poppy combine for a quick winter look that's not too harsh. Check out this complete *Soft Radiance* look featured in the Winter 2009 issue of *The Look*.

on-the-go eye kit

The Mary Kay® Compact holds everything you need to enhance your eyes and brows, making it your customized on-the-go eye kit!

Mary Kay® Compact (unfilled), **\$18**

Mary Kay® Brow Gel.

This multitasking clear gel quickly conditions brows with a matte finish that keeps groomed brows in place without flaking and with a fuller appearance.

\$10



Mary Kay® Brow Tools.

Includes a mini angle brush for applying brow powder, a mini spoolie brush for grooming brow hairs and mini tweezers for shaping brows.

\$4
per set



Mary Kay® Mineral Eye Colors

of your choice, **\$6.50** each

Brow Powder. Mary Kay® Mineral Eye Color doubles as a brow powder. We recommend selecting a shade close to your current hair color like Hazelnut, Sienna, Cinnabar, Espresso or Coal.



Hazelnut

Sienna

Cinnabar

Espresso

Coal



Top row: Mary Kay® Mineral Eye Colors in Silky Caramel, Sienna and Navy Blue

Bottom row: Mary Kay® Mineral Eye Colors in Spun Silk, Hazelnut and Chocolate Kiss

Product prices are suggested retail.



Free Brow Collection Bag

FREE Bag With Purchase

Get the Brow Collection Bag FREE when you purchase any shade of regular-line Mary Kay® Brow Definer Pencil* or limited-edition mechanical Mary Kay® Brow Liner in Blonde (while supplies last), plus the Mary Kay® Brow Tools and Mary Kay® Brow Gel. The bag carries all your brow products in one convenient and stylish case. Offer available through participating Independent Beauty Consultants while supplies last from Dec. 16, 2009 – March 15, 2010.

*Choose from Blonde, Brunette, Classic Blonde, Soft Auburn or Soft Black.

party tips for becoming a star

Our party count is growing! To help you keep up the momentum, two Independent Sales Directors share party ideas and offer their best tips for reaching Star Consultant status. Remember, holding parties helps you develop loyal customers who come to you again and again for all their skin care and cosmetics needs. So keep logging your parties* and look for more fun party incentives on the Mary Kay InTouch® Web site!



Independent Sales Director
Laurie Farris
Mesquite, Texas
Star Consultant for 30 quarters
and counting
Started her Mary Kay business:
January 2001

With 200 customers, Laurie knows what it takes to reach Star Consultant status. It's all about providing good customer service to secure regular reorders. "I contact them at least once every three months and always send them each Preferred Customer ProgramSM mailing," Laurie, a former radio station webmaster, shares.

And while Laurie continues to hold one-on-one appointments with new and existing customers, she agrees that parties are essential in this business. "The most important thing we need to do is hold parties," Laurie says. "This is where we find the best people." So when she first heard about the 5-million-party goal at Seminar 2009, Laurie recommitted to holding parties on a more regular basis.

To meet her party goals, Laurie has made the sensational TimeWise® Replenishing Serum+C the highlight of her parties. When contacting hostesses, she describes this new must-have Mary Kay® product and explains how they can earn it free by holding a party. "Once they begin using this product, they *will* love it," Laurie shares. "I want all of my customers to experience it and earn it free. Then, I offer a discount on their next purchase of TimeWise® Replenishing Serum+C to encourage reordering."

A spot on the Queen's Court of Personal Sales, driving a Premier Club car, fantastic quarterly prizes and the ability to spend time with her family all motivate Laurie to grow her customer base and achieve Star Consultant status every quarter.

Laurie's No. 1 Tip: Don't be afraid to warm chatter. Meeting new women everywhere you go is key to growing your business.



Independent Senior Sales Director
Alexa Tarby
Pittstown, N.J.
Star Consultant for 62 quarters
and counting
Started her Mary Kay business:
June 1992

Not long after she became an Independent Beauty Consultant, Alexa challenged herself to consistently sell \$400 in retail sales every month. That soon grew to \$800 a month, then \$1,200 a month. It didn't take long before she was achieving Star Consultant status every quarter.

"If you are serious about your business, you must commit to being a Star Consultant every quarter," Alexa says. "It's a must. And when you start to take yourself more seriously and your business seriously, you'll find that you can reach your goals."

With 130 customers on her Preferred Customer ProgramSM list, Alexa reaches Star Consultant status through customer reorders and by holding parties. Her motto for Star Consultant success is: See the people, see the people, see the people.

"If your goal is in jeopardy toward the end of a quarter, you must regroup, replan and restrategize," Alexa says. "Come up with creative party ideas, call your best customers and offer them a party they can't refuse. Even one party can make the difference in reaching your Star Consultant goal."

Alexa also suggests working your Mary Kay business into every conversation, even if it's only a brief mention. "You may be talking to the receptionist at your doctor's office, but you never know when that mention will spark her to ask you more about Mary Kay® products and what you do," Alexa shares.

Alexa's No. 1 Tip: Have a life plan in place. What is it that you want? Is it more flexibility, to pay for a housekeeper or to save for a vacation? Keep your goal in front of you and let that drive what you do on a daily basis.

*For purposes of our 5-million-party goal, a party is defined as any selling situation which has a hostess, at least two guests in attendance and results in at least \$200 in suggested retail sales.

recognition

Congratulations to the winners for October 2009

On-Target Inner/Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for October 2009, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for September 2009.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through October 31, 2009.

Sapphire



Gayle Gaston

Emerald



Gloria Mayfield Banks

Pearl



Darlene Berggren

Diamond



Barbara Sunden

Ruby



Carol Anton

On-Target for \$750,000 Inner Circle

Barbara Sunden.....\$324,168.57
Gayle Gaston.....288,223.42

On-Target for \$500,000 Inner Circle

Carol Anton.....\$175,716.65
Karen Piro.....170,522.57

On-Target for \$325,000 Inner Circle

Gloria Mayfield Banks.....\$155,859.94

Lisa Madson.....152,812.77
Joanne Holman.....145,694.44
Gloria Castaño.....140,739.74

Darlene Berggren.....139,570.74
Kathy Helou.....135,878.61
Anita Mallory Garrett-Roe.....134,421.78
Cheryl Warfield.....132,874.47
Pat Danforth.....131,983.65
Jan Harris.....129,744.12
Jana Cox.....124,199.65

Karlee Isenhardt.....120,160.74
Lupita Ceballos.....114,008.66

On-Target for \$250,000 Diamond Circle

Sherry Giancristoforo.....\$105,856.48
Rosa Jackson.....104,937.25
Stacy James.....103,860.86
Cindy Williams.....102,338.43
Sue Kirkpatrick.....99,231.67

Patricia Rodriguez-Turker.....95,394.16
Johnnette Shealy.....95,348.27
Linda Toupin.....94,891.67
Debi Moore.....93,303.22
Sonia Páez.....93,233.86
Mary Diem.....90,512.02
SuzAnne Brothers.....88,994.97
Judie McCoy.....88,888.50
Dacia Wiegandt.....88,533.05
Julianne Nagle-Hackett.....87,382.18

Halina Rygiel.....86,607.98
Wanda Dalby.....83,504.19
Kerry Buskirk.....83,402.51

On-Target for \$200,000 Diamond Circle

Jackie Swank.....\$82,323.92
Ronnie D'Esposito Klein.....80,628.04
Pamela Waldrop Shaw.....78,389.18
Lily Orellana.....78,225.90

Shirley Oppenheimer.....77,698.09
Shannon Andrews.....77,680.17
Pam Gruber.....76,352.03
Jamie Cruse-Vrinos.....73,562.22
Diane Underwood.....72,233.45
Cindy Fox.....71,347.46
Jeanne Rowland.....69,995.54
Mary Estupifian-Martel.....68,614.17
Nancy Bonner.....68,155.99
Lisa Allison.....67,753.39

Monthly Commissions and Bonuses

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

Sapphire

Gayle Gaston***.....\$75,454
Karen Piro**.....46,861
Jana Cox**.....33,974
Joanne Holman**.....31,367
Lupita Ceballos**.....28,522
Judie McCoy*.....26,118
Julianne Nagle-Hackett*.....24,293
Tammy Crayk.....23,998
Shannon C. Andrews*.....23,039
Dawn A. Dunn.....20,578
Kimberly D. Starr.....19,559
Mattie Dozier.....18,270
Valerie J. Bagnol*.....17,983
Pam Klickna-Powell.....17,664
Sandy Valerio.....16,148
Pam L. Higgs.....15,075
Jan L. Thetford.....14,690
Alia L. Head.....14,475
Lorraine B. Newton.....13,662
Davanne D. Moul*.....13,510
Sharon L. Buck.....13,505
Sherril L. Steinman.....12,608
Diana Sumpter.....12,410
Maria Guadalupe Diaz.....12,179
Debra M. Wehrer.....11,919
Nancy A. Moser.....11,868
Gloria Báez*.....11,765
Charlotte G. Kosena.....11,425
Kendra Crist Cross.....11,422
Magdalena Nevarez*.....10,943
Gillian H. Ortega.....10,555
Brigit L. Briddle.....10,082
Maribel Barajas.....10,072
Joy L. Breen.....10,014
Carol L. Stoops.....9,790
Ann Brown.....9,263
Maria Aguirre.....9,235
Karen B. Ford.....8,917
Jill Moore.....8,835
Paola J. Ramirez.....8,692
Mirna Mejía de Sánchez.....7,745
Elizabeth Sánchez.....7,086
Gladis Elizabeth Camargo*.....6,898

Emerald

Gloria Mayfield Banks***.....\$51,212
Kathy S. Helou*.....38,215
SuzAnne Brothers*.....27,995
Sherry Giancristoforo*.....27,238
Debi R. Moore*.....26,536
Dacia Wiegandt.....24,150
Lily Orellana.....23,409
Kerry Buskirk*.....21,971
Kay E. Elvrum.....20,982
Joanne R. Bertalan*.....20,661
Mona Butters.....18,292
Pamela Tull.....18,275
Cindy Fox*.....18,250
Jamie Cruse-Vrinos.....18,038
Janet Tade*.....16,982
Yvonne S. Lemmon.....16,228
Morayma Rosas.....15,246
Sherry A. Alexander.....14,915
Cathy Bill*.....14,462
Miriam Gómez-Rivas.....14,313
Cathy Phillips.....13,674
Consuelo R. Prieto.....13,542
Sabrina Goodwin Monday.....13,208
Francie McBeth.....8,854
Regina Hogue.....8,139
Esther Whiteleather.....7,892
Sandra Chamorro.....7,824
Joanne Hollingsworth.....7,165
Carmen Rios.....6,890
Nora L. Shariff*.....6,572
Caterina M. Harris.....6,021
Phyllis R. Sammons.....4,893
Pamela Cheek.....3,788

Pearl

Rosa Jackson**.....\$41,589
Darlene Berggren**.....40,850
Cindy A. Williams.....33,560
Jan Harris**.....33,094
Cheryl Warfield**.....31,256
Jackie Swank*.....31,253
Linda C. Toupin.....28,808
Stacy L. James*.....28,573
Halina Rygiel*.....23,182
Anita Tripp Brewton*.....19,674
Lisa Allison*.....19,399
Maureen S. Ledda*.....19,310
Sandy Miller.....18,478
Nancy Bonner*.....17,765
Wilda DeKerlegand*.....16,208
Lise T. Clark*.....16,134
Mary C. Estupifian-Martel*.....16,052
Glinda McGuire.....15,279
Anabel Rocha.....15,212
Gilda McGuire.....14,874
Elizabeth Fitzpatrick*.....14,829
Judy Brack.....14,639
Lynda Jackson*.....14,469
Pat Campbell.....13,431
Jane Studrawa.....13,328
Barbara Stilmach*.....13,304
Monique Todd Balboa.....13,298
Linda Kirkbride.....12,901
Bett Vernon.....12,800
Maureen Myers.....12,631
Kathy C. Goff-Brummett.....12,371
Anita N. Conley.....12,300
Cathy E. Littlejohn.....12,142
Robin Rowland.....12,004
Sylvia Kalicak.....11,987
Shirley M. Oshiro.....10,691
Wadene Claxton-Prince.....10,682
Ruth Theodocion.....10,462
Rosalie Ann Medjesky.....9,822
Vernella Benjamin.....9,746
Beatrice Powell.....9,491
Deb Pike.....9,479
Allison LaMarr.....9,190
Kathy Jones.....8,954
Betty M. Bridges.....7,701
Sonja Hunter Mason.....6,498

Diamond

Barbara Sunden***.....\$85,626
Lisa Madson.....49,399
Gloria Castaño**.....41,807
Anita Mallory Garrett-Roe**.....34,546
Sonia Páez.....32,836
Patricia Rodriguez-Turker**.....31,859
Linda C. Toupin.....29,645
Ada Garcia-Herrera.....24,216
Diane Underwood.....23,815
Mary Diem*.....22,743
Pam Gruber*.....21,181
Evelinda Diaz*.....20,106
Dalene Hartshorn.....19,229
Sharon Kingrey.....18,570
Connie A. Kittson.....17,079
Joyce Z. Grady.....16,968
Jo Anne Cunningham.....16,961
Isabel Venegas.....15,150
Maria Monarrez.....15,105
Carol Lawler.....14,910
Rosa Carmen Fernández.....14,041
Diana Heble.....12,587
Rosibel Shahin*.....11,426
Gina Rodriguez.....10,248
Jan Mazzotti.....8,718
Betty Gilpatrick.....7,478
Andrea C. Newman.....7,022
Gladys C. Reyes.....6,841

Ruby

Carol Anton**.....\$46,266
Pat Danforth*.....32,868
Wanda Dalby*.....29,795
Karlee Isenhardt*.....28,998
Ronnie D'Esposito Klein*.....28,894
Sue Kirkpatrick*.....27,335
Johnnette Shealy*.....25,703
Kimberly R. Copeland.....21,947
Shirley Oppenheimer*.....20,728
Cyndee Gress.....18,520
Jeanne Rowland*.....18,474
Pamela A. Fortenberry-Slate*.....17,166
Pam Ross*.....17,043
Scarlett S. Walker*.....16,337
Lynne G. Holliday.....15,961
Rebecca Evans*.....14,568
Judy Kawiecki.....14,379
Janis Z. Moon.....14,307
Jo Anne Barnes.....13,856
Maria Aceto Piro.....13,738
Michelle L. Sudeth*.....13,706
Kate DeBlander.....13,604
Gena Rae Gass.....12,887
Kirk Gillespie.....12,440
Nancy West Junkin*.....12,419
Bea Millsagle.....12,181
Patricia Lane.....12,086
Vicky L. Fuselier.....11,805
Vicki Jo Auth.....11,635
Cindy Towne.....11,329
Kelly McCarroll.....11,108
Toni A. McElroy.....11,013
Cheryl J. Davidson.....10,883
Gay Hope Super.....10,852
Amy Dunlap.....10,791
Cindy Z. Leone.....10,754
Candy D. Lewis.....10,182
Terri Schafer.....9,489
Phyllis Chang.....9,045
Donna B. Meixsell.....8,786
Margaret M. Bartsch.....8,015
Thea Elvin.....7,838
Katie Walley.....7,389
Rhonda L. Fraczowski.....7,321
Renee D. Hackleman.....5,314
Sharilyn G. Phillips.....4,257

*Denotes Senior NSD
**Denotes Executive NSD
***Denotes Elite Executive NSD

recognition

Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in October 2009. Names in bold print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

Sapphire

Julia Mundy	\$13,060.81
Julie Weaver	12,504.72
Tammy Romage	12,169.47
Diane Bruns	11,671.31
Jodi L. Feller	11,543.89
Kristi M. Anderson	11,079.73
Connie L. Russo	10,548.20
Patsy A. Glunt	10,479.38
Peggy B. Sacco	10,283.08
Lara F. McKeever	9,946.35
Christy Bigham	9,640.53
Lady Ruth Brown	9,595.04
Sylvia Boggs	9,586.46
Phyllis I. Pisker	9,378.96
Kim I. Cowdell	9,361.42
Jeannie Helm	8,891.23
Tasha Bergman	8,881.69
Maranda Michelle Rains	8,808.60
Melva M. Slythe	8,775.31
Joanna Helton	8,766.28
Rosario Dagenais	8,763.10
Roxanne McInroe	8,666.42
Alison Jurek	8,653.78
Angie S. Day	8,625.06
Rayne D. Tubbs	8,470.95
Randi Stevens	8,428.47
Debbie A. Weld	8,407.18
Kim Maynor	8,390.82
Brenda Bennett	8,318.86
Faith A. Gladding	8,310.72
Rosanna P. Shipe	8,268.19
Ruby Garner	8,266.56
Michelle Sara Moore	8,249.16
Cheri L. Taylor	8,223.39
Kathy R. Bullard	8,086.23
Monica Garcia	8,069.71
Audrey K. MacDowall	8,068.53
Gena Prince	7,961.68
Crystal Dawn McDaniel	7,952.41
Ann W. Sherman	7,949.71
Dolores Keller	7,818.41
Tracy Potter	7,722.78
Linda Klein	7,689.46
Brynn M. Blalock	7,683.18
Lynn A. Cervini	7,503.83
Angela D. LaFerry	7,420.88
Margaret Neill	7,399.39
Avelyn R. Smith	7,372.37
Josefa Chacon	7,343.07
Danice C. McElowney	7,296.90
Dena Smith	7,267.57
Maria K. Eades	7,201.72
Norma Hood	7,195.90
Sue Ammons	7,149.98
Maria Elena Coyote	7,108.60
Sharon Rath	7,065.51
Rebekah Hirnisen	6,941.62
Sandra A. Zavoda	6,931.86
Ann Ferrell Smith	6,922.81
Anne Elizabeth Leanos	6,872.22
Mary K. White	6,843.36
Krista Neal Warner	6,797.08
Maria Elvia Lopez	6,794.74
Angeles Sosa	6,743.25
Jill Beckstedt	6,727.87
Mooniemah Ramsaran	6,726.29
Natalie Reed	6,717.05
Sharon K. Swayzer	6,714.85
Andrea K. McGuckin	6,613.86
Deborah Robina	6,589.07
Estela Saucedo	6,576.05
Krista A. Johnson	6,524.17
Angelique M. Talbert	6,523.88
Deb M. Miller	6,486.14
Julie M. Moreland	6,465.00
Kim Williams	6,400.98
Linda A. Jones	6,394.46
Ann W. Knap	6,338.67
Debra J. Witmer	6,329.78
Denise Yates-Hernandez	6,309.56
Pam Garner Moore	6,263.31
Judy L. Staats	6,179.23
Angeles Herrera	6,172.72
Phyllis Norris	6,153.18
Linda J. Bird	6,090.93

Romelia Bjornnes	6,035.12
Nuria Yesenia Maldonado	6,018.69
Jennifer G. Bouse	5,988.57
Effie Parsons	5,976.94
Moleda G. Dailey	5,959.96
Pilar Najera	5,951.46
Marie Pfarr	5,947.27
Cindy Harness	5,925.54
Robyn S. Cartmill	5,886.69
Angelee R. Murray	5,850.52
Lynn Baer Roberts	5,842.34
Tirza Llanes	5,833.94
Sherry Y. Pipes	5,809.91
Maria G. Leon	5,805.62
Cindy S. Kriner	5,770.15

Emerald

Auri Hatheway	\$12,500.78
Linda Bradley	11,289.65
Hollie R. Sherrick	10,846.40
Hope S. Pratt	10,194.84
Pam Kelly	10,115.97
Christie I. Ehiobu	10,010.97
Helen Jakpor	9,965.92
Michele Martella Armes	9,879.44
Yolanda Lopez	9,617.16
Mary Brandenburg	9,598.92
Victoria Momah	9,568.18
Carol M. Fulton	9,274.01
Julie A. Griffin	9,249.60
Nancy A. Berlin	8,941.07
Candy Jackson	8,902.44
Barbara Pleet	8,744.01
Tammy K. Ayers	8,731.67
Nancy Boucher	8,577.94
Marianne L. Anderson	8,489.17
Kimbi L. Bartik	8,363.23
Emily Stone	8,178.87
Sheri Farrar-Meyer	8,159.19
Susie J. Serio	7,890.41
Paula Kelsch	7,878.29
Lindsey Hysjulien	7,862.17
Kami Fredericks	7,849.62
Andrea Steinmetz	7,679.25
Maria Beddick	7,532.99
Ann Shears	7,529.48
Rose Campbell	7,502.08
Gerri L. Gurreri	7,470.05
Maria Sanchez	7,461.75
Evalina Chavez	7,383.93
Heather A. Carlson	7,370.52
Stacy D. Foust	7,356.35
Traci L. Smith	7,308.33
Maritza Lanuza	7,280.72
Jo M. Cotton	7,275.43
Stacy S. Gilson	7,255.21
Denise G. Kucharski	7,237.64
Grace Hull	7,201.99
Karen A. Jorgenson	7,171.33
Sheila J. McCune	7,153.00
Charlotte Mantooth	7,035.15
Angel L. Hurley	7,022.88
Toyia M. Drew	7,007.39
Kay Dickerson	6,978.03
Callie Marie DeTienne	6,959.98
Arianne C. Morgan	6,951.91
Ayobami O. Olusa	6,932.23
Jeanette E. Beichle	6,921.28
Antonia Miranda	6,829.25
Trisha Taylor	6,809.23
Pamela Rowe Krzmarick	6,723.90
Debbie L. Bower	6,679.53
Brenda D. Elliott	6,628.38
Lyn Said	6,494.76
Elaine K. Williams	6,474.19
Judith E. Cotton	6,447.91
Marina Sanchez Ramirez	6,445.80
Flavia A. Rivera	6,445.12
Jackie L. Root	6,418.11
Cheryl L. Foster	6,375.16
Sandy Malkin	6,373.53
Connie S. Miller	6,348.67
Lorena M. La Rosa	6,340.14
Jeannine R. DeVore	6,308.99
Harris	6,308.99

Gail Patton Menefee	6,229.94
Shawna D. Schneider	6,215.72
Luz Elena Escudero	6,188.81
Alyson R. Young-Guerra	6,188.30
Laura A. Armstrong	6,180.61
Lynne Worcester	6,175.25
Sonia E. Argueta	6,160.03
Karen E. Ridle	6,157.03
Haydee Guzman	6,117.85
Susan Houser	6,115.92
Nancy Graham	6,099.64
Leanne Parrino	6,098.78
Lynn F. Huckels	6,065.28
Roxie Soto	6,062.10
Jennifer Spriggs	6,049.27
Taylor L. Moore	5,995.42
Delia Ponce	5,988.01
O'Nelly Encarnacion Gomez	5,903.54
Nancy Hargan	5,897.69
Jeannie Varela	5,880.43
Susan S. Robinson	5,848.00
Olivia K. Adegbayi	5,832.25
Deborah Metzger	5,792.13
Carol A. Josinsky	5,792.05
Shara Mobley Gladden	5,768.70
Ada Ramallo de	
Escibano	5,762.98
Karen Hunter	5,762.23
Patricia Bennett	5,746.24
Holly Lynne Martin	5,727.32
Gloria Evans	5,725.06
Annette D. Oxley	5,664.60
Vickie R. Griffiths	5,657.29
Misty McCain Pollard	5,629.02

Pearl

Jeanie Martin	\$17,366.11
Kim L. McClure	15,471.02
Kristin Myers	14,652.71
Betsy C. Richard	12,210.40
Jeanie K. Navkal	12,153.05
Julia Sander Burnett	11,590.06
Leah Michelle Lauchlan	11,411.85
Blythe Jamie Egbert	11,198.65
Tammy A. Vavala	11,197.89
Nadine Bowers	11,033.43
Alma Orrostieta	10,849.45
Tracey L. Chavez	10,804.53
Susan M. Hohman	10,697.86
Lia Rene Carta	10,567.29
Patry Webster	10,541.74
Amie N. Gambolan	10,537.77
Holly Thompson Lowe	10,348.18
Irene K. Foster	10,281.01
Tara Lynn Mitchell	10,038.82
Vicki Piccirilli	9,986.76
Sandra Giraldo Kirchhoff	9,915.52
Carleen J. Felix	9,815.05
Kathryn L. Engstrom	9,800.82
Shelley Eldridge	9,580.20
Ruthie Bresette-Mount	9,503.16
Cindy Machado-Flippen	9,399.76
Lisa Olivas	9,268.90
Janice Baxter Hull	8,902.95
Michele Salisbury Rankin	8,742.26
Patti Cornell	8,685.54
Cindy S. Koenig	8,600.83
Dorothy D. Boyd	8,486.91
Elizabeth B. Muna	8,419.24
Anne Geertsen	8,361.68
Richelle Suzette Kelly	8,230.49
Carol Marie	8,072.67
Shanna H. Jones	8,072.39
Denise E. Crosby	8,059.12
Evelyn Pirhalla	8,035.88
Sandra M. Munguia	7,919.25
Luanne Stewart	7,884.16
Lindsay R. Stewart	7,861.12
Tina M. Wright	7,843.60
Sharon Smith Wisnoski	7,821.77
Diane M. Detesco	7,795.81
Joyce Recenello	7,790.39
Tammy D. Niehaus	7,584.16
Holly L. Ennis	7,572.66
Amy Kemp	7,480.78
Lucia Fernandez	7,434.73

Victoria A. Pierle	7,416.78
Ella M. Chick-Power	7,407.26
Terri Lewis	7,381.43
Susie Kopacz	7,363.29
Stacey Craft	7,324.57
Sally Moreno	7,236.39
Marye Durrer	7,224.88
Brenda Stafford	7,224.18
Judi Tapella	7,210.16
Sherry L. Fields	7,206.73
Sandra Tatzert	7,174.26
Barbara R. Johnson	7,135.06
Connie L. Young	7,093.50
Darlene Rutledge	7,002.79
Kathy Eckhardt	6,956.15
Alicia Borkowska-Sattler	6,828.13
Hazel White	6,742.25
Kathy Ahlwardt	6,720.51
Peggy Matish	6,714.28
Marilyn A. Ricker	6,660.30
Amy Stokes	6,647.07
Adenike Morakinyo	6,643.53
Charlene Grubbs	6,503.20
Shari M. Kirschner	6,502.12
Amy Kirell	6,458.90
Susan Moore	6,452.93
Angela J. Fry	6,374.97
Amy M. Alber	6,330.06
Irene Korobov	6,326.31
Rebecca Milligan	6,306.98
Tammy Brown	6,257.04
Katherine Mikes Ward	6,241.42
Laura Ann Zipay	6,192.73
Richelle V. Barnes	6,165.50
Funmilayo Lang	6,092.13
Maureen Shipp	6,068.51
Nedra Ruby White	6,038.47
Stacey Ceyandra Curry	6,026.97
Pat Ringnald	6,020.35
Roya M. Mattis	6,006.24
April Landrum-Johns	6,003.33
Beth H. Piland	5,983.10
Maribel Olivares	5,923.47
Sherry L. Belisle	5,904.07
Diana Maria Bermudez	5,872.31
Penny J. Jackson	5,862.08
Lynette Sorrentino	5,858.13
Misty D. Gurrey	5,851.05
Angela G. Blount	5,848.14
Tracy Foltz	5,803.35

Diamond

LaRonda Daigle	\$13,709.08
Priscilla McPheeters	12,442.25
Amy Allgood	12,066.82
Melinda M. Balling	11,298.84
Ana X. Solis	11,269.25
Valorie Jean White	11,038.40
Sheryl Peterson	10,966.43
Sonia Suyapa Bonilla	10,531.74
Vivian Diaz	10,512.36
Julie Neal	10,384.57
Brenda K. Howell	10,037.39
Martha Kay Raile	9,982.75
Marsha Morrisette	9,800.04
Teresa A. Lischwe	9,774.95
Maritza Estela Gonzalez	9,626.90
Mary Strauss	9,454.99
Shelly Palen	9,390.98
Sandy Lasso	9,245.45
Nicki R. Hill	9,126.11
Pat A. Nuzzi	8,932.81
Evitella Valdez-Cruz	8,917.71
Barbara E. Roehrig	8,816.54
Dayana Polanco	8,814.07
Sandy Griffith	8,754.29
Carol Lee Johnson	8,706.46
Petie L. Huffman	8,688.82
Heidi Goelzer	8,684.63
Lila DeWeber	8,663.64
Cecilia C. James	8,640.80
Kristin Jenae Rogers	8,629.73
Terri J. Beckstead	8,625.12
Eileen M. Huffman	8,564.63
Omosolape O. Akiyoyenu	8,472.19
Nancy Polish Dove	8,404.49

Mary Jacobson	8,181.95
Betty Symons	8,128.62
Maria M. Martinez-Ardon	8,046.37
Maricarmen Gonzalez	8,043.23
Patricia Carr	8,009.50
Ruth L. Everhart	7,969.35
Meyra Esparza	7,962.85
Pat Joos	7,934.38
M. G. Jan Chesmore	7,894.46
Karime Rosas	7,885.78
Linda T. Cartiglia	7,874.17
Heather M. Julson	7,823.52
Mary Beissel	7,818.50
Ana Carolina Alvarez	7,802.96
Linda J. Wicks	7,657.60
Trudy Miller	7,639.72
Lisa A. Stengel	7,638.04
Lori M. Langan	7,597.90
Lisa Rada	7,584.99
Andrea Shields	7,582.43
Julie Danskin	7,551.48
Nancy Fox Castro	7,525.27
Betty McKendry	7,506.87
Julie Schlundt	7,484.65
Deb A. Hegland	7,453.39
Lesley A. Bodine	7,429.02
Maria Flores	7,342.18
Rose Rodriguez-Capone	7,339.08
Leticia Gutierrez-Barajas	7,305.78
Candace McCarthy	7,298.06
Donna J. Saguto	7,290.51
Kathe Cunningham	7,287.67
Mileta K. Kinser	7,210.05
Susan J. Pankow	7,131.04
Marni McKenna	
Hendricks	7,128.70
Janet S. Chapman	7,105.59
Stephanie A. Richter	7,088.26
Melissa Mays	7,075.32
Kim A. Messmer	7,069.58
Lisa A. Raupp	7,061.94
Anne Newcomb	6,989.49
Lesa Rae Franken	6,954.18
Emily Sims	6,935.18
Tawnya Krepmpes	6,899.06
Elizabeth K. Daniels	6,894.68
Maggie Rader	6,890.03
Lou Cinda Utley	6,873.81
Stephanie Audino	6,852.04
Yvonne Tazem	6,834.57
Meg Booker Steward	6,830.27
Silvia Sanchez	6,784.20
Martha Brown	6,774.78
Elvi S. Lamping	6,773.20
Suzanne T. Young	6,769.65
Fern Hendricks	6,763.60
Mary Lou Schlehuber	6,709.07
Jenny R. DeMell	6,700.64
Susan K. Carlson	6,699.85
Jodi Carlson	6,639.90
Wendy Hayum-Gross	6,619.93
Beth Brinkley	6,588.09
Audrey J. Doller	6,583.25
Marcia Sadowski	6,532.39
Denise M. Guthrie	6,528.69
Kathy M. Viola	6,527.93
Louisa Oeding	6,514.09

Ruby

Thessy Nwachukwu	\$13,966.23
Ekene S. Okafor	12,507.74
Juliet Ebele Okonkwo	11,298.10
Melissa Kaye Kopec	11,234.20
Laura A. Kattenbraker	10,655.04
Phuong L. White	10,530.24
Carmen Nunez de	
Valencia	10,260.53
Karen E. Gardner	10,013.95
Lisa Anne Harmon	9,975.12
Sherrie L. Clemmons	9,972.94
Donna Clark-Driscoll	9,705.80
Krystal D. Downey-Shada	9,419.25
Krystal K. Walker	9,377.39
Winifred Nonye	
Ogunamiri	9,342.38
Michele Semper	9,339.70

Somer Ballard Carter	9,322.19
Amber L. Faulk	9,1

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 2009.



Susan M. Gorman
 Director of the Center for the Study of the History of the U.S. Supreme Court
 University of Virginia

Top Sales Director — Personal Sales

SAPPHIRE — Audrey MacDowall, <i>D. Dunn Area</i>	\$16,308
EMERALD — Vickie Durfee, <i>K. Helou Area</i>	\$9,385
PEARL — Cynthia McMinn, <i>C. Williams Area</i>	\$15,813
DIAMOND — Ava Roberts, <i>Go Give Area</i>	\$14,707
RUBY — Juliet Goertzen, <i>J. Shealy Area</i>	\$18,709

Top Beauty Consultant — Personal Sales

SAPPHIRE	— Julie Almon, J. Martellaro Unit, <i>Go Give Area</i>	\$12,553
EMERALD	— Yuko Yasuma, M. Brandenburg Unit, <i>Go Give Area</i>	\$55,060
PEARL	— Tania Chinfalt, S. Simmons Unit, <i>M. Myers Area</i>	\$14,171
DIAMOND	— Kathleen Neal, V. White Unit, <i>Go Give Area</i>	\$21,817
RUBY	— Daphne Lewis, R. Rodstrom Unit, <i>Go Give Area</i>	\$12,529

Top Unit — Estimated Retail Production

SAPPHIRE — Kristi Anderson, <i>Go Give Area</i>	\$85,764
EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$88,486
PEARL — Kim McClure, <i>Go Give Area</i>	\$92,984
DIAMOND — Sonia Bonilla, <i>A. Garcia-Herrera Area</i>	\$93,083
RUBY — Melissa Kopec, <i>K. Copeland Area</i>	\$90,104

Top Team Builder

SAPPHIRE — Maria Rivero, A. Rivera Unit, <i>M. Aguirre Area</i>	31 New Team Members
EMERALD — Debra Thompson, G. Mayfield Banks Unit, <i>G. Mayfield Banks Area</i>	18 New Team Members
PEARL — Janice Runyon, C. May Unit, <i>K. Jones Area</i>	17 New Team Members
DIAMOND — Dana Peterson, B. Hubbard Unit, <i>Go Give Area</i>	16 New Team Members
RUBY — Sales Director Pamela Cox, <i>J. Barnes Area</i>	19 New Team Members

Top Unit Builders

Sapphire

Patrice Smith	55
Sharon K. Swayzer	54
Tabitha A. Hallums	57
Avelyn R. Smith	47
Satarro Purnell	45
Doris R. Braswell	42
Ana Evelyn Rivera	42
Dwaina Tracy	40
Tracey A. Fields-Hedrick	39
Beverly A. Stephens	39
Anne Elizabeth Leanos	36
Aiseta T. Moulton	34
Harriet Pennick	34
Bryniah Goodman Brown	33
Oralia Gil	33
Patsy A. Glunt	33
Maria Elvia Lopez	33
Vidalia Cardiel	32
Michelle Sara Moore	32
Mary Poindexter	32
Dena Smith	32
Mary M. Goss	31
Crystal Dawn McDaniel	30
Angeles Sosa	30
Debbie A. Weld	29
Lyris Yee	29
Ana Ruth Gomez	29
Aissa Hillebrand	28
Rosa Elia Meza-Sanchez	28
Maisha A. Bankhead	27
Lorraine A. Collette	27
Leslie M. McKinney-Smith	27
Shirley Moreno	27
Maranda Michelle Rains	27
Estela Saucedo	27
Nannette G. Short	27
Angelique M. Talbert	27
Julia Mundy	26
Katie D. Nichols	26
Melanie K. Oakes	26
Phyllis I. Pinski	26
Christy Bigham	25
Cynthia M. Cummings	25
Kelly A. Fuller	25
Brandy Lee Hudson	25
Stacey P. Jones-Whitaker	25
Alison Jurek	25
Maria G. Leon	25
Linda J. Bird	24
Maria Bocanegra	24
Sylvia Boggs	24
Kim I. Cowdell	24
Dee Dennison	24
Norma Ferreira Lopez	24
Jill L. Glockner	24
Tirza Llanes	24
Nuria Yesenia Maldonado	24
Tammy Romage	24
Nina Tamami	24
Jerusha Wightman	24
Julie Lynne Higginer	23
Linda Klein	23
Janez Lester	23
Brandy Michelle Redden	23
Peggy B. Sacco	23
Ceryl T. Anderson	23
Launa Marie Benson	22
Gloria Campbell	22
Maria K. Fades	22

Monica Garcia

Monika Balala	22
Angela D. LaFerry	22
Brenda Leary	22
Hilda Marrulo	22
Lara F. McKeeve	22
Nancy W. Pettaway	22
Angela Sheek	22
Levita M. Skyles	22
Toodora Ahumada	21
Regina M. Clark	21
Maria Elena Coyote	21
Diana E. Frausto	21
Maria E. Funes De Escobar	21
Cathy Blasingame Keene	21
Hilda Uche Onwughah	21
Moonimhee Ramsaran	21
Jalene Simpson Weston	21
Graciela Arteaga	20
Laurel J. Behrens	20
Maria D. Carrillo	20
Brandi Driggers	20
Maria G. Gutierrez	20
Cindy Harness	20
Ynocenta Hernandez	20
Rehondora R. Johnson Gray	20
Maria F. Mars	20
Clara K. Moko	20
Maria Guadalupe Rodriguez	20
Mibellosa Sosa	20
Graciela Soto	20
Lisa Louise Winton	20

Emerald

Ann Shears.....	53
Auri Hatheway.....	51
Flavia A. Rivera.....	49
Kim E. Manire.....	45
Yolanda Lopez.....	43
O'Nelly Encarnacion Gomez.....	41
Hope S. Pratt.....	41
Carolyn L. Lucas.....	38
Tammy K. Ayers.....	37
Hollie R. Sherrick.....	37
Luz Elena Escudero.....	36
Candy Jackson.....	35
Dana C. Warren.....	35
Anaitzel Avila.....	34
Ayobami O. Olusa.....	34
Elaine B. Goubil.....	33
Marianne L. Anderson.....	32
Martha R. Lopez.....	32
Connie S. Miller.....	31

Guendolyn J. M.

Wendyduy 3. White	26
Amanda Dida	25
LaTonya Denise Gamble	25
Julie A. Griffin	25
Arianne C. Palmer	25
Cynthia B. Morgan	25
Leanne Parrino	25
Aida Pangello de Escobedo	25
Michelle Martella Armes	24
Yolanda Mercado	24
Talvia W. Peterson	24
Gloria E. Sandoval	24
Emi Elizabeth Escobar	23
Leslie Anne Gemmell	23
Amanda Gustafson	23
Consepcion Montes	23
Gregoria Ramirez	23
Michelle R. Smith-Barr	23
Amanda Thulin-Malano	23
Jennifer Wenzke	23
Maria Guadalupe Botello	22
Jordan Helou Eicher	22
Lindsey Hysjulien	22
Ebun Osaze	22
Mirta Barquet	21
Kimbi L. Bartik	21
Tanisha Bates	21
Maria Julia Delgado	21
Heather M. Fitch	21
Maria Bertha Godoy	21
ManlyLou Hartman	21
Victoria Momah	21
Holly S. Neff	21
Elda Ramirez	21
Maria Sanchez	21
Ana E. Segovia	21
Marcela Sierra	21
Lisa Snow	21
Jennifer Springs	21
Nelly C. Benavides	20
Dana Dean Cornalino	20
Judith E. Cotton	20
Hollie Lynnae Darrow	20
Yvonne P. Gray	20
Holly Lynne Martin	20
Joanna Murga	20
Maria Sara Rodriguez Resendiz	20
Carmen L. Santiago Valdez	20
Amanda Sherum	20
Lakerishi S. Slade-McIver	20
Traci L. Smith	20
Rosalinda Zrinsky	20

Pearl

Lia Carta	52
Irene K. Foster	51
Terri Lewis	51
Tara Lynn Mitchell	51
Lucia Fernandez	48
April Landrum-Johns	47
Ana M. Carpio Vazquez	44
Sandra Giraldo Kirchhoff	44
Lindsay R. Stewart	43
Tracey L. Chavez	39
Liana Hempel	39
Nicole Pinella Pratt	39
Sherry L. Fields	38
Leah Michelle Lauchlan	38
Kimberly Antoinette Murray	38
Kristin Myers	38
Rhonda C. George	37

Michele Cobin

Michelle Cobelli	36
Cheryl Marie Brown	36
Holl Thompson Low	35
Delores E. Black	33
Denise D. Roland	33
Shelley Eldridge	31
Andrea Michelle Murray	31
Virginia S. Rocha	31
Jean A. Wilson	31
Laura Ann Zipay	31
Rhelle V. Barnes	30
Jeanie Martin	30
Brenda Stafford	30
Ammy A. Vavala	30
Kathleen Bonadie	30
Rochelle Hawk	29
Mary E. Johnson	29
Mia J. Mason Taylor	29
Diane M. Tervilliger	29
Nedra Ruby White	28
Nita M. Bendio	28
Anita Maria Bermudez	28
Angela G. Blount	28
Carol Marie May	28
Kim L. McClure	28
Oni Louis Moore	28
Alma A. Munoz	28
Maribel Olivares	28
Amada Arroyo	27
Kathy A. Freeman	27
Amelie B. McKinnie	27
Jiguana R. McKinnie	27
Monica Ruiz-Simone	27
Holly L. Ennis	26
Constance Nugent Miller	26
Alma Orsosteta	26
Cathy C. Richard	26
Stephanie B. Bowen	25
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Kollette Lowe Cleveland	21
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Lesley A. Bodine	30
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Sofia Carolina Vasquez	23
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Joionette Whittington-Stanton	22
Suzanne T. Young	22
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Debra A. Doughty.....	23
Sonya F. Goins.....	23
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Kathy H. Rebmam.....	23
Laura Sainz Rivera.....	23
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Cindy P. Markowski.....	22
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Rhodesia Butler.....	20
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Deanna Lynn Davis.....	20
Michelle D. Deck.....	20
Trish Digan.....	20
Amber L. Faulk.....	20
Janelle A. Ferrell.....	20
Sheryl K. Goins.....	20
Debra Grimaldi.....	20
Gwen Kirby.....	20
Natalie Brooke Lawrence.....	20
Lorena Moya.....	20
Kimberly Michelle Perkins.....	20
Cynthia Powell.....	20
Pamela O. Pruitt.....	20
L. Isela Ramos.....	20
Elena Santos.....	20
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Kirny Taylor.....	20

just the nudge you need

All women love beautiful adornments like the gorgeous pearl bracelet you can earn when you achieve the Girls Love Pearls Career Conference 2010 Team-Building Challenge. And why not? They make us feel like a queen! When you show your business the respect it deserves by building your team, you'll be realizing your queen dreams while helping other women make their dreams come true too. Need a nudge to get started? See the tips and testimonies below from team-building challenge achievers "in the know"!



**Independent Senior Sales Director
Betsy Richard, Lafayette, La.**

Betsy sees team-building from a long-term perspective: "Challenges such as last year's *Sparkle and Shine!* and this year's *Girls Love Pearls* motivate me because Mary Kay Ash asked us to 'pass the torch.' Practically speaking, they've given me the confidence to take my business to a higher level time and again." To prepare for *Sparkle and Shine!*, Betsy pinned up pictures of prizes along with a tracking sheet to monitor her progress. "My goal was to share the opportunity with at least 30 customers during the contest," she explains, "to help ensure five or more became part of my team. I got to work and booked parties and facial appointments to meet ladies who wanted or needed this opportunity." Was she always comfortable? "No! When I first began building my team, I was very *uncomfortable* approaching others. I literally felt drips of sweat going down my back. I was more concerned about what they would think of me than about what this opportunity might do for their lives. Once I took action, though, it became second nature."



**Independent Future Executive
Senior Sales Director Dercy Minotta,
Richmond, Texas**

"Achieving team-building challenges makes me feel more committed to my business," says Dercy. "It's also fun having a collective goal that helps us all advance toward success." Dercy sums up her team-building strategy with a few simple words: Focus on changing lives one person at a time. "I look for people whose lives can be enriched through this amazing opportunity," she says. "In these tough economic times, I know I have something worth sharing in addition to our great products, and the Company offers resources that help make it easy to do. I believe we should equip ourselves with information, so I appreciate bilingual materials that showcase our business. It's important to plan your work and work your plan all the time, but especially when you're working to achieve a team-building challenge. I suggest first organizing your systems and materials. Then try to make five contacts daily. Just talk to them about the Company and the opportunity. Do this consistently, and by the third day, you'll be easily interacting with people!"



**Independent Sales Director
Kerri Shulman, La Mesa, Calif.**

"I'm super motivated by recognition and prizes, so completing the *Sparkle and Shine!* Challenge last year was a 'nonnegotiable' for me," says Kerri. "Making the decision to achieve the challenge was the first and in my mind, the most important step of all. I soon discovered that telling my friends, family members and mentors about my goal was key too. They helped me stay accountable! I figured out exactly how many team-building appointments I would need to conduct and how many selling appointments it would take to find potential candidates. Then I went to work obtaining bookings. Focusing on the activity instead of the result kept me on track to complete the challenge." What insight does Kerri have for those too shy to share? "Just realize that it's not your job to say yes or no for someone else. Every woman has the right to decide if she does or does not want to learn about an amazing opportunity, especially in these challenging times. What if the person who asked you hadn't bothered?"

For complete *Girls Love Pearls* qualification details, go to the Mary Kay InTouch® Web site and start shining the light on your team-building triumphs!

destination star success

In just two power-packed days at Career Conference 2010, you can **grow more confident** in the opportunity and the products you share with others. **Career Development Classes** have been strategically created to provide business-building education for **each step on the ladder of success** – no matter where you are today. **Discover keys** to a more polished presentation. **Arm yourself** with answers to questions your customers and potential team members are bound to ask. **Leave energized and better equipped** with tips to develop Star Consultants, increase your customer base and meet the Company's "5 by 50" and 5-million-party goals. **And remember**, when you attend Career Conference 2010, **you'll receive a product giveaway that's exclusively for you equal to the cost of your registration fee!**



At-a-Glance

Here are just some of the great things you can expect:

Day 1

March 19, 21, 26 & 28

- | | |
|---------------|---|
| 2 – 9 p.m. | Registration (if space is available)
Packet Pickup |
| 3:30 – 5 p.m. | Independent Sales Director
Workshop |
| 3:30 – 5 p.m. | Emerging Leaders Workshop
(Star Team Builders, Team
Leaders, Future Independent
Sales Directors and Sales
Directors-in-Qualification) |
| 7 – 10 p.m. | Opening General Session
(all attendees) |

Day 2

March 20, 22, 27 & 29

- | | |
|--------------------|--|
| 8 a.m. – 4:30 p.m. | Registration (if space is available)
Packet Pickup |
| 8:30 – 10:30 a.m. | Independent Beauty Consultant
and Independent Sales Director
Classes |
| 10:45 a.m. – Noon | Morning General Session
(all attendees) |
| 12:15 – 1:45 p.m. | Girls Love Pearls Luncheon
(by invitation only) |
| 2 – 4 p.m. | Closing General Session
(all attendees) |

Three Easy Ways to Register

Be sure to check out the back cover of this issue of *Applause*® magazine to learn how. For complete Career Conference 2010 details (including extreme recognition opportunities you'll love) go to the Mary Kay InTouch® Web site.



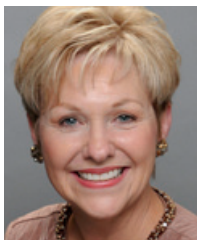
**Independent
Sales Director
Melanie Oakes**

In the first year of my business, I learned that Mary Kay Ash was right: **Those who show up,**

go up! One of the main reasons I was able to earn the use of a Career Car is that I've never missed an opportunity to experience a Mary Kay event. Career Conference 2009 was AMAZING and life-changing. I grew emotionally, spiritually and financially as a result. The energy in that arena was unlike anything I had ever experienced. To see the big picture of what Mary Kay is all about was worth overcoming every obstacle that might have kept me from going. The best part for me was hearing from all the "big girls" and realizing that the only difference between the top guns and me was a **decision!** I got home and applied all the education, inspiration and motivation I received and became a Fabulous 50s Independent Sales Director several months later. I love how everyone on every step of the career path can benefit from what they learn and find the way to make their dreams come true too!

**Don't miss the
opening night fun!**

Recognition, dance breaks,
celebration and relaxation.
Be there or be square!



**Independent Executive
Senior Sales Director
Marsha Morrisette**

When I hear an Independent Beauty Consultant say she can't afford to attend Career Conference, my reply

is, as Mary Kay Ash used to say, "You can't afford NOT to go!" You'll learn so much that, in my opinion, it will put you six months to one year ahead of someone who didn't go. You'll learn from the best of the best in your area. You'll be inspired to believe in yourself, go home and get to work to make your dreams your realities! Attending Career Conference can make all the difference in your focus. Ask yourself where you want to be by June 30: a Star Consultant, Red Jacket, Team Leader, Grand Achiever, Independent Sales Director? Career Conference can help motivate and inspire you to get there. When you consider there's very little, if any, travel expense, and when you add in the FUN, the bonding with girlfriends and other unit members, the experience seems priceless. Plus, you'll get a preview of the *newest Mary Kay® products* on the market,

products you'll want to share with friends and family, customers and potential team members. Career Conference gives Independent Beauty Consultants a midyear point to stretch and reach for their goals. How many women have earned the use of a Career Car or qualified as an Independent Sales Director just in time to be honored on the Career Conference stage? It's your future. You're in charge, and no one can EVER take it away. YOU are worth it!

Girls Love Pearls Luncheon

Independent Beauty Consultants and Independent Sales Directors who from Dec. 1, 2009, through Feb. 28, 2010, add two new qualified* personal team members will be invited to celebrate their success at the *Girls Love Pearls Luncheon*. Qualified* new personal team members who sign their new Independent Beauty Consultant Agreements from Dec. 1, 2009, through Feb. 28, 2010, and add one new qualified* personal team member during the same time period also will be invited to this luncheon.

Recognize the Star Within You. We Do!

Be sure to check out the Mary Kay InTouch® Web site for the full slate of education and recognition awaiting you at Career Conference 2010. You'll find all the scoop on Queens' courts, luncheons, challenges and *more*. **And don't forget, you can earn your Career Conference 2010 *Girls Love Pearls* bracelet for show-and-tell with your customers and potential team members.** It's time to make your star shine!

Career Conference 2010 Coming to a City Near You!

Atlantic City, N.J.	March 26-27 March 28-29*
Baltimore, Md.	March 26-27 March 28-29
Bellevue, Wash.	March 19-20
Biloxi, Miss.	March 19-20
Birmingham, Ala.	March 26-27
Boston, Mass.	March 19-20
Charlotte, N.C.	March 26-27 March 28-29
Chicago (Schaumburg), Ill.	March 19-20
Columbus, Ohio	March 19-20
Covington, Ky.	March 19-20
Dallas, Texas	March 26-27 March 28-29
Denver, Colo.	March 26-27
Des Moines, Iowa	March 19-20
Duluth, Ga.	March 19-20
Eugene, Ore.	March 26-27
Fort Lauderdale, Fla.	March 19-20
Galveston, Texas	March 26-27
Hartford, Conn.	March 19-20
Jacksonville, Fla.	March 26-27
Knoxville, Tenn.	March 26-27
Lansing, Mich.	March 26-27
Lexington, Ky.	March 26-27
Little Rock, Ark.	March 26-27
Madison, Wis.	March 26-27
Minneapolis, Minn.	March 26-27
Ontario, Calif.	March 19-20 March 21-22*
Orlando, Fla.	March 19-20
Overland Park, Kan.	March 26-27
Phoenix, Ariz.	March 19-20
Pittsburgh, Pa.	March 26-27
Providence, R.I.	March 19-20 March 21-22
Raleigh, N.C.	March 19-20
Riverside, Calif.	March 26-27
Sacramento, Calif.	March 26-27
Shreveport, La.	March 19-20
Springfield, Mo.	March 26-27
South Bend, Ind.	March 26-27
Syracuse, N.Y.	March 19-20
Virginia Beach, Va.	March 19-20
West Valley, Utah (Salt Lake City)	March 19-20
Wichita, Kan.	March 19-20

*Spanish only

*A qualified personal new team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company.

a family connection

Along California's scenic Central Coast, the community of Santa Maria nestles among gently rolling hills in fertile wine country like a lush movie set. Two hundred years ago, dreams of gold lured prospectors there. Instead of gold, early entrepreneurs discovered a wealth of free land that they quickly claimed and settled. Today, dreams live on. Santa Maria is home base to a growing family dynasty only Mary Kay Ash could have envisioned and made possible, as eight women eagerly share a legendary opportunity with others hoping to stake a claim to success. Their example, which began at home, just may spark your own success story ...



This "family affair" has paid off richly over the years in closer relationships, loving advice and the fun of sharing Mary Kay special events. (Shown left to right in front: Independent Senior Sales Director Margarita Domínguez, Independent Senior Sales Director Lucrecia Pereyra. Back row: Independent Sales Director Paola Cisneros, Independent Sales Director Angélica Meza, Independent Sales Director Joanna Murguía, Independent Senior Sales Director Haniel Ortiz)

It's been nearly 13 years since **Independent Senior Sales Director Lucrecia Pereyra, from the Independent National Sales Director Lily Orellana Area**, held her first Mary Kay® skin care party, and for days afterward, she couldn't contain her excitement. The rush of her new achievement bubbled up all over again whenever she described her victory to someone who hadn't heard it. Lucrecia had sold \$300 suggested retail in product and made promising contacts. Some of them might even become team members; maybe not today or tomorrow, but someday, she hoped aloud. "Lucre was the first in our family to start a Mary Kay business, and I still remember her vivacious excitement," recalls her big sister, **Independent Senior Sales Director Margarita Dominguez**. "As the eldest, I immediately felt the need to protect her. I was extremely skeptical, and I remember telling her emphatically that Mary Kay was too good to be true. I began to notice, though, that my little sister never missed a weekly success meeting, and she refused to let go of her goal. Despite my negativity, soon she had me using Mary Kay® products. I LOVED them, even though I didn't want to! My opinion of Mary Kay began to change."

After six months of observing Lucrecia's steady retail sales, one day Margarita invited herself to a guest event. "Mostly because it involved a free breakfast," she admits with a laugh. "Then something happened there that I never expected. I fell in love with the image of Mary Kay Independent Sales Directors and signed my Independent Beauty Consultant Agreement on the spot. I realized this was the opportunity I had been praying for." She worked hard and stuck with her goal, and today Margarita — the skeptical big sis — is driving a Mary Kay® Career Car Cadillac with commissions she couldn't have imagined. "My business has changed my financial status and lifestyle. But over the years, something even more important occurred. I've grown from a shy woman who was hung up on her insecurities into a confident one who now reaches out to others with a 'You can do it too!' message. My personal growth has been tremendous."

As Margarita built her unit, she focused on developing offspring Independent Sales Directors. She even asked for Divine direction for connecting with

ambitious women. She was realizing steady progress when one day an unexpected blessing of another sort revealed itself. "All the time I was looking for new people, I never realized what was happening right at home," she explains. "Without knowing it, I was creating leaders within my immediate family, as my daughters observed my example — day to day, call to call, party to party. I had never even thought of recruiting them, so I was surprised and proud when **Haniel, Joanna and Angelica** told me how my contagious excitement about my business had created their own Mary Kay dreams." By that time, all three daughters had graduated from college, completed their master's degrees and begun full-time jobs in their chosen fields, having been inspired by mom's Mary Kay goal-setting zeal. "One by one, each decided to become an Independent Beauty Consultant, then worked hard to become an Independent Sales Director," Margarita says proudly.

Branching Out

Meanwhile, Lucrecia had been sharing her growing Mary Kay accomplishments with sister-in-law



Claudia Chavez



Laura Chavez

Claudia Chavez, who decided the opportunity sounded right for her too. About the time Lucrecia offered Claudia the opportunity, Margarita recruited youngest sister, **Laura Chavez**. Then Haniel recruited *her* sister-in-law, **Paola Cisneros**. "Although truthfully, Haniel jokes that her husband is actually the one who recruited Paola during Thanksgiving dinner," Margarita confides. "When he started talking about the Mary Kay business plan, he kept going until Paola was convinced!" After starting her own Mary Kay business, Paola recruited her mom and her sister. Now all three women are Mary Kay Independent Sales Directors.

The holidays aren't the only time Mary Kay crops up in conversation either. "We're constantly sharing ideas, daydreaming and pumping up one another's enthusiasm, in person, by phone, through e-mail and text messages," says Margarita. "We plan events together and listen to telephone conference calls

together and attend Company special events together. When one of us has great news, we call the others to share. When another one has had a down day, we all call her to motivate and inspire her. As an extended Mary Kay family, we've been our own greatest source of unconditional support." Margarita, who's never missed a quarter achieving Star Consultant status, has been thrilled to "be there" for her daughters as they've charted their own Star Consultant success, "primarily through holding skin care parties," she says. "They love Star Consultant prizes and set their goals at the beginning of each quarter to achieve them. When they were young, I used to take turns allowing them to choose a Star Consultant prize. Of course, I couldn't fail to achieve it!"

Margarita says Seminar 2009 Awards Night was the highlight of their Mary Kay lives so far. "That night was like an instant replay of all we had accomplished in one short year. We were inspired all over again as we thought about all that is yet to come. We envisioned ourselves debuting as Independent National Sales Directors — all of us! How incredible that will be."

The Privilege of Sharing Grows On

Margarita marvels that as much as they've all learned from one another over the years, important life lessons continue to unfold. "I've come to realize that it's up to me to determine who I want to be. I just have to be willing to learn. I have to be willing to set goals and work to accomplish them. If we're diligent, not only are we able to accomplish our wildest dreams, but — and this is the most beautiful part — we have the *privilege* of sharing our experience and insight with other women so that they become all they're meant to be as well." She says when women are members of one's own family, the reward is all the sweeter. "To offer the gift of personal growth, sisterhood and loving support" — she pauses, puts her hand over her heart and shakes her head with a smile. "Sometimes I almost feel unworthy. Then I remind myself that these are blessings that can come to anyone's life. I thank God I had the nerve to admit I was wrong about Mary Kay. That moment was the beginning of a whole new life."

Go-Give® Award

Congratulations to the winners for February 2010.

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

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give®

Award nomination form is available on the Mary Kay InTouch® Web site under "Recognition."



**Becky
Fox**

Sapphire
Independent Sales Director
Began Mary Kay
September 1992
Sales Director Debut
November 1994
National Sales Director
Sharon L. Buck
Honors Premier Club qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; 12-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$32,095
Personal Lives in Cottage Grove, Minn. Husband, Daniel; daughters: Kelsey, Morgan
Favorite Quote "Life begins at the end of your comfort zone!"
Independent Beauty Consultant
Rosemary McClendon of Lauderdale, Minn., says, "I'm an adoptee in Becky's unit, but you wouldn't know it to see how she interacts with her adoptees. When I was thinking of giving up my business, we discussed time and money management, and Becky helped me set up a plan for success."



**J.L.
Bolton**

Emerald
Independent Sales Director
Began Mary Kay
August 1987
Sales Director Debut
June 1996
National Sales Director
Go Give Area
Honors Cadillac qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; seven-times Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement; two-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$56,762
Personal Lives in South Riding, Va. Husband, Ken; son, Kenny; daughter, Annika
Favorite Quote "Failure will never overtake me if my determination to succeed is strong enough."
— Og Mandino
Independent National Sales Director Kirk Gillespie says, "J.L. opens her arms wide to welcome adoptees, encouraging and leading by example. She even loaned me a pair of shoes when I left for an event and forgot my own!"



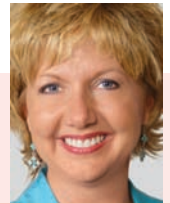
**Karla
Pacetti**

Pearl
Independent Senior Sales Director
Began Mary Kay
May 1979
Sales Director Debut
January 1983
Offspring one first-line
National Sales Director
Go Give Area
Honors Cadillac qualifier; Circle of Honor; monthly Go-Give® Award winner, March 1990; four-times Sales Director Queen's Court of Personal Sales; three-times Queen's Court of Sharing; 18-times Circle of Achievement; two-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$63,105
Personal Lives in Saint Augustine, Fla. Husband, Kenneth
Favorite Quote "Feel the fear and do it anyway."
Independent Beauty Consultant Allison Mall of Jacksonville, Fla., says, "I am so thankful for the care, sincere encouragement and faithful leadership Karla gives to all of her adoptees. Week after week she goes out of her way for all of us. I would not be where I am today without her!"



**Robin
Sailer**

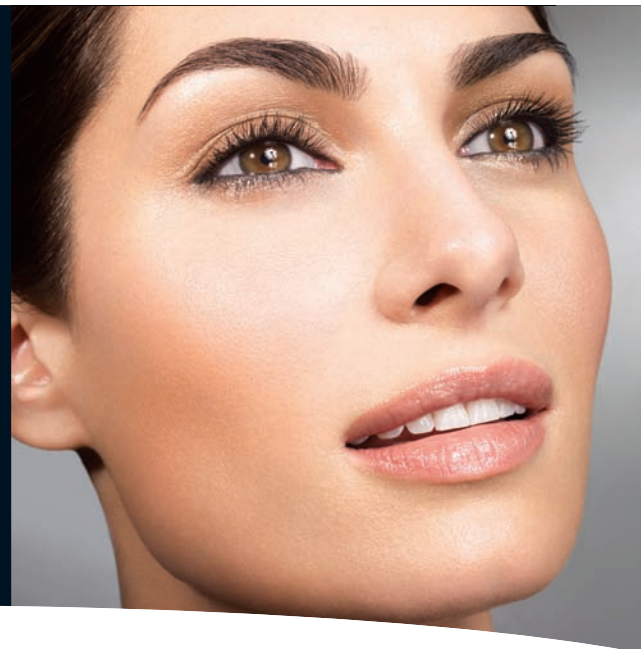
Diamond
Independent Sales Director
Began Mary Kay
March 1993
Sales Director Debut
September 1996
National Sales Director
Go Give Area
Honors Cadillac qualifier; Star Consultant; four-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; five-times Circle of Achievement; three-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$54,037
Personal Lives in Vienna, Va. Husband, Frank; sons: Frank, Scott, Andrew, Jean-Paul
Favorite Quote "To whom much is given, much is required."
Independent Beauty Consultant Shan Stavish of Vienna, Va., says, "Robin lives and teaches the importance of the 'pay-it-forward' role. Every month, our unit reaches out to our community with school supplies for the less fortunate, supplies for the women's shelter or canned food for the soup kitchen."



**Lynette
Meisel**

Ruby
Independent Future Executive Senior Sales Director
Began Mary Kay
February 1983
Sales Director Debut
January 1996
Offspring three first-line; one second-line
National Sales Director
Shirley Oppenheimer
Honors Cadillac qualifier; Circle of Honor; Sales Director Queen's Court of Personal Sales; 12-times Circle of Achievement; Double Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$69,174
Personal Lives in Lawton, Okla. Husband, Jim; son, Trent; daughter, Janis
Favorite Quote "I can do all things through Christ who strengthens me." Philipians 4:13
Independent Beauty Consultant Dottie Brown of Lawton, Okla., says, "Lynette helps Independent Beauty Consultants problem-solve and also encourages them to attend Company events so they can see 'the big picture.' This assists them in reaching their professional and personal goals."

brighten your skin



Ask me, your Independent Beauty Consultant, about any of these Mary Kay® products for achieving luminous skin. I'll deliver them to you with caring, personalized service. And if you'd like to earn them free, let's chat about how you can host a Mary Kay® party with a purpose and receive the products of your choice. *It's all about getting what you want, and I'm here to help!*



◀ TimeWise® Even Complexion Mask, \$20

Delivers instant brightening benefits so that skin looks immediately more radiant. This botanical-infused mask is the perfect solution for tired, dull skin that needs a burst of radiance.



TimeWise® Replenishing Serum+C, \$55 ▲

Give collagen a boost.[†] Help skin bounce back. This vitamin C-enriched serum is formulated with ingredients that enhance the production of new collagen and help keep existing collagen from breaking down.[†] The overall effect? Positively uplifting. Women in a two-week consumer study also reported that their skin felt refreshed and moisturized and looked smoother and brighter.

[†]Based on in-vitro testing



◀ TimeWise® Even Complexion Essence, \$35

TimeWise® Even Complexion Essence uses our patent-pending Lucentrix® complex to restore skin's natural, even tone by helping reduce visible dark spots and skin discoloration. When used together with the new TimeWise® Even Complexion Mask, you have the Even Complexion Power Pair!

Mary Kay® Mineral Powder Foundation, \$18 ▶

Now with six additional natural-looking shades, this weightless foundation powder goes on with the sweep of a brush and blends effortlessly for a flawless look. This skin perfecter makes lines, wrinkles and other imperfections seem to disappear.

Mary Kay® Mineral Foundation Brush, \$10, sold separately



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