

MARY KAY

FEBRUARY 2019

applause®



Destination
RED

See a **Mary Kay tropical cruise** in your future!

PLUS, new Star Team
Builder commission
boost! Details inside.



RoyalCaribbean
INTERNATIONAL

©2018 Royal Caribbean Cruises Ltd. Ships' registry: The Bahamas.



FEBRUARY *Dates*



1

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

Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.

3

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

10

Early ordering of the new **Spring 2019 promotional items** begins for Star Consultants who qualified during the Sept. 16 – Dec. 15, 2018, quarter and Independent Beauty Consultants who enrolled in *The Look* for Spring 2019 through the *Preferred Customer Program*SM.

Spring 2019 *Preferred Customer Program*SM customer mailing of *The Look* begins. (Allow 7–10 business days for delivery.)

14



Valentine's Day.

15

Spring 2019 promotion early ordering for all Independent Beauty Consultants begins.

16

Spring 2019 promotion begins. Official on-sale date.

18

Presidents Day. Postal holiday.

27

Last day of the month for Independent Beauty Consultants to place phone orders.

28

Career Conference registration, cancellation, special needs requests, transfer and hotel reservation deadline at 11:59 p.m. Central time.

Last day of the month for Independent Beauty Consultants to place online orders.

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



People judge you by your appearance.

Whether you're selling a product, applying for a job or vying for promotion,

they appraise not only your grooming

but the air of confidence you project, which is a reflection of how you feel about yourself.

There is certainly more to a person than appearance.

But you still get only one chance to make a good first impression.



Mary Kay

HELPFUL NUMBER: Mary Kay Service Center 800-272-9333

For questions regarding *Mary Kay*[®] product orders, *Mary Kay InTouch*[®], special events, product information, etc.

APPLAUSE[®] magazine is published in recognition of and as information for members of the Mary Kay Inc. 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, Texas. ©2019 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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TRENDING *Now*



MARY KAY
**CAREER
CONFERENCE**
2019

Show Up to Go Up.

Coming to a city near you! Classes, inspiration, celebrations and more! See Pages 20–21.



The Star Life

**Independent Sales Director
Melissa Duker**, Ventura, Calif.,

enjoyed her Star Consultant prize – a vacation voucher she used toward a Cabo trip! Want to be a star? Learn how on Page 22.

Love's in the Air.

U.S. fragrance is an \$8 billion business. Valentine's Day is a LOVEly time to get your piece of the profits. You can set up a Scent Station at parties, and share the *Mary Kay*® Fragrance eCatalog, *Mary Kay InTouch*® > Business Tool > *Mary Kay*® eCatalogs.



THIS MONTH IN MARY KAY HISTORY

1977

The Star Consultant Program coordinates with the Ladder of Success Program, using the same special recognition levels, and is still one of the most popular Mary Kay programs today.



1996

Mary Kay Ash establishes the Mary Kay Ash Charitable Foundation, which later becomes *The Mary Kay Foundation*™. To date, more than \$78 million has been given to organizations supporting its two-fold mission: to fund research for cancers affecting women and to end domestic violence. For every dollar donated, 97 cents goes directly to programs and services.

Applause® Magazine Team: **MANAGING EDITOR:** ALESIA RITENOUR **SENIOR EDITOR:** MEGHAN BONDS **SPANISH MANAGING EDITOR:** MARGARITA HERNÁNDEZ CONTRERAS **ART PRODUCER:** SHARILYN GETZ **SENIOR PRINT PRODUCER:** JAN STEEL **PRINT PRODUCERS:** KIM RIND, ANITA TRENT **COMMUNICATIONS COORDINATOR:** NICOLE LITTLE **DESIGN STUDIO SUPERVISOR:** WHITNEY HOLDEN **SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS:** CHERYL FELLENBAUM, PATTI CASAMASSIMA **SENIOR PREPRESS ARTIST:** RICHARD HUDSON **COPY EDITORS:** LISA HORNE, GAYLEEN WOODALL

*Within *Applause*® magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the *Mary Kay InTouch*® website 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.

Destination **RED**

SOFT OCEAN BREEZES, WHITE SANDY BEACHES
AND CLEAR BLUE WATER ARE CALLING YOUR NAME.

It's your turn to be pampered on this **crazy-awesome trip for two!** You'll join other Mary Kay Superstars as you set sail from **Miami to the Bahamas Oct. 7-11**. And a first for Mary Kay – **all Independent Beauty Consultants and Sales Directors can earn this Mary Kay vacay!**

There's absolutely, positively without-a-doubt no time to lose. Get on board this island cruise for a once-in-a-lifetime experience.

Calling all Bahama mamas! Set sail on this Royal Caribbean® cruise, courtesy of Mary Kay. Don't miss the boat! Qualify Jan. 1 – June 30, 2019.



January
counts
DOUBLE!

GET ME ON THIS SHIP!

YOU GET:

- A five-day, four-night cruise† for you and a guest aboard the Royal Caribbean® *Navigator of the Seas*®. Bonus: Ship just under-went a **massive \$115 million upgrade**, including **Caribbean poolscape, waterslides, the first blow-dry bar at sea, ultimate dining and nightlife.**
- Airfare for two to Miami.
- Stateroom accommodations.
- Transfers, port taxes and gratuities on board ship.

QUALIFY WHEN YOU ACHIEVE ALL THREE:

1. \$3,600 or more adjusted personal wholesale Section 1 production‡ during qualification time frame.

- TIP: Achieve the Mary Kay *You Hold the Key* Challenge January through June – check!
2. Add six *Great Start*-qualified* new personal team members.
TIP: **JANUARY COUNTS DOUBLE TOWARD DESTINATION RED** (e.g. Add three *Great Start*-qualified* new personal team members in January) – check!
 3. And have three personal first-time Star Team Builders.**
TIP: New **Star Team Builder commission boost** is perfect timing (see Page 4)

†To participate in *Destination Red*, you must place a minimum of \$3,600 in wholesale Section 1 orders within the qualification time frame.

‡Cash option available. See *Destination Red* FAQs for details, located on *Mary Kay In Touch*®.

*For purposes of *Destination Red*, a *Great Start*-qualified new personal team member is one whose Independent Beauty Consultant Agreement is received and accepted by the Company from Jan. 1 through June 30, 2019, and whose initial order or cumulative orders are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following three calendar months, that her Independent Beauty Consultant Agreement is received and accepted by the Company or by June 30, 2019, whichever comes first.

**A Star Team Builder must be active and have at least three active personal team members at the end of any single calendar month during the qualification time frame, and it must be her first time to achieve Star Team Builder status.

Royal Caribbean® is registered trademark of Royal Caribbean International.

Destination
RED

Your pic here

FIRST **500**
ACHIEVERS GET
DELUXE BALCONY
STATEROOMS!

I'M ON BOARD!

Display in a prominent spot as your constant motivator. Plus, find the handy **Destination Red personal tracking sheet online**. YOU GOT THIS!

KEEP CALM AND CRUISE ON!

- **Share** the products and the perks of a Mary Kay business with everyone.
- **Start today!** Your enthusiasm is contagious.
- **Grab a power partner** – another aspiring cruiser to encourage, motivate and share ideas together.
- Ask your matey, aka **Independent Sales Director**, to **help you** with a plan, then set sail.

Questions? *Mary Kay InTouch*® has all the details.

TEAM-BUILDING 101

- ✓ Potential team members are everywhere! Share Mary Kay at parties where everyone's having fun with friends, trying great products.
- ✓ Life's more fun with a bestie. Why not ask her to join your team, learn, grow and crush your goals together?
- ✓ Start with your closest group. Moms, sisters, aunts, daughters and in-laws may have similar desires for flexibility and unlimited earning potential.
- ✓ "No" may mean "not now." Don't get discouraged because now is not the right time. Continue building relationships, as you never know when could be the right time.

The Redder, the BETTER!

Boost your commissions as a Star Team Builder!

Being in red just got a shade better. Starting in January, **Star Team Builders (Red Jackets)** can **boost their commission potential**. The more you and your personal team members sell each month, the higher your commissions. Best news? This production-based tiered commission structure is a permanent addition.

Star Team Builder (Red Jacket)

	BEFORE	NOW	MONTHLY PRODUCTION
REQUIREMENTS			
	Must be active.*	No Change	
	Must have three or four active* personal team members.	No Change	
COMMISSION (a percentage of monthly personal team production)	4%	4% 6% 8%	<\$1,000 \$1,000 - \$1,800 >\$1,800

SNAPSHOT OF HOW IT WORKS

RED JACKET	PERSONAL TEAM MEMBER	WHOLESALE PRODUCTION	50% EARNINGS	COMMISSION	TB BONUS	FIRST-TIME RED JACKET BONUS
Amy		\$600	\$600			\$100
	Jann	\$600		\$48	\$50	
	Annie	\$800		\$64	\$50	
	Taylor	\$1,200		\$96	\$50	
TOTAL		\$3,200	\$600	\$208	\$150	\$100

AMY'S FEBRUARY EARNINGS - \$1,058

♥ **Amy fell in love with Mary Kay at a friend's party last month. She added three** *Great Start*-qualified new personal team members this month, and the team's combined orders totaled \$3,200 in wholesale Section 1 products. Amy has 50% earning potential on her \$600 wholesale order as well as 8% commission on her personal team members production since the amount is > \$1,800.

She gets a **\$50 Team-Building Cash Bonus** for each *Great Start*-qualified† new personal team member she adds each month thanks to the **Great Start Promotion**. No limits! What's more, her *Great Start*-qualified† new personal team

members earn free product bonus bundles valued at up to \$150 suggested retail each based on their initial order timing and amount.

Since Amy is a first-time Red Jacket, she's eligible to earn a **first-time \$100 Red Jacket Bonus and get 50% off her red jacket purchased through Mary Kay.**

*An Independent Beauty Consultant is considered active in the month a minimum \$225 wholesale Section 1 product order is received by the Company and in the following two calendar months.

†A *Great Start*-qualified new personal team member is one whose initial order or cumulative orders are \$600 or more in wholesale Section 1 products, and the orders are received and accepted by the Company in the same or following three calendar months that her/his Independent Beauty Consultant Agreement is received and accepted by the Company.

Love YOUR SKIN.

Every woman deserves to feel good about how she looks. You've got her confidence boost in the bag!



\$110

TIMEWISE MIRACLE SET 3D®

Target customer: She's addressing early-to-moderate signs of aging. The set defends, delays and delivers visible improvements to help her look younger longer!



\$205

TIMEWISE REPAIR® VOLU-FIRM® SET

Target customer: She's addressing more advanced signs of aging. Delivers youth-restoring firmness and skin lift.



\$45

CLEAR PROOF® ACNE SYSTEM

Target customer: Anyone with acne-prone skin.

Help Is Here!

Find regimen details, convenient selling tools and handy tips on *Mary Kay InTouch®* > Products > Product Central.



\$54

BOTANICAL EFFECTS® REGIMEN

Target customer: She is just learning about the importance of a skin care regimen and is not yet concerned about the signs of aging.

Fresh-Face February



INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR JENNIFER GUIDRY, HOUMA, LA.

Five steps to turn fresh faces into new bookings – and new customers!

Theme parties. I like **Mother/Daughter Parties** for Valentine's Day,

Mother's Day and birthdays. Moms try *TimeWise Miracle Set 3D®*; daughters try *Botanical Effects®*. For fun, daughters can paint *Clear Proof®* Deep-Cleansing Charcoal Mask on moms' faces. That always gets lots of giggles and sales.

List of faves. During the party, I ask guests to make a list of their favorite products. This makes closing easier and helps later with gift-giving ideas.

Booking game. At the end of every party, we play **Deal or No Deal**. The deal is they get a hostess gift when they book a second appointment with three or more friends. Doing this has changed my business!

Referrals. If a guest gives you referrals earlier in the party, use that as the guest list for her party. TIP: Keep that list in case the appointment doesn't hold.

Book it. Agree on a date, and pencil it in during the individual close. It's more likely to hold than if you follow up later.

♥ TREND: Staying in is the new going out! With hectic weekday schedules, staying in with friends can relax and refresh! Make it a pamper session with *Mary Kay®* skin care, and it's even better!

All prices are suggested retail.

love WHAT YOU DO.

“

I never imagined that buying a Starter Kit could lead to earning the use of my sixth Mary Kay Career Car! This is thanks to the hard work of my unit, support of our customers and love of our friends and family. #MyMKLife
– Independent Senior Sales Director Mary Piatt, Country Club, Mo.

”



WORK OF HEART

INDEPENDENT SALES DIRECTOR TERRY HOLCOMB, KANKAKEE, ILL.

“What I love about this business is the ability to help women feel great about their skin, no matter their age!

Some women come to a party and can barely look in the mirror when they arrive, but they leave wanting to take the mirror home because they feel good and fell in love with *Mary Kay*® skin care!

In addition to helping them discover beautiful skin, I enjoy building relationships.

I love how the Mary Kay opportunity gives today's woman a chance to build a business while keeping her priorities in order. Being married to a minister, I have moved five times and have found success in my Mary Kay business at every juncture. My journey has been amazing. I LOVE having a business where fun is as important as success!”

GREAT Start

The **Great Start Promotion** makes starting a Mary Kay business more rewarding than ever! See Pages 18–19!



IF THESE WHEELS COULD TALK ...

Want your own wheels? See how you can earn the use of a **Mary Kay Career Car** on *Mary Kay InTouch*® > Contests/Promotions.

READY TO SHARE? HELP IS HERE!



New *Love What You Do* team-building flier



Step 8 of MK University



Digital Posts

Find more on *Mary Kay InTouch*®!

LOVE YOUR LOOK.

Mary Kay Chromafusion™ Collection



EYE SHADOW, \$8 EACH

One superpowered technology, 33 intensely pigmented shades and 12 hours of stay-true color.* Dermatologist-tested. Ophthalmologist-tested. Clinically tested for skin irritancy and allergy. Suitable for sensitive eyes and contact lens wearers.



BLUSH, \$14 EACH

Apply to the apples of the cheeks for a fresh, beautiful touch of color. 10 stay-true shades.



HIGHLIGHTER, \$14 EACH

Give your complexion a boost. Glazed (Light/Medium) and Honey Glow (Medium/Dark).



CONTOUR, \$14 EACH

Easy contouring comes from tones that blend with skin for seamless shadowing and sculpting. Latte (Light/Medium) and Cocoa (Medium/Dark).



MARY KAY PRO PALETTE™ (UNFILLED), \$25

Color pans fit any of the Mary Kay® compacts. Magnetized to keep pans in place.



HELP IS HERE!

Color Confident Got a Makeover! It's updated with Mary Kay Chromafusion™ products. Complete it, and earn new bling!



Second Appointment Guide and Place Mats. One side shows color product bundles to make closing the sale easier; the other side shows how-to application tips based on eye and face shapes. The guide walks you through the party with tips to share for optimum Golden Rule service.

Get all this and more on *Mary Kay InTouch®* > Education > *Color Confident* > Second Appointment

Samples are available on Section 2 of the Consultant order form.

Beauty MVP!



INDEPENDENT FUTURE EXECUTIVE SENIOR SALES DIRECTOR MARÍA BAUTISTA, CHARLOTTE, N.C.

"After I introduce my customers to skin care, I love to share color products. I do that at the **second appointment** where I set up a table with compacts filled with eye and cheek colors, and lip colors.

I display it all!

Women buy with their eyes – that's why it's so important to show them ALL the products! They often buy more when it's easily available. I've also had success selling when I **post color**

looks on my social media channels.

I believe when you **use Mary Kay® products**, you do your best selling. I started my Mary Kay business 10 years ago, and I wear all Mary Kay! The key factor to remember is to **FOLLOW UP**. When you provide consistent, regular follow-up, your customers feel special. They know they'll be among the first to see new products. Building these relationships helps them feel confident. Chances are they will **tell their friends about you** and your personal service!"



All prices are suggested retail.

*Results based on a 12-hour independent clinical study in which 27 women used Mary Kay Chromafusion™ Eye Shadow after a single application

Date NIGHT

One color look on two skin tones



Amp it up, or dial it down to suit your mood or skin tone.



COOL METALS LOOK BY LUIS CASCO, MARY KAY GLOBAL BEAUTY AMBASSADOR

- **Smoky Quartz, Stormy and Crystalline** Mary Kay Chromafusion™ Eye Shadow, \$8 each
- **Shy Blush** Mary Kay Chromafusion™ Blush, \$14
- **Red Smolder** Mary Kay® Gel Semi-Shine Lipstick, \$18
- **I ♥ black** Lash Love® Lengthening Mascara, \$15
- **MK Black** Mary Kay® Eyeliner, \$12

Medium-to-darker skin tones: Add a little extra eyeliner, and use the Eye Smudger Brush to gently blend it into Stormy. Then use an All-Over Eye Shadow Brush to blend all the shades seamlessly.

Lighter skin tones: Use a very thin application of the eyeliner to make lashes look fuller. Make sure that all the eye shadow shades are well-blended for a seamless look. On the lips, apply Red Smolder with your fingertips to give a slightly stained look that won't overpower your whole look.

Don't forget:

MARYKAY® PRECISION BROW LINER, \$14

Outlines, defines and fills.



MARYKAY® VOLUMIZING BROW TINT, \$14

Tints, volumizes and tames.



MARYKAY® ESSENTIAL BRUSH COLLECTION, \$55

Includes All-Over Eye Shadow Brush, Eye Crease Brush, Eye Smudger Brush, All-Over Powder Brush, Cheek Brush and portable clutch.

This is just one of many looks from the **Mary Kay® Looks Collection**. Book a Valentine makeover party, or share the looks through the **Mary Kay® Digital Showcase App**. Find them plus how-to-videos, fliers and more on [Mary Kay InTouch® > Products > Product Central](#).

All prices are suggested retail.



Gloria Mayfield Banks



Kathy Helou



Patricia Turker



Lisa Madson



Sonia Pérez

ALL IN *On You!*
¡AL CIEN contigo!

There's a reason this magazine is called
Applause® ... to celebrate YOU!/
Por algo se llama la revista
Aplausos® ... ¡para celebrarte a ti!



Lupita Magaña



Cindy Williams



Debbie Moore



Stacy James



Pamela Waldrop Shaw

TOP 10 NSDs YEAR-TO-DATE / 10 PRIMERAS DNVs DEL AÑO A LA FECHA

ON-TARGET INNER/DIAMOND/ GOLD CIRCLE

EN MARCA PARA EL CÍRCULO INTERIOR/DIAMANTE/DE ORO

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 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 2018, NSD Area Leadership Development Bonuses, October Boost Your Ranking credit and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for September 2018.) 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, 2018, through Oct. 31, 2018. /Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayoreo de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Elite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en octubre de 2018; gratificaciones por desarrollo de liderazgo para Áreas de DNV; y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en septiembre de 2018. Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2018 al 31 de octubre de 2018.

INNER CIRCLE / CÍRCULO INTERIOR

\$750,000
Gloria Mayfield Banks
\$259,484

\$700,000
Kathy Helou
\$243,972

\$650,000
Patricia Turker
\$231,536

\$550,000
Lisa Madson
\$195,478
Sonia Páez
188,150

\$450,000
Lupita Magaña
\$154,698

\$400,000
Cindy Williams
\$138,496

\$350,000
Debi Moore
\$131,464

Stacy James
123,371
Pamela Waldrop Shaw
120,176

\$325,000
Pamela Fortenberry-Slate
\$113,461
Dayana Polanco
108,753

DIAMOND CIRCLE / CÍRCULO DIAMANTE

\$300,000
Linda Toupin
\$107,824

Sara Pedraza-Chacón
106,657
SuzAnne Brothers
106,303
Dacia Wiegandt
103,976

\$250,000
Anabell Rocha
\$98,892

Dawn Dunn
97,125
Julianne Nagle
95,724

Sandy Valerio
93,236
Kristin Myers
90,063

Paola Ramírez
88,884
Julia Burnett
87,566

O'Nelly Encarnación
85,765
Anita Tripp Brewton
85,244

\$200,000
Kerry Buskirk
\$83,195
Kay Elvrum
81,974

Julie Krebsbach
81,786
Connie Kittson
81,499
Davanne Moul
79,669
Cyndee Gress
79,238
Mary Estupiñan
77,429

On-Target Inner/Diamond/ Gold Circle, cont.

Mayuli Rolo
74,951
Cindy Fox
74,947
Lily Orellana
74,747
Yosaira Sánchez
74,710
Ada García-Herrera
73,638
Evelinda Díaz
72,779
Lia Carta
72,080
Somer Fortenberry
71,571
Juanita Gudiño
71,218
María Monarrez
71,106
Sue Pankow
70,406
Gloria Báez
68,083
Auri Hatheway
67,654
Morayma Rosas
67,001

GOLD CIRCLE / CÍRCULO DE ORO

\$150,000
Rebecca Evans
\$66,246

Jan Thetford
65,258
Monique Balboa
64,215
Lorraine Newton
62,918

Kim McClure
62,310
Rosibel Shahín
61,612
Shannon Andrews
61,140

Kimberly Copeland
59,950
Pam Higgs
58,933
Pamela Tull
58,166

Scarlett Simpson
57,967
Gay Hope Super
57,453
Alicia Lindley-Adkins
57,220

Bianny Ramírez
55,662
Tammy Crayk
55,608
Susan Hohlman
55,537

Valerie Bagnol
55,474
Kirk Gillespie
55,161
Noelia Jaimes
54,149

Sonia Bonilla
53,890
Alia Head
53,556
Marilyn Marte de Melo
53,428

Elizabeth Muna
52,583
Diane Mentiply
52,173

Joanne Bertalan
51,920
Debra Wehrer
51,730
Leah Lauchlan
51,537
Pam Klickna-Powell
51,321
Janis Z. Trude
51,302
Elizabeth Sánchez
51,178
Diana Sumpter
50,674
María Flores
50,666
Yvonne Lemmon
50,360

\$125,000
Lisa Allison
\$49,733
Luzmila Abadia Carranza
48,031

Kristin Sharpe
48,025
Evalina Chávez
47,992
Sharon Buck
47,990

Pam Ross
47,826
Evitelia Valdez-Cruz
47,826
Vicki Jo Auth
47,823

Virginia Rocha
47,455
Lupita Díaz
46,963
Gladis Elizabeth Camargo
46,800

Crystal Trojanowski
46,104
Alma Orrostieta
46,036
Michelle Sudeth
45,613

Yudith Pupo
45,571
Ruth Everhart
45,271
Maggie Nevárez
45,001

Glinda McGuire
44,823
Brenda Segal
44,128
Dawn Otten-Sweeney
44,065

Noemi Jaimes
43,540
Heidi Goelzer
43,420
Roxanne McInroe
43,342

Carmen Hernández
43,128
Cathy Bill
42,634
Kate DeBlander
42,105

Patty Olson
42,052
Deb Pike
41,978

MONTHLY COMMISSIONS AND BONUSES GRATIFICACIONES Y COMISIONES MENSUALES

NSD commissions above \$10,000 earned in October plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts. /Comisiones mayores de \$10,000 ganadas en octubre además de las siguientes que no cuentan para la clasificación de DNVs: comisiones de Directora de Ventas, comisiones de equipo personal y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

SAPPHIRE/ZAFIRO

Kathy S. Helou***
\$61,703
Lupita Magaña**
35,134
Pamela A. Fortenberry-Slate*
31,128
Debi R. Moore*
29,680
Sara Pedraza-Chacón*
28,412

SuzAnne Brothers*
27,083
Kristin Myers*
22,923
Davanne D. Moul*
20,500
Somer Fortenberry
19,593

Cyndee Gress*
17,881
Paola J. Ramírez
17,800
Morayma Rosas
16,861

Alma Orrostieta
16,743
Lorraine B. Newton
16,063
Lupita Díaz
15,232

Kimberly R. Copeland
14,886
Valerie J. Bagnol*
14,296
Debra M. Wehrer
13,082

Ruth L. Everhart
12,860
Alicia Lindley-Adkins*
12,439
Janis Z. Trude
12,378

Heather A. Carlson
12,301
Scarlett S. Simpson*
12,134
Dawn Otten-Sweeney
12,115

Glinda McGuire*
12,068
Diane L. Mentiply
11,830
Elizabeth Sánchez
11,763

Bridget L. Shaw
11,307
Angie S. Day*
11,186
Evalina Chávez
11,127

Gladis Elizabeth Camargo*
10,872
Elaine Kimble Williams
10,823
Alejandra Zurita
10,796

Sylvia Kalicak*
10,585
Cathy E. Littlejohn
10,480
Jeanie M. Tamborello
10,478
Diana Heble
10,252
LaRonda L. Daigle
10,229

EMERALD/ESMERALDA

Gloria Mayfield Banks***
\$74,107
Patricia Turker**
51,090
Sonia E. Páez**
42,909

Dacia Wiegandt*
29,444
Dayana Polanco*
23,694
Julianne Nagle*
21,519

Monique Balboa
19,358
Kerry Buskirk*
19,210
Pamela E. Tull
19,158

Auri Hatheway
18,812
Sonia Bonilla
18,202
Anita Tripp Brewton*
17,047

Kirk Gillespie
16,646
Rosibel L. Shahín*
16,511
Tammy Crayk
16,491

Pam I. Higgs
16,322
Evelinda Díaz*
16,266
Mayuli Rolo*
15,565

Ada Y. García-Herrera*
14,642
Sonia Arriola
14,513
Crisette M. Ellis
12,981

Kym A. Walker*
12,555
Cathy Bill*
12,326
Pam Klickna-Powell
12,189

Bianny Ramirez
12,167
Joanne R. Bertalan*
11,923
Jill D. Davis
11,456

Monthly Commissions And Bonuses, cont.

Marilyn A. Marte de Melo
\$11,277
Luzmila Abadia Carranza*
10,705
Diane Bruns
10,653
Gina Rodríguez-Orriola
10,342

DIAMOND/DIAMANTE

Lisa Madson*
\$51,424
Pamela Waldrop Shaw**
29,148
O'Nelly Encarnación
25,823
Yosaira Sánchez*
25,698
Dawn A. Dunn*
22,745
Julia Burnett*
21,474
Connie A. Kittson*
18,200
Leah Lauchlan
17,982
Kay E. Elvrum
17,443
Shannon C. Andrews*
17,083
Sue Pankow
17,015

Kristin Sharpe
16,712
María I. Monarrez
16,686
Lily Orellana
16,423
Rebecca Evans*
16,012
Susan M. Hohlman*
15,493
Diana Sumpter
15,349
Sharon L. Buck
15,266
Alia L. Head
14,171
Lisa Allison
13,411
Yvonne S. Lemmon
13,260
Julia Mundy
13,201
Vicki Jo Auth
13,166
Heidi Goelzer
12,464
Robin Rowland
12,354
Amy Allgood
12,144
Evelia Valdez-Cruz
12,035
Kaye Driggers
11,592

Roxanne McInroe
11,052
Shelly Gladstein
11,033
Pam Ross*
10,992
Candy D. Lewis
10,871

RUBY/RUBÍ

Cindy A. Williams*
\$32,209
Linda C. Toupin
32,160
Stacy I. James*
26,163
Kim L. McClure
20,211
Sandy Valerio*
19,037
Jan L. Thetford
18,488
Julie Krebsbach*
17,328
Juanita Gudiño
16,078
Cindy Fox*
15,981
Anabell Rocha*
15,962
Gloria Báez*
15,662
Mary C. Estupiñán*
15,334

Elizabeth Muna*
14,424
Lia Carta**
14,002
Brenda Segal*
13,426
Lara F. McKeever
13,118
Virginia S. Rocha
12,966
María C. Flores
12,761
Tammy A. Vavala
12,399
Deb Pike
11,524
Tammy Ramage
11,249
Bea Millsagle
11,238
Lynda Jackson*
11,024
Michelle Sudeth*
10,983

* Denotes Senior NSD

** Denotes Executive NSD

*** Denotes Elite Executive NSD

* Denota DNV Senior

** Denota DNV Ejecutiva

*** Denota DNV Ejecutiva de Élite

MARY KAY ANGELS ÁNGELES MARY KAY

These independent salesforce members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in October 2018./Integrantes del cuerpo de ventas independiente que lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en octubre de 2018.

TOP UNIT - ESTIMATED RETAIL PRODUCTION / PRIMERA UNIDAD — PRODUCCIÓN ESTIMADA AL MENUDEO

SAPPHIRE/ZAFIRO,
Katherine L. Longley, *Sapphire Go-Give Area* \$91,117
EMERALD/ESMERALDA,
Nancy Boucher, *Emerald Go-Give Area* \$97,323
DIAMOND/DIAMANTE,
Amy Kemp, *Diamond Go-Give Area* \$111,405
RUBY/RUBÍ,
Thessy N. Nwachukwu, *Ruby Go-Give Area* \$108,227

TOP SALES DIRECTOR - PERSONAL SALES / PRIMERA DIRECTORA DE VENTAS: VENTAS PERSONALES

SAPPHIRE/ZAFIRO,
Barbara Popowski, *Go-Give Area* \$21,800
EMERALD/ESMERALDA,
Linda Klein, *Go-Give Area* \$13,074
DIAMOND/DIAMANTE,
Katsiaryna Pratasenia, *Go-Give Area* \$39,566
RUBY/RUBÍ,
Kristen M. Wimer, *Go-Give Area* \$15,741

TOP BEAUTY CONSULTANT - PERSONAL SALES / PRIMERA CONSULTORA DE BELLEZA: VENTAS PERSONALES

SAPPHIRE/ZAFIRO, Susan M. Neel,
M. Kantor Unit, *D. Wehrer Area* \$15,222
EMERALD/ESMERALDA, Natalia Oparyk,
L. Gariuc Unit, *Go-Give Area* \$15,866
DIAMOND/DIAMANTE, Santhi Rajasekhar Peeler,
T. Dinelli Unit, *S. Hohlman Area* \$13,053
RUBY/RUBÍ, Jimena Guerrero,
T. Assis Unit, *Go-Give Area* \$22,800

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

SAPPHIRE/ZAFIRO, Latonya Julian-otems,
C. Scott Unit, *L. Newton Area* 11 New Team Members
EMERALD/ESMERALDA,
Sales Director Karla P. Vasquez
Espinoza, *S. Bonilla Area* 11 New Team Members
DIAMOND/DIAMANTE,
Melchor Cortes, G. Ortiz Unit,
S. Herrera Area 12 New Team Members
RUBY/RUBÍ, Ana L. Valladolid,
L. Perez Unit, *J. Gudiño Area* 17 New Team Members

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for October 2018./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en octubre de 2018.

SAPPHIRE/ZAFIRO

Karla M. Reno 31 New Unit Members
Moleda G. Dailey 30 New Unit Members
Tehrie Ned 26 New Unit Members
Brooke E. Bennett-Young 23 New Unit Members
Missy M. O'Neal 23 New Unit Members
Rosalba Sanchez 20 New Unit Members

EMERALD/ESMERALDA

LaKeshia M. Chisholm 30 New Unit Members
Delores E. Black 28 New Unit Members
Katy Goldstein 22 New Unit Members
Latricia M. Henry 20 New Unit Members
Elva Jordan 20 New Unit Members

DIAMOND/DIAMANTE

Dana Davis-Armstead 24 New Unit Members
Celeste Pichardo 20 New Unit Members

RUBY/RUBÍ

Lauren N. Bloomer 40 New Unit Members
Thessy N. Nwachukwu 34 New Unit Members
Candace L. Doverspike 28 New Unit Members
Breanna N. Goodwin 28 New Unit Members
Jennifer L. Albertini 25 New Unit Members
Laurie T. Plyler 24 New Unit Members
Maria Bautista 23 New Unit Members
Luz A. Perez 23 New Unit Members
Ofelia Del Rio 22 New Unit Members

MEET YOUR NSDS CONOCE A TUS DNVs

Be sure to visit *Mary Kay InTouch** for inspiring success stories about Mary Kay Independent National Sales Directors. Click [“Meet Your NSDs”](#) under Heritage. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?/Asegúrate de visitar *Mary Kay InTouch** para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en [“Conoce a tus DNVs”](#) bajo el separador “Legado”. Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?

A LEADER IS SOMEONE WHO
KNOWS WHERE HE OR SHE
IS GOING AND IS ABLE TO
TAKE OTHERS WITH THEM./
UNA LÍDER ES LA QUE SABE
ADÓNDE VA, CAPAZ DE
LLEVAR A OTRAS CON ELLA.

Mary Kay

RUBY / RUBÍ

NEW DEBUTS

DEBUTES

August/Agosto 2018

Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch** under "Resources," click "DIQ Program." / Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita el sitio electrónico *Mary Kay InTouch**. En el apartado "Recursos", haz clic en "Programa DIQ".



Jessica J. Eckhout
North Platte, Neb.
L. Jones Unit



Mayra Refugio Reyes
Hillsboro, Ore.
J. Abarca Unit



Kellie K. Tongson
Yuba City, Calif.
S. Coker Unit



Karen N. Williams
Madison, Ala.
E. Elder Unit



Not pictured/Sin foto: Ashley A. Aziz, Sunnyvale, Calif., S. Coker Unit; Cynthia Barlow, Villa Rica, Ga., L. Gilbert Unit; Margarita Bueno, Chicago, L. Spadlowski Unit; Maria A. Castillo, Glendora, Calif., K. Delgado Unit; Lisa Childs, Rochester, N.Y., C. Armstrong Unit; Irma Colima, Las Vegas, M. Sosa Unit; Kimminee M. Costello, Lexington, Ky., R. Bullock Unit; Madison N. Davis, Yadkinville, N.C., M. Love Unit; Guadalupe L. Delgadillo, Vista, Calif., A. Jimenez Unit; Margarita Fernandez Carrillo, Brooklyn, N.Y., C. Ruiz Garcia Unit; Soledad Flores, Phoenix, R. Jimenez Unit; Felicitas Gamez, Mesa, Ariz., A. Hernandez Unit; Layda I. Gil, Richmond, Texas, M. East Unit; Rebecca A. Hawley, Bentleyville, Pa., J. Bittner Unit; Thermalene Henderson, Humble, Texas, J. Barnes Unit; Brenda James, Mitchell, Ind., S. Gleyze Unit; Iris Lopez, Lynwood, Calif., M. Zuniga Unit; April G. Loveland, Afton, Wyo., S. Lauritzen Unit; Jeannette Marte, Columbus, Ohio, S. Estudillo Unit; Viviana Montes De Oca, Escondido, Calif., I. Ramirez Unit; Marcella B. Moore, Somerset, Ky., A. Gadbury Unit; Angelica Reynoso, Riverside, Calif., J. Gudiño Unit; Sandra M. Rios, Hobbs, N.M., P. Pina Unit; Maria De La Paz De La Paz Roma, Brooklyn, N.Y., F. Lopez Unit; Megan Rupiper, Chillicothe, Ill., J. Meng-Milligan Unit; Korrin L. Salas, Fairfield, Calif., P. Harris Unit; Sheila L. Saucedo, Robinson, Texas, L. Bauer Unit; Raquel Silos Rodriguez, Dallas, V. Rocha Unit; Belinda Valdez, Norwalk, Calif., L. Perez Unit.

*Previously debuted/Debutó con anterioridad

“THE SALES DIRECTORS IN MY COMPANY ARE THE PILLARS UPON WHICH THE COMPANY HAS BEEN BUILT. THEY, IN ESSENCE, ARE THE SPIRIT OF MARY KAY. / LAS DIRECTORAS DE VENTAS EN MI COMPAÑÍA SON LOS PILARES SOBRE LOS CUALES SE HA CONSTRUIDO LA COMPAÑÍA. EN ESENCIA, ELLAS SON EL ESPÍRITU DE MARY KAY.”

Mary Kay

DEAN'S LIST

LISTA DEL DECANO



October/Octubre 2017

The top three Honors Society members from each debuting class who have the highest adjusted unit wholesale production of their debut class and who have at least 50 unit members by the end of the twelfth month following their debut date. / Las primeras tres integrantes de la Sociedad de Honor de cada clase de debut con la más alta producción de unidad ajustada al mayoreo de su clase y que cuentan con por lo menos 50 integrantes de unidad al final del decimosegundo mes de su fecha de debut.

Not pictured/Sin foto: Kately Delgado, Long Beach, Calif., Ruby Go-Give Area, Ruby Seminar; Sydney N. Jackson, Star, N.C., K. Myers Area, Sapphire Seminar.



Waverly R. Copeland
Melissa, Texas
K. Copeland Area
Sapphire Seminar

TRIPLE CROWN TRIPLE CORONA



October/Octubre 2017

Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date. / Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su fecha de debut.

Not pictured/Sin foto: Kately Delgado, Long Beach, Calif., Ruby Go-Give Area.



For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 – 16, go to *Mary Kay InTouch**. / Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 9 – 16, ve a *Mary Kay InTouch**.

HONORS SOCIETY SOCIEDAD DE HONOR

October/Octubre 2017

Independent Sales Directors whose adjusted unit wholesale production is at least \$60,000 and who have at least 50 unit members by the end of the twelfth month following their debut date./Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$60,000 y tienen por lo menos 50 integrantes de unidad al final de su decimosegundo mes posterior a su fecha de debut.

Not pictured./Sin foto: Kately Delgado,
Long Beach, Calif., R. Go-Give Area.

FABULOUS 50s FABULOSOS 50

April/Abril 2018

Independent Sales Directors whose adjusted unit wholesale production is at least \$30,000 and who have at least 50 unit members by the end of the sixth month following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es por lo menos de \$30,000 y cuentan con por lo menos 50 integrantes de unidad al final del sexto mes de su fecha de debut.

Not pictured./Sin foto: Daniella Stowe, Gillsville, Ga.,
C. James Area.



Pricila D. Martinez
Nebraska City, Neb.
S. James Area

ON THE MOVE EN ACCIÓN

August/Agosto 2018

Independent Sales Directors whose adjusted unit wholesale production is at least \$15,000 by the end of the third month following their debut date, and who have added three or more qualified new personal team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders were received by the Company during the three months following their debut date./Las Directoras de Ventas Independientes cuya producción de unidad ajustada al mayoreo es de por lo menos \$15,000 al final del tercer mes de la fecha de su debut, y que hayan obtenido tres o más nuevas integrantes de equipo personal calificadas cuyos Acuerdos de Consultora de Belleza Independiente y pedidos por un mínimo de \$600 de la sección 1 al mayoreo fueron recibidos por la Compañía durante los tres meses después de la fecha de su debut.

Maria A. Castillo	Viviana Montes De Oca
Irma Colima	Korrin L. Salas
Soledad Flores	Belinda Valdez
Jeannette Marte	

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

October/Octubre 2018

Independent Beauty Consultants who added at least three active new personal team members during October./Consultoras de Belleza Independientes que obtuvieron por lo menos tres nuevas integrantes de equipo personal activas en octubre.



Tina Applegate	Crisly N. Camo Simon
Samantha Z. Aranjó	De Areval
Yadira Barberi	Jodi K. Campbell
Maria I. Bauza	Karen Carlson-Thring
Jessica Beattie	Reba M. Carreon
LaRosa L. Bolton	Ester Cecilio
Reginald Bolton	Martha Angelica Cisneros
Stormy D. Bonham	Ashley M. Cole
Traci Byrd	Anna Collins
Alma Caballero	Kay L. Collis
Sandra Calixto	Kristen Combs

Laura Conley
Liana Coxaj
Lidwine S. Faton
Natasha L. Fehlhaber
Kim Fejfar
Theresa Garcia
Karla Garcia Mora
May Lynn Garcia-Cortes
Heather L. Geyer
Melissa N. Goddard
Claudia F. Gomez
Maria E. Gonzalez Aranda
Joanna M. Griffin
Wendy J. Gutierrez
Micaela Guzman
Debora K. Hall
Elizabeth Hammonds
Hema Harnanan Cheong
Kathleen Heller
Liliana Hernandez
Dee Ann Horst
Melissa S. Houston
Silvia Jimenez
Yasmin Jimenez
Tiffany Johnson
Debra G. Lang
Veronica Laureano
Resa L. Lavicky
Allie Lawrence
Renee Legas
Carolina Maldonado
Eva Marin
Laurie M. Marte Bonilla
Kelly A. Martin
Clary Martinez
Lisa Maschino
Sherise B. McKinney
Crystal Mitchell
Minerva Munoz
Fatima Narvaez
Carmen Navarrete

Tasja D. Neal
Maria E. Ochoa
Edna Oheri
Evelyn E. Okoh
Peggy A. Oliver
Maria Orizaba
Teresa L. Ovitt
Gloria Perez
Caitlin R. Peterson
Kacey Petit
Tiffany A. Ponson
Alma G. Ramirez
Isabel Ramirez
Brenda Renteria
Beatriz A. Rodriguez
Juana Rodriguez
Hermila Roman
Maria C. Romero
Nanci C. Romero
Mayra Ruiz
America Sarinana
Michele C. Schror
Renee Seamone
Jeannette M. Sillett
Naomi E. Smithberg
Evelin Y. Sorto Lazo
Eva Sosa
Jordyn S. Stryker
Jennifer Stuart
Selideth T. Thomas
Anetta Tinsley
Connie Valdez
Sonia Valdez
Andrea Valentino
Ana L. Valladolid
Griselda Vanegas
Laura I. Vega
Alondra Badillo Villarreal
Kelli Vincent
Whitney Wheeler

1 ON THE MOVE
2 FABULOUS 50s
3 HONORS SOCIETY
Rings are shown stacked./
Los anillos se muestran encimados.

13% CLUB CLUB DEL 13%

October/Octubre 2018

The top 25 independent sales force members in the Ruby area 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 \$225 in wholesale orders during October./Primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Rubí que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en octubre.

RUBY/RUBI

Sales Director Kately Delgado	\$3,439
Sales Director Sandra Estudillo	2,376
Sales Director Maria Bautista	2,156
Sales Director Caitlin M. Griffo	2,133
Sales Director Jacqueline N. Alford	2,097
Sales Director Tassyane Assis	2,054
Sales Director Kenia K. Acosta	1,962
Sales Director Eusebia Bonilla	1,905
Sales Director Clea Colson-Eyre	1,873
Sales Director Heather A. Daniel-Kent	1,813
Sales Director Chatney Gelfius	1,788
Sales Director Luz A. Perez	1,724
Kanisha R. Moore, C. Doverspike Unit	1,684
Sales Director Ryan A. Rives	1,656
Sales Director Brandy E. Richwine	1,613
Sales Director Diana Gutierrez	1,605
Sales Director Taryn J. Sneed	1,586
Sales Director Crystal M. Trudell	1,579
Sales Director Jennifer L. Albertini	1,569
Sales Director Teri A. Walter	1,558
Sales Director Julie B. Potts	1,482
Danielle G. Ellis, B. Rush Unit	1,445
Sales Director September A. James	1,435
Sales Director Rachel P. Kellogg	1,422
Sales Director Rachael M. Bullock	1,416

GRAND ACHIEVERS GRAN GANADORAS

October qualifiers/Calificadas en octubre 2018

Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on *Mary Kay InTouch* under "Resources," "Publications" and "Advance Brochure." / Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora visita Recursos Publicaciones y Folleto *Avance* en *Mary Kay InTouch*.

SALES DIRECTORS/ DIRECTORAS DE VENTAS

Jesica Rivera

CONSULTANTS/ CONSULTORAS

Uchechi A. Emeruwa
Nkechi T. Nwabeke
Bernadette R. Rolland

GOLD MEDALS MEDALLAS DE ORO

October/Octubre 2018

Independent Sales Directors and Independent Beauty Consultants who added a minimum of five Independent Beauty Consultants to their team within one calendar month. / Las Consultoras de Belleza y Directoras de Ventas Independientes que en un mes de calendario lograron un mínimo de cinco Consultoras de Belleza Independientes para su equipo.

New Team Members/Nuevas integrantes de equipo

217 GOLD MEDALS	Sales Director	Elena Jimenez	5
Sales Director	Silvia Sanchez		
110 GOLD MEDALS	Sales Director	Jacqueline Donna	6
Sales Director	Esther Amador		
102 GOLD MEDALS	Sales Director	Ma Bertha Reyes-Tapia	6
94 GOLD MEDALS	Sales Director	Beatrice Alghali	5
76 GOLD MEDALS	Sales Director	Juanita Berumen	5
72 GOLD MEDALS	Sales Director	Rachel Mega	8
71 GOLD MEDALS	Sales Director	Sandria Brown	6
65 GOLD MEDALS	Sales Director	Francine Reed	7
59 GOLD MEDALS	Sales Director	Cenobio Nunez Felix	7
57 GOLD MEDALS	Sales Director	Elsa Lugo	5
56 GOLD MEDALS	Sales Director	Gloria Bello	6
55 GOLD MEDALS	Sales Director	Esther Cisneros	7
53 GOLD MEDALS	Sales Director	Elena Aguilar	5
51 GOLD MEDALS	Sales Director	Alberta Vargas-Rodriguez	6
50 GOLD MEDALS	Sales Director	Chatney Gelfius	7
48 GOLD MEDALS	Sales Director	Maria Garfias	5
47 GOLD MEDALS	Sales Director	Jacqueline Donna	6
46 GOLD MEDALS	Sales Director	Maria Espinosa	5
42 GOLD MEDALS	Sales Director	Evelyn Hernandez	5
41 GOLD MEDALS	Sales Director	Stephanie Coker	6
40 GOLD MEDALS	Sales Director	Blanca Esparza Ortiz	6
39 GOLD MEDALS	Sales Director	Faye Shaw Jenkins	7
38 GOLD MEDALS	Sales Director	Silvia Farias	6
37 GOLD MEDALS	Sales Director	Athena Frangos-Pasley	5
36 GOLD MEDALS	Sales Director	Toni Moore	5
34 GOLD MEDALS	Sales Director	Sherri Ammons	6
33 GOLD MEDALS	Sales Director	Rosa Jimenez-Contreras	6
32 GOLD MEDALS	Sales Director	Maria Bautista	5
31 GOLD MEDALS	Sales Director	Silisia Moses	6
30 GOLD MEDALS	Sales Director	Margarita Velez	5
29 GOLD MEDALS	Sales Director	Rachael Bullock	6
28 GOLD MEDALS	Sales Director	Laura Rivera	6

30 GOLD MEDALS

Sales Director	Tiffany Malt	6
Sales Director	Maria Mayorga	6
29 GOLD MEDALS		
Sales Director	Tassiane Assis	9
28 GOLD MEDALS		
Sales Director	Consuelo Hernandez	6
Sales Director	Maria Hernandez	6
27 GOLD MEDALS		
Sales Director	Yolanda Gallo	7
Sales Director	Alma Munoz	7
Sales Director	Jeanie Ripley	6
Sales Director	Abigail Voorhees	5
26 GOLD MEDALS		
Sales Director	Ofelia Del Rio	5
Sales Director	Carol Pittman	5
Sales Director	Rebeca Rodriguez	6
Sales Director	Rosa Vaquerano	8
25 GOLD MEDALS		
Sales Director	Shara Gladden	6
24 GOLD MEDALS		
Edith Okafor,	T. Nwachukwu Unit	6
Sales Director	Joyce Robinson	5
23 GOLD MEDALS		
Sales Director	Irina Ghitescu Cocea	5
Sales Director	Trudy Gibbs	6
Sales Director	Marisol Necochea	6
Sales Director	Jessica Williams	6
22 GOLD MEDALS		
Sales Director	Elise Anders	5
Aimee Dorsey, L. Plyler Unit		10
21 GOLD MEDALS		
Sales Director	Fidelia Cervantes	6
Sales Director	Milagro Diaz	5
Sales Director	Rosaisela Guerrero	6
Sales Director	Diana Gutierrez	5
Sales Director	Teresa Stewart	6
Sales Director	Norma Tovar-Hernandez	6
Sales Director	Soraida Valdez	5
20 GOLD MEDALS		
Sales Director	Petris Lopez	6
Sales Director	Silvia Medrano	5
19 GOLD MEDALS		
Angela Awuzie,	T. Nwachukwu Unit	7
Sales Director	Ramona Carbajal	5
18 GOLD MEDALS		
Sales Director	Kenia Acosta	5
17 GOLD MEDALS		
Sales Director	Jane Davidson Seibert	5
Sales Director	Kately Delgado	6
Sales Director	Andrea Evans-Dixon	6
Sales Director	Alicia Hernandez	5
Sales Director	Maria Nunez	

Sales Director	Rocio Puga	5
Sales Director	Patricia Yousef	6
16 GOLD MEDALS		
Sales Director	Firgia Cruz	6
Sales Director	Lourdes Flores	6
Sales Director	Maria Romo	5
Sales Director	Priscilla Vargas-Garcia	6
15 GOLD MEDALS		
Sales Director	Lourdes Campos	6
Sales Director	Monica Land	5
Sales Director	Susana Manriquez	5
Sales Director	Christy Nelson	5
Sales Director	Carolina Olea	5
Sales Director	Denia Rubio Gasga	6
Sales Director	Teri Walter	5
14 GOLD MEDALS		
Sales Director	Rosalva Huaman	6
Sales Director	Leonor Montanez	6
13 GOLD MEDALS		
Sales Director	Judith Abarca	5
Sales Director	Mariel Fedri	6
Sales Director	Breanna Goodwin	5
Sales Director	Celia Guncay	12
Sales Director	Amy Spence	6
12 GOLD MEDALS		
Sales Director	Sherry Nugent	5
Sales Director	Elsa Perez	6
11 GOLD MEDALS		
Sales Director	Maria Ardon Carranza	6
Sales Director	Cathy Huhta	6
Sales Director	Anastasia Nsa	6
Sales Director	Melissa Raymondi	6
10 GOLD MEDALS		
Sales Director	Donna Comstock	6
Sales Director	Bertha Guillen	6
Sales Director	Kelly Mardis	5
9 GOLD MEDALS		
Sales Director	Blanca Alonso	5
Sales Director	Heather Feiring	5
Sales Director	Paulina Fernandez	5
Sales Director	Calli Thorne	6
Sales Director	Becky Xepoleas	8
8 GOLD MEDALS		
Sales Director	Nicole Medjesky-Dixon	6
7 GOLD MEDALS		
Sales Director	Celia Arguello	6
Sales Director	Olukoyinsola Coleman	5
Sales Director	Ana De Haro	5
Sales Director	Alicia Galvan	6
Sales Director	Leticia Garcia	6
Sales Director	Marisol Rodriguez	6

6 GOLD MEDALS

Sales Director	J. Camargo Unit	5	
Ebere Anyanwu	10	Andrea Berger, L. Jackson Unit	6
Sales Director	6	Ana Guevara De Medrano, E. Guzman Unit	5
Brenda Austin	6	Tangla Hayes, L. Gilbert Unit	5
Sales Director	5	Franchesca Legros, J. Bittner Unit	6
Maria Castillo	6	Lisa Melbourne-Smith, T. Haynes Unit	6
Sales Director	6	Sales Director	5
Corrin Cresci	5	Nury Rojas	5
Sales Director	6	Rosie Russell, R. Coursey Unit	5
Yareli Garcia Ramirez	6	Maria Santana, E. Guzman Unit	7
Josephine Jordan, J. Mizell Unit	6	Sales Director	5
Sales Director	5	Christina Velazquez	5
Shanna Kocher	5	Jeanette Vitello, J. Cavolaski Unit	6
Sales Director	5	1 GOLD MEDAL	
Viviana Montes De Oca	5	Carmen Antigua, E. Bonilla Unit	9
Sales Director	7	Isabel Carman, S. Sharp Unit	5
Nneka Ndefo	5	Marsha Cessna, L. Bloomer Unit	8
Sales Director	5	Celsy De Leon, O. Del Rio Unit	6
Angelica Reynoso	5	Sonya Domaguin, B. Goodwin Unit	7
Sales Director	5	Alisa Dutka, J. Albertini Unit	5
Taryn Sneed	5	Valarie Eckloff, S. Gilson Unit	6
5 GOLD MEDALS		Lidwine Faton, O. Coleman Unit	8
Sales Director	5	Alma Garcia, A. De Haro Unit	5
Maria Andrade	5	Kimberly Garner, D. Denton Unit	9
Sales Director	5	Claudia Gomez, K. Delgado Unit	6
Josefina Camargo	6	Barbara Hernandez, M. Treviño Olague Unit	7
Sales Director	6	Liliana Hernandez, M. Ramirez Unit	5
Martha Cano	5	Alexandra Ishman, S. Milazzo Unit	5
Sales Director	6	Eva Marin, M. Rodriguez Unit	6
Belinda Valdez	5	Robin Marshall, K. Gardner Unit	6
4 GOLD MEDALS		Kelly Martin, A. Rangel Unit	6
Noelia Arciga, S. Medrano Unit	6	Crystal Mitchell, C. Frazier Unit	5
Maria Cera, M. Ruiz Unit	10	Fatima Narvaez, I. Lopez Unit	7
Jeana Crenshaw, S. Nelson Unit	6	Edna Oheri, T. Nwachukwu Unit	8
Sales Director	5	Evelyn Okoh, G. Eber Unit	8
Aurelia Hernandez	10	Angelica Olivares, M. Bautista Unit	5
Sales Director	6	Brenda Renteria, M. González Unit	6
Lainey Jarvis	6	Maria Sanchez, R. Murcia Unit	5
Sales Director	5	Renee Seamone, L. Bloomer Unit	8
Rachelle Neal	6	Erika Serrano, S. Olivo Angel Unit	6
Sales Director	6	Antoinette Thomas, T. Sellers Unit	5
Sandra Ochoa	6	Anetta Tinsley, J. Alford Unit	7
Elida Polanco, S. Saldana Unit	5	Connie Valdez, J. Fitz Unit	8
Bernadette Rolland, M. Mathews Unit	9	Sonia Valdez, G. Báez Unit	8
Sales Director	6	Kelli Vincent, T. Jones Unit	6
Maria Sanchez	5	2 GOLD MEDALS	
Sales Director	6	Silvia Acosta, B. Veliz Unit	5
Lety Segura Diaz	5	Sales Director	5
Sales Director	6	Fidelia Alcazar-Chavez	5
Karen Warzecha	6	Veronica Ariza, S. Taveras Unit	6
3 GOLD MEDALS			
Sales Director	5		
MaryClare Audier	6		
Sales Director	6		
Maria D. La Gabriel	5		
Sales Director	6		
Felicitas Gamez	5		
Sales Director	6		
Krista Hadi	5		
Sales Director	6		
Mayra Leiva Jerezanos	5		
Maria Leon, E. Cisneros Unit	6		
Sales Director	5		
Samantha Lyons	8		
Kanisha Moore, C. Doverspike Unit	11		
Sales Director	5		
Maria Munger	6		
Stella Okeke, T. Nwachukwu Unit	7		
Leandra Piazzo, A. Aziz Unit	12		
Sales Director	6		
Becky Seim	5		
Sales Director	6		
Graciela Torres	5		
Ana Valladolid, L. Perez Unit	17		
Virginia Young, A. Benson Unit	6		
2 GOLD MEDALS			
Silvia Acosta, B. Veliz Unit	5		
Sales Director	5		
Fidelia Alcazar-Chavez	5		
Veronica Ariza, S. Taveras Unit	6		

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

October/Octubre 2018

The top 100 Independent Sales Directors in each Seminar area based on their October 2018 estimated unit retail production./Clasificación de las primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de octubre de 2018.

SAPPHIRE/ZAFIRO

Katherine L. Longley	\$91,117	Epsie J. Elmer	43,020
Moleda G. Dailey	89,465	Michele Cobin	42,737
Karla M. Reno	79,797	Dolores Keller	42,627
Penny J. Jackson	75,036	Erika D. Hulm	42,612
Vicki Piccirilli	74,956	Hilda Marrufo	42,390
Jamie L. Lawrence	72,677	Michelle M. Gainer-Stripe	42,374
Kelly I. Brock	71,179	Lynn F. Huckels	42,354
Ann W. Sherman	70,013	Tehrie Ned	42,158
Randi Stevens	68,614	Tracy Grodsky-Dunn	41,994
Brooke E. Bennett-Young	68,308	Tommi Pleasure	41,990
Christine M. Jessee	65,733	Belle L. Martin	41,760
Debbie A. Weld	63,242	Kathy A. Freeman	41,619
Julie Neal	62,322	Beth T. May	41,443
Lady Ruth Brown	62,160	Regina I. McDermott	41,319
Linda Meier	62,134	Denise Yates-Hernandez	41,024
Courtney H. Young	61,125	Kayla T. Cornish	40,962
Marie E. Vlaminck	61,027	Lafreda D. Williams	40,701
Jessica Holzbach	60,416	Rita Schaefer	40,700
Jerlene Vrana	60,349	Jeanette M. Thompson	40,658
Laura Poling	59,642	Kim Tarbet Munoz	40,528
Petie L. Huffman	59,151	Marjorie S. Haun	40,518
Miranda Kantor	59,027	Patty Webster	40,281
Marni M. Hendricks	58,040	Stephanie L. Lenard	40,256
Casie Hembree	58,015	Natalie Cargile	40,118
Waverly R. Copeland	56,608	Julie A. Griffin	40,102
Linda H. Rowsey	56,480	Debra J. Witmer	40,001
Diane Covington	55,930	Auldon Sweeney-Wydo	39,991
Jennifer Levitt	54,764	Peggy Matish	39,983
Carol Lee Johnson	54,352		
Kristi M. Anderson	53,915		
Keita Powell	53,621		
Nedra White-Warham	53,419		
Jordan Eicher	53,301		
Missy M. O'Neal	52,926		
Susan T. Boothe	52,619		
Robyn S. Cartmill	51,841		
Cheri L. Taylor	51,359		
JoAnna P. Shipe	51,234		
Cynthia S. Sheppa	51,224		
Nancy W. Pettaway	51,084		
Reyna V. Alvarado Rivera	50,465		
Michele M. Armes	49,786		
Joli A. Dockery	49,494		
Geraldina E. Cruz De Soriano	49,223		
Anita R. Rabelo	49,213		
Heather L. Bohlinger	48,527		
Karla R. Plantan	48,516		
Kaye Yuen	47,934		
Orenda R. Hunniford	47,381		
Tracy Potter	47,102		
Joyce A. Newell	47,008		
Shanna H. Jones	46,980		
Tracy Foltz	46,804		
Judith E. Cotton	46,565		
Katie D. Nichols	46,341		
Betty Alvarado	45,527		
JoAnn M. Allen	44,910		
Kimberly Leigh Moore	44,859		
Laurieann Barclay	44,853		
Amy J. Bowman	44,684		
Candace N. Holte	44,592		
Julie B. Sapp	44,352		
Kathy Lee	44,258		
Beth S. Austin	44,064		
Kathleen Kirkwood	43,972		
Kathy L. Silva	43,959		
Delia Ponce	43,954		
Fraida M. Klein	43,881		
Nocona L. Koenig	43,750		
Mary K. White	43,693		
Jeanette E. Beichle	43,528		
Nannette G. Short	43,362		

EMERALD/ESMERALDA

Nancy Boucher	\$97,323
Stacy D. Foust	93,215
Melinda M. Balling	83,912
Ginny B. O'Kain	82,353
Deanna L. Spillman	81,418
Hilda L. Moreno	79,885
Jennifer L. Besecker	76,187
Stacey Craft	73,884
Nicole L. McDaniel	69,968
Hollie R. Sherrick	69,353
Mary Strauss	68,976
Tammy West-Murrian	68,289
Dawn Wilson	66,835
Ebun Osaze	66,567
Amber L. Towne-Geehan	66,491
Maggie Rader	64,785
Michele S. Rankin	62,964
Katy Goldstein	62,896
Debra Allison	61,811
Kijuana R. McKinnie	59,920
Carrie Bloink	58,990
Tina M. Dees	57,890
Leslie M. McKinney-Smith	57,812
Pam Kelly	57,464
Phyllis I. Pinsker	56,301
Carolyn Thompson	56,267
Sauna L. Abbotts	56,153
Margaret Neill	55,336
Jill Beckstedt	54,729
Yaleska Feliciano Rios	53,932
Ashley N. Clinesmith	53,782
Debbie A. Thomas	53,719
Betty McKendry	53,628
Lesa R. Franken	53,041
Cindy Anderson	52,800
Tammie M. Hanson	52,433
Jo M. Cotton	52,164
Linda Berglund	52,013
Rachelle Holloway	51,701
Amber D. Campbell	51,698
Kathleen L. Holmberg-Botelho	51,563

Breanne Sufrin	51,124
Sheri Farrar-Meyer	51,014
Andrea L. Peters	51,006
Lizi M. Gregory	50,905
Janice B. Hull	50,718
Nancy S. North	50,051
Heather D. Hulsey	49,698
Kathryn L. Engstrom	49,135
Linda J. Wicks	48,792
Bridgett L. Moore	47,696
Rosy G. Acevedo	47,474
Deirdre L. Eschautzier	47,465
Jacquelyn Dykstra	47,391
Kim Williams	47,211
Tammy Steele	46,937
Deb Altenburger	46,811
Susan R. Cunningham	46,690
Abigail L. Quinn	45,982
Audrey J. Doller	45,976
Becki Hackett	45,759
Latricia M. Henry	45,714
LaKeshia M. Chisholm	45,574
Shelley Money-Eldridge	45,253
Anita K. Cunningham	44,935
Shawna D. Schneider	44,756
Elva Jordan	44,653
Theodora W. Bradley	43,957
Marie Pfarr	43,832
Delores E. Black	43,771
Leanne Parrino-Pheasant	43,685
Carolyn J. Bishop	43,671
Brenda Stafford	43,651
Menina M. Givens	43,537
Elsi Coto	43,311
Joanna Helton	43,257
Mabel Mir	43,236
Alison Jurek	43,102
Joslyn Eaton	43,088
Mary-Beth Anderson	42,988
Stephanie H. Blake	42,685
Kim I. Bessey	42,675
Ann Tinucci Anderson	42,524
Ann F. Smith	42,503
Amy L. Fields	42,373
Michelle A. Cunningham	41,907
Lindsay E. Freisthler	41,846
Hannah Marks	41,817
Renita G. Peele	41,815
Teresa Bolden	41,808
Alyce Burnett	41,616
Susan H. Celi	41,437
Richelle V. Barnes	41,419
Chris H. Teague	41,327
Olayinka K. Adegbayi	41,316
Jill A. McCoy	41,277
Harriett Sharpe	41,269
Nikki H. Edgemon	41,108
Linda Klein	40,947
Dawn M. Starr	40,909

DIAMOND/DIAMANTE

Amy Kemp	\$111,405
Crystal D. Gardner	95,507
Julie Danskin	86,243
Cindy Machado-Flippen	77,383
Susan M. McCoy	76,205
Tawnya Krempges	75,329
Kim A. Messmer	74,942
Mary Kathryn King	73,862
Marsha Morrisette	73,238
Karime Rosas	72,926
Priscilla McPheeters	72,001

Deborah Dudas	68,136
Christi G. Campbell	67,814
Deborah S. Bailye	66,912
Linda T. Cartiglia	65,832
Kelly Willer-Johnson	62,981
Sherrie C. Purvis	62,970
Mileta K. Kinser	62,553
Mary P. Creech	62,386
Celeste Byrd	61,634
Audrey K. MacDowall	61,213
Paula Kelsch	60,819
Gerri Anne Morris	60,439
Shelly Palen	60,286
Alicia Borkowska	59,084
Suzanne T. Young	58,889
April C. Hutchinson	58,844
Stephanie A. Mottaz	58,366
Anne Geertsen	58,044
Megan N. Wilkes	56,969
Mariann Biase Mason	56,890
Joy H. Rentz	56,560
Terri J. Beckstead	56,200
Cindy Rogers	55,783
Alicia Kingrey-Lokai	55,456
Tracy Craven	55,328
Susie Kopacz	55,087
Patricia Carr	54,485
Britt N. Burke	54,319
Donna K. Smith	54,173
Katsiaryna Pratasenia	52,969
Sharon B. Carney-Wright	52,329
Christy Bigham	51,546
Delmi C. Santos	51,409
Allison Piro	50,941
Sylvia L. Martinez	50,804
Sandy Griffith	50,251
Michelle Cape	49,389
Claudia Chavez	49,373
Jenny Siemonsma	49,196
Alyssa K. Harland	49,077
Jan Geig	49,074
Sara R. Pennella	49,000
Karen M. Bonura	48,936
Lacey L. Bradford	48,818
Karina Gonzalez Rivera	48,572
Pat Joos	48,019
Grace N. Lemke	48,018
Bessy Y. Gomez	47,997
Julia R. Orser	47,775
Anita M. Bendio	47,702
Marty T. Wynn	47,532
Stephanie A. Richter	47,473
Emily E. Schuette	47,393
Jil Johnson	47,384
Susie Moore	47,283
Rebekah Hirneisen	47,219
Lindsay R. Stewart	47,012
Nancy M. Polish	46,922
Jessye R. Nichols	46,915
Billie Gillespie	46,707
Lisa Rada	46,514
Emily G. Franks	46,251
Christina L. Frantz	46,022
Kim C. Meyers	45,779
Holly A. Brown	45,606
Nancy F. Castro	45,560
LaChelle M. Seleski	45,457
Stacy Rozwadowski	45,423
Lindsey D. Christenson	45,244
Nicki R. Hill	45,230
Patty Y. Rovano	45,098
Zaida J. Ortiz	45,017
Lisa A. Raupp	44,809
Shelly M. Smith	44,677

Dana Davis-Armstead	44,569
Debbie Larson	44,520
Kathy R. Bullard	44,505
Lois R. Humbert	44,435
Sue M. Fischer	44,414
Holly S. Neff	44,382
Cheryl A. Riead	44,167
Ingrid E. Smith	44,133
Terri Lewis	44,124
Nadine Bowers	44,080
Maria Sanchez	43,945
Kathy M. Viola	43,883
Jennifer Messoro	43,862
Joan M. Farrell	43,118
Kathy Fean	42,524

RUBY/RUBÍ

Thessy N. Nwachukwu	\$108,227
Candace L. Doverspike	105,672
Kately Delgado	101,498
Kaela L. Steinman	93,145
Kali DeBlander Brigham	88,013
Susan Moore	82,025
Ryan A. Rives	78,671
Krystal D. Downey-Shada	77,732
Paula M. Kirkpatrick	74,913
Laura V. Middleton	74,695
Lauren N. Bloomer	70,136
Diane K. Lundgren	69,105
Tracy W. Jones	68,660
Donna Clark-Driscoll	68,439
Randi S. Gleason	67,722
Shawni Diggan	66,706
Tamarie M. Bradford	66,266
Lisa Anne Harmon	65,510
Stephanie L. Coker	64,696
Cleta Colson-Eyre	62,445
Lisa Hansen	61,867
Eusebia Bonilla	60,881
Marnie R. Yunger	60,743
Mary A. Dell	60,125
Ana P. Farrell	58,450
Sherri Ammons	58,292
Terry Thole	57,260
Heather A. Daniel-Kent	56,502
Amy C. Schule	55,737
Brenda Fenner	54,851
Maureen Shipp	54,822
K.T.M. Martin	54,017
Teri A. Walter	53,844
Stacey P. Nelson	53,309
Elvia Cordova	53,005
Stephanie Audino	52,979
Gloria Moreno Medrano	52,210
Heather C. Feiring	52,201
Laura L. Waters Vazquez	52,064
Gloria H. Ebere	51,807
Susan C. Ehrnstrom	51,185

Laurie C. Cole	51,048
Debbie A. Elbrecht	50,973
Luz A. Perez	50,931
Patty L. Bojan	50,827
Judie Roman	50,282
Patti Cornell	50,113
Lisa D. Prescott	49,920
Kenia K. Acosta	49,776
Crystal C. Hubbard	49,646
Laurie T. Plyler	49,149
Suzanne Moeller	49,110
Chatney Gelfius	48,894
Valerie A. Lucio-Polk	48,421
Michelle L. Sanders	48,324
Jeanie K. Navrkai	48,196
Jordan Twilley	47,952
Jennifer L. Albertini	47,593
Laura A. Kattenbraker	47,574
Barbara Pleet	47,371
Breanna N. Goodwin	47,363
Ginger J. Benedict	47,025
Elayne J. Watson	46,975
Donna L. Comstock	46,637
Lee Clouse	46,125
Caitlin M. Griffo	46,080
Marye Durrer	45,747
Becky Goshorn	45,572
Michelle L. Mathews	45,146
Kathy Brennan	45,134
Rachael M. Bullock	45,092
Reina Murcia	44,986
Cherie L. Smith	44,814
Barbara Baty	44,795
Shari M. Kirschner	44,609
Cheryl A. Dechenne-Sheedy	44,511
Regan L. Danforth House	44,332
Kellee L. Valerio	44,327
Jackie M. Craver	44,304
Maricarmen Gonzalez	44,156
Alice R. George	43,671
Chrystine M. Zinnecker	43,380
Maria Rocio Rico De Jacinto	43,029
Elizabeth A. Kramer	43,014
Karen E. Gardner	42,854
Rose Campbell	42,814
Vicki O'Bannon	42,271
Sonya F. Goins	42,198
Elena Santos	42,159
Pam Heston	42,039
Christy M. Cox	41,950
Sheryl J. Arena	41,883
Becky Kiessig	41,824
Christina V. Rolfs	41,682
Jan M. Moses	41,505
Susan A. Smith	41,455
Jennifer Isenhardt	41,429
Linda Christenson	41,282
Pamela J. Sparks	41,161
Linda Sigle	40,882



NOTHING HAPPENS UNTIL
SOMEONE SELLS SOMETHING./
NADA PASA HASTA QUE
ALGUIEN VENDE ALGO.

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

October/Octubre 2018

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in October 2018. Names in **bold** print earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en octubre de 2018. Los nombres en **negritas** son quienes ganaron la comisión máxima del 13 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

SAPPHIRE/ZAFIRO

Marni M. Hendricks	\$13,233
Katherine L. Longley	12,540
Vicki Piccirilli	11,911
Brooke E. Bennett-Young	11,905
Miranda Kantor	11,709
Karla M. Reno	11,468
Moleda G. Dailey	11,464
Kelly I. Brock	11,178
Linda Meier	10,609
Jamie L. Lawrence	10,456
Julie Neal	10,414
Marie E. Vlaininck	10,395
Penny J. Jackson	10,261
Katie D. Nichols	9,702
Lady Ruth Brown	9,605
Nancy W. Pettaway	9,371
Julie B. Sapp	9,244
Jordan Eicher	9,236
Ann W. Sherman	9,202
Delia Ponce	9,156
Diane Covington	9,124
Susan T. Boothe	8,982
JoAnna P. Shipe	8,924
Randi Stevens	8,906
Courtney H. Young	8,870
Casie Hembree	8,790
Michele M. Armes	8,721
Rita Schaefer	8,708
Christine M. Jessee	8,611
Nedra White-Warham	8,604
Patrice M. Smith	8,503
Jennifer Levitt	8,487
Debbie A. Weld	8,465
Reyna V. Alvarado Rivera	8,444
Jessica Holzbach	8,431
Hilda Marrufo	8,330
Debra J. Witmer	8,240
Anita R. Rabelo	8,214
Betty Alvarado	8,110
Jerlene Vrana	8,057
Laurieann Barclay	8,057
Heather L. Bohlinger	8,011
Belle L. Martin	8,010
Ynocenta Hernandez	7,873
Waverly R. Copeland	7,853
Julie A. Griffin	7,842
Jeanette E. Beichle	7,789
Erika D. Hulm	7,703
Laura Poling	7,674
Robyn S. Cartmill	7,669
Linda H. Rowsey	7,628
Keita Powell	7,565
Pam Garner Moore	7,561
Petie L. Huffman	7,516
Margarita Elisea	7,509
Maria Claxton-Taylor	7,492
Cheri L. Taylor	7,415
Leidy D. Gomez	7,409
Sandra G. Kirchhoff	7,387
Tracy Potter	7,285
Geraldina E. Cruz De Soriano	7,272
Epsie J. Elmer	7,269
Carole Gantt	7,264
Tina L. Hackett	7,261
Joli A. Dockery	7,226
Tracey F. Hedrick Lassiter	7,223
Dolores Keller	7,184
Carol Lee Johnson	7,180
Kathleen Kirkwood	7,113

Marita W. Campbell	7,070
Tommi Pleasure	7,046
Cynthia S. Sheppa	7,022
Jeanette M. Thompson	6,987
Bridget N. Howerton-Adams	6,982
Kristi M. Anderson	6,970
Candy I. Brown	6,958
Missy M. O'Neal	6,938
Karla R. Plantan	6,918
Amy R. Sigler	6,916
Jennifer J. McNulty	6,899
Lafreda D. Williams	6,878
Linne' Lane	6,836
Carmen B. Jones	6,818
Judith E. Cotton	6,798
Trisha Taylor	6,772
Stacy O. Ervin	6,737
Judi Tapella	6,693
Mary K. White	6,666
Beth S. Austin	6,645
Lynn C. Purser	6,643
Kathy A. Freeman	6,639
Orenda R. Hunniford	6,638
Jeannie S. Meyer	6,637
Maria Montes	6,612
Kathy Lee	6,594
JoAnn M. Allen	6,580
Jahna L. Stone	6,576
Amy J. Bowman	6,567
Kristen M. Christen	6,513
Sylvia Boggs	6,503

EMERALD/ESMERALDA

Jennifer L. Besecker	\$12,873
Stacy D. Foust	12,516
Ebun Osaze	11,871
Katy Goldstein	11,608
Deanna L. Spillman	11,528
Nancy Boucher	11,261
Melinda M. Balling	11,189
Hilda L. Moreno	10,672
Stacey Craft	10,661
Ginny B. O'Kain	10,393
Shelley Money-Eldridge	10,197
Lesa R. Franken	10,170
Kathryn L. Engstrom	9,637
Shauna L. Abbotts	9,455
Kim Williams	9,328
Carrie Bloink	9,307
Tammy West-Murrian	9,294
Debbie A. Thomas	9,216
Amber L. Towne-Geehan	9,199
Carolyn Thompson	9,151
Michelle A. Cunningham	9,136
Maggie Rader	8,846
Mariana Moreno	8,816
Michele S. Rankin	8,811
Mary Strauss	8,760
Nicole L. McDaniel	8,740
Debra Allison	8,663
Sheri Farrar-Meyer	8,636
Sally Moreno	8,409
Stephanie H. Blake	8,362
Linda J. Wicks	8,360
Hollie R. Sherrick	8,347
Jill Beckstedt	8,331
Breanne Sufrin	8,321
Kijuana R. McKinnie	8,317
Cindy Anderson	8,317
Maria J. Koo	8,315

Ashley N. Clinesmith	8,283
Shawna D. Schneider	8,242
Audrey J. Doller	8,073
Betty McKendry	8,052
Janice B. Hull	8,036
Leslie M. McKinney-Smith	8,014
Dawn Wilson	7,952
Phyllis I. Pinsker	7,937
Heather D. Hulsey	7,927
Pam Kelly	7,921
Lizi M. Gregory	7,900
Emily Stone	7,725
Andrea L. Peters	7,653
Susan R. Cunningham	7,653
Tammie M. Hanson	7,594
Rachelle Holloway	7,535
Latricia M. Henry	7,488
LaKeshia M. Chisholm	7,296
Brittani M. Jenks	7,240
Mendy S. Huff	7,221
Anita K. Cunningham	7,184
Tammy Steele	7,147
Marie Pfarr	7,112
Linda Berglund	7,109
Ann F. Smith	7,080
Elva Jordan	7,068
Jo M. Cotton	7,041
Menina M. Givens	7,026
Karen E. Ridle	7,020
Alison Jurek	7,014
Vicki Hunter	7,005
Michelle R. Backman	6,978
Diane M. Detesco	6,972
Amber D. Campbell	6,899
Rosy G. Acevedo	6,870
Leanne Parrino-Pheasant	6,861
Audrey L. Detesco-Nickell	6,859
Teresa Bolden	6,843
Deb Altenburger	6,825
Olayinka K. Adegbayi	6,813
Kimbi L. Bartik	6,781
Amy L. Fields	6,775
Nancy S. North	6,745
Tina M. Dees	6,726
Margaret Neill	6,694
Joyce Recenello Armfield	6,693
Deirdre L. Eschauzier	6,659
Kathleen L. Holmberg-Botelho	6,645
Delores E. Black	6,613
Nikki H. Edgemon	6,587
Mary-Beth Anderson	6,559
Lindsay E. Freisthler	6,536
Abigail L. Quinn	6,500
Krista Erdmann	6,492
Christine D. Barrueco	6,489
Alyce Burnett	6,469
Chris H. Teague	6,451
Yaleska Feliciano Rios	6,435
Katherine L. Paez	6,422
Elsi Coto	6,358
Theodora W. Bradley	6,317
Karla P. Vasquez Espinoza	6,312
Becki Hackett	6,284

DIAMOND/DIAMANTE

Amy Kemp	\$16,389
Julie Danskin	14,344
Karime Rosas	14,335

Celeste Byrd	13,405
Cindy Machado-Flippen	13,232
Crystal D. Gardner	13,148
Tawnya Krempges	11,524
Sherrie C. Purvis	11,499
Marsha Morrisette	11,284
Mary Kathryn King	10,971
Audrey K. MacDowall	10,720
Kim A. Messmer	10,608
Susan M. McCoy	10,540
Deborah Dudas	10,392
Priscilla McPheeters	10,132
Deborah S. Bailye	10,123
Kathleen Koclanes	10,056
LaChelle M. Seleski	9,904
Sandy Griffith	9,808
Alicia Kingrey-Lokai	9,437
Lisa Rada	9,435
Terri J. Beckstead	9,384
Shelly Palen	9,349
Claudia Chavez	9,332
Mileta K. Kinser	9,252
Delmi C. Santos	9,206
Christy Bigham	9,194
Anne Geertsen	9,096
Stephanie A. Richter	9,091
Nancy F. Castro	9,039
Paula Kelsch	8,973
Patty Y. Rovano	8,923
Patricia Carr	8,891
Kelly Willer-Johnson	8,889
Nancy M. Polish	8,828
Nadine Bowers	8,774
Megan N. Wilkes	8,682
April C. Hutchinson	8,631
Suzanne T. Young	8,562
Stacy Rozwadowski	8,530
Linda T. Cartiglia	8,507
Stephanie A. Mottaz	8,446
Gerri Anne Morris	8,332
Martha Kay Raile	8,332
Christi G. Campbell	8,310
Mary P. Creech	8,304
Sheryl Peterson	8,243
Lindsay R. Stewart	8,125
Heather M. Julson	8,072
Cindy Rogers	8,066
Joy H. Rentz	7,993
Karen M. Bonura	7,929
Amy Zanto	7,834
Tracy Craven	7,833
Holly A. Brown	7,803
Ingrid E. Smith	7,616
Amy Hanifl	7,580
Sara R. Pennella	7,523
Paula Grabau-Friedt	7,522
Nicki R. Hill	7,518
Maria Sanchez	7,506
Blythe J. Egbert	7,480
Rebekah Hirneisen	7,456
Britt N. Burke	7,413
Anita M. Bendio	7,402
Susie Kopacz	7,391
Sue M. Fischer	7,380
Debbie Larson	7,376
Lucrecia Aguirre	7,364
Sharon B. Carney-Wright	7,320
Bessy Y. Gomez	7,317
Karina Gonzalez Rivera	7,279
Alyssa K. Harland	7,275
Joan M. Farrell	7,259

Connie L. Russo	7,239
Cheryl A. Riead	7,231
Christina L. Frantz	7,227
Lacey L. Bradford	7,111
Shannon M. Nelson Duguay	7,095
Donna K. Smith	7,078
Faith A. Gladding	7,057
Shelly M. Smith	6,909
Zaida J. Ortiz	6,908
Kathy R. Bullard	6,897
Rose Rodriguez-Capone	6,867
Allison Wheeler	6,863
Mariann Biase Mason	6,851
Alicia Borkowska	6,843
Katsiaryna Pratasenia	6,823
Lindsey D. Christenson	6,819
Emily E. Schuette	6,775
Lisa A. Stengel	6,757
Lou Cinda Utley	6,724
Kim C. Meyers	6,720
Lisa A. Raupp	6,665
Megan E. MacDowall	6,635
Terri Lewis	6,631
Susan K. Carlson	6,615
Leanne Sexton	6,581
Natalia Trivilina	6,578

RUBY/RUBÍ

Kately Delgado	\$15,773
Candace L. Doverspike	15,097
Thessy N. Nwachukwu	14,092
Ryan A. Rives	12,429
Kali DeBlander Brigham	12,240
Donna Clark-Driscoll	11,437
Susan Moore	11,333
Kaela L. Steinman	10,949
Lauren N. Bloomer	10,652
Tamarie M. Bradford	10,602
Cleta Colson-Eyre	10,525
Heather A. Daniel-Kent	10,391
Stephanie L. Coker	10,106
Laura V. Middleton	9,946
Luz A. Perez	9,887
Paula M. Kirkpatrick	9,763
Randi S. Gleason	9,647
Krystal D. Downey-Shada	9,626
Jacqueline N. Alford	9,534
Barbara Pleet	9,506
Eusebia Bonilla	9,468
Kenia K. Acosta	9,443
Jeanie K. Navrkal	9,298
Laurie T. Plyler	9,214
Jordan Twilley	9,136
Mary A. Dell	9,011
Tracy W. Jones	8,997
Rachael M. Bullock	8,987
Maria Bautista	8,931
Jennifer L. Albertini	8,802
Patti Cornell	8,629
Diane K. Lundgren	8,614
Reina Murcia	8,532
Shawni Diggan	8,467
Gloria H. Ebere	8,426
Sandra Estudillo	8,396
Crystal C. Hubbard	8,347

Chatney Gelfius	8,282
Elvia Cordova	8,255
Lisa Anne Harmon	8,191
Caitlin M. Griffo	8,139
Marye Durrer	8,133
Marnie R. Yunger	8,104
Esther Cisneros	8,003
Lisa Hansen	7,999
Pat Z. Allen	7,985
Maricarmen Gonzalez	7,846
Amy Kitrell	7,733
Elvia Guzman	7,717
Brenda Fenner	7,698
Ginger J. Benedict	7,686
Gloria Moreno Medrano	7,646
Sherri Ammons	7,641
Teri A. Walter	7,479
Maureen Shipp	7,404
Rose Campbell	7,347
Julie B. Potts	7,341
Debbie A. Elbrecht	7,327
September A. James	7,289
Ana P. Farrell	7,273
Patty L. Bojan	7,268
Kellee L. Valerio	7,234
Heather C. Feiring	7,234
Judie Roman	7,222
Stacey P. Nelson	7,198
Laura L. Waters Vazquez	7,180
Lee Clouse	7,176
Laura A. Kattenbraker	7,151
Stephanie Audino	7,148
Amy C. Schule	7,143
Donna L. Comstock	7,122
Cynthia L. Frazier	7,118
Diana Gutierrez	7,112
Elena Santos	7,086
Susan C. Ehrnstrom	6,976
Terry Thole	6,961
Julie Smith	6,954
Breanna N. Goodwin	6,893
Maria Rocio Rico De Jacinto	6,874
Rachel P. Kellogg	6,873
Marisol Rodriguez	6,840
Roxy H. Coursey	6,731
Carmen J. Felix	6,698
Chick Stamschorr	6,679
Tassyane Assis	6,634
Taryn J. Sneed	6,634
Alice R. George	6,586
Sheryl J. Arena	6,532
Margarita Velez	6,511
Valerie A. Lucio-Polk	6,509
Suzanne Moeller	6,507
K.T. M. Martin	6,506
Michelle L. Sanders	6,457
Elayne J. Watson	6,417
Lori M. Langan	6,408
Stacy S. Gilson	6,392
Faye Shaw Jenkins	6,384
Brandy E. Richwine	6,381
Mary Beth Pfeifer	6,373
Cheryl A. Dechenne-Sheedy	6,362



Go-Give[®] Award



Mary Kay Ash said, "The *Go-Give[®] Award* is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future." These February award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



SAPPHIRE

Anita Arvo

Future Executive Senior Sales Director

Began Mary Kay Business
August 1973

Sales Director Debut
April 1976

Offspring four first-line

National Sales Director
Go-Give Area

Honors Circle of Honor; seven-times Sales Director Queen's Court of Personal Sales; one-time Queen's Court of Sharing; 12-times Circle of Achievement; three-times Double Star Achievement

Personal Lives in Harwood, Md. Husband, Wayne; son, Bryan; daughters: Sharon, Sue, Mindy

"I am motivated to help others because I feel real joy in helping women become more confident through personal growth and achievement. I am blessed to be a part of passing on the legacy of Mary Kay."

Independent Beauty Consultant Patti Edgar of Kingsland, Texas, says, "She truly exemplifies the Go-Give spirit Mary Kay Ash spoke about. Her kindness, love, caring, mentoring, sharing and doing things the 'Mary Kay way' has touched so many lives during her years in Mary Kay. I am sure Mary Kay smiles down on this 'daughter' with much pride."



EMERALD

Amy Fields

Independent Sales Director

Began Mary Kay Business
April 1994

Sales Director Debut
July 1998

National Sales Director
Go-Give Area

Honors Circle of Honor; one-time Sales Director Queen's Court of Personal Sales; one-time Queen's Court of Sharing; eight-times Circle of Achievement; one-time Triple Star Achievement

Personal Lives in Clinton, Okla. Husband, Chris; daughter, Julianne; son, Evan

"I am motivated to help others because I love seeing their God-given, unique talents and potential bloom into the beautiful amazing leader they were each created to be!"

Independent Beauty Consultant Sarah Bryant of Cordell, Okla., says, "Amy goes above and beyond to nurture and encourage not just us Mary Kay ladies, but ladies everywhere. From those at church, the grocery store, yoga class, etc., Amy is a fabulous woman and a sincere role model. I am blessed to have her in my life."



DIAMOND

Brenda Spain

Independent Senior Sales Director

Began Mary Kay Business
January 1982

Sales Director Debut April 1989

Offspring one first-line

National Sales Director
Go-Give Area

Honors Circle of Honor; one-time Consultant Queen's Court of Personal Sales; 21-times Sales Director Queen's Court of Personal Sales; 12-times Circle of Achievement; seven-times Double Star Achievement

Personal Lives in Saint Cloud, Minn. Husband, Bill; daughters: Danielle, Janine

"I am motivated to help others because I love breathing belief into women so that they, too, discover a far greater person than they thought they could be. The Mary Kay opportunity has given my life so many blessings, so I am passing on Mary Kay's legacy of enriching women's lives."

Independent Beauty Consultant Catherine Barnowsky of Saint Cloud, Minn., says, "Brenda is the perfect example of a Go-Give Sales Director. She is a selfless example of putting others above yourself and treating everyone she meets as important. She gives her time and wisdom – whether you are in her unit or another's – and leads by example in building a business with integrity in Mary Kay."



RUBY

Ellen Mitchell

Independent Senior Sales Director

Began Mary Kay Business
March 1993

Sales Director Debut
July 1996

Offspring one first-line

National Sales Director
Donna Meixsell

Honors Circle of Honor; six-times Sales Director Queen's Court of Personal Sales; one-time Circle of Achievement

Personal Lives in Goldsboro, N.C. Husband, Steve; daughters: Emily, Erin

"I am motivated to help others because that is what I'm called to do. I love helping women through the Mary Kay opportunity, whether it's a customer or a Beauty Consultant, be their best. Helping others achieve their goals is a result that is positive for everyone: the customer, the Beauty Consultant and the Company. And it's a blessing for me."

Independent Beauty Consultant Donna Little of Lexington Park, Md., says, "Ellen has a phenomenal Go-Give spirit and takes action on it, inspiring others to do the same. She helped, followed up and managed our entire unit while our Sales Director was going through chemo after being diagnosed with breast cancer. Ellen has the heart of Mary Kay and knows what this business can do to empower and change women's lives, and she herself is a living testimony of this."



Outfitted for **LIFE**

Independent Sales Director Meg Kalbach makes it her mission to help others design their dream life. She's an example of how *One Woman Can*® create her own success story.

Independent Sales Director *Meg Kalbach*, **Mountville, Pa.**, started her Mary Kay business in 2009, six weeks before her wedding. At the time, she was working as a kitchen and bathroom designer.

"I won a Mary Kay bridal pampering package in a drawing by **Independent Senior Sales Director Theresa LaCesa, York, Pa.** She stayed in touch with me for eight months before we finally met in person. Six weeks before my wedding, I arranged for Theresa to come to my bachelorette party at a hotel to use that package."

Theresa arrived at the same time as the pizza delivery guy. "I'm sure it was quite a sight," laughs Megan. "We were in the pool eating pizza, and Theresa was dressed as a professional, ready to pamper us. Even though we had just met, I gave her my hotel key so that she could set up."

"Once inside, there was no table, so Theresa held the party on the floor. Thankfully, she didn't prejudge us. She was a good sport, went on with the pampering and also shared the opportunity."

Megan knew nothing about Mary Kay or skin care. "I actually used 2-in-1 body wash to clean my face, so I was amazed at how great my skin felt after the party. And then the funniest thing happened. One of my friends who didn't participate much said, 'Let's become Independent Beauty Consultants.' We agreed – for the products."

Megan signed her Independent Beauty Consultant Agreement right then and had her friend as her first team member within the hour.

MORE THAN PAMPERING

Theresa invited Megan to a unit meeting. "Remember, I knew nothing about Mary Kay. So when I saw Theresa and another woman dressed alike, I was like, 'OMG – I can't believe they're wearing the same suit!' Theresa explained they were wearing Independent Sales Director suits, and that's something to aspire to wear."

Megan didn't move up the career path right away. "From 2009 to 2012, I worked my business when it worked for me," she says. "Andy and I were newly married. I was working

“My goal this year is to earn the Top Sales Director Trip to Hawaii, and my amazing team is on board to help me get there.”

full time, and we had our first child. Mary Kay just wasn't a big priority.”

Still, Theresa kept in touch. “When I was laid off, I knew it was time to get busy with my Mary Kay business. I attended Leadership Conference 2012 as a Future Independent Sales Director and had to sit in the lobby outside of the big Independent Sales Director party. I promised myself I would NEVER miss another party. I debuted as an Independent Sales Director on April 1, 2012, and I haven't missed a party since.”

A PATTERN FOR SUCCESS

“The **Star Consultant Program** is key. I promote a Star Week – \$600 sales (\$300 wholesale) per week. When my unit members do that and submit their Weekly Accomplishment Sheets, they get social media and meeting recognition.

Why not earn the Mary Kay **You Hold the Key Challenge** prizes and Star Consultant prizes? You're having fun with success. Your party guests see this and want to do it too. So you add team members. You coach them, and they start to see wins. On top of that, there's the **Great Start Promotion** which gives opportunities for early wins – free products and bonuses – right at the beginning.”

“I have a strong unit of sellers and team-builders. When it comes to coaching, I am careful not to overwhelm with too much information up front.

- **Booking and Selling.** I hold an **initial coaching session** on the basics of booking and selling. We use tools in the Starter Kit so that she can easily duplicate on her own.
- **Team-Building.** Once she's achieved some success and built confidence, I hold a Boss Babe session. That's when we talk about building a team. I ask who she has met at her parties whom she sees as a potential team member. We practice 'team-building appointments' to build her confidence so she can go out and do it herself.”

NOW AND NEXT

Megan and Andy now have two beautiful children, Hunter and Bella. She's able to stay home and focus on her family, and they live in the dream home they built. And the 2018 Seminar Year was the best so far for the Kalbach Knockout Unit:

- Queen's Court of Sharing
- \$400,000 Circle of Achievement
- Triple Star Achievement
- Earned the use of her third Cadillac*

What's next? “My goal this year is to earn the Top Sales Director Trip to Hawaii, and my amazing team is on board to help me get there. Then, I plan to Triple Star my way to my ultimate goal of becoming an Independent National Sales Director!”

MEGAN'S ADVICE

- **Have a Plan.** There's power in having a plan – know how you're going to get from point A to point B. You don't have to come up with anything new or brilliant. Simply follow the programs Mary Kay has in place.
- **Be Patient.** In an Amazon Prime* world, we want everything right now. But great things take time. It takes nine months to make a baby. That's not going to change. If you're seeing 30 faces and sharing the opportunity with 15 per month, the results might not show right away, but they WILL show, so keep going. Don't give up.
- **Respect Their Why.** My mentor, Theresa LaCesa, helped me learn how to do this business through all the changes in my life. And now I help my unit members do the same. They may just want to earn extra income and are not ready to move up the career path. That's OK. But if they're interested in leadership, then I help them move up. Either way, I'm there to coach each woman toward her goals.
- **Dress for Success.** In the casual world we live in, a skirt or dress and a nice pair of shoes really make you stand out. Remember, this is your business. If you want to be taken seriously, you should represent yourself as a professional. 💕

Cadillac* is registered trademark of General Motors LLC.

Amazon Prime* is a registered trademark of Amazon Technologies, Inc.

MARY KAY CAREER CONFERENCE 2019

SHOW UP *to* GO UP!

Take 24 hours to invest in you!

REGISTRATION BEGINS JAN. 29.

You can spend that on an expensive dinner or new pair of shoes. OR invest in you, learn how to GROW your Mary Kay business and earn MORE.

Plus, get a **\$40 wholesale/\$80 suggested retail credit** with your first product order placed March 26 – April 30, 2019. And a **reduced Seminar registration fee.**

\$95 Career Conference registration fee
– **\$80** suggested retail product credit

Only \$15 investment for fun, inspiration, recognition and education



Only
\$95!

MARY KAY YOU HOLD THE KEY CAREER CONFERENCE CONSISTENCY CHALLENGE

YOU'VE GOT TO SHOW UP TO GO UP!

DECEMBER 2018 – FEBRUARY 2019

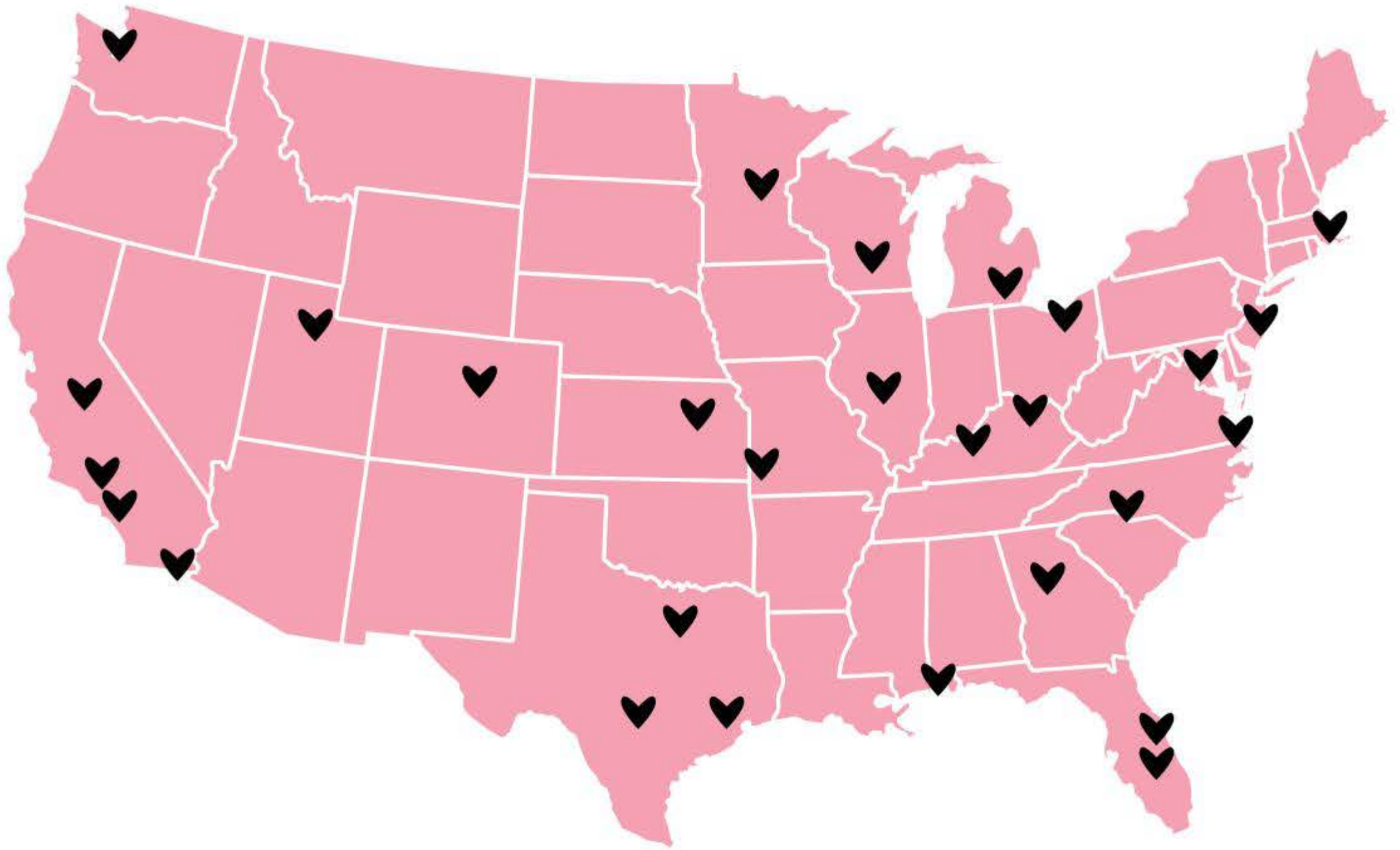
Mary Kay Ash believed that showing up to your weekly success meetings and Company events can make that spark of difference in your business. It's time spent learning and is an investment in your future.

"Someone once said, 'It only takes a spark to get a fire going'. And that spark has been found hundreds of times at Career Conference."

– MARY KAY ASH



WE'RE COMING *to* YOU!



WEEK 1: MARCH 22-23

Anaheim, Calif. *New location!*
Bellevue, Wash.*
ChampionsGate, Fla.** *New location!*
Charlotte, N.C.*
Cleveland, Ohio
Denver, Colo.*
Duluth, Ga.*
Fort Worth, Texas* *New location!*
Madison, Wis.
Minneapolis, Minn.
National Harbor, Md. *New location!*
Novi, Mich. *New location!*
San Diego, Calif. *New location!*
Springfield, Mo. *New location!*

WEEK 2: MARCH 29-30

Atlantic City, N.J. I
Boston, Mass. *New location!*
Cincinnati, Ohio *New location!*
Hampton, Va. *New location!*
Louisville, Ky.
Mobile, Ala.
Modesto, Calif.* *New location!*
Orlando, Fla.
Pasadena, Calif.**
San Marcos, Texas* *New location!*
Sandy, Utah
Springfield, Ill.* *New location!*
The Woodlands, Texas* *New location!*
Topeka, Kan. *New location!*

WEEK 2: MARCH 31 - APRIL 1

Atlantic City, N.J. II**

*Spanish Interpretation Provided

**Spanish Only





STAR CONSULTANT PROGRAM

DEC. 16, 2018, to
MARCH 15, 2019

MARY KAY

Details and all the prizes on
Mary Kay InTouch®.

A Star Is BORN!

Here's just a glimpse of what you can earn this quarter.

pearl
9600



LG** 49-Inch 4K Ultra HD Smart LED TV

pearl
4800



Griffin** Power Dock Pro

HOW CAN I BE A STAR CONSULTANT?

Place a minimum of \$1,800 in wholesale Section 1 orders in the Star Consultant quarter. *TIP! Earning the Mary Kay You Hold the Key Challenge each month can get you there.*

In addition to these amazing prizes, Star Consultants get:

- New product early ordering privileges
- Priority registration for Mary Kay events plus badge bling
- Leads from marykay.com with a Mary Kay® Personal Web Site

diamond
3000



Spartina 449** 32"
Just Bee You Keynote
Locket Necklace

Five Habits of a Star Consultant



INDEPENDENT SENIOR SALES DIRECTOR TERESA BOLDEN, CHESAPEAKE, VA.

1. Set your goal each quarter. Know what you're working toward so you can keep your eye on the prize. I just redeemed contest credits for a seven-day vacation for our wedding anniversary!

2. Be consistent. Make it your plan to earn the Mary Kay *You Hold the Key* Challenge prize by selling enough product to support a \$600 or more wholesale Section 1 order each month. That helps you achieve Star Consultant status. And that's double the prizes!

3. Be prepared. Have products on hand so that you've got what your customers need when they're ready to buy.

4. Attend Company events. Invest in yourself as you learn from the best. It keeps you motivated, inspired and educated about your business.

5. Lead by example. If you have team members – one or 100 – help them learn to develop the habits of booking, selling and team-building so that they can be stars too!

*These designated registered trademarks are the property of their respective owners and not Mary Kay Inc.

Gifts for the GUYS

Remind your customers that you have great gifts for the men in their lives.



IT'S A GUY THING.

MKMen® Skin Care regimen, \$80.
Products also sold separately.
(brush not included)

GROOMING GUIDE

Email the Men's eCatalog with a guide to grooming. It's on Mary Kay InTouch® under Business Tools.



HELP THEM FIND A FRAGRANCE THAT FITS.



MK HIGH INTENSITY® COLOGNE SPRAY, \$40

Blend of amber, wood plus spicy and soft leathery notes



MK HIGH INTENSITY® SPORT COLOGNE SPRAY, \$40

Notes of gin berry and icy bergamot, liquid oxygen accord, cardamom, birch and amber



MK HIGH INTENSITY OCEAN® COLOGNE SPRAY, \$42

Blend of Italian bergamot, green mandarin, juniper berry and ginger spices



CITYSCAPE® COLOGNE SPRAY, \$50

Notes of Italian bergamot, French lavender, rich woods, amber and vetiver



SUPERHERO: CLEAR PROOF® DEEP-CLEANSING CHARCOAL MASK, \$24

Independent Beauty Consultant LaTorria Richardson, Richmond, Va., enjoys a masking moment with her fiancé Stephen Gibbs.

All prices are suggested retail.

Skin Care BOOSTERS

Great skin is always in! Once she falls in love with her favorite skin care set, you can help her address specific needs with these supplements.

SHE WANTS TO...

IMPROVE
FINE LINES AND
DRYNESS AROUND
THE EYES



TimeWise® Age Minimize 3D® Eye Cream, \$36 or
TimeWise® Firming Eye Cream, \$32

REVIVE TIRED-
LOOKING SKIN



TimeWise Replenishing Serum+C®, \$56

UNMASK NEW
BEAUTY



TimeWise Repair® Lifting Bio-Cellulose Mask, \$70, pk./4
Clear Proof® Deep-Cleansing Charcoal Mask, \$24
TimeWise® Moisture Renewing Gel Mask, \$22

ADDRESS
FINE LINES AND
WRINKLES AROUND
THE LIPS



TimeWise® Age-Fighting Lip Primer, \$24

REDUCE THE
APPEARANCE OF
LARGE PORES



TimeWise® Pore Minimizer, \$27

MINIMIZE THE
APPEARANCE OF
DEEP WRINKLES



TimeWise Repair® Volu-Fill® Deep Wrinkle Filler, \$45

EXFOLIATE



TimeWise® Microdermabrasion Plus Set, \$55
TimeWise Repair® Revealing Radiance® Facial Peel, \$65

LEARN MORE ABOUT ALL OF THESE PRODUCTS ON [MARY KAY INTOUCH® > PRODUCTS > PRODUCT CENTRAL.](#)

All prices are suggested retail.

Science Behind THE BEAUTY



**DR. LUCY GILDEA, SENIOR VICE
PRESIDENT – CHIEF SCIENTIFIC
OFFICER**

Whether skin is dry, oily or in between, cold temps and indoor heat can increase dryness, and that can cause skin to appear dull and tired-looking. Committing to a daily skin care routine that includes cleansing followed by a moisturizer (SPF 30 broad spectrum) is essential year-round, and it's always a great time to give your customer's skin some extra TLC. As her skin care expert, you can share *Mary Kay*® products that moisturize and exfoliate to help her skin get its glow again.



Moisturize

For dry skin, you can suggest **Mary Kay® Intense Moisturizing Cream**. Its protective layer helps minimize moisture evaporation so skin feels soft and smooth, and looks immediately more radiant. Adding this product to a daily moisturizer can help supplement skin's moisture needs.



If skin is more normal to oily, offer **Mary Kay® Oil-Free Hydrating Gel**. It's nongreasy and absorbs quickly, leaving skin cool, refreshed and hydrated for up to 10 hours.



For all skin types, **TimeWise® Moisture Renewing Gel Mask** helps lock in moisture. Aging can diminish the skin's ability to stay hydrated, but the gel mask helps skin feel firmer, smoother and more nourished. It even helps reduce the appearance of pores, fine lines and wrinkles. And you can sleep in it overnight to give thirsty skin a boost!



TimeWise Repair® Lifting Bio-Cellulose Mask is also indulgently effective. It's made from a pure plant-based material derived from coconut water. Interlocking fibers form an absorbent, three-dimensional "fabric," allowing the mask to be infused with a complex of beneficial ingredients.



Exfoliate

Another effective way to help skin glow is by removing the outer layer of dead skin cells. **TimeWise® Microdermabrasion Plus Set** helps lift off dead cells so skin looks polished and fresh. The Pore Minimizer in the set helps significantly reduce the appearance of pores.



TimeWise Repair® Revealing Radiance® Facial Peel contains glycolic acid to impact multiple surface layers of the skin. It helps increase luminosity and boost radiance.



Skinvigorate™ Cleansing Brush effectively deep cleans and sweeps away dulling dead skin cells.



SKIN CARE CONFIDENT

Get more skin care tips when you earn your [Advanced Skin Care Consultant](#) designation by completing *Skin Care Confident* under the Education tab on *Mary Kay In Touch*®!

MARY KAY®

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PAID
MARY KAY INC.

JULY 1, 2018 – JUNE 30, 2019

YOU HOLD THE KEY



MARY KAY

“A wise person once said, ‘You only get one chance to make a good first impression.’ It’s so true. Many times the first opportunity to meet a hostess and/or customers is when you enter the door. Therefore, it is vital to look your very best.”

– MARY KAY ASH



JAN. 1-31

Yours when you sell enough product to place a cumulative \$600+ wholesale Section 1 order in January.

