

JANUARY 2006

MARY KAY®  
Enriching Women's Lives™

# Applause®

A Vision  
of Beauty

Discover New  
Possibilities!





# Dates to remember

D E C E M B E R

J A N U A R Y

"You will never know  
how many people have  
put you on a pedestal  
and looked up to you!  
How many are looking to  
you to lead them!  
Make your decision –  
decide to be the best.  
You will never know how  
many people's lives you  
helped make better – but  
somebody knows!"  
– Mary Kay Ash

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- 1:** Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification Dec. 1. *Pink Power* Team-Building Challenge begins.
  - 3:** *Have a Grand Week!* Challenge ends.
  - 7:** Last day for Independent Beauty Consultants to enter achievements on the *Have a Grand Week!* tracking sheet.
  - 8:** Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.
  - 10:** Last day to submit online Sales Director-in-Qualification Commitment Form. Online Commitment Form available until midnight Central time. **PREFERRED CUSTOMER PROGRAM:** Early ordering of *Discover and Experience* winter promotion items available to Beauty Consultants who enrolled customers to receive the Winter 2005 issue of *The Look*.
  - 15:** Postmark deadline for Quarter 2 Star Consultant contest, *A World of Delights* fall/holiday promotion and to earn the Month 3 bonus. Early ordering of the *Discover and Experience* winter promotion items available to all Beauty Consultants. *Hold 30!* Challenge ends. **PREFERRED CUSTOMER PROGRAM:** Last day to enroll online for the Valentine's Day gift-giving brochure and for customers to take advantage of the Fall/Holiday 2005 Mary Kay® Essential Eye Set gift with purchase.
  - 16:** *Discover and Experience* winter promotion, Quarter 3 Star Consultant contest and Month 1 bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers. **PREFERRED CUSTOMER PROGRAM:** Personal Web Site can feature the gift with purchase, the MK Signature™ Mini Brush Set.
  - 19:** Last day to enter qualified classes on the *Hold 30!* tracking sheet.
  - 20:** November Career Car qualifier paperwork due to Company.
  - 23:** **PREFERRED CUSTOMER PROGRAM:** Winter issue of *The Look* with exclusive TimeWise® Firming Eye Cream product sampler mails. Allow 7-10 business days for delivery.
  - 25:** Christmas Day.
  - 26:** Company holiday. Postal holiday. All Company and branch offices closed.
  - 27:** Company holiday. All Company and branch offices closed.
  - 29:** Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).
  - 30:** Last day of the month for Beauty Consultants to place online orders. Orders accepted until midnight Central time. 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 December production.
  - 31:** Last day of the month. Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.
- 2:** Company holiday. Postal holiday. All Corporate and branch offices closed.
  - 3:** Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification Jan. 1.
  - 8:** Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.
  - 10:** Last day to submit online Sales Director-in-Qualification Commitment Form. Online Commitment Form available until midnight Central time.
  - 15:** Postmark deadline to earn the Month 1 bonus.
  - 16:** Martin Luther King Jr. Day. Postal holiday. Month 2 bonus begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers. Valentine's Day virtual event begins on Personal Web Sites. **PREFERRED CUSTOMER PROGRAM:** Online and mail-in enrollment for the spring Preferred Customer Program begins.
  - 18:** **PREFERRED CUSTOMER PROGRAM:** Valentine's Day gift-giving brochure begins mailing. Allow 7-10 business days for delivery.
  - 20:** December Career Car qualifier paperwork due to Company.
  - 30:** Last day of the month for Beauty Consultants to place online and telephone orders (until midnight Central time).
  - 31:** Last day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward January production. Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.



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

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

# Get It Free WITH YOUR ORDER†

DEC. 16, 2005 – JAN. 15, 2006

## Intense Moisturizing Cream



### SUGGESTED USE:

Intense Moisturizing Cream is a great way to boost sales! Since winter weather can dry the skin, it's the perfect time to introduce this luxurious extra hydration product. It's the perfect way to introduce your dry-skin customers to a product they'll love.

## Mary Kay® Skin Refreshing Set



### GET YOUR PREVIEW NOW:

Get your preview of the Spring 2006 Preferred Customer Program gift with purchase and get excited about enrolling your customers. It includes travel-sized versions of Oil-Free Hydrating Gel, Intense Moisturizing Cream, Oil-Free Eye Makeup Remover and Indulge™ Soothing Eye Gel in a pink cosmetics bag.

## Travel Roll-Up Bag



### SUGGESTED USE:

What a stylish way to get your customers excited about purchasing four or more product sets. The Travel Roll-Up Bag is convenient and helps them keep their Mary Kay® products organized and ready to go.

Total Section 1	Month 1 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Intense Moisturizing Cream	\$30
\$1,200 sugg. retail/ \$600 wholesale	2 Intense Moisturizing Creams 1 Mary Kay® Skin Refreshing Set	\$60
\$1,600 sugg. retail/ \$800 wholesale	3 Intense Moisturizing Creams 1 Mary Kay® Skin Refreshing Set	\$90
\$2,400 sugg. retail/ \$1,200 wholesale	4 Intense Moisturizing Creams 1 Mary Kay® Skin Refreshing Set	\$120
\$3,600 sugg. retail/ \$1,800 wholesale	5 Intense Moisturizing Creams 1 Mary Kay® Skin Refreshing Set 1 Travel Roll-Up Bag	\$150
\$4,800 sugg. retail/ \$2,400 wholesale	5 Intense Moisturizing Creams 1 Mary Kay® Skin Refreshing Set 2 Travel Roll-Up Bags	\$150
\$6,000 sugg. retail/ \$3,000 wholesale	5 Intense Moisturizing Creams 1 Mary Kay® Skin Refreshing Set 3 Travel Roll-Up Bags	\$150
\$7,200 sugg. retail/ \$3,600 wholesale	5 Intense Moisturizing Creams 1 Mary Kay® Skin Refreshing Set 4 Travel Roll-Up Bags	\$150

## † New Independent Beauty

**Consultant Bonus!** Although this BizBuilders **bonus** is not available to new Beauty Consultants **with their initial order**, they are eligible for other exclusive bonuses. For more information on how you can qualify for the Ready, Set, Sell! product bonus instead of BizBuilders when you place your initial order, go to Mary Kay InTouch® and click on "Applause® Online" or see Page 18.

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

\*\*Tax is required on the suggested retail value of Section 1 products. Add applicable bonus value to the Taxes area in the Summary Section of the current Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted. Orders must be postmarked Dec. 16, 2005, through Jan. 15, 2006, to qualify for this bonus.





# Get the

What's second to lipstick on a woman's must-have list? It's mascara. That's why it offers you eye-opening sales *and* loyal reorder potential every three months.\* And now you have the ultimate advantage with three incredible new formulas.

They'll help you put an MK Signature™ mascara on all your customers' must-have makeup lists.

## MK Signature™ Ultimate Mascara™

It's the most lash-lengthening, lash-volumizing mascara from Mary Kay — ever! So move over, Maybelline. Look out, Lancôme. The new MK Signature™ Ultimate Mascara™ creates bigger, bolder, longer-looking lashes with up to five times the volume. And our new Smart Wiper™ technology delivers the perfect amount of mascara to the brush for a beautiful application every time. **\$15**

All three MK Signature™ formulas feature our new Smart Wiper™ technology to deliver the exact amount of mascara needed for a perfect, clump-free application. See Page 6 for more about these exciting new mascaras.



## Charting Success

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

### The Look She Wants in Just One Coat

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

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

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

### The Mascara She'll Love

MK Signature™  
Ultimate Mascara™

MK Signature™  
Lash Lengthening Mascara™

MK Signature™  
Waterproof Mascara

## MK Signature™ Lash Lengthening Mascara™

Got customers who love long, natural-looking lashes? You've got the perfect formula for them. This new mascara penetrates each lash to nourish, condition and strengthen instantly as it lengthens. **\$10**



# Ultimate Advantage

“My lashes have never looked thicker and longer. MK Signature™ Ultimate Mascara™ is incredible. It stays in place and looks as fresh at midnight as it did when I put it on in the morning.”

– Holly Hyma,  
Independent Senior  
Sales Director,  
Taylors, S.C.



## MK Signature™ Waterproof Mascara

It's an active woman's dream! From the pool to the PTA, this triathlon-tested formula delivers longer, thicker-looking lashes with all-day waterproof wear. **\$10**

## The Ultimate Sampler



Here's another big advantage you have over the competition – the MK Signature™ Ultimate Mascara™ sampler card and single-use mascara sampler (sold separately). These professional tools make it easy for your customers to try this fabulous new formula safely and hygienically. They're perfect for handing out or putting in product orders!

MK Signature™ Ultimate Mascara™ Sampler Card (mascara samplers not included), pack of six, **\$1.50**

MK Signature™ Ultimate Mascara™ Sampler (Black only), pack of six, **\$2.25**



Keep your customers focused on beautiful eyes with the new MK Signature™ Liquid Eyeliner. The new packaging, plus the felt-tip applicator and quick-dry formula, make it easy to draw the perfect line. **\$11**



black

Drawing the Line

## What's in a Shade?

Black Brown is the popular must-have shade in the marketplace today! Now you have it too, along with



Black Brown

Black



the No. 1 color, Black. The new Black Brown shade is perfect for women with fairer skin tones who want a more natural look that still says "wow."

## Now You See It. Now You Don't.



Want a great way to boost sales in a wink? Then you'll want to show your customers Mary Kay® Oil-Free Eye Makeup Remover along with the great new mascaras. **\$14**

# more beautiful **benefits**

Set your sights on more! TimeWise® Firming Eye Cream goes beyond reducing fine lines to fight the multiple signs of aging. It delivers more benefits to help you meet the growing needs of women as they age. And that can mean lifelong customers for you.

The new, luxuriously rich TimeWise® Firming Eye Cream is so advanced it firms, brightens, provides intense moisturization, *plus* minimizes fine lines and wrinkles. And with more incredible benefits, you have more incredible opportunities to attract and keep more customers. And that's smart retailing! **\$30**

New TimeWise® Firming Eye Cream gives you another exciting reason to talk to your current as well as potential customers. You can learn how to "think like a retailer" by reading about the benefits of this new product and the women who will love it in Dr. Myra Barker's article on Page 7.

## **TimeWise® Firming Eye Cream Benefits**

- ✓ Increases firmness
- ✓ Brightens
- ✓ Provides intense moisturization
- ✓ Minimizes fine lines and wrinkles

## **easy addition**

It's easy to add TimeWise® Firming Eye Cream to any skin care program. Here's an example using TimeWise® skin care.

	<b>Morning</b>	<b>Evening</b>
<b>1</b>	TimeWise® 3-In-1 Cleanser	TimeWise® 3-In-1 Cleanser
<b>2</b>	TimeWise® Day Solution With Sunscreen SPF 15*	TimeWise® Night Solution
<b>3</b>	TimeWise® Age-Fighting Moisturizer	TimeWise® Age-Fighting Moisturizer
<b>4</b>	TimeWise® Firming Eye Cream	TimeWise® Firming Eye Cream
<b>5</b>	Mary Kay® Foundation	"Good night!"



# brighten up!

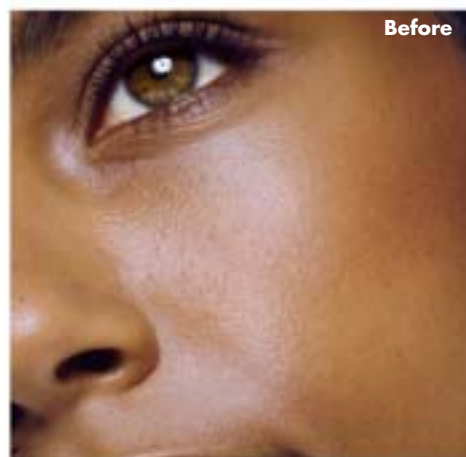
It's the makeup must-have to light up sales.

The new MK Signature™ Facial Highlighting Pen optically "lifts" the shadowy areas of the face for a brighter, more refreshed look. Plus, this super-sheer formula can be easily reapplied to keep the face bathed in the perfect light all day. And it comes in four shades for all skin tones. \$18

Everyday wear. Easy to reapply. What could be better for sales and reordering opportunities than the MK Signature™ Facial Highlighting Pen? You might suggest one for home, the office and on the go! See Page 6 to learn more from the experts about this exciting new product.

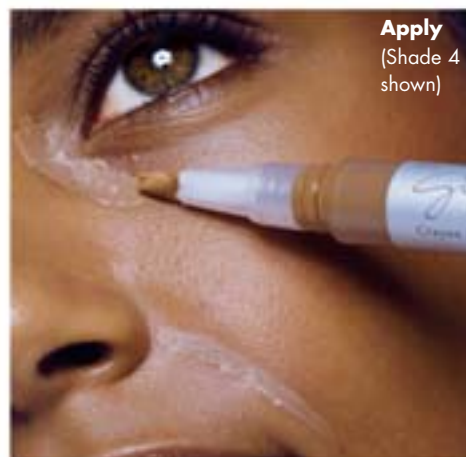
## Seeing Is Believing!

Help your customers see the difference the new MK Signature™ Facial Highlighting Pen can make. You can use the Winter 2005 issue of *The Look* featuring the unretouched photos shown below. Or try applying the product on your face to "highlight" the effects of this easy-to-use product! Here's what you might say:



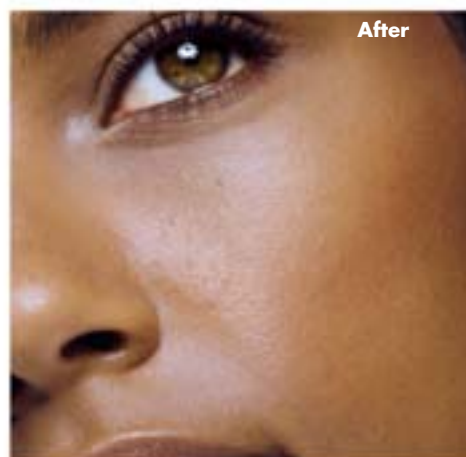
**Before**

"First, apply foundation as usual."



**Apply**  
(Shade 4 shown)

"Give the MK Signature™ Facial Highlighting Pen a few clicks and apply it to the shadowy areas of your face. Blend with fingertip and go."



**After**

"See how easy that is! Your face appears brighter and more radiant-looking instantly. And you can reapply it anytime to freshen your look."

## Finding the Perfect Match

If your customer wears Mary Kay® Medium- or Full-Coverage Foundation in:	Recommend MK Signature™ Facial Highlighting Pen in:
Ivory 104, Ivory 105, Ivory 204, Beige 304, Beige 305, Beige 404	Shade 1
Ivory 100, Ivory 200, Ivory 202, Beige 300, Beige 302, Beige 400	Shade 2
Beige 402, Bronze 500, Bronze 504, Bronze 507	Shade 3
Bronze 600, Bronze 607, Bronze 708, Bronze 808	Shade 4

# Q & A

## Ask the experts



Yvette Franco, Vice President of Brand Development



Terry Jacks, Vice President of Research and Development

**Q.** What were the goals in developing the new MK Signature™ mascara formulas?

**Terry:** We worked with the best in the industry to research, test and develop our new MK Signature™ mascaras. Usually mascara formulas involve trade-offs. For example, if they build volume, then the lashes may clump or flake. Our goal was to develop new mascaras that deliver on all the benefits your customers want most, including lash volume, lash length and long wear.

To achieve these outstanding results, the mascara formula, the packaging and the brush must work together. And that's just what we accomplished with these new products featuring the Smart Wiper™ technology. The Smart Wiper™ delivers the perfect amount of mascara, based on the formula, to the custom-designed brush so women get a finished look in one coat. That means you get the right amount of mascara for one eye – top and bottom lashes – each time you dip the brush.

It has taken a lot of research, but the results are worth it. You have three incredible new mascaras that deliver the benefits your customers want most.

**Q.** How do the new MK Signature™ mascaras compare to the competition?

**Yvette:** In today's mascara market, Maybelline leads the drugstore brands, and Lancôme is the favorite among department store brands. When we created the new MK Signature™ mascaras, we wanted them to deliver great product benefits as well as great customer benefits. Drugstore brands can overwhelm consumers because they can offer dozens of choices. And customers who use department store brands may have to buy two mascara formulas

to get the same benefits they get from MK Signature™ Ultimate Mascara™.

You have the advantage of being able to offer the perfect mascara to address the wants of almost every customer with just three formulas. This helps you "think like a retailer" by keeping your inventory manageable. Plus, it eliminates confusion because you can offer your customers a simple choice with all the benefits they're looking for in a mascara at an affordable price.

**Q.** What is the difference between the MK Signature™ Facial Highlighting Pen and MK Signature™ Concealers?

**Terry:** Concealers are heavily pigmented to cover imperfections and are used under foundation.

The MK Signature™ Facial Highlighting Pen, however, is used after foundation and makeup are applied. It is very lightly pigmented and contains spherical particles that reflect and diffuse light in many directions. This diffusion helps "lift" shadows and adds a bright appearance to the face. As an added benefit, this light diffusion can minimize the appearance of fine lines. The face looks more even toned, vibrant and refreshed.



These unretouched photos show how the new MK Signature™ Ultimate Mascara™ takes lashes from simple to simply sensational in just one coat.



**Q.** Do the four MK Signature™ Facial Highlighting Pen shades cover all skin tones?

**Yvette:** Yes! We knew women would love the bright, refreshed look they'd get from this hot new product. That's why we developed four shades to give you the best opportunity to reach all of your customers – from the fairer ivory skin tones to the deeper bronze and ebony skin tones. This gives you a big advantage over many of your competitors who don't offer shades for darker skin tones. And that means more potential customers for you! See the chart on Page 5 to help you find the perfect MK Signature™ Facial Highlighting Pen shade for your customers.

**Q.** What changes have been made to the MK Signature™ Loose Powders?

**Yvette:** The six new shades for all skin tones have been updated to provide a more consistent match with our Mary Kay® Foundations and MK Signature™ Concealers, in the same great formula your customers love.

**Q.** I loved the ad campaign that appeared in national magazines in October and November. Will we see it again?

**Yvette:** Yes! Look for ads to appear in December 2005 and January 2006 issues of your favorite magazines. This is exciting for you because it continues the momentum of the fall campaign to help create a positive image of the Mary Kay® brand – and your business. And that's a great way to help make potential customers eager to try Mary Kay® products. We call it "warming the market." You can take advantage of this exciting opportunity to promote your business by telling women where to find the ads. It's a perfect conversation starter!



**Look for it in:**

*Glamour* (December)  
*Essence* (December)  
*Good Housekeeping* (December)  
*InStyle* (January)  
*O, The Oprah Magazine* (January)  
*Cosmopolitan en Español* (January)  
*Latina* (December/January)  
*People en Español* (December/January)  
*Siempre Mujer* (November/December)  
*Vanidades* (January)



let's talk  
about...

THE POWER OF TIMEWISE®  
FIRMING EYE CREAM

"Minimizing the appearance of fine lines and wrinkles in the eye area is a concern for some women," says **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development**, "and these customers can benefit from using TimeWise® Age-Fighting Eye Cream. But there are many other women who see different signs of aging, like loss of firmness and elasticity in the eye area, rough-looking skin that is commonly called 'crepiness' and shadowy areas that can leave you looking tired. For these customers, TimeWise® Firming Eye Cream is the answer – because it goes beyond the basics to target these *very specific* signs of aging in one powerful product."

"This is the eye cream that has it all," says Dr. Barker. As part of the TimeWise® anti-aging family, you expect it to reduce the appearance of fine lines and wrinkles. But that's not the focus of this product's story. "Firming Eye Cream delivers exactly what the name implies – it firms the area under the eyes," tells Dr. Barker. "And because *everyone's* skin loses firmness as we age, this gives you a strong selling point when introducing this product to your customers." In addition to firming skin, this advanced formula delivers intense moisturization to the area on your face that needs it the most. "The Firming Eye Cream formula is luxuriously rich and creamy, so you can feel the difference the second it touches your face," says Dr. Barker. "With moisturizing this intense, it's no surprise that 100 percent of women who tried this product in a clinical study showed visibly softer, silkier skin." And that's still not all. "This product also helps brighten the shadowy area under the eyes that can make us look tired and stressed," adds Dr. Barker. Now that's one powerful product story!

So if you're "thinking like a retailer," you realize that skin care is at the heart of your business because it builds customer loyalty. "Because you strengthen relationships by providing great customer service, products that need to be reordered on a regular basis are good for your business," shares Dr. Barker. "You'll want every customer who is looking for maximum benefits from their anti-aging program to try TimeWise® Firming Eye Cream so they can see and feel the difference for themselves." If you enrolled your customers in the Preferred Customer Program, the newest issue of *The Look* featuring a sample of this new product mails on Dec. 23, so all you have to do is follow-up. There are also samplers available on Section 2 of the Consultant order form. And don't forget about the benefit of having a Mary Kay® Personal Web Site With Shopping. Your customers will really appreciate being able to order product when it's convenient for *them*. Now that's customer service!

# what's new

Nothing gets a woman's attention quite like the latest color. And having what's new in color and gifts helps with last-minute holiday ideas and lets you set the scene for a beautiful new year.

## what's new to give

It may still be winter, but retailers are already introducing the freshest new looks for spring. And you can too! Show your customers these oh-so on-the-go MK Signature™ Color Collections.

Rose Garden  
Luscious Color™  
Lipstick

Copper Bouquet  
Creme-To-Powder  
Cheek Color

Ivory Petal  
Eye Color

Ginger Flower  
Eye Color

Floral Plum  
Eye Color

Peach Blossom  
Luscious Color™  
Lipstick

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

At 5" x 3 3/4", these slim line compacts are perfect for your customers who are on the go.

## what's new to love

They're sleek. They're slim – only half an inch thick. Each MK Signature™ Color Collection contains three eye colors, one creme-to-powder cheek color, two Luscious Color™ poured lipsticks, a Dual-End Eye Applicator, a retractable Lip Color Brush, a mirror and great application tips for all the shades in each set. Your customers will take one look and find them fun to give and irresistible to keep. **\$35**

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

Natural Light  
Eye Color

Cinnamon Shine  
Eye Color

Enchanted Ivy  
Eye Color

Russet Bloom  
Creme-To-Powder  
Cheek Color



# w!

“ Limited-  
edition color  
is exciting to wear  
and share with  
everyone. What a great  
opportunity to ‘think  
like a retailer.’ Just make  
sure you have plenty of  
inventory for your  
customers. It’s as easy  
as show and sell.”

– Connie Kittson,  
Independent National  
Sales Director

## “Think Like a Retailer”

It means offering your customers something more – like the professional tips and application instructions that are printed inside the compact sleeve of each MK Signature™ Color Collection. It’s an added plus that can get your customer’s attention and make you her “retailer of choice.”

Pink Petal  
Luscious Color™  
Lipstick

Vintage Rose  
Luscious Color™  
Lipstick



## Bright Gift Idea

New limited-edition Embrace Romance® candles (set of three) feature a delicate, floral oriental fragrance and come in glass votive holders tucked inside beautiful organza bags with beaded tassels. \$18

# what's new to share

Embrace Romance® Candles can be easily paired with an Embrace Romance® Sugar Scrub to create the perfect set to give or to get.



## Sweet Treats

Embrace Romance® Sugar Scrub pampers the body, indulges the senses and makes a sweet addition to any Private Spa Collection™ gift. \$14





# Sharing the Dream

## *The Gift That Gives*

You already know how enriching the lives of others can enrich your own. And everyone knows that by building a strong team, you have a better chance of moving up the Mary Kay career path. But how do you know with whom to share the opportunity?

"I give every potential team member a team-building packet that includes a copy of the Team-Building brochure, the Team-Building CD and an Independent Beauty Consultant Agreement."

"Enthusiasm is the motivating power to success. To become enthusiastic, act enthusiastic."

**I** Independent Senior Sales Director Ella Chick-Power of Ormond Beach, Fla., Queen of Recruiting at the Pearl Seminar 2005, suggests you start by making a list of your best customers. This may include previous hostesses as well. Then invite them to get together and talk about what you do.

"I give every potential team member a team-building packet that includes a copy of the Team-Building brochure, the Team-Building CD and an Independent Beauty Consultant Agreement," says Ella. "I also offer the *Consider the Possibilities* DVD as an option for those who prefer to watch a DVD instead of listening to a CD."

### Enthusiasm Fuels Success.

Mary Kay often said: "Enthusiasm is the motivating power to success. To become enthusiastic, act enthusiastic."

A resident of Miami and second runner-up in the Court of Recruiting at Emerald Seminar 2005, **Independent Sales Director Mayra Smalley** of the Joanne Bertalan National Area says, "One of the best things a Mary Kay Independent Beauty Consultant can do for her business is to open her mouth – with enthusiasm! Why would anyone want to talk about a business opportunity with someone who isn't excited about what she does? Lead by example. Set an example for others to follow."

### Inspire Yourself.

One way to glean inspiration is to listen to the words of those who have achieved the success you desire. The CDs available on the LearnMK® Media Source are great sources of inspiration and motivation. When you access the LearnMK® Media Source through the Mary Kay InTouch® Web site, you can search for customized audio education by title, speaker, Seminar affiliation or topic – from booking to team building to tradition and ethics. Most CDs are priced at \$2.50, so they're a great value. Plus, your order will be delivered directly to your door – how convenient! The team-building section of LearnMK® is another great resource for team-building ideas. Just click on the "Team Building" link.

"I suggest Independent Beauty Consultants take advantage of the great dialogues provided on LearnMK®," says **Independent Senior Sales Director Susan Cunningham** of Murray, Ky. "Then practice, practice, practice until they become second nature."

### Pink Power Team-Building Challenge

At Mary Kay, pink stands for achieving success, sharing beauty and having a better life. So why not *think pink* when you set your goals for Career Conference 2006?

You could be recognized for your team-building achievements and earn a beautiful Pink Power necklace with one, two or three heart drops!

Independent Beauty Consultants and Independent Sales Directors who, during the contest period (Dec. 1, 2005, through Feb. 28, 2006), add at least one new personal team member whose Independent Beauty Consultant Agreement and initial wholesale Section 1 product order of \$200 or more is

"You need to have a purpose and a reason for wanting to reach your goal. Envision yourself achieving your goal. Then, every day, ask yourself, 'What am I doing right now that is helping me get closer to my goal?'"

# am Back

received and accepted by the Company in the same calendar month, can earn an exquisite Pink Power necklace with an elegant heart drop. Plus, they can earn a name badge ribbon and standing recognition at Career Conference 2006.

Those who add two new personal team members who meet the qualifications above can earn a second elegant heart drop to proudly wear on their Pink Power necklace.

And those who add three new personal team members can receive onstage recognition at Career Conference 2006, in addition to a name badge ribbon. They also earn the exquisite Pink Power necklace with three heart drops!

New team members can earn special rewards, too, when their Independent Beauty Consultant Agreement and initial minimum \$600 wholesale Section 1 product order are received by the Company during the same calendar month from Dec. 1, 2005, through Feb. 28, 2006. They can receive a Pink Power necklace with a heart drop, a Pink Power New Independent Beauty Consultant name badge ribbon and standing recognition at Career Conference 2006.

## Movin' On Up Challenge

But the power of pink doesn't stop there. The *Movin' On Up* Challenge is sure to motivate you as well! Independent Beauty Consultants who, from Dec. 1, 2005, through Feb. 28, 2006, achieve and maintain a new higher status on the career path of Star Recruiter, Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification will attend the *Movin' On Up* Luncheon with their Independent Sales Director.

Also at Career Conference 2006, those who achieve and maintain a new, higher status on the career path of Team Leader, Future Sales Director and Sales Director-in-Qualification will shine as they march onstage.

And since building your team is a great way to move up in your Mary Kay business, the *Pink Power* and *Movin' On Up* Challenges go hand in hand!

"I believe it's important to always look like a professional, whether you're going to a unit meeting, a skin care class or out running errands."

"I wrapped small samplers with tissue paper, attached my business cards with ribbons and passed them out to the nurses."

## More Expert Advice

If you find yourself at a loss for ways to meet potential new team members, why not try some of these tips. Ella offers, "As I'm out running errands, I make it my goal to give my business card to at least five women each day.

I also contact the local Chamber of Commerce for a list of community events or networking groups. Then I find out if there are opportunities to participate in any of their events."

To achieve her Queen's Court of Recruiting goal, Ella focused on doing 30 facials in 30 days. She also made it a point to use Mary Kay's three-foot rule: Always look your Mary Kay best and be ready with a business card and a sample for every woman within three feet of you.

Mayra suggests honoring the nurses at local hospitals or nursing homes with small tokens of appreciation. "I wrapped small samplers with tissue paper, attached my business cards with ribbons and passed them out to the nurses," explains Mayra. She also held a drawing for a Travel Roll-Up Bag filled with product and offered free facials and makeovers.

Susan, who was Queen of Recruiting for the Emerald Seminar in 2005, stresses the importance of first impressions to new Independent Beauty Consultants. "I believe it's important to always look like a professional, whether you're going to a unit meeting, a skin care class or out running errands," explains Susan. "You never know when or where you'll meet your next customer or team member, so it only makes sense to always look your best, from your clothes to your hair to your nails to your makeup."

Susan has this advice for achieving team-building success: "You need to have a purpose and a reason for wanting to reach your goal. Envision yourself achieving your goal. Then, every day, ask yourself, 'What am I doing right now that is helping me get closer to my goal?' Imagine how many women might benefit from the Mary Kay opportunity, just as you have. Why not give it away? Get ready to share with them a gift that gives back!"

"Lead by example. Set an example for others to follow."

# Treat Your Custom and Build

Great retailers have built their reputations on outstanding customer service. They pamper their customers and make them feel special at every interaction. You can treat your customers to this kind of service, too, when you “think like a retailer.” These Company-offered tools and programs can give you a professional image that can’t be matched! These incentives can help you build a loyal base of satisfied customers who know you care.

## A Fresh Look

These four **Color 101 Cards** each feature a unique seasonal look – perfect for customers wanting to update their color cosmetics choices. Who better than you, an Independent Beauty Consultant, can meet that need? These cards are a fun introduction to the trend looks they feature because they include samplers of three MK Signature™ Eye Colors, one MK Signature™ Cheek Color and one MK Signature™ Creme Lipstick. This means your customer can try before she buys, another proven retail strategy. The cards also recommend the new MK Signature™ Ultimate

Mascara™. Once she uses it, she’ll understand why it’s the new makeup must-have. Be sure to follow up for orders!

*Color 101 Cards, pack of four, \$3.25*



Lipstick not included.

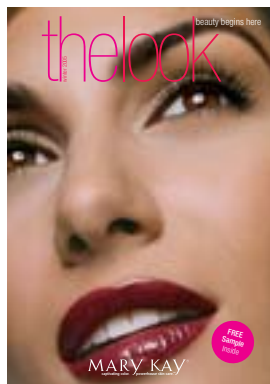
## A Free Gift

Tempt her to indulge a little more with this **MK Signature™ Mini Brush Set**, the new Winter 2005 Preferred Customer Program **gift with purchase**. You’ll be able to thank her for her order, and she’ll know you value her as a customer. After all, in today’s retail climate, a customer shops where she is rewarded for her business. The set, perfectly sized for on-the-go touch-ups, features four high-quality brushes (Powder Brush, an Eye Definer Brush, an Eye Crease Brush and a Retractable Lip Brush) and a mirror in a soft-like-suede case. The pink trim and bow are the ideal feminine accents!

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



# ers Right Business Success.



## A Firm Trend

**The Look** for Winter 2005 mails on Dec. 23 with a sampler of the new **TimeWise® Firming Eye Cream**. Remember, you'll

want to call your customers to follow up! (Getting *The Look* in front of customers is a great retail practice, but that alone won't result in sales.) Why not ask your customer how she likes the new TimeWise® Firming Eye Cream with its firming, brightening and moisturizing properties? You also can select a handful of products that would meet her needs and recommend them – she'll appreciate the personal consideration or perhaps she's ready to earn the newest hostess gift by booking a class after seeing the gift in the back of *The Look*.



## A Complete Collection

The newest **hostess gift** also is the newest item in the pink leopard print collection: a fabulous watch with a pink croc-embossed band. And it's in a box lined in pink leopard print, of course! The hip mix of function and fashion in this gift makes it easy for her to say yes to booking with you, and the hostess gift flier makes it easy for you to offer the hostess gift as an alternative to free product. It's even easier now that the hostess gift is advertised in *The Look* each quarter, starting with this great watch!

Hostess gift, **\$10**

Hostess gift flier, bilingual, pack of 10, **\$1**



## A New Feature

Great news! Now you can better service today's growing Latina population because both marykay.com and Mary Kay® Personal Web Sites have been translated into Spanish. Now there's no language barrier to beautiful skin or team building! Speaking of team building, there are improvements to the "Start a Business" area as well. New I-stories make the Mary Kay opportunity more compelling than ever!

Why not sign up today for your own Personal Web Site With Shopping so you won't miss out on this exciting opportunity to grow your business!

# The perfect foundation

## What enables the success of outstanding Mary Kay independent sales force leaders?

Although each has her individual style, all rely on the three basic fundamentals Mary Kay perfected: booking, selling and team building.

The women in these stories share how they built their businesses following her wise advice.

And all agree, with these pillars, Mary Kay Ash laid the perfect foundation for success.

### Independent National Sales

**Director Jackie LaPrade** enthusiastically extolls the virtues of booking to the women in her NSD area.

In fact, her success engine is fueled by a secret she's willing to share.

"Bookings come from bookings," she says. "I got that tip straight from

Mary Kay! Skin care classes are the key to hundreds of booking leads and the shortest route to success in this business."

Following up on hostess leads is Jackie's No. 1 priority. If someone can't make a class, she offers her a private makeover, then turns that into another class, getting still more leads from those who attend. And on and on. "No lead is left unturned," she says,

revealing that she modeled

Mary Kay's goal of obtaining four or

more bookings from each class. "Booking is the key to contacts, classes and so much more," says Jackie, who's sold on the power of Perfect Start. But she also knows many women are afraid of intruding, so they delay making those first phone calls. "Overcome the fear of calling by taking the emotion out of it, and practice, practice, practice. Go to the telephone with a welcoming voice. Be organized. Have your appointment book in front of you so you know exactly when you can hold classes and try to cluster them together. Know that to hold five classes, you'll have to book eight. Mary Kay knew what she was talking about."

Another inside tip:

"I ask hostesses to think of the busiest women they know. Busy women need pampering and girl-friend time," Jackie says.

Of course, booking usually requires that "scary" telephone call. For the timid, Jackie has encouragement. "Your greatest fear can become your greatest strength. If you're willing to reach out and seek knowledge from successful women, then practice what you learn, you *absolutely can* master the skills it takes to be successful!"

“Your greatest fear can become your greatest strength.”



The moment **Independent Executive Senior Sales Director Julie Danskin** of

Woodbury, Minn., signed her Independent Beauty Consultant Agreement, she

vowed to be a top-notch saleswoman.

"I went to workshops and studied all the material the Company offered, plus read classic books by Dale Carnegie and others," says the former registered dietician who is from the Anita

Garrett-Roe National Area. "Mary Kay herself did those things. I soon realized that most sales will come through skin care classes, so I perfected my presentation. I memorized my opening and closing, the four-point recruiting plan, the correct booking approach and the individual closing. We need to prepare for classes like Broadway actresses. Learn your lines, because every time you show up, you're 'on'! When you know what you're going to say, you can just focus on the people."

Like Jackie, Julie modeled her goals after Mary Kay, who was a person who made things happen. "I reached for Star Consultant status every quarter and earned a place in the Queen's Court of Personal Sales for 18 consecutive years," she says. "The most profitable way to reach those goals and build a robust Mary Kay business is through a perfected skin care class." Jackie agrees, and stresses the importance of mastering a strong class closing. "I estimate that 90 percent of sales are lost in a weak closing. Exude confidence, and women will believe they need the products. Help them rationalize the decision. Ask, 'What's more beneficial, investing in something that will make you feel beautiful every day or something to hang in your closet that you'll wear once a month?'"

Julie uses Preferred Customer Program mailings, actively promotes her Mary Kay® Personal Web Site and stays stocked up on inventory just as though she had a brick-and-mortar storefront. "I look at my Mary Kay business as a retail enterprise," she says, adding that having inventory on hand improves her customer service and loyalty. So how does she sum up her highly effective strategy? "It's what I do when I don't feel like doing anything," she says, "that makes the difference between success and failure."



“I look at my Mary Kay business as a retail enterprise ...”

If a picture is worth a thousand words, a word picture paints an even more vivid image. Team-building guru **Independent Elite Executive Senior Sales Director Yvonne Lemmon** of Cypress, Texas, draws a colorful illustration: "Team building is like being in a rowboat. If you row with one oar, you go in circles. If you row with both oars, you go straight. To move ahead, imagine team building as one oar and selling as the other. Some people don't build a team for fear of losing customers, but the two go together. Mary Kay herself said to look to your best customers. Selling is money in your pocket now, but team building can result in money on which you can continue to earn for a lifetime." But Yvonne, part of the Marilyn Welle-Villella National Area, understands hesitancy too. For years she wanted to invite her neighbor down the street to attend an event. "I was afraid to ask her," she shares. "One day I got brave, and we went to a customer appreciation breakfast together. She cried through the whole thing! It turns out she was desperate to escape the 12-hour days her job required. She signed her Independent Beauty Consultant Agreement that afternoon and now is a Star Recruiter. Don't prejudge and don't quit. The woman who seems reticent may just need the extra step of layering. Bringing her to a meeting is step one. She also may need to hear a CD. Asking her to attend a skin care class to see you in action is always a good idea too."

And there's another way customers can see you in action. "When Independent Beauty Consultants are new, they need lots of practice," Yvonne says. "Tell your customers you'd love their critique or opinion of your marketing presentation skills or team-building notebook and ask if you can practice with them. You can 'practice' your way to the use of a Cadillac or all the way to Independent National Sales Director! So what if you feel scared in the beginning? Our motto in my future NSD area is, 'Do it afraid!'"

“... team building can result in money on which you can continue to earn for a lifetime.”





"Remember that  
success is failure  
turned inside out."  
- Mary Kay

## New Independent National Sales Directors

Congratulations to these Independent National Sales Directors who debuted Aug. 1 through Sept. 1, 2005. To learn more about these new National Sales Directors, go to the Mary Kay InTouch® Web site, select "Applause® Online" and click to read their stories.



**Kirk  
Beauregard  
Gillespie**  
Aug. 1, 2005  
Ruby



**Jana Cox**  
Sept. 1, 2005  
Sapphire



**Kendra  
Crist Cross**  
Sept. 1, 2005  
Sapphire

## Back by popular demand

You may have noticed that the disposable mascara brushes were moved to the Section 2 Discontinued Items section of the Sept. 16 Consultant order form. Because of popular demand, new disposable mascara brushes, available in packs of 15 for \$1.50, have been added to the Dec. 16 Consultant order form.

**And Stirred With Love cookbooks!**  
Order by March 15! Quantities are limited.



## Working Smarter

Tools for Greater Efficiency

### GO ONLINE FOR THE LATEST PRICE SCOOP

You can stay "Beauty Book current" by grabbing the latest order form pages and newest prices. Just log on to the Mary Kay InTouch® Web site and click on the icon for the Winter 2005 promotional site. From there you can link to a printable PDF. Print out the new order form pages, slip them into the back of your current Beauty Book and voilà! You'll be "beautifully" up to date!



## the power of *Pink* seminar2006

### Why not make Seminar 2006 a priority?

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

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

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

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

## Heart and Heritage

### Results and Rewards: “Thinking Like a Retailer”

*Our trinket-trading ancestors would be amazed! Since rudimentary “sales” first began, the retail scene has evolved from a few competitors strung out along dirt roads to vast markets stretching around the globe. Yet certain principles of retail practice still hold true today, both for mega chains and micro companies.*



“Our customers need to know we care about them and their needs,” says **Independent National Sales Director Sharon Buck**. “We show we care by listening, and that should never change. We show we care by having

on-trend products, plenty of inventory and the willingness to go the extra mile. It’s basic, but it’s true:

‘Thinking like a retailer’ means pairing the customer’s needs and desires with our passion to fulfill them.”

Like “shopkeepers” everywhere, Mary Kay Independent Beauty Consultants should be concerned with appearances. “We need a sharp outward image, knowledge and, yes, passion about our products,” says Sharon. “Exhibit a sense of adventure and fun, an ‘open-for-business’ attitude that says, ‘I’m prepared!’ These practices bring us both personal and professional rewards, such as increased sales and loyalty from our customers, a sense of integrity and pride, and enthusiastic customer referrals. In other words, rewards worth working for.”

And how do customers feel when they encounter poor service? “All of us are customers, and we may not go back!” says Sharon. “Attitude counts when a customer asks for a refund or wants products when there’s no inventory. Does the customer need a timely delivery? Of course. And what about follow-up? Good retailers know the answers.”

Keeping customers happy paid off for Sharon when she recruited two long-time loyal fans. “One had been my customer for three years and one for 10 years,” she says. “They both told me, ‘What you do looks easy and fun.’ The truth is, it’s all in our attitude!”

*Note: For inspiring ideas about customer service and more, log on to the Mary Kay InTouch® Web site and click on “LearnMK® Media Source” under LearnMK®.*

## Stay “legal” when you’re surfing!

Many Web sites may look and sound like sites endorsed by Mary Kay Inc. And some software packages that claim to increase your business, organize your life and manage your inventory may appear to be Company tried and tested. But are they?

Mary Kay has four official, Company-approved Web sites:

- [www.marykay.com](http://www.marykay.com)
- [www.mkacf.org](http://www.mkacf.org)
- [www.marykay.ca](http://www.marykay.ca)
- [www.marykayintouch.com](http://www.marykayintouch.com)

All other Web sites are neither approved nor endorsed by Mary Kay Inc.

We are aware that occasionally a member of the independent sales force may establish a Web site that doesn’t comply with the Company’s Internet guidelines. We do address these issues, and most Independent Beauty Consultants are very cooperative about relinquishing unauthorized sites and using only the accepted Internet presence.

### Be aware of unauthorized software.

When it comes to software, many companies have developed programs and Web sites they claim will assist independent salespeople in managing their businesses. These software packages and Web sites are not approved or endorsed by Mary Kay in any way. If you choose to use any of these packages in your business, it is your decision alone.

### Unauthorized representations

Sometimes a vendor may establish a Web site, send an e-mail or even call you claiming an affiliation with the Company. If the vendor does not fit into one of the categories listed above, please use your best judgment when deciding whether to do business with that vendor. For security reasons, we recommend that you do not share passwords, credit card numbers and similar information with any other person or entity. You can always check with your Independent Sales Director or with Legal Resources if you have any questions.

### Scram “spam”

In this Internet age, you may find it tempting to send e-mail to existing and potential customers. It is important to ensure that you are complying with federal laws regarding such commercial e-mail solicitations. You’ll also want to ensure that you follow the guidelines for e-mail communication as outlined in the *Legal-Ease* publication. For more information on the federal law regarding commercial e-mail solicitation and to view *Legal-Ease*, go to the Mary Kay InTouch® Web site and select “Tax and Legal” from the drop-down menu. Click on “Legal Ease” and the “FAQs Regarding the CAN-SPAM Act of 2003.” Or you can request a copy from Legal Resources at 972-687-5777. By following these guidelines, your e-mail is less likely to be interpreted as an unwanted commercial message or “spam.”

## An important reminder: Directory advertising and your Mary Kay business

Please remember that only Independent Sales Directors may advertise their Mary Kay businesses in a telephone directory. However, they can do so only through a vendor authorized by Mary Kay Inc. The only company authorized by Mary Kay Inc. as a directory advertising vendor is TMP Worldwide Inc. You can be sure you're receiving TMP's authorized solicitation from the Mary Kay Directory Advertising Department if it features the official Mary Kay® logo. Mary Kay Inc. does not authorize **any** online directory advertising.

Independent Beauty Consultants are not authorized to list their businesses or residential service telephone numbers in any White Pages or Yellow Pages directories – whether published by telephone companies or private publishing companies – in any way in connection with the Mary Kay Inc. Company-owned trade names, trademarks or corporate name. For more information, go to the Mary Kay InTouch® Web site, then click on "Applause® Online."

## Preorder Seminar Sales Booth items

Catch Seminar fever before summer heats up! When you qualify for Priority Awards Seminar Registration and register for Awards Seminar by April 30, you'll have the opportunity to preorder Seminar Sales Booth items on the Mary Kay InTouch® Web site and receive a 10 percent discount. Your order will be shipped directly to your home in early July, and there's no limit to the number of items you can order! Watch for upcoming details on the Mary Kay InTouch® Web site.

## Protect Your Business From Fraud

If it sounds too good to be true, it probably is! Protect your Mary Kay business from potential fraud or scams by practicing caution when presented with "too good to be true" scenarios. Although consumer fraud against Independent Beauty Consultants is rare, please consider the following:

- Be wary of any individual who contacts you and attempts to place an extremely large order for Mary Kay® products, especially if you've never done business with her or have never sent her product literature like *The Look* or the *Beauty Book*. These individuals typically aren't the end users of these products but are attempting to sell these products in other ways and/or may be attempting to place an order using a stolen credit card number.
- Although you may wish to help a customer expedite her order, you'll want to avoid shipping product until you've received payment in advance. Unfortunately, some Independent Beauty Consultants who have sent product upon the promise of receiving payment at a later date never receive payment.
- As an Independent Beauty Consultant living in the United States, you should *never* ship or deliver Mary Kay® products outside the United States and its territories for the purpose of selling to consumers. Currently, several reports of credit card fraud are under investigation involving individuals attempting to place large orders for product and giving false or stolen credit card numbers.

If you have additional questions, please contact Legal Resources at (972) 687-5777.

## Ready, Set, Sell! Bonus Values

Your new team members can get their businesses off to a fabulous start with the *Ready, Set, Sell!* New Consultant Product Bonus. Here are the suggested retail values of the bonuses available from Dec. 16, 2005, through Feb. 15, 2006. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details. Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$110.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

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





## Teach! Don't Touch! Hands-Off Policy Is Best.

Many states have laws in place that require licenses for individuals who physically apply cosmetics or cosmetic treatments to others – with the hands or mechanical devices, including brushes or applicators. We strongly recommend that Independent Sales Directors and Independent Beauty Consultants who are licensed cosmetologists avoid touching or applying cosmetics to the customer, as this practice can lead to misunderstandings in the minds of customers, other Independent Beauty Consultants and licensing authorities.

If a customer insists upon you applying the cosmetics for her, we recommend a polite explanation that the Mary Kay concept is to *teach* the customer to do it for herself so she can repeat the procedures when the Independent Beauty Consultant is not there. Your customers will appreciate this logical, professional response, and you will avoid any misunderstandings with licensing authorities.

## We're Talking Independent: Taxes, Licenses, Permits and Fees

Who must comply with all business-related federal, state, and local taxes, licenses, permits and fees? You do, if you're an Independent Beauty Consultant. And who can help you steer the course through the compliance process? A professional accountant or personal tax adviser who's familiar with laws in your local area can help you with the compliance process.

Not sure you need the help? While your personal tax situation may be different from others in the independent sales force, and different laws may apply based on your circumstances, it's a good idea to protect yourself with professional advice. Examples of taxes, licenses, permits and fees that may apply include cosmetology, business and occupational licenses; zoning permits; taxes such as income, business, occupational and gross receipts, sales, property and excise.

So what in your business could these taxes, licenses, permits and fees be based upon? Your Mary Kay retail sales, commissions, prizes, purchases, inventory, property or other factors related to your Mary Kay business. Any taxes collected and reported on your behalf in the mainland United States are separately stated on the packing slip/invoice enclosed with your product orders or commission statement.

It's almost tax time! Remember, you should perform a physical count of the inventory that you have in stock as of Dec. 31, 2005, for tax purposes.

For additional information about U.S. sales tax and federal income tax, go to the Mary Kay InTouch® Web site and select "Tax and Legal" on the drop-down menu.

# RECOGNITION Congratulations to the winners for September 2005.

## On-Target Diamond Circle

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

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

Anne Newbury	\$263,956.87
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### On-Target for \$750,000

Barbara Sunden	\$205,697.41
Pat Fortenberry	193,906.40

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

Regina Gayle Gaston	\$177,751.07
Christine Peterson	172,335.84
Carol Anton	153,671.10
Marilyn Welle-Villella	137,762.66
Kathy Helou	130,627.96
Karen Piro	129,567.62
Jan Harris	126,298.52

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

Lisa Madson	\$122,073.71
Nan Stroud	121,935.66
Gloria Mayfield Banks	114,017.21
Rena Tarbet	113,118.77
Mollye Morrow	112,706.57
Karlee Isenhardt	109,733.58
Joanne Holman	109,493.97
Ronda Burnside	98,691.77
Stacy James	97,526.27
Cheryl Warfield	94,966.56
Pat Danforth	94,516.23
Linda McBroom	92,160.73
Nydia Payán	89,168.94
Sherry Giancristoforo	88,130.48
Johnnette Shealy	85,201.55
Judie McCoy	84,698.12
Lupita Ceballos	84,251.01

Julianne Nagle	84,075.80
Holly Zick	83,548.73
Rosa Enriquez	81,659.15
Sue Kirkpatrick	78,995.59
Pamela Waldrop Shaw	77,379.30
Debi Moore	75,423.62
Joan Chadbourne	75,224.35

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

Doris Jannke	\$74,871.71
Cindy Williams	73,680.31
Mary Diem	72,846.06
Linda Toupin	71,409.12
Shirley Oppenheimer	71,284.86
Darlene Berggren	70,277.18
Ronnie D'Esposito Klein	68,736.20
SuzAnne Brothers	68,660.05

Nancy Perry-Miles	67,605.27
Anita Mallory Garrett-Roe	66,991.28
Jackie Swank	66,981.21
Jeanne Rowland	66,750.22
Kerry Buskirk	65,959.58
Pam Gruber	65,872.64
Asenath Brock	65,786.87
Sonya LaVay	65,222.89
Donna Floberg	64,952.57
Helene Reiners	64,620.17
Gloria Castaño	64,609.28
Rosa Jackson	64,566.24
Wanda Dalby	63,865.70
Diane Underwood	63,651.88

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

Martha Langford	\$59,152.16
	58,338.13

Nancy Bonner	57,957.21
Elizabeth Fitzpatrick	57,395.99
Rita Potter	57,233.14
Martie Sibert	56,830.37
Tammy Crayk	56,403.20
Kay Elvrum	54,631.61
Jamie Cruse-Vrinios	54,380.18
Rebecca Evans	53,055.25
Jo Anne Cunningham	52,454.44
Patricia Rodríguez-Turker	52,159.27
Joan Watson	50,718.23
Maureen Ledda	50,450.11
Joyce Z. Grady	50,365.31
Judy Newton	50,309.45
Pam Ross	50,297.40
Anita Tripp Brewton	50,268.64
Lily Orellana	50,235.58

## Monthly Commissions

Listed are NSD commissions earned in September by Independent National Sales Directors as defined above. NSD Sales Director Level Commissions, Recruiter Commissions, NSD contests, cars, prizes, etc., are not included in these amounts.

### EMERALD



<b>Anne Newbury**</b>	<b>\$90,879</b>
Kathy S. Helou*	45,074
Mollye Morrow**	38,945
Marilyn Welle-Villella**	37,745
Gloria H. Mayfield Banks**	37,284
Pat Danforth*	36,826
Sherry Giancristoforo*	35,249
Ronda Burnside*	34,485
Nydia Payán*	30,621
Debi R. Moore*	28,586
Doris Jannke*	25,918
Kay E. Elvrum	22,725
Jamie Cruse-Vrinios	22,175
Kerry Buskirk*	21,981
Lily Orellana	18,399
Cathy Phillips	17,598
Cathy Bill-Malpica*	17,269
Pamela Tull	17,222
Cindy Fox	16,933
Mona Butters	16,850
Janet Tade*	16,671
Joanne R. Bertalan	16,371
Jackie LaPrade	15,426
Consuelo R. Prieto	14,629
Sherry A. Alexander	13,486
Joyce Schuldt	12,356
Miriam Gómez-Rivas	11,777
Jo Reynal	11,755
Judy A. Rohde	11,702
Sonya Gregian	11,366
Dawn Otten-Sweeney	10,727
Kym A. Walker*	10,591
Irene A. Shea	10,350
Regina Hogue	10,020
Joanne Hollingsworth	9,677
Shelly Gladstein	8,367
Sabrina Goodwin Monday	7,411
Francie McBeth	7,408
Nora L. Shariff*	6,884
Crisette M. Ellis	6,049
Esther Whiteleather	5,871
Carmen Rios	5,601
Phyllis R. Sammons	5,351
Natalie Privette-Jones	5,036
Pamela Cheek	4,129

### PEARL



<b>Jan Harris**</b>	<b>\$46,463</b>
Nan Stroud**	40,411
Stacy L. James*	37,287
Cheryl Warfield*	34,065
Cindy A. Williams	28,111
Pamela Waldrop Shaw	27,683
Darlene Berggren	26,868
Nancy Perry-Miles*	25,502
Jackie Swank*	24,985
Rita Potter	23,198
Joan B. Chadbourne*	22,390
Anita Tripp Brewton	20,743
Rosa Jackson**	20,488
Maureen S. Ledda*	20,347
Elizabeth Fitzpatrick*	19,097
Nancy Bonner*	17,364
Julie Krebsbach	16,356
Sandy Miller	16,174
Wadene Claxton-Prince	15,716
Lise T. Clark*	15,215
Monique D. Todd	14,477
Maureen Myers	13,845
Linda Kirkbride	13,529
Wilda DeKerlegand*	13,423
Sylvia Kalicak	13,265
Beatrice Powell	13,185
Anabell Rocha-Pedraza	12,880
Shirley M. Oshiro	12,465
Bett Vernon	11,559
Pat Campbell	11,348
Lynda Jackson*	11,136
Kathy C. Goff-Brummett	11,022
Robin Rowland	10,736
Gloryann Koester	10,560
Barbara Faber	10,176
Ruth Theodocion	9,881
Glinda McGuire	9,354
Betty M. Bridges	8,655
Deb Pike	8,606
Kathy Jones	8,567
Mary Pat Raynor	8,360
Linnie Woods-Stewart	7,847
Connie Phillips	6,768
Sonja Hunter Mason	5,371

### DIAMOND



<b>Barbara Sunden**</b>	<b>\$60,775</b>
Karen Piro**	47,562
Lisa Madson	43,207
Kathy Z. Rasmussen**	41,498
Julianne Nagle*	31,034
Holly Zick**	27,336
Linda C. Toupin	26,726
Pam Gruber*	26,656
SuzAnne Brothers*	26,628
Diane Underwood	26,349
Mary Diem*	24,332
Tammy Crayk	23,302
Patricia Rodríguez-Turker*	22,054
Jo Anne Cunningham	20,536
Sharon Kingrey	19,922
Joyce Z. Grady	19,195
Judy Newton	19,084
Dawn A. Dunn	19,081
Gloria Castaño**	18,461
Sandy Valerio	16,850
Sharon Z. Stempson*	16,493
Diana Sumpter	13,754
Sonia E. Páez	13,720
Diana Heble	13,708
Jo McKean	13,143
Isabel Venegas	12,389
Connie A. Kittson	11,699
Linda O. Scott	10,356
Naomi Ruth Easley	10,049
Charlotte G. Kosena	9,420
Jan Mazzioti	8,888
Carol Lawler	8,814
Kay Z. Hall	8,715
Andrea C. Newman	6,953

### RUBY



<b>Pat Fortenberry**</b>	<b>\$68,506</b>
Carol Anton*	58,333
Karlee Isenhardt**	37,172
Linda McBroom*	33,375
Sue Kirkpatrick*	31,702
Johnnette Shealy*	27,231
Shirley Oppenheimer	26,438
Ronnie D'Esposito Klein	26,180
Wanda Dalby**	24,648
Jeanne Rowland*	22,444
Pam Ross*	19,775
Joan Watson	19,075
Lyne G. Holliday	18,402
Eileen Dunlap	18,320
Janis Z. Moon	17,638
Rhonda L. Fraczowski	17,444
Scarlett Walker*	17,215
Pamela A. Fortenberry-Slate*	17,073
Michelle L. Sudeth	16,935
Margaret Winner*	16,410
Toni A. McElroy	16,038
Patricia Lane	15,860
Bea Millsagle	15,657
Rebecca Evans	15,337
Elizabeth Sapanero	15,134
Cindy Z. Leone	14,766
Cheryl J. Davidson	14,338
Jessie Hughes Logan*	14,064
Kirk Beauregard Gillespie	13,565
Dianne Velde*	12,785
Nancy West Junkin*	12,550
Judy Kawiecki	12,184
Cindy Towne	12,078
Amy Dunlap	11,678
Jean Santin*	10,886
Maria Aceto	10,852
Kate DeBlander	10,789
Kimberly R. Walker-Roop	10,622
Carol O. Robertson	9,883
Gay H. Super	9,628
Phyllis Chang	9,596
Nancy M. Ashley*	9,284
Vicky L. Fuselier	8,945
Sue Z. McGray	8,795
Renee D. Hackleman	8,345
Katie Walley	8,114
Margaret M. Bartsch	7,580
Cyndee Z. Gress	7,501
Sharilyn G. Phillips	7,008
Kelly McCarroll	5,075

### SAPPHIRE



<b>Christine Peterson**</b>	<b>\$62,945</b>
Regina Gayle Gaston**	58,475
Rena Tarbet*	42,416
Joanne Holman*	37,528
Jana Cox*	33,525
Rosa Enriquez*	27,450
Lupita Ceballos	26,758
Judie McCoy*	26,740
Martie Sibert*	26,576
Helene Reiners*	26,422
Anita Mallory Garrett-Roe*	25,995
Donna Floberg*	25,965
Asenath G. Brock*	25,263
Sonya LaVay*	25,237
Martha Langford*	21,872
Mary L. Cane	17,858
Shannon C. Andrews	17,591
Valerie J. Bagnoli*	16,662
Alla L. Head	16,383
Ann Robinette	16,305
Jo Anne Barnes	16,283
Gloria Baez	16,132
LaQueta McCollum	16,123
Jeanne Curtis	15,709
Mattie Dozier	15,373
Davanne D. Moul	15,107
Jan L. Thelford	13,555
Karen Kratochvil	12,917
Nancy A. Moser	12,701
Karen B. Ford	12,357
Sherril L. Steinman	12,302
Sharon L. Buck	11,260
Carol L. Stoops	11,162
Gillian H. Ortega	10,006
Jo Ann Blackmon	9,675
Jill Moore	7,576
Vernella Benjamin	7,553
Kendra Crist Cross	6,854
Ann Brown	6,740

## NSD Personal Unit Commissions

In addition to the NSD Commissions listed above, the following are the top 5 Independent National Sales Directors who earned 13 percent Sales Director commissions on their personal unit's wholesale production in September.

### EMERALD

Pamela Tull	\$7,137
Gloria H. Mayfield Banks	7,109
Kathy S. Helou	4,971
Debi R. Moore	4,211
Crisette M. Ellis	4,004

### PEARL

Pamela Waldrop Shaw	\$6,350
Ruth Theodocion	5,165
Cindy A. Williams	4,193
Sylvia Kalicak	3,918
Bett Vernon	3,415

### DIAMOND

Lisa Madson	\$6,638
Tammy Crayk	4,763
Linda C. Toupin	4,168
Dawn A. Dunn	3,854
Diana Sumpter	3,840

### RUBY

Bea Millsagle	\$5,327
Judy Kawiecki	5,189
Pamela A. Fortenberry-Slate	3,667
Sharilyn G. Phillips	3,640
Kirk Beauregard Gillespie	3,412

### SAPPHIRE

Sherril L. Steinman	\$4,702
Rena Tarbet	4,514
Donna Floberg	4,487
Shannon C. Andrews	4,114
Sharon L. Buck	3,590

## MEET YOUR NSDs

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

# Achievement Circle

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

## EMERALD

Elaine Oatmeyer \$109,998  
Kathy P. Oliveira 108,579  
Dana G. Berry 88,473  
Caterina M. Harris 79,035  
Tiffany Hall 77,500  
Traci L. Smith 76,674  
Hollie R. Sherrick 75,425  
Rosemary Mitchell 74,941  
Antonia Miranda 73,735  
Pam Robbins 72,724  
Heather A. Carlson 72,648  
Rose Campbell 72,477  
Lynn T. Klei 70,763  
Denise G. Kucharski 70,559  
Linda Bradley 70,536  
Marianne L. Anderson 69,069  
Ann Shears 68,380  
Kerri L. Bunker 67,211  
Jeannine R. DeVore Harris 66,933  
Elaine B. Goubil 66,118  
Hope S. Pratt 64,960  
Kathleen L. Holmberg 63,717  
Lori M. Langan 63,614  
Paula Ladurantaye 62,695  
Lynn F. Huckels 62,002  
Barbara Gizzo 61,688  
Barbara Pleet 61,615  
Haydee Guzman 61,129  
Maureen Yantzer 60,858  
Nancy Harder 59,018  
Paula Vander Vorste 58,062  
Amanda Victoria Governale 58,060  
Nancy A. Coleman 57,813  
Barbara Whitaker 56,489  
Dacia Wiegandt 55,912  
Auri Caboverde 54,879  
Zenelia Wheeler 54,710  
Marla Beddick 54,629  
Yolanda Lopez 54,424  
Maria Sanches 54,045  
Candy Jackson 53,789  
Janie Gallagher 53,688  
Brendaliz Cajigas 53,487  
Laura A. Armstrong 53,065  
Nancy Ashton 52,534  
Susan Hattem Weeks 52,500  
Tanya Olivia King 52,420  
Jodi L. Even 52,178  
Patricia Schneider 52,152  
Cheri Pearce 52,074  
Michele Martella Armes 50,941  
Brenda D. Elliott 50,905  
Julie A. Griffin 50,563  
Kathy Rodgers-Smith 50,382  
Nancy L. DeFina 50,146  
Tandy L. Ludin 49,970  
Marnee Brooks 49,964  
Rhonda L. Feisley 49,814  
Donica F. Salley 49,690  
Jeanie Albers 49,521  
Elaine Jegi 49,298  
Shawna D. Schneider 49,019  
Valerie Yokie 48,585  
Maricarmen Gonzalez 48,472  
Trish Reuser 47,466  
Silvia Ramos 47,661  
Yvonne S. Lemmon 47,498  
Cynthia DeLeon 47,486  
Lisa Worthington 47,181  
Carol Taylor 47,152  
Nancy Graham 46,988  
Flavia A. Rivera 46,901  
Joyce Young 46,988  
Mayra Smalley 46,875  
Cherie L. Clarkson 46,791  
Blanca E. Arroyo 46,779  
Lois R. Humbert 46,719  
Annette D. Oxley 46,689  
Elizabeth Alcaraz 46,648  
Karen Lynne-Davis 46,491  
Kimberly R. Parker 46,163  
Peggy Sperling 45,967  
Kathy Laughlin 45,735  
Kimberly J. Richey 45,688  
Julie B. Potts 45,438  
Angel L. Hurlley 45,302  
Heather I. Shea 45,269  
Caren C. Fields 45,211  
Shelly J. Bailey 45,005  
Denise M. Cadenhead 44,887  
Mary Strauss 44,842  
Linda K. Hallock 44,829

## PEARL

Patty Webster \$111,748  
Kathryn L. Engstrom 105,781  
Lisa Allison 99,415  
Kim L. McClure 92,409  
Tracey L. Chavez 92,402  
Tammy A. Vavala 88,293  
Amarie N. Gamboian 80,490  
Allison Lee LaMarr 77,996  
Shari M. Kirschner 73,743  
Laurie C. Cole 71,693  
Lisa Olivares 70,455  
Constance Nugent Miller 70,177  
Buffi L. Kamery 69,838  
Leah G. Nelson 69,504  
Carmen J. Felix 68,045  
Susan T. West 67,361  
Tamarie M. Bradford 66,577  
Renee Conn 66,406  
Kathy Lee 65,812  
Patty J. Olson 65,570  
Roya M. Mattis 65,105  
Sandra M. Munguia 64,748  
Jeanie Martin 64,567  
Maria Bolling 63,546  
Laura Poling 63,349  
Patti Cornell 63,110  
Irene K. Foster 63,021  
Susan M. Hohlman 62,578  
Dorothy D. Boyd 62,253  
Pat Ringnald 62,070  
Linda L. Ennis 61,600  
Amy Dawn Adams 61,034  
Harriett Sharpe 60,990  
Anita Kaplan 60,897  
R. Sue Miller 60,485  
Ashley O. Brooker 59,730  
Barbara Stimach 58,773  
Rose A. Harvell 58,600  
Janice Baxter Hull 58,525  
Ella Maria Chick-Power 57,206  
Lori B. Schneider 57,091  
Linda H. Rowsey 56,861  
Alma Orsiolista 56,637  
Cindy Machado 55,826  
Collette Parker 55,737  
Cathy E. Littlejohn 55,466  
Mary Stuart Smith 54,927  
Ruthie Bresette-Mount 53,661  
Jaime Marie Bittner 53,422  
Tina M. Wright 53,155  
LeAnn Elizabeth Boehr 52,817  
Maria Claxton-Dickerson 52,696  
Jane Studrawa 52,613  
Patricia Fitzgerald 52,082  
Debbie P. Grant 51,429  
Angela F. Scott 51,199  
Jeanie K. Navikal 50,634  
Connie L. Young 50,526  
Amie J. Bennett 50,372  
Krista Lynnette Shepard 50,064  
Holly Thompson Lowe 49,503  
Pamela L. Castellana 49,170  
Judy Brack 49,103  
Gwen L. Gihring 48,445  
Cindy Keske 48,150  
Rita Schaefer 48,016  
Michelle Annese-Bleichert 47,877  
Halina Rygiel 47,166  
Kaita Powell 47,153  
Lorri E. Woehrl 47,146  
Cari Newby 46,588  
Denise M. Roberts 46,352  
Mary Beth Stattum 46,193  
Melissa L. Ruffin 46,006  
Elizabeth Bih Fri Muna 45,552  
Menina M. Givens 45,487  
Sherry S. Hanes 45,422  
Betty B. Lucido 45,151  
Jody Marie Dellevoet 45,134  
Carol M. Michaelson 44,956  
Jo Shuler 44,753  
Sandra Tatzler 44,549  
Heather Marie Erbe 44,542

## DIAMOND

Vivian Diaz \$106,693  
Kim I. Cowdell 102,221  
Melinda M. Bailing 101,003  
Stephanie A. Richter 76,078  
Eileen M. Huffman 75,262  
Suzanne T. Young 74,040  
Kim C. Meyers 71,366  
Audrey K. MacDowall 70,891  
Melissa R. Hennings 70,747  
Evelita Valdez-Cruz 69,888  
Terri J. Beckstead 69,455  
Joanne Fraraccio 69,346  
Tina Nicole McLean 69,323  
Kelly Willer-Johnson 67,703  
Pat A. Nuzzi 66,377  
LaRonda L. Daigle 65,438  
Maria K. Eades 64,691  
Andrea Shields 64,550  
Debi Christensen 64,366  
Jeanette E. Beichle 64,299  
Amy Zanto 63,629  
Susan K. Carlson 63,355  
Linda C. Weniger 62,871  
Kristen Dravage-Smith 62,811  
Robin S. Lantz 62,518  
Karen L. Kunzler 61,904  
Shelley Olson 61,723  
Shelly Palen 61,226  
Pat Joos 60,871  
Deanna L. Spillman 60,643  
Lori B. Schneider 60,480  
Brenda K. Howell 58,998  
Randy Patterson 58,448  
Susan M. McCoy 57,160  
Brenda L. Tholin 57,108  
Maria M. Amador 57,044  
Donna K. Smith 56,808  
Gar Griffin 56,510  
Cherri Anne Morris 55,786  
Missy Shoppshire 55,736  
Gail Centeno 55,297  
Kim A. Messmer 54,683  
Candi L. Kelly 54,522  
Barbara H. Peterson 54,475  
Nancy Fox Castro 54,273  
Cindy Sybrowsky 54,092  
Kathy M. Viola 53,983  
Linda R. Walker 53,967  
Vicki O'Bannon 53,716  
Evelinda Diaz 53,127  
Karen M. Bonura 53,063  
Kathy I. Rosetti 52,965  
Deborah Dudas 52,429  
Marge Heard 52,217  
Judy Flummerfelt-Gerstner 52,188  
Martha Kay Raile 51,534  
Heidi Goelzer 51,463  
Chabney Gellius 51,380  
Lara F. McKeever 51,235  
Barbara J. Fishman 50,964  
Joy H. Rentz 50,789  
Connie L. Russo 50,744  
Mariann Biase Mason 49,897  
Luz Pena-Price 49,482  
Cheryl L. Bible 49,472  
Sharon B. Carney-Wright 49,455  
Annette Pace 49,357  
Joelle Leith 48,977  
Norma Lee Shaver 48,501  
Joyce A. Adkins 48,398  
Judy Higgins 48,394  
Trudy J. Poor 48,085  
Lesley A. Coppock 48,074  
Mary P. Creech 47,843

Beth Fitzgerald 46,719  
Rhonda Jean Taylor 46,572  
Kristi E. Yeager 46,557  
Allison M. Nielsen 46,242  
Ginny Granke-Kimberland 45,375  
Krista A. Johnson 45,220  
Judy Russell 45,125  
Betty McKendry 45,108  
Lisa A. Stengel 45,078  
Sandy K. Griffith 45,059  
Nikki Raichart 44,912  
Wendy Hayum-Gross 44,786  
Jill D. Davis 44,600  
Morayma Rosas 44,573  
Nellie R. Anderson 44,561  
Michelle Alene Byers 44,557  
Linda A. Wiseman-Jones 44,535  
June Wylie-Longman 44,479  
Diane Lynn Ferguson 44,305  
Ann M. Jones 44,270  
Hellen L. Crescenti 44,222  
Priscilla McPheeters 43,730  
Sandy L. Kaiser-Dzialo 43,572  
Amy Hanifl 43,528  
Joy Z. Stephens 43,256  
Kim Kozier 43,126

## RUBY

Terri A. Oppenheimer-Schafer \$96,630  
Lisa Anne Harmon 83,926  
Jo Lynn Gentry 83,309  
Donna B. Meixsell 80,630  
Jeanette M. Thompson 77,742  
Phuong L. White 75,666  
Linda Leonard Thompson 75,153  
Margi S. Eno 74,778  
Tiffany S. Maxwell 71,057  
Julie Smith 69,363  
Natalie K. McNeill 68,754  
Suzanne Moeller 68,092  
Thea Elvin 67,659  
Kristal D. Downey 67,068  
Ekene S. Okafor 65,330  
Judie Roman 64,873  
Pat Z. Allen 64,498  
Jane Davidson Seibert 64,467  
Debbie A. Elbrecht 63,387  
Gena Rae Gass 62,531  
Diane Covington 62,533  
Susan C. Ehrnstrom 61,683  
Maureen A. Cohn 61,075  
Susan K. Lou Ardohain 60,449  
Deborah K. Hack 59,682  
John Flowers Burrell 58,439  
Marnie R. Yunger 57,016  
Alexa Tarby 56,702  
Liz Whitehouse 56,548  
Elizabeth A. Kramer 56,197  
Carmen Nunez 56,103  
Donna Clark 56,090  
Vicki Jo Auth 54,869  
Deborah J. O'Leary 54,851  
Becki Holsington 54,831  
Palia A. Curry 54,488  
Kali DeBlander Brigham 54,287  
Roli Akperi 54,152  
Cathleen Walter 54,086  
Heather Anne Doughty 53,749  
Sherril L. Clemmons 53,460  
Ann Tinucci Anderson 53,292  
Mary L. Morgan 53,051  
Jude-Ann B. Gargiula 52,964  
Becky M. Xepoleas 52,780  
Kathleen C. Savorgnan 52,763  
Gail Nevius 52,671  
Michelle M. Visco 52,632  
Amber L. Faulk 52,429  
Laura A. McLaughlin 52,427  
Alicia Bivens-Jones 52,256  
Sandra Braun 51,762  
Marisol Mirsky 51,400  
Linda C. Martinez 51,173  
Rosa M. Lamb 51,077  
Colleen Robustelli 51,071  
Leslie Leaver 51,068  
Kimberly Cavarretta 51,056  
Linda F. Marvin 50,915  
Kathy Monahan 50,898  
Corrin Cresci 50,573  
Jean A. Cooper 50,507  
Dori M. Fennell 50,348  
Carol Fehr 50,259

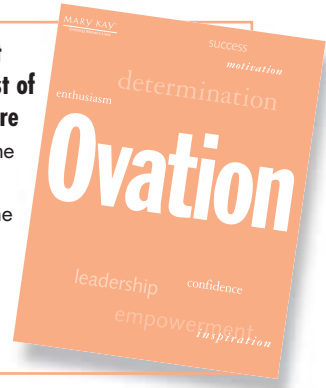
Lisa Baker 50,240  
Vicki S. Lindsay 49,578  
Mary Sharon Howell 49,418  
Elizabeth Medernach 48,825  
Yolanda I. Lockwood 48,734  
Michelle L. Mathews 48,198  
Laura Sainz Rivera 47,994  
Jacqueline Nichols-Parrish 47,856  
Helen Amato 47,630  
Deborah S. Bailie 47,620  
Shirla J. Lovegren 47,390  
Marilyn C. Onoyama 47,306  
Paulette Stowers 47,029  
Candy D. Lewis 47,006  
Lisa A. DeLucia 46,573  
Pat Rodriguez 46,385  
Rebecca W. Cox 46,102  
Sarah M. Burgess 46,003  
Jennifer Farley 45,891  
Brenda Fenner 45,873  
Tammy E. Nixon 45,799  
Kristen Willis 45,742  
Gloria Dominguez 45,728  
Joyce Omene 45,351  
Laurie Hallock 44,915  
Dorothy C. Ibe 44,717  
Betsy A. Lavoie 44,599  
Cathy O. Calabro 44,349  
Linda Sigle 44,145  
Patti Maxwell 44,101  
Connie A. Brinker 43,905  
Linda Christenson 43,849  
Molly A. Williamson 43,831  
Kelly Tansey 43,814  
Eleanor M. Reigel 43,565  
Barbara L. Harrison 43,408

## SAPPHIRE

Paola B. Ramirez \$107,172  
Julie Danskin 103,516  
Robin Blackmon-Dunda 97,070  
Kristi M. Nielsen 82,334  
Julie Weaver 82,056  
Ann W. Sherman 78,579  
Linda L. Quillin 76,544  
Jennifer Bessey 75,257  
Janelle A. Ferrell 72,411  
Angelee R. Murray 71,534  
Lady Ruth Brown 71,478  
Randi Stevens 71,353  
Tracy Potter 70,119  
Julie J. Fox 69,519  
Heather A. Plascencia 65,787  
Kim B. Roberts 65,646  
Peggy B. Sacco 65,219  
Jeannie Helm 65,057  
Melva M. Slythe 63,279  
Tonya J. Blackburn 62,649  
Leann Elaine Zondag 61,779  
Bea Heath 61,292  
Marjorie S. Haun 61,090  
Candy I. Johnston 60,359  
Jennifer Ann Kenney-Smith 60,121  
Angeles Castaneda 60,050  
Eileen Sciackitano 59,659  
Anissa Branch 59,483  
Patie L. Huffman 59,453  
Meredith McNerney 58,804  
Ruby Garner 58,652  
Bonnie Crumrin 58,433

Rita E. Siqueiros-Avila 58,185  
Patricia Ann Lera 57,305  
Jenny R. DeMell 57,065  
Gayle Lenarz Kolsrud 56,739  
Andrea I. Zajac 56,508  
Kim J. Luke 56,376  
Betty H. Schuler 56,176  
Cheryl T. Anderson 54,885  
Terry A. Hensley 54,853  
Theresa E. Simon 54,660  
Angie S. Day 54,605  
Sara Bennett-Moore 54,593  
Pam Garner Moore 54,086  
Debra M. Wehrer 53,798  
Barbara D. McKeenly 53,741  
Dawn Coby 53,649  
Polly B. Bankhead 53,640  
Gloria Stakemiller 53,374  
Lynn Baer Roberts 53,085  
Julie Neal 53,053  
Margaret Neill 52,982  
Debbie Wann 52,967  
Jill Beckstedt 52,407  
Sherrian Beagle 51,896  
Sarah C. Godfrey 51,838  
Miranda Katie Bandemer 51,804  
Lori A. Bunyar 51,798  
Joy L. Epps Breen 51,492  
Linda F. Merritt 51,062  
Ronda Compton 51,056  
MaryBeth Sherwood 51,038  
Cheri L. Taylor 50,935  
Kaye Yuen 50,935  
Sarah C. Bowering-Miller 50,797  
Judy Pennington 50,708  
Linne' Lane 50,581  
Julie M. Moreland 50,474  
Julia Mundy 50,148  
Christie L. Hurd 50,093  
Agnes Stewart 49,399  
Holly V. Crumley 49,295  
Barbara Olesen Randall 49,176  
Ellen Ezekiel Farquharson 49,085  
Jennifer G. Bouse 48,617  
Linda Klein 48,579  
Sandra A. Zavoda 48,128  
Cindy L. Hess 48,059  
Marty Ulmer 47,823  
Maisha A. Bankhead 47,768  
Marsha Morrisette 47,745  
Delmy Ana Torrejon 46,995  
Gaye J. Green 46,982  
Lynette R. Bickley 46,920  
Frances Woodham 46,861  
Valera Hopkins 46,824  
Jenny Suarez Zuckerman 46,750  
Heather L. Bohlinger 46,621  
Jami B. Hovey 46,363  
Sarah Stiger 46,176  
Kim Williams 45,692  
Pam L. Higgs 45,446  
Dwauna Maura 45,442  
Maria Aguirre 45,373  
Jerusher Wiggins 45,355  
Diana E. Fraustro 45,262  
Kelly Bulrich 44,892  
Wendy S. Coltrain 44,856  
Brenda L. Curry 44,681

Be sure to check out  
**Ovation®** on the first of  
every month for more  
recognition. Go to the  
Mary Kay InTouch®  
Web site. Click on the  
"Applause" online"  
link. Then click on  
the "Ovation"online"  
link.





# Commission Circle

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

## EMERALD

Dacia Wiegandt	\$19,422.62
Tiffany Hall	15,630.58
Elaine Oatmeyer	15,369.98
Kathy P. Oliveira	14,491.42
Rose Campbell	13,117.63
Traci L. Smith	12,979.23
Yvonne S. Lemmon	12,906.19
Dana G. Berry	12,403.14
Linda Bradley	12,234.41
Kerri L. Bunker	12,158.65
Caterina M. Harris	12,151.56
Pam Robbins	12,128.93
Michele Martella Armes	11,783.44
Haydee Guzman	11,600.32
Heather A. Carlson	11,525.69
Barbara Pleet	11,420.28
Denise G. Kucharski	11,378.59
Elaine B. Goubil	11,136.61
Paula Vander Vorste	11,058.55
Kathy Rodgers-Smith	11,029.62
Maricarmen Gonzalez	10,660.80
Jeanie Albers	10,550.29
Nancy A. Berlin	10,492.54
Nancy A. Coleman	10,489.00
Jeannine R. DeVore Harris	10,482.02
Hollie R. Sherrick	10,477.15
Kimbi L. Bartik	10,249.20
Yolanda Lopez	10,205.20
Barbara Whitaker	10,198.25
Nancy Harder	10,177.10
Marianne L. Anderson	10,069.56
Maureen Yantzer	9,979.22
Marla Beddick	9,861.07
Karen A. Jorgenson	9,825.26
Barbara Gizzo	9,794.53
Tanya Olivia King	9,776.60
Antonia Miranda	9,646.40
Maria Sanches	9,614.86
Nancy Ashton	9,565.54
Peggy Sperling	9,531.46
Brenda Segal	9,434.56
Annette D. Oxley	9,329.56
Silvia Ramos	9,293.01
Rosemary Mitchell	9,207.83
Paula Ladurantaye	9,162.02
Lynn T. Klei	9,142.06
Sue Uibel	9,050.82
Elaine K. Williams	8,996.76
Kathleen L. Holmberg	8,993.48
Trish Reuser	8,933.42
Juanita Gudino	8,924.14
Zenelia Wheeler	8,899.61
Cynthia DeLeon	8,851.16
Hope S. Pratt	8,842.50
Laura A. Armstrong	8,833.96
Shawna D. Schneider	8,830.28
Brendaliz Cajigas	8,830.02
Judy Harmon	8,779.77
Julie A. Griffin	8,744.42
Lori M. Langan	8,701.84
Blanca E. Arroyo	8,696.67
Ann Shears	8,683.26
Eva M. Hall	8,613.14
Denise M. Cadenhead	8,561.96
Auri Caboverde	8,552.28
Beatriz D.V. Yanez De Mora	8,544.00
Kimberly J. Richey	8,434.27
Marnee Brooks	8,425.13
Sheri L. Farrar-Meyer	8,389.11
Lynn F. Huckels	8,388.01
Mary Strauss	8,266.36
Elizabeth Alcaraz	8,241.97
Candace McCarthy	8,234.05
Nancy Graham	8,215.08
Marina Sanchez Ramirez	8,202.49
Donica F. Salley	8,201.48
Karin Schwab	8,147.04
Pamela Rowe Krzmarzick	8,073.83
Stephanie Audino	8,013.20
Jo M. Cotton	8,009.04
Carol M. Fulton	7,964.64
Michelle B. Ehrich-Stravolo	7,957.58
Kimberly R. Parker	7,915.88
Cherie L. Clarkson	7,903.37
Stacy D. Foust	7,848.04

Sonya F. Goins	7,819.20
Lynne Worcester	7,766.15
Elaine Jegi	7,758.29
Boni Tucker-McDowell	7,751.88
Helen M. Harlow	7,708.09
Angel L. Hurley	7,689.10
Linda K. Hallock	7,688.40
Tandy L. Ludin	7,600.94
Frankie Clapp	7,573.35
Maritza Lanuza	7,557.52
Candy Jackson	7,545.46
Brenda D. Elliott	7,533.27
Carolyn Thompson	7,489.19
Susan Hattem Weeks	7,488.20
Janie Gallagher	7,459.34

## PEARL

Lisa Allison	\$18,398.07
Allison Lee LaMarr	16,585.85
Tammy A. Vavala	16,309.93
Patty Webster	16,023.12
Kathryn L. Engstrom	14,834.61
Kim L. McClure	14,138.36
Tracey L. Chavez	14,136.96
Marla Bolling	12,569.15
Carmen J. Felix	12,117.29
Maria Claxton-Dickerson	12,019.54
Dorothy D. Boyd	11,931.09
Irvine K. Foster	11,905.99
Jane Studrawa	11,866.43
Jeanie K. Navrkal	11,769.32
Susan M. Hohlman	11,632.35
Sandra M. Munguia	11,624.12
Amie N. Gamboian	11,621.58
Lisa Olivares	11,442.05
Cathy E. Littlejohn	11,355.05
Janice Baxter Hull	11,128.31
Judy Brack	10,934.79
Leah G. Nelson	10,863.82
Cindy Machado	10,804.17
Alma Orsotieta	10,605.88
Jeanie Martin	10,590.51
Rose A. Harvell	10,511.05
Shari M. Kirschner	10,480.84
Harriett Sharpe	10,344.99
Roya M. Mattis	10,337.47
Patty J. Olson	10,269.82
Susan T. West	10,214.21
Kathy Lee	10,034.35
Sally Moreno	9,876.88
Patti Cornell	9,857.57
Penny J. Jackson	9,857.01
Constance Nugent Miller	9,695.61
Lorri E. Woehle	9,569.76
Nadine Bowers	9,553.13
Mary Stuart Smith	9,548.22
R. Sue Miller	9,510.28
Barbara Stimach	9,434.51
Pat Ringnald	9,376.95
Anita Kaplan	9,307.50
Rosalie Medjesky	9,177.60
Holly L. Ennis	9,162.65
Laurie C. Cole	9,080.62
Ashley O. Brooker	9,039.01
Peggy Matish	9,029.74
Halina Rygiel	9,013.86
Vicki B. Crank	8,860.48
Marye Durrer	8,788.16
Mary C. Estupinan-Martel	8,734.39
Tamarie M. Bradford	8,711.12
Betty B. Lucido	8,705.69
Buffi L. Kamery	8,705.20
Keita Powell	8,679.09
Sandra Giraldo Kirchhoff	8,604.40
Debbie P. Grant	8,557.16
Renee Conn	8,538.43
Sheree E. Koehler	8,449.03
Jeannette Alexander	8,430.37
Angela F. Scott	8,426.25
Stacey Craft	8,397.34
Judi Tapella	8,363.37
Michelle Annese-Bleichert	8,340.77
Laura Poling	8,335.73
Mary Beth Slattum	8,282.98
Ella Maria Chick-Power	8,282.32
Sandra Tatzter	8,281.44

Debbie A. Sands	8,176.52
Collette Parker	8,176.03
Gwen L. Gihring	8,105.19
LeAnn Elizabeth Boehr	8,062.93
Holly J. Sawyers	8,057.86
Carol M. Michaelson	8,056.94
Jaime Marie Bittner	7,939.11
Maria A. Estrada	7,933.43
Kathy Eckhardt	7,916.84
Anita N. Conley	7,911.33
Anne Geertsen	7,896.95
Susie Kopacz	7,743.57
Denise M. Roberts	7,710.67
Lynette Sorrentino	7,691.78
Cindy Keske	7,613.05
Ruthie Bresette-Mount	7,587.12
Darlene Rutledge	7,574.16
Gail A. Clark	7,518.34
Amy Dawn Adams	7,512.19
Linda H. Rowsey	7,497.39
Alicia Morales	7,436.85
Evelyn Pirhalla	7,390.69
Holl Thompson Lowe	7,378.64
Nicole J. Canamare	7,366.46
Mara C. Lane	7,343.54
Colleen D. Kolb	7,335.21
Connie L. Young	7,208.45
Jo Shuler	7,204.50
Nadine H. Huckabee-Stanley	7,164.97
Rachael M. Bullock	7,161.81
Betty L. Wilson	7,142.47

## DIAMOND

Melinda M. Baling	\$16,935.79
Vivian Diaz	14,025.95
Kim I. Cowdell	14,006.56
Terril J. Beckstead	13,904.44
Susan K. Carlson	12,557.54
Melissa R. Hennings	12,321.42
Martha Kay Raile	12,229.65
Eileen M. Huffman	11,339.19
Brenda K. Howell	11,001.37
Ann M. Jones	10,969.77
Maria M. Amador	10,899.55
Connie L. Russo	10,830.00
LaRonda L. Daigle	10,801.23
Suzanne T. Young	10,762.54
Deanna L. Spillman	10,740.89
Evitelia Valdez-Cruz	10,526.21
Stephanie A. Richter	10,515.91
Elizabeth Gilpatrick	10,383.24
Susan M. McCoy	10,290.07
Linda C. Weniger	10,228.72
Kelly Willer-Johnson	10,192.20
Priscilla McPeeters	10,068.40
Donna K. Smith	10,040.79
Maria K. Eades	10,022.36
Jeanette E. Beichle	9,921.49
Julie Schlundt	9,879.79
Robin S. Lantz	9,868.44
Heidi Goelzer	9,856.73
Debi Christensen	9,815.53
Pat Joos	9,500.74
Luz Pena-Price	9,476.82
Mariann Biase Mason	9,461.09
Morayma Rosas	9,452.28
Heather M. Julson	9,434.25
Lou Cinda Utley	9,397.73
Audrey K. MacDowall	9,393.12
Pat A. Nuzzi	9,368.49
Sandy K. Griffith	9,325.21
Andrea Shields	9,242.00
Lesia Rae Franken	9,233.21
Neddy Patterson	9,217.67
Rellie R. Anderson	9,192.35
Lara F. McKeever	9,180.83
Betty McKendry	9,049.50
Kristen Dravage-Smith	9,031.89
Norma Lee Shaver	9,023.46
Deborah Dudas	8,962.11
Krista A. Johnson	8,929.67
Maria Flores	8,923.30
Sheryl Peterson	8,894.53
Brenda L. Tholin	8,859.52
Shelly Palen	8,842.17

Kim C. Meyers	8,820.44
Tina Nicole McLean	8,798.76
Barbara H. Peterson	8,772.77
Kathy I. Rosetti	8,772.03
Beth Fitzgerald	8,763.38
Mary P. Creech	8,653.83
Lori B. Schneider	8,644.70
Lady Carol Campbell	8,616.17
Karen L. Kunzler	8,553.32
Nancy Fox Castro	8,515.21
Joanne Fraccacio	8,513.65
Evelinda Diaz	8,490.88
Joelle Leith	8,468.14
Annette Pace	8,464.98
Yoanni Espinal	8,409.72
Mary Jacobson	8,384.66
Shelley Olson	8,330.69
Joelle Leith	8,305.46
Maria I. Monarrez	8,273.20
Lisa Hackbarth	8,237.77
Marge Heard	8,205.04
Lisa Rada	8,190.18
Julie Garvey	8,099.39
Rose Rodriguez	8,081.24
Omosolape O. Akinyoyenu	7,899.59
Lisa A. Stengel	7,886.26
Kathy M. Viola	7,875.97
Jill D. Davis	7,849.92
Christine Marie Gates	7,824.91
Geri Anne Morris	7,798.44
Amber L. Blevins	7,791.57
Donna J. Saguto	7,641.81
Amy Zanto	7,613.80
Martha Brown	7,605.05
Sharon B. Carney-Wright	7,554.22
Kim A. Messmer	7,522.87
Vicki O'Bannon	7,447.76
Candi L. Kelly	7,382.93
Char Griffin	7,377.71
Cindy Sybrowsky	7,348.92
Gina Rodriguez	7,283.28
Leanne Sexton	7,272.51
Lila DeWeber	7,244.60
Gail Centeno	7,219.45
Rose M. Bonura	7,188.98
Emily Sims	7,187.97
Judy Higgins	7,183.75
Rusty Kurtzrock	7,179.95

## RUBY

Thea Elvin	\$13,799.43
Terril A. Oppenheimer-Schafer	12,816.92
Gena Rae Gass	12,633.57
Lisa Anne Harmon	12,627.57
Michelle M. Visco	12,566.50
Vicki Jo Auth	12,518.87
Pat Z. Allen	12,173.47
Donna B. Meixsell	11,578.53
Liz Whitehouse	11,263.76
Jean A. Cooper	11,048.37
Jo Lynn Gentry	11,038.77
Julie Smith	10,966.98
Jeanette M. Thompson	10,930.66
Thessy Nkechi Nwachukwu	10,897.97
Puonng L. White	10,876.02
Donna Clark	10,770.63
Elizabeth A. Kramer	10,745.04
Linda Leonard Thompson	10,717.35
Mary Lou Ardohain	10,447.02
Mary Alice Dell	10,403.25
Julie Roman	10,375.91
Dorothy C. Ibe	10,320.21
Diane Covington	10,208.94
Rose Mary Neel	10,157.72
Laurie Hallock	10,131.99
Jane Davidson Seibert	10,118.15
Palia A. Curry	10,064.70
Susan C. Ehrnstrom	9,952.20
Margi S. Eno	9,885.28
Karen M. Getty-Hopkins	9,722.64
Carol Fehr	9,646.17
Lori Flowers Burrell	9,414.65
Marnie R. Yunger	9,383.14
Tiffney S. Maxwell	9,374.02
Amber L. Faulk	9,310.16

Laura A. McLaughlin	9,286.21
Ekene S. Okafor	9,284.81
Linda F. Marvin	9,194.93
Dori M. Fennell	9,153.75
Krystal D. Downey	9,076.63
Ann Tinucci Anderson	8,971.51
Sherrie L. Clemons	8,950.90
Tammy E. Nixon	8,934.57
Kimberly Cavarretta	8,923.29
Suzanne Moeller	8,915.72
Kathy Monahan	8,858.65
Natalie K. McNeill	8,854.68
Carmen Nunez	8,816.87
Cindy Anderson	8,759.25
Schoen McGinnity	8,675.96
Michelle L. Mathews	8,599.34
Brenda Fenner	8,566.01
Paulette Stowers	8,492.35
Deborah J. O'Leary	8,446.95
Kelly L. Moler	8,420.37
Alicia Bivens-Jones	8,336.07
Cathy O. Calabro	8,334.41
Candy D. Lewis	8,266.21
Deborah K. Hack	8,257.21
Maureen A. Cohn	8,249.84
Gina Beekley	8,234.78
Rene Blankenship	
Gardener	8,199.15
Rosa M. Lamb	8,184.96
Shay Akin	8,181.86
Pat Rodriguez	8,163.38
Shirla J. Lovegren	8,148.26
Sylvia J. Cook	8,146.52
Cissy E. Warren	8,133.36
Mary Sharon Howell	8,128.10
Debbie A. Elbrecht	8,119.77
Kay McClinton	8,050.71
Corrin Cresci	7,951.41
Mary L. Morgan	7,939.00
Jude-Ann B. Gargiula	7,895.21
Gina M. Gildone	7,847.98
Linda C. Martinez	7,834.16
Stephanie Courington	7,804.33
Becki Hoisington	7,782.63
Heather Anne Doughty	7,773.77
Lisa A. DeLucia	7,719.71
Gail Nevius	7,657.98
Suanne P. Eaton	7,636.29
Jacqueline Nichols-Parrish	7,617.76
Toni Zaino	7,536.48
Deborah S. Bailie	7,524.79
Kathleen C. Savorgnan	7,495.17
Joyce Omene	7,431.71
Candace Lyn Chambers	7,406.11
Maryann Clark-Durrell	7,340.64
Helen Amato	7,277.17
Christy M. Cox	7,271.99
Kali DeBlander Brigham	7,265.83
Yolanda I. Lockwood	7,258.31
Rolf Akperi	7,246.97
Mary Jo Dallen	7,245.35
Lisa Baker	7,137.38
Marilyn C. Onoyama	7,128.83
Barbara L. Harrison	7,096.31
Sylvia Limon Martinez	7,085.67
Sandra Braun	7,079.00

## SAPPHIRE

Robin Blackmon-Dunda	\$16,421.63
Pam I. Higgs	15,545.32
Julie Danskin	15,334.00
Jennifer Bessey	15,219.48
Julie Weaver	14,228.61
Ann W. Sherman	13,273.19
Lady Ruth Brown	12,999.27
Paola B. Ramirez	12,853.03
Kristi M. Nielsen	12,111.88
Julia Mundy	12,038.94
Ruby Garner	11,781.44
Tonya J. Blackburn	11,450.68
Andrea I. Zajac	11,061.72
Debra M. Wehrer	10,867.04
Peggy B. Sacco	10,667.93
Kim F. Merritt	10,609.09
Linda B. Roberts	10,526.86
Linda L. Quillin	10,476.00

# Mary Kay Angels

These Independent Beauty Consultants, Independent Sales Directors and Independent National Sales Directors achieved the highest commissions or production or had the most new team members in their Seminar areas in September 2005.

## TOP NATIONAL SALES DIRECTORS — COMMISSIONS

<b>EMERALD</b> — Anne Newbury.....	\$90,879
<b>PEARL</b> — Jan Harris.....	\$46,463
<b>DIAMOND</b> — Barbara Sunden.....	\$60,775
<b>RUBY</b> — Pat Fortenberry.....	\$68,506
<b>SAPPHIRE</b> — Christine Peterson.....	\$62,945

## TOP UNIT — ESTIMATED RETAIL PRODUCTION

<b>EMERALD</b> — Elaine Oatmeyer, <i>J. Bertalan Area</i> .....	\$109,998
<b>PEARL</b> — Patty Webster, <i>N. Stroud Area</i> .....	\$111,748
<b>DIAMOND</b> — Vivian Diaz, <i>B. Sunden Area</i> .....	\$106,693
<b>RUBY</b> — Terri A. Oppenheimer-Schafer, <i>S. Oppenheimer Area</i> .....	\$96,630
<b>SAPPHIRE</b> — Paola B. Ramirez, <i>L. Ceballos Area</i> .....	\$107,172

## TOP SALES DIRECTOR — PERSONAL SALES

<b>EMERALD</b> — Dianne Hisssem Willier, <i>M. Morrow Area</i> .....	\$10,820
<b>PEARL</b> — Kathryn A. Sanford, <i>B. Vernon Area</i> .....	\$16,144

<b>DIAMOND</b> — Dana Krieg, <i>K. Piro Area</i> .....	\$23,354
<b>RUBY</b> — Pat Z. Allen, <i>Go Give Area</i> .....	\$27,843
<b>SAPPHIRE</b> — Casey L. Carter, <i>D. Moul Area</i> .....	\$15,186

## TOP BEAUTY CONSULTANT — PERSONAL SALES

<b>EMERALD</b> — Becky Susan Slade, <i>K. Bunker Unit, M. Butters Area</i> .....	\$53,180
<b>PEARL</b> — Shannon Yvonne Rowe, <i>R. Conn Unit, L. Kirkbride Area</i> .....	\$14,538
<b>DIAMOND</b> — Maryann Ashley Baker, <i>T. McLean Unit, S. Kingrey Area</i> .....	\$12,845
<b>RUBY</b> — Suann W. McGhee, <i>A. Palmer Unit, Go Give Area</i> .....	\$14,972
<b>SAPPHIRE</b> — Deborah Ann McKay-Rehrer, <i>C. Peterson Unit, C. Peterson Area</i> .....	\$13,172

## TOP TEAM BUILDER — NEW TEAM MEMBERS

<b>EMERALD</b> — Sales Director Tiffany Hall, <i>D. Otten-Sweeney Area</i> .....	29 New Team Members
<b>PEARL</b> — Sales Director Michelle M. Brooks, <i>S. Kalicak Area</i> .....	23 New Team Members
<b>DIAMOND</b> — Sales Director Maria M. Amador, <i>P. Rodriguez-Turker</i> .....	16 New Team Members
<b>RUBY</b> — Kimberly Dawn Hendrix, <i>B. Lavoie Unit, T. McElroy Area</i> .....	18 New Team Members
<b>SAPPHIRE</b> — Tracy M. Scurlock, <i>M. McCaleb Unit, R. Tarbet Area</i> .....	17 New Team Members

# 13% Club

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

## EMERALD

Sales Director Kerri L. Bunker.....	\$3,836.82
Sales Director Tiffany Hall.....	3,328.52
Sales Director Michele Martella Arnes.....	2,280.72
Sales Director Jeannine R. DeVore Harris.....	2,057.61
Sales Director Maria Beddick.....	2,032.91
Sales Director Haydee Guzman.....	1,877.46
Denise A. Knisley, B. Gizzo Unit.....	1,821.79
Sales Director Julie A. Griffin.....	1,819.90
Sales Director Tanya Olivia King.....	1,784.61
Sales Director Angel L. Hurley.....	1,734.82
Sales Director Dacia Wiegandt.....	1,656.82
Sales Director Peggy Sperling.....	1,623.96
Sales Director Becky A. Irvine.....	1,610.08
Sales Director Denise G. Kucharski.....	1,590.16
Sales Director Kristen L. Voyles.....	1,572.51
Sales Director Traci L. Smith.....	1,568.84
Sales Director Dana G. Berry.....	1,556.62
Sales Director Mary Jane Sisson.....	1,499.91
Ruth Barnes, M. Smalley Unit.....	1,474.69
Sales Director Maria D. Johnson.....	1,464.45
Sales Director Pam Robbins.....	1,454.38
Sales Director Fran Mottern.....	1,449.57
Sales Director Amalia Quintana.....	1,445.80
Sales Director Laurie Ann Johnson.....	1,445.05
Sales Director Donna D. Lawrence.....	1,430.65

## PEARL

Leslie Ann Butler, J. Delvevoet Unit.....	\$2,465.16
Kendra L. Rucker, L. Poling Unit.....	2,108.47
Sales Director Roya M. Mattis.....	2,068.50
Sales Director Lisa Olivares.....	1,903.10
Lori L. Grove, B. Kamery Unit.....	1,845.38
Cathy A. Glick, A. LaMarr Unit.....	1,834.43

Sales Director Hazel White.....	1,708.07
Sales Director Barb S. Yopst.....	1,680.87
Sales Director Sandra M. Munguia.....	1,635.63
Sales Director Rose A. Harvell.....	1,608.78
Sales Director Pat Ringnald.....	1,587.20
Sales Director Lisa Allison.....	1,570.34
Christine Elizabeth Krott, A. Thomas Unit.....	1,517.17
Sales Director Sally Moreno.....	1,512.68
Sales Director Angela F. Scott.....	1,475.73
Sales Director Jeanie Martin.....	1,468.58
Sales Director Donna R. Doyle.....	1,428.12
Sales Director Alberta Vargas-Rodriguez.....	1,417.42
Sales Director Mary Stuart Smith.....	1,414.60
Sales Director Janice Baxter Hull.....	1,379.82
Sales Director Cheryl Marie Brown.....	1,365.72
Sales Director Melissa L. Ruffin.....	1,364.61
Sales Director Alma Orrosta.....	1,360.00
Sales Director Debby LaMendola.....	1,342.97
Sales Director Jennifer Esbeck.....	1,339.85

## DIAMOND

Sales Director Ann M. Jones.....	\$2,361.03
Sales Director Luz Pena-Price.....	1,784.93
Sales Director Maria M. Amador.....	1,781.07
Sales Director Heather M. Carlson.....	1,746.32
Sales Director Susan K. Johnson.....	1,636.83
Sales Director Kristen P. Marks.....	1,631.53
Sales Director Lisa Rada.....	1,618.47
Sales Director Morayma Rosas.....	1,525.39
Sales Director Pamela Stinnett.....	1,478.30
Sales Director Kim I. Cowdell.....	1,462.47
Sales Director Brenda L. Tholin.....	1,440.60
Sales Director Ruth Ojibeka.....	1,402.93
Sales Director Nikki Hall Edgemon.....	1,402.44

Sales Director Shelley Olson.....	1,387.04
Sales Director Jan L. Filkins.....	1,374.13
Sales Director Beth Fitzgerald.....	1,368.12
Sales Director Judy Higgins.....	1,367.34
Sales Director Darlene K. Portner.....	1,358.05
Sales Director Christine M. Smith.....	1,352.94
Sales Director Piper R. Mullin.....	1,351.58
Sales Director Terri J. Beckstead.....	1,340.92
Natalie Lorraine Fuentes, G. Centeno Unit.....	1,317.16
Sales Director Candi L. Kelly.....	1,313.98
Sales Director Kathy M. Viola.....	1,312.29
Sales Director Deanna L. Spillman.....	1,300.59

## RUBY

Sales Director Tongbai Mason.....	\$1,971.58
Sales Director Mary Lou Ardohain.....	1,907.69
Sales Director Kelly L. Moler.....	1,858.77
Sales Director Elizabeth A. Kramer.....	1,846.23
Sales Director Cathy O. Calabro.....	1,802.84
Sales Director Julie Smith.....	1,752.11
Sales Director Carol Fehr.....	1,700.95
Sales Director Georgia A. Eaves.....	1,635.30
Annamarie Valenti, L. Leonard Thompson.....	1,630.49
Sales Director Pausette Stowers.....	1,617.17
Sales Director Cindy Anderson.....	1,609.21
Sales Director Jean A. Cooper.....	1,563.32
Kimberly Dawn Hendrix, B. Lavoie Unit.....	1,533.61
Sales Director Liz Whitehouse.....	1,532.83
Sales Director Kimberly Cavarretta.....	1,504.46
Sales Director Kimberly N. McKissick.....	1,477.65
Sales Director Vicki Jo Auth.....	1,465.07
Krista Diane Micho, E. Mills Unit.....	1,440.53
Sales Director Phuong L. White.....	1,417.75
Christine Wilson, J. Davidson Seibert.....	1,401.27

Michelle Illeen Taylor, T. Maxwell Unit.....	1,344.36
Sales Director Diane E. Briggs.....	1,340.92
Sales Director Valerie M. Spencer.....	1,317.58
Sales Director Jude-Ann B. Gargiula.....	1,295.35
Sales Director Palia A. Curry.....	1,280.21

## SAPPHIRE

Laura F. Horstkamp, J. Kenney-Smith Unit.....	\$1,730.72
Sales Director Maria Dolores Plascencia.....	1,700.37
Sales Director Pam I. Higgs.....	1,688.34
Sales Director Ana M. Barba.....	1,679.31
Sales Director Karen Ponce.....	1,661.27
Sales Director Ann W. Sherman.....	1,655.88
Sales Director Tonya J. Blackburn.....	1,590.23
Sales Director Andrea I. Zajac.....	1,586.33
Sales Director Svetlana Lipsey.....	1,556.07
Sales Director Kim B. Roberts.....	1,555.32
Sales Director Marie G. Miller.....	1,538.16
Sales Director Natalie Reed.....	1,533.87
Angela Williams Gregory, Z. Lowe Unit.....	1,514.37
Sales Director Patricia Ann Lera.....	1,502.25
Sales Director Althea G. Medford-Hazzard.....	1,500.33
Sales Director Linda Klein.....	1,487.01
Sales Director Lorenda M. Younger.....	1,465.72
Sales Director Carolyn Hoskins-Pelts.....	1,459.15
Sales Director Julie M. Moreland.....	1,457.63
Sales Director Valera Hopkins.....	1,428.77
Sales Director Amber Dawn Specht.....	1,391.52
Sales Director Rosario Dagenais.....	1,367.86
Sales Director Rochelle Collins.....	1,280.08
Deborah M. Plummer, M. Cane Unit.....	1,279.53
Era Jane Cooper, L. Hornbuckle Unit.....	1,278.52

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

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# GO-GIVE® AWARD

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

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

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



**Gina Beekley**

**Ruby**  
Elite Executive Senior Sales Director

**Began Mary Kay** December 1993  
**Sales Director Debut** November 1994

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

**National Sales Director** Cheryl Davidson

**Honors** Cadillac qualifier; Star of Excellence; gold medal winner; estimated highest monthly unit retail: \$152,209; Fabulous 50s; Consultant Queen's Court of Personal Sales; seven-times Circle of Achievement; two-times Circle of Excellence, including the Million-Dollar Circle, Seminar 2003

**Personal** Lives in Covington, Wash. Husband, Doyle; Sons: Travis, Tyler; Daughter, Madison

**Favorite Quote** "Book two a day, and you can go all the way!"

**Independent Beauty Consultant** Pamela Brooks Poels of Gig Harbor, Wash., says, "Gina's open heart and welcoming spirit makes everyone feel valued and appreciated."



**Melva Slythe**

**Sapphire**  
Executive Senior Sales Director

**Began Mary Kay** April 1993  
**Sales Director Debut** June 1994

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

**National Sales Director** Valerie Bagnol

**Honors** Cadillac qualifier; Triple Star of Excellence; gold medal winner; estimated highest monthly unit retail: \$135,146; two-times Double Star Achievement; Queen's Court of Recruiting; four-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; two-times Circle of Excellence

**Personal** Lives in Brooklyn, N.Y. Husband, Junior K.; Son, Keyshawn; Daughter, Gaynel

**Favorite Quote** "Delight thyself in the Lord, and He shall give thee the desires of thine heart." Psalm 37:4

**Independent Beauty Consultant** Pamela Ilon Furline of Hempstead, N.Y., says, "Melva's energy and warm spirit excites and inspires your inner soul."



**Maryann Knox**

**Emerald**  
Senior Sales Director

**Began Mary Kay** July 1992  
**Sales Director Debut** March 1994

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

**National Sales Director** Go Give Area

**Honors** Premier Club qualifier; Circle of Stars; gold medal winner; estimated highest monthly unit retail: \$48,040; Fabulous 50s; Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement

**Personal** Lives in Macomb, Mich. Husband, Jim; Son, James; Daughter, Lauren

**Favorite Quote** "But those who wait for the Lord shall change and renew their strength and power; they shall lift their wings and mount up as eagles; they shall run and not be weary, they shall walk and not be faint or become tired." Isaiah 40:31

**Independent National Sales Director** Dawn Otten-Sweeney of Canton, Mich., says, "Maryann goes above and beyond to help teach and motivate with giving that is abundant and selfless."



**R. Sue Miller**

**Pearl**  
Future Executive Senior Sales Director

**Began Mary Kay** October 1982  
**Sales Director Debut** December 1988

**Offspring** three first-line

**National Sales Director** Stacy James

**Honors** Cadillac qualifier; Circle of Honor; gold medal winner; estimated highest monthly unit retail: \$83,025; six-times Double Star Achievement; two-times Consultant Queen's Court of Personal Sales; eight-times Sales Director Queen's Court of Personal Sales; 10-times Circle of Achievement; two-times Circle of Excellence

**Personal** Lives in Oskaloosa, Iowa. Husband, Dwain (Whitey); Sons: Todd, Travis; Daughters: Tricia, Tammi; eight grandchildren

**Favorite Quote** "There are two kinds of people: One finds an excuse, and the other finds a way."

**Independent Beauty Consultant** Laura Bieker of Pella, Iowa, says, "Sue goes out of her way to make us feel like we are one of her own unit members."



**Kim Cowdell**

**Diamond**  
Senior Sales Director

**Began Mary Kay** May 1999  
**Sales Director Debut** February 2000

**Offspring** one first-line

**National Sales Director** Tammy Crayk

**Honors** Cadillac qualifier; Double Star of Excellence; gold medal winner; estimated highest monthly unit retail: \$160,874; four-times Double Star Achievement; two-times Queen's Court of Recruiting; three-times Sales Director Queen's Court of Personal Sales; Circle of Achievement; four-times Circle of Excellence, including Million-Dollar Circle, Seminar 2005

**Personal** Lives in South Jordan, Utah. Husband, Glen; Son, Christian; Daughter, Madison

**Favorite Quote** "If you want to predict your future, create it."

**Independent Beauty Consultant** Cherie Willey of Layton, Utah, says, "Kim is warm and caring to everyone. You can tell she is genuinely interested in you and your success."





# A Vision Of Beauty



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