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new year, new thighs

Thanks to the TimeWise[®] Cellu-Shape[™] Contouring System

Get Maximum **Comfort and Shine** With MK Signature[™] NouriShine[™] Lip Gloss

Team-Building Tips to Share

MARY KAY

MARY KAY

IMEWISE

MGHTTIME BOOV GEL

CIL DE NUIT POUR LI CORPS

CEL CORPORAL

S.FL. OZ / 147 mL

TIMEWISE

CELLU-SHAPE DAYTIME BODY MOISTURIZER

HYDRATANT DE JOUR POUR LE CORPS

CREMA CORPORAL HUMECTANTE PARA EL DÍA

> 8 FL. OZ. 236 mL

Applause[®] January 2007



DEC. 16, 2006 - JAN. 15, 2007

Private Spa Collection™ Satin Hands® Hand Cream

Suggested Use: Who wouldn't love a Private Spa Collection[™] Satin Hands[®] Hand Cream this time of year (or anytime for that matter!)? This rich, emollient formula provides instant hydration to condition and moisturize hands for hours. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



MK Signature[™] NouriShine[™] Lip Gloss Sampler in Beach Bronze

Suggested Use: MK Signature[™] NouriShine[™] Lip Gloss provides maximum comfort with maximum shine! The new, superlightweight formula takes shine to a whole new level while it smoothes, softens and never feels sticky. A pack of six samplers in the universally appealing Beach Bronze shade is your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



Travel Roll-Up Bag

Suggested Use: Customers will love this organizer, whether they travel or not. It makes a great gift with purchase, and you could even offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

For more details on BizBuilders and new Independent Beauty Consultant bonuses, see Page 19.

Inside Back Cover

Take the *TimeWise[®] Cellu-Shape*[™] *Contouring System* Sales Challenge!

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Through the *TimeWise® Cellu-Shape*[™] *Contouring System* Sales Challenge, you could earn Career Conference recognition and reach the goals you've been going after all year. Take this opportunity to earn an exclusive name badge ribbon, standing recognition and a beautiful keepsake necklace.

Whole Reauty

The latest research shows that women think of beauty as part of their whole health, a way of creating that "healthy feeling." Their personal appearance means a lot to them when it comes to looking and feeling healthier. That's where you come in! Women of all generations need easy, simple ways to buy beauty, especially during this busy time of year. You can start helping your customers look and feel their best with skin care products that cater to their every need — from head to toe.

MARY KAY

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CELLU-SHAPE DAYTIME BODY MOISTURIZER

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PARA EL DÍA

page 2

Shape Up! Slim Down!

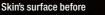
We've all heard those dreaded descriptions for cellulite – cottage cheese thighs, orange peel skin, thunder thighs (that one's the worst). What's a girl to do? Fight it day and night – even during sleep – with the TimeWise[®] Cellu-Shape[™] Contouring System's multitargeted approach. Here's everything you need to know to get started selling today.

page 6

Shine On!

You've told us that the most desired attributes in a lip gloss are high shine, rich color and a nonsticky feel. You asked for it, you got it, in the form of MK Signature™ NouriShine™ Lip Gloss, a superlight formula that is totally *saturated* with moisturizers and conditioners – more than 80 percent – so lips feel amazingly soft and supple. It's also jam-packed with vitamins A and E for the nourishing skin care benefits your customers want.

The TimeWise[®] Cellu-Shape[™] Contouring System works around the clock to fight cellulite with an advanced, multitargeted approach. A powerful blend of ingredients, including botanicals, reduces the amount of cellulite-causing cells, improves microcirculation and strengthens the skin's support system, which is essential for skin that looks firmer and more toned.



re Skin's surface after



Topographical images of the skin's surface based on a 12-week clinical study.

Real Results: 7 out of 10 women had less visible cellulite and lost up to ½ inch on *each* thigh.*

And there's more news to share ...

After four weeks, 81 percent of women had firmer skin. After eight weeks, 70 percent of women had skin with greater elasticity. After 12 weeks, 100 percent of women had smoother skin.



What Your Customer Will Want to Know

- For maximum results, she should use the TimeWise[®] Cellu-Shape[™] Contouring System as a daily regimen.
- With these products, there's no need for heavy-duty rubbing. Just gently massage into the skin.
- The powerful mix of ingredients strengthens the skin's support system so cells are less able to cause dimpling on the surface.
- It helps level out lumps and bumps and leaves skin feeling perfectly hydrated all day.
- The benefits could add up. If she lost up to ½ inch on each thigh, that could mean up to 1 inch overall!
- In addition to the dramatic benefits seen by dermatologists in clinical testing, six out of 10 women in consumer testing saw skin that was significantly firmer, smoother and more toned in just three weeks!

Product price is suggested retail.

TimeWise[®] Cellu-Shape™ Contouring System, **\$55**

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Yvette Franco, Vice President of Brand Development



Terry Jacks, Vice President of Research and Development

Q How do the system's two products work individually?

A. The body behaves differently at night than it does during the day, and it needs two different formulas. The TimeWise® Cellu-Shape[™] Daytime Body Moisturizer is a supercharged formula that stimulates cellular activity, significantly increases the skin's hydration level and begins the firming and toning process to help deliver the most dramatic results. The TimeWise® Cellu-Shape[™] Nighttime Body Gel takes advantage of the time that your body naturally uses to rest, rebuild and repair. This formula completes the firming and toning process, strengthening the skin's support system in problem areas so the visible signs of cellulite are minimized. This product also moisturizes skin so it feels silky-smooth to the touch.

Q Why introduce these products now?

A. Mass to prestige companies are offering anti-cellulite products. Research for this product was spearheaded by the Mary Kay Cellulite Innovation Team. Research shows that the winter/spring season is the best time to launch a moisturizing and cellulite-fighting body product as customers prepare for the warm months ahead.

Q What is the order of application?

A. Your customer should gently massage in TimeWise[®] Cellu-Shape[™] Daytime Body Moisturizer over her entire body in the morning. In the evening, she should gently massage in TimeWise[®] Cellu-Shape[™] Nighttime Body Gel on troublesome (celluliteprone) areas. Unlike competitive products, there's no need for any heavy-duty rubbing.

How does the system work?

A. Extensive testing in our Mary Kay Skin Care Laboratories found that the innovative ingredients reduce the amount of cellulitecausing cells, stimulate cellular activity and strengthen the skin's support system so cells are less able to cause dimpling on the surface. The system also is formulated to improve microcirculation. The sooner your customers start using it, the sooner they'll see results.

• How does the system compare to the competition?

A. The TimeWise[®] Cellu-Shape[™] Daytime Body Moisturizer and TimeWise[®] Cellu-Shape[™] Nighttime Body Gel products were formulated to complement each other and offer the consumer a daily system that targets cellulite reduction. Competitively, most brands are only able to offer single products to address cellulite. The TimeWise[®] Cellu-Shape[™] Contouring System uses a 24-hour approach; that, in terms of claims, will be one of the most complete body systems on the market.

Want to know more? Simply log on to the Product Knowledge Web site at LearnMK[®] on the Mary Kay InTouch[®] Web site.





SELLING CELLU-SHAPE™

With each new product introduction, our goal remains the same – to enable you to attract *new* customers, while keeping current customers brand loyal. Every successful Independent Beauty Consultant knows that a dramatic benefit story can get a woman excited about trying a product, and with the new TimeWise[®] Cellu-Shape[™] Contouring System, there's plenty of excitement to share. "The Cellu-Shape[™] system targets the *multiple* causes of cellulite," says **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development.** This supercharged system works 24 hours a day to firm, tone *and* smooth problem areas, in addition to providing the lasting hydration everyone's skin needs. Now, what woman wouldn't love that?"

So is the TimeWise[®] Cellu-ShapeTM Contouring System for everyone? "You should never prejudge who will be and won't be interested in a particular product," suggests Dr. Barker. "In this case, the fact is that cellulite doesn't discriminate. Women of *all* ages, sizes and shapes can have it, and that means there are a lot of women out there who will be interested in hearing about the dramatic benefits this product has to offer."

But what if a customer is already using TimeWise[®] Visibly Fit[™] Body Lotion? "The important thing to tell her is that these products fill very different needs," says Dr. Barker. "TimeWise[®] Visibly Fit[™] Body Lotion is a great product that can moisturize skin and provide some anti-aging benefits. The Cellu-Shape[™] Contouring System, on the other hand, was formulated with ingredients that significantly improve the appearance of cellulite, which Visibly Fit[™] Body Lotion does not do."

When it comes to application, do you have to spend a lot of time massaging the product in? "That's a great point of difference you'll want to share with your customers," says Dr. Barker. "Because we know how busy women are today, we formulated the Cellu-ShapeTM Daytime Body Moisturizer and Nighttime Body Gel to be effective *without* having to spend several minutes rubbing them in. Just smooth them on as you would a normal body lotion, and you're on your way."

Here's a final thought from Dr. Barker: "You can meet the *TimeWise® Cellu-Shape*TM *Contouring System* Sales Challenge* by making a contact list *today* that includes current customers – even if they've never bought a skin care product from you before – along with potential customers who have yet to make their first Mary Kay® purchase. And be sure to hand out business cards to the women you meet on the go, referring them to your Mary Kay® Personal Web Site for all the exciting news."

Applause January 2007 5

MK Signature[™] NouriShine[™] Lip Gloss provides maximum comfort with maximum shine! The new, superlight formula takes shine to a whole new level while it smooths, softens and never feels sticky. **\$13**

Price is suggested retail.

NEW COTAL OSE

NEW! melon sorbet

give 'em

pink diamonds



Our model's lips shine wearing new Sweet Raisin MK Signature™ NouriShine™ Lip Gloss over Gingerbread lipstick and Chocolate lip liner. NEW! sweet raisin



cream & sugar





Create a Complete Lip Look

Of course, MK Signature[™] NouriShine[™] Lip Gloss looks great on its own, but when using multiple lip products, this order of application works best:

- 1. TimeWise® Age-Fighting Lip Primer
- 2. MK Signature[™] Lip Liner
- 3. MK Signature[™] Creme Lipstick

4. MK Signature[™] NouriShine[™] Lip Gloss

A Hint From a Makeup Artist ...

Apply lip gloss to the center of the top and bottom lips to help make them appear fuller!

Out With the Old, In With the New

Discontinued Shade	Recommended Replacement Shade
Cocoa Creme	Beach Bronze, Cream & Sugar
Cranberry	Berry Sparkle
Natural	Starry
Pink Allure	Berry Sparkle
Pink Pearl	Gold Rush
Tiger Lily	Melon Sorbet
Watermelon	Berry Sparkle

The Not-So-Secret Formula

MK Signature[™] NouriShine[™] Lip Gloss has a superlight formula that is totally *saturated* with moisturizers and conditioners – more than 80 percent – so lips feel amazingly soft and supple. It's also fortified with vitamins A and E that form a protective defense against wrinkle-causing free radicals and exposure to the environment.

Samplers Made Simple

MK Signature[™] NouriShine[™] Lip Gloss samplers come in the brand-new platinum packaging for quick and easy color identification. Lip gloss sales have grown by leaps and bounds since 2001, so you have a real opportunity here. Remember, samplers sell!

This Is Powerful Stuff. Here's Why!

- Yes, there are a lot of lip glosses in the marketplace, but Mary Kay is one of the few companies to offer *rich, long-lasting color and shine along with added nourishing skin care benefits.*
- The formula is saturated with over 80 percent conditioners to instantly hydrate and condition lips.
- Formulated with enriching vitamins A and E, MK Signature[™] NouriShine[™] Lip Gloss smooths, soothes and softens lips, helping restore a more youthful appearance, while antioxidants fight against wrinkle-causing free radicals.
- The formula is fortified with antioxidants that help protect lips from everyday environmental stress (e.g., pollutants, extreme temperatures, ozone, smoke, etc.).
- Lip gloss is formulated with moisturizing botanical aloe barbadensis leaf extract that is known to soften, soothe and comfort the skin.

PS: MK Signature[™] NouriShine[™] Lip Gloss fits inside the Custom Compact!

Winter Skin loves moisture

Cold, dry winter air can leave skin thirsting for the moisture that will leave it feeling soft and looking healthy. You might want to contact customers to find out if the season has left their skin feeling drier than usual so that you can recommend a change in their Miracle Set (from combination to oily to normal to dry) or to add one of these extra hydration products. And don't forget foundation! Consider providing customers with samplers if their shade needs have changed or if they should switch from Medium-Coverage to Full-Coverage Foundation for the season. Be sure to offer these extra hydration and skin-smoothing products. Check your *Product Guide* or the Product Knowledge Web site on LearnMK[®] for more details!

Private Spa Collection™ Satin Hands[®] Pampering Set

The Satin Hands[®] Satin Smoothie[™] Hand Scrub cleanses and exfoliates. It's an everyday treat for hands to leave them feeling smooth and soft instantly. Your customers will love the fresh peach scent. It's part of the Private Spa Collection[™] Satin Hands[®] Pampering Set for irresistibly smooth, supersoft hands in three easy steps. **\$30**



Satin Lips[®] Set

Customers can buff away dry skin with Satin Lips[®] Lip Mask, then moisturize with Satin Lips[®] Lip Balm to keep lips soft. **\$18**



All prices are suggested retail.





Mary Kay[®] Intense Moisturizing Cream

Customers can lavish dry skin for a radiant look and unbelievably soft feel. This luxurious cream leaves skin feeling hydrated for up to 10 hours as it infuses a marine extract, vitamin E and minerals such as copper, magnesium and zinc that help nourish skin beautifully. **\$30**

Mary Kay[®] Oil-Free Hydrating Gel

Customers with normal to oily skin may not think about an added moisturizer, but the right product can help keep the skin's moisture in balance for up to 10 hours. **\$30**



Mary Kay[®] Extra Emollient Night Cream

This fragrant, translucent cream for very dry skin helps to maintain the natural moisture of the face. Customers can use it in the evening to replenish hydration in dry patches – even on the hands, elbows and feet! **\$11**



Advanced Moisture Renewal[®] Treatment Cream

You can offer customers the chance to increase the skin's hydration and its resiliency, firmness and elasticity with this delicate ivory lotion. Applied day, night, or both, it replenishes essential intercellular lipids and reinforces the skin's own moisture-retention capabilities. **\$19**

one good thing leads to another

You know that feeling when something in your day reminds you how glad you are you made the "Mary Kay" decision? Here are a few more reasons to get glowing! The trip-ready Travel Accessories Set hostess gift and luscious MK Signature[™] Just Glossy[™] Set gift with purchase are bound to bring sales and bookings to brag about! Once you engage your customers, it's easy to remind them about your Mary Kay[®] Personal Web Site and the virtual gift of the week event, going on throughout the month of December. So fasten your seat belt and get in gear for a record-smashing quarter. And don't miss the follow-up dialogue ideas on Page 15!

Traveling Companions

You'll want to tell your customers how they can receive this fabulous and functional Travel Accessories Set containing a travel wallet, passport cover and luggage tag – already organized in a sheer organza bag! All just for hosting a skin care class (with \$200 in total sales and one booking). Whether your customers rack up frequent-flier miles or simply have the need to stow, they'll love it! Hostess Gift, **\$10**

Fun for All-Free for All



And don't forget, the MK Signature[™] Just Glossy[™] Set gift with purchase delivers the lightweight feel and maximum shine of the MK Signature[™] NouriShine[™] formula. Three miniature lip glosses, in shades to chase the winter blahs, condition lips with rich color in a convenient, go-anywhere size. And just think, this quarter's gift with purchase can bring repeated sales! Not only can it motivate your customers to spend more, this darling set is also a great introduction to

the new MK Signature[™] NouriShine[™] Lip Glosses for color customers and skin care customers. Once they try these lip glosses, full of both shine and skin care benefits, they are sure to want more! Gift With Purchase, Pack of Five, **\$17.50**

Shades include (clockwise): Sweet Raisin, Starry and Gold Rush

If you haven't discovered the Preferred Customer Program, you may not know: *The Look* really goes places! And it's so easy to enroll your customers. Just go to the Mary Kay InTouch® Web site and click on "Preferred Customer Program" under myCustomers®.

Drive Them There in Style

TICKETS

DOCUMENTS

URRENCA

MARY KAY

Easy things make even more sense in today's hurried world. The simplicity of a Mary Kay[®] Personal Web Site is an uncomplicated reason for your customers to shop with you. The ability to browse all your great offerings 24/7, from the cozy comfort of home, promotes you as a full-service, customer-friendly retailer dedicated to making women even more beautiful.

And when customers discover the gift of the week online, "convenient" becomes compelling! From Dec. 1 to Dec. 31 they'll be wowed with a different featured product, perfect for gift-giving, each week they visit your Mary Kay® Personal Web Site. We've even provided an MKeCard® invitation (one for every week of the event) beginning Dec. 1 so that you can spread the great news. Send the MKeCard® to current customers and mention this online event when warm chattering potential customers! That's all you need to do to participate! But it's only for Personal Web Site subscribers. Don't have a Mary Kay® Personal Web Site? To subscribe, just log on to the Mary Kay InTouch® Web site, then click on "Mary Kay® Personal Web Site Program" under myCustomers® and put your business in high gear!

Independent Executive Senior Sales Director Tanya King Lee, left, Independent Senior Sales Director Mayra Smalley, center, and Independent Future Executive Senior Sales Director Auri Hatheway share the team-building techniques that have changed lives – including their own!

A FOWS

Years ago, Mary Kay Ash sent a letter to her Independent Sales Directors in which she urged them to continue perpetuating her dream. "The Mary Kay opportunity has opened the door to rich and fulfilling lives for thousands of women," she wrote. "You can help pass our special way of life on to others; and in doing so, your own dreams will come true!" The women featured here. from the Independent National Sales Director Dacia Wiegandt Area, made Mary Kay's dream their own, despite self-doubts and the doubts of others. Mentored by both Dacia and Independent Senior National Sales Director Joanne Bertalan, they accomplished their goals. You're part of Mary Kay's personal vision, and you, too, can further her dream - one woman, one life at a time – as sharing yields riches received.



Independent Future Executive Senior Sales Director Auri Hatheway



Auri Hatheway's mentor was a master

team builder. In the beginning, Auri was content to sit back and watch her in action, Auri confesses. But that role model, Independent National Sales Director Dacia Wiegandt, helped Auri see the big picture for herself.

"I didn't get team building at first. To be honest, the whole idea scared me!" she says, recalling those first weeks and months. "I asked Dacia to attend my first two skin care classes and share the marketing plan. I sat there quietly and took notes. After three months, I realized I should share the opportunity that was enriching my own life. Not to share would be selfish." Before long, Auri learned that "no" just means "next." "Don't take rejection personally," she advises. "Sometimes people aren't ready right then but will be later." She also learned that team building knows no season. "The fall holidays can be surprisingly fruitful, despite what some say. That's when people traditionally re-evaluate the direction their lives are taking. When women see us at skin care classes or open houses, enjoying rewarding relationships as well as sales, they're more receptive."

Auri has witnessed firsthand the lifechanging power of the Mary Kay opportunity. "One Independent Beauty Consultant lost her husband to a heart attack three weeks after she started her business. She left her teaching career to work her Mary Kay business full time and stay home with her two-year-old baby. Another woman's husband lost his job *two days* after she started her Mary Kay business. She continued working full time, selling Mary Kay[®] products on the side, and soon she earned the use of her first Career Car. She resigned her position to work her Mary Kay business full time. This opportunity changed these women's lives. You can't help feeling good about passing on something that significant."

For Tanya, success hinges on sharing the product and sharing the opportunity. When she leaves her house in the morning, those two goals guide her steps.

"We all learned how to share as children," says the former intensive care registered nurse. "Team building is really that simple. Share with everyone!"

Tanya develops a personal connection with the people she encounters in the course of her day. Then she builds that connection into a relationship. "I've watched team building change women's lives, such as the young woman I met at the local gym. By simply opening my mouth and sharing the information I had learned about this opportunity," she explains, "I showed her a way to escape the financial and personal stresses that were taking their toll. We spoke, I invited, she came, we shared, she signed and both our lives changed! Now she's one of my closest friends. All because we chatted over our morning sit-ups!"

Although today her approach is polished, Tanya reveals that in the beginning she was as scared and nervous as she was excited. So naturally, she started with her friends. "Some of them looked at me like I had three heads!" she laughs. "When I exhausted that audience, I knew it was time to 'warm chatter' strangers. I repeatedly told myself, 'I am not afraid of anything,' and it got easier."

"Put Your Heart Into It"

Tanya says method is as important as message. "The marketing information is vital, but how you present the information can be even more important. Be excited! Be passionate! Own it! Be a great storyteller and put your heart into it! Smooth delivery requires practice, practice, practice. Ideally, it should sound natural, not rehearsed."

But her motivation goes deeper than impressing strangers. "Only when you truly embrace and envision the opportunities this business offers for your own life can you effectively share it," says Tanya. "That's when you know the dream has taken root in your heart."



Independent Executive Senior Sales Director Tanya King Lee



Independent Senior National Sales Director Joanne Bertalan

Adding Links to the Legacy

Five moves in 10 years taught Independent Senior National Sales Director Joanne Bertalan a lot about starting over. So when her husband's career change landed them in Miami, Fla., in 2000, she was prepared for the challenge. "Talk on the street" wasn't so optimistic.

"Everyone said to forget about it," she recalls. "I didn't speak Spanish, and people thought it would be hard to get established. But I didn't listen!"

With Joanne's passion for spreading the word, plus her dedication to 3+3+3, she soon was booking and holding skin care classes and success events. **Independent National Sales Director Dacia Wiegandt**, who had trained as a teacher, turned up as a guest one night. "Dacia heard the marketing plan and signed her Independent Beauty Consultant Agreement on the spot," says Joanne. "She didn't listen to negatives either, and look where she is today. And Auri and Tanya and Mayra. The legacy, like a strong chain, continues to grow."

Joanne's own persistence led her to be named the Queen of Sharing at Seminar just one year after her move to Miami. "The Mary Kay message is not only timeless, it crosses borders and boundaries, languages and cultures. Just keep working 3+3+3, and you can't go wrong!"

"You Can Learn to Dream Again"

Mayra used to be her own worst enemy. "I always had a fear of rejection," she admits. "As if that weren't bad enough, I also had a fear of success."

Today Mayra is her own best friend. And she found her calling leading other women to their highest potential too. But reaching her goals was a journey. "I asked God for help, and I began to open up to people," she says. "I still pray every morning that I will have the wisdom to make a difference."

One difference hit so close to home, it took her by surprise. "I overcame the fear of team building by giving myself permission to dream again. I had no idea what was coming. Without expecting it, team building completely changed my life!" Now when she sees the smiles on the faces of women whose own lives have been changed for the better because she shared the opportunity with them, Mayra marvels. "It's almost like there aren't words to describe the great feeling I feel."

As Mayra began to extend her reach, she learned what worked and what didn't. "Two things stood out. We have to talk to everyone we know, and we have to replace the word 'recruiting' with the principle of sharing." Her new plan attracted a following. "One customer turned down the opportunity for a solid year with every excuse in the book. I continued with kindness and confidence, and she finally accepted. Within six months she had become an Independent Sales Director and resigned her full-time teaching job. She's delighted being a stay-at-home mom, working her Mary Kay business. I'm so proud and happy about how Mary Kay has changed her life. And mine! Thank you, Mary Kay Ash. I will continue to share this opportunity with everyone!"



Independent Senior Sales Director Mayra Smalley

What is 3+3+3? It's a formula that many independent sales force members know is the key to their success. It's \$300 in new retail sales, three skin care classes and three team-building appointments each week.



Simply following up after your customer receives *The Look* can put a fresh face on your business!

Have you ever postponed calling a customer because you thought you might be bothering her, and when you did call, you sounded hesitant when you meant to sound happy? Maybe you just need to "get into it"! Mary Kay Ash had the key. "The person who is enthusiastic exercises a magnetic influence over those with whom he or she comes in contact. To become enthusiastic, act enthusiastic. It could easily revolutionize your life." There's no better time to practice this principle than after your customer receives The Look. Independent Elite Executive Senior Sales Director Donna Meixsell, a member of the prestigious Million-Dollar Circle of Excellence and a Triple Star in 1999, knows how enthusiastic follow-up can brighten your business. And she offers more great insight on customer communication ...



Independent Elite Executive Senior Sales Director Donna Meixsell

What's in It for You?

You've no doubt heard that follow-up is important, especially after customers receive *The Look*. But just the thought may make you want to do a dozen other things. Take heart. "The telephone is your friend," coaches Donna. "The way I see it, if I sell \$40 in retail products for every four customers I call, I've sold \$10 per call. If I sell \$100 in retail products for every four customers I call, I've sold \$25 per call. This is the way I motivate myself to pick up that receiver. The larger truth is, *if we don't call our customers, we'll likely lose them*. Just remember to have fun and don't take rejection personally!"

Open Invitation

Have you ever heard yourself on tape? "Sometimes we think we sound 'fun' until we hear ourselves as others hear us," says Donna. "We can be saying all the right things, but if we don't sound excited, we may not get the results we want. We can even turn people off before we get to the point of our call. The welcome news is that anyone can learn this skill! Just tape-record yourself and see where you can improve."

"Donna-logue" Breaks the Ice!

Need an opener? "Hi, *(Susie Customer)*! This is Donna Meixsell, your Mary Kay Independent Beauty Consultant. Do you have a quick minute or are you busy with your family? *(If she's busy, I call back later. If she has time, I continue.)* Great! Susie, the reason I'm calling is to make sure you received the Mary Kay® brochure, *The Look*, that I sent you *(keep talking here)* and to see what you think about the free gift with purchase. Did you see the *(free gift)*? Great! What did you think about it?"

But What If ...

Your customer says she didn't receive the mailing? "Someone else in the house may have accidentally tossed it, but you can turn it around," says Donna. "That's the time to refer her to your Mary Kay® Personal Web Site and book an appointment to share new or limited-edition products in person. I would also remind her that the gift with purchase is only available for a limited time."

Closing Lines

"Always end your call on a positive note," advises Donna, "no matter what your customer has said during the conversation. If she's not interested in purchasing or booking at that time, you can say, 'Susie, thank you for being one of my favorite customers. Whenever you need anything, remember I'm here for you. I'll check on you again *(later, next month, etc.)* to see if you need anything to keep you looking *great!* In the meantime, call me or go to my Mary Kay® Personal Web Site, OK? Talk to you soon. Bye!"

Reflections From Mary Kay

Make TNT – today, not tomorrow – your watchword. Force yourself to take action. Remember that our success depends not so much on the degree of



talent we possess, but, instead, on the degree to which we use the talent and resources we have. Fear of rejection or failure so often places stumbling blocks in our path and keeps us from attaining the greatness that can be ours.

- Mary Kay Ash

Dates to Remember

DECEMBER 2006

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JANUARY 2007

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(28)	(29)	30	31			

Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.
Last day to submit online Sales Director-in-Qualification Commitment Form.
Last day of the month for Beauty Consultants to place online orders (until midnight Central time).
Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.

Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time). Online Independent Beauty Consultant Agreements

accepted until 7 p.m. Central time.

This Month:

Dec. 1: Virtual gift of the week online event begins on Mary Kay[®] Personal Web Sites and www.marykay.com. Dec. 10: Early ordering of the new Winter 2006 promotional items begins for Independent Beauty Consultants who enrolled in the Preferred Customer Program mailing of *The Look* for Winter 2006.

Dec. 15: Postmark deadline for Quarter 2 Star Consultant quarterly contest and to earn the Month 3 bonus. Early ordering of the new Winter 2006 promotional items begins for all Independent Beauty Consultants. Last day to enroll online for the Winter 2006 Preferred Customer Program mailing of the *Renew You* Month 2 brochure. Last day for customers to take advantage of the Fall/Holiday 2006 gift with purchase. Last day for Independent Sales Directors to register for *Be Great!* Leadership Conference 2007.

Dec. 16: Quarter 3 Star Consultant contest, Winter 2006 promotion and Month 1 bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

Dec. 20: November Career Car qualifier paperwork due to Company. Quarter 1 Star Consultant contest online prize selection available.

Dec. 22: Winter 2006 Preferred Customer Program mailing of *The Look* begins. (Allow 7-10 days for delivery.) Dec. 25: Christmas Day. All Company and branch offices closed. Postal holiday.

Dec. 26: Company holiday. All Company and branch offices closed.

Dec. 31: Virtual gift of the week online event ends.

Next Month:

Jan. 1: New Year's Day. Postal holiday. All Company and branch offices closed.

Jan. 15: Martin Luther King Jr. Day. Postal holiday. Postmark deadline to earn the Month 1 product bonus.

Jan. 16: Month 2 bonus begins. Spring 2007 Preferred Customer Program online enrollment and mail enrollment begins. *Beaut-e-news*™ e-newsletter begins e-mailing to customers. Valentine's Day online event begins on Mary Kay® Personal Web Sites and www.marykay. com. Jan. 18: Winter 2006 Preferred Customer Program mailing of the *Renew You* brochure begins. (Allow 7-10 days for delivery.) Jan. 20: December Career

Car qualifier paperwork due to Company.

Making Tax Time a Little Less Taxing

The Company will soon begin reporting 2006 tax information to assist you in filing your personal income tax returns. This information will be postmarked and mailed to you on Jan. 31, 2007.

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

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

the requirements for a form 1099-MISC. You should keep detailed records to support this income and expense information. These records may include, but are not limited to, sales tickets, packing slip/invoice included with each wholesale order, monthly commission and bonus statements, and business expense receipts. You also should perform a physical count of the inventory that you have in stock as of Dec. 31, 2006. The Company suggests using an accountant or personal tax adviser who is familiar with federal, state and local laws to advise and assist you in filing your federal and state income tax returns as well as, but not limited to, any gross receipts, excise, business and occupation, sales, use, property or other taxes you may owe. For additional information about taxes, go to the Mary Kay InTouch[®] Web site and choose "click here to visit." Then select "Tax and Legal." In early February, this section also will include *Tax Essentials for 2006*, the Company's guide to assist you in the preparation of your federal income tax return as it relates to your Mary Kay business.

Beginning Jan. 31, 2007, all Independent Beauty Consultants may verify their 2006 wholesale purchases, prizes, awards and commissions from the Company on the Mary Kay InTouch[®] Web site. Click on "myBusiness,[®]" and select "Reports" to access your Income Advisory Statements.

Beginning Jan. 31, 2007, you also may send a personally signed fax request to Consultant Records at (972) 687-1612 or mail a personally signed, written request identifying the specific information needed. Be sure to include your Consultant number and your current address. Please allow 10 business days from the time it is received to process your request. Requests should be sent to: Mary Kay Inc., Consultant Records, P.O. Box 799045, Dallas, TX 75379-9045.

Movin' On Up Challenge: Give Your Business a Beautiful Boost

Nove ahead and look great doing it! Achieve and maintain a new step on the career path of Star Recruiter, Team Leader or Future Independent Sales Director, including Sales Director-in-Qualification, from Nov. 30, 2006, to Feb. 28, 2007, and you'll be awarded an exclusive logo pin enhancer with beautiful red crystals – the first time colored crystals have been offered. But that's not all. You'll also receive a name badge ribbon and onstage recognition at *Be Bold*! Career Conference 2007. For details, go to the Mary Kay InTouch[®] Web site. Build your team, boost your business and color your success with recognition!

Secure Your Customers' Information!

Imagine charging an item at a store and learning later that your credit card number was made public or lost. We all would feel violated. As stories of similar data mishaps make the news these days, it's timely to remember your responsibilities as an independent business owner.

It's up to you alone to confidentially collect, store and maintain customer information while growing your business. *Remember, myCustomers® currently is not designed to store credit card information, and there-fore you should not attempt to store sensitive infor-mation there.* If you choose to store credit card or other sensitive information elsewhere (for example, in hard copy form in your home office or electronically on your personal computer), it's important that you take steps to ensure the security of such data. Following are some reminders to consider when storing sensitive data:

- Access to hard copies of documents containing credit card or other sensitive information should be carefully controlled. If you maintain such information in a hard-copy format, consider storing it in a locked cabinet with access to others on a need-to-know basis only. If you maintain sensitive information on your personal computer, you'll want to ensure that access to such information also is carefully controlled through passwords and other protective measures.
- Consider consulting with your tax or legal adviser about how long you should maintain receipts or other documents containing sensitive information. When it's time to dispose of such information, ensure that those documents are shredded or otherwise properly destroyed. This would include taking appropriate measures to ensure that electronic data stored on your personal computer has been completely erased.
- Consult with your tax or legal adviser regarding state and/or federal laws that may apply to your current business practices relating to the storage of sensitive customer information.

Remember, as an Independent Beauty Consultant, you are a small business owner. The more you keep that in mind, the more likely you'll be to prevent unnauthorized access to, or improper use of, sensitive information. Your customers are depending on you!

Staying True to What We Know

When Mary Kay Ash founded her Company, she began with the highest ideals. The Company would operate on the premise of the Golden Rule, with honesty and integrity as its cornerstones.

Today, more than 1.6 million Independent Beauty Consultants around the world enrich the lives of women by sharing Mary Kay[®] products and the Mary Kay business opportunity. As Mary Kay said so many times, "No greater opportunity for women exists than the one we have to offer."

We know your belief in Mary Kay and her Company is unshakable. While we also know your "blood runs pink," there are others who may approach you, your unit members or your customers with negative information about Mary Kay® products or the opportunity in an attempt to advertise their own products or opportunity. You may want to keep the following responses in mind:

- Stay true to what we know. "With products of the highest quality and an unparalleled business opportunity, it's easy to see why more than 1.6 million women throughout the world sell Mary Kay[®] products. And our recent research shows that women who use Mary Kay[®] products *love* them! In fact, the Company achieved another year of record results in 2005, with \$2.2 billion in wholesale sales."
- Confidence comes with knowledge and experience. If you're approached with a product or product ingredient untruth or misconception, you might say something like, "It's interesting that you should say that. With more than 40 years of experience in the industry, Mary Kay continues to meet customer demands in an everchanging environment. I know our laboratories carefully evaluate and select our product ingredients from around the world. Through significant knowledge and experience, Mary Kay confidently delivers high-performing, clinically tested - and the safest - products to our valued customers." You also can direct customers to The Science Behind the Beauty Web site

from your own Personal Web Site or www.marykay.com.

- Take the high road. Mary Kay never "knocked" the competition. She felt that the most valuable assets we carry with us are our integrity, our reputation and the good, honest name upon which we can build our future. Why not consider what it says about someone else if she has to tear others down to make herself look good? You might want to share something like, "Are you interested in pursuing an opportunity with a positive company that only speaks of its own products or a company that uses scare tactics and negativity to sell its products?" With responses like these, you may just cause someone to step back and think about her own opportunity!
- Follow the Golden Rule. When approached by others who may choose to use the above-described tactics relating to Mary Kay[®] products, commission program and/or other incentive programs, you may be tempted to create your own version of a comparison between Mary Kay and another company and share it with potential team members and/or your sister Independent Beauty Consultants via e-mail or in fliers or other written materials. Creating these types of materials on your own can be risky because you may be inadvertently misstating facts about another company. Disseminating such information can not only cause legal scrutiny for both you and Mary Kay, it also contradicts the Golden Rule philosophy upon which the Mary Kay opportunity was built. You certainly don't want other companies disseminating incorrect facts about Mary Kay, so it is wise to avoid putting yourself in a situation where you may inadvertently do the same thing to another company!

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 received 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.

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. You can be sure you're receiving an 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."

Prepare for Success With the *Ready, Set, Sell!* Bonus

Don't forget, the *Ready, Set, Sell!* product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from June 16, 2006, through June 15, 2007. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details. Beginning with this issue, you can find the *Ready, Set, Sell!* bonus values for the quarter printed in the first issue of *Applause*[®] each quarter – January, April, July and October!

INITIAL WHOLESALE Section 1 order:	NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:
\$600	\$114
\$1,200	\$217
\$1,800	\$362
\$2,400	\$447
\$3,000	\$561
\$3,600	\$646

Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$111 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

Bonus

Sugaested

BizBuilders Bonuses!

Free products with each qualified order! See these bonuses, quantities and values, available when you place a product order Dec. 16, 2006 – Jan. 15, 2007

Total Section 1	Month 1 Bonus*	Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	2 Private Spa Collection™ Satin Hands® Hand Creams	\$16
\$1,200 sugg. retail/ \$600 wholesale	4 Private Spa Collection [™] Satin Hands [®] Hand Creams Pack of Six MK Signature[™] NouriShine[™] Lip Gloss Samplers in Beach Bronze 	\$32
\$1,600 sugg. retail/ \$800 wholesale	6 Private Spa Collection™ Satin Hands® Hand Creams 1 Pack of Six MK Signature™ NouriShine™ Lip Gloss Samplers in Beach Bronze	\$48
\$2,400 sugg. retail/ \$1,200 wholesale	8 Private Spa Collection [™] Satin Hands [®] Hand Creams 1 Pack of Six MK Signature [™] NouriShine [™] Lip Gloss Samplers in Beach Bronze	\$64
\$3,600 sugg. retail/ \$1,800 wholesale	 Private Spa Collection[™] Satin Hands[®] Hand Creams Pack of Six MK Signature[™] NouriShine[™] Lip Gloss Samplers in Beach Bronze Travel Roll-Up Bag 	\$80
\$4,800 sugg. retail/ \$2,400 wholesale	10 Private Spa Collection™ Satin Hands® Hand Creams 1 Pack of Six MK Signature™ NouriShine™ Lip Gloss Samplers in Beach Bronze 2 Travel Roll-Up Bags	\$80
\$6,000 sugg. retail/ \$3,000 wholesale	10 Private Spa Collection™ Satin Hands® Hand Creams 1 Pack of Six MK Signature™ NouriShine™ Lip Gloss Samplers in Beach Bronze 3 Travel Roll-Up Bags	\$80
\$7,200 sugg. retail/ \$3,600 wholesale	10 Private Spa Collection™ Satin Hands® Hand Creams 1 Pack of Six MK Signature™ NouriShine™ Lip Gloss Samplers in Beach Bronze 4 Travel Roll-Up Bags	\$80

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for *Ready, Set, Sell*! product bonuses (see the *Ready, Set, Sell*! bonus chart above).

*Independent Beauty Consultants will receive Seminar 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.

Hot Hostess Gift Goes Regular Line!

You and your customers loved the lighted Hostess Magnifying Mirror as a limited-edition hostess gift! Beginning with the Dec. 16 Consultant order form, you can order it, with pink travel bag and batteries, as a regular-line item from Section 2 for \$13!

New E-Mail Process: Customers Are "In"

Now you can send customers e-mail as soon as you enter their e-mail addresses into myCustomers[®]! Plus, each new e-mail address you add to myCustomers[®] automatically receives an e-mail inviting that customer to subscribe to your e-mail. Customers who select "yes" will help ensure delivery to their in-boxes. You have the ability to resend this invitation whenever necessary, so if customers do not respond or stop receiving e-mail, you can click the "Invite Customer to Subscribe" button next to the e-mail address to resend the invitation. Now you have more power to strengthen customer relationships!

ongratulations to the winners for September 2006.

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. 30, 2006. (This includes NSD commissions earned on all foreign countries through August.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

RUBY



On-Target for Diamond/Inner Circle On-Target for \$1,000,000 Anne Newbury \$269,3 \$269,363.59

On-Target for \$750,000 Barbara Sunden On-Target for \$500,000

Pat Fortenberry Gayle Gaston Christine Peterson Carol Anton Karen Piro

On-Target for \$325,000 Kathy Helou



Joanne Holman Lisa Madson Nan Stroud Jan Harris Cheryl Warfield Gloria Mayfield Banks Rena Tarbet \$201,177.50 Lupita Ceballos Pat Danforth Jana Cox Julianne Nagle \$182,273.66 167,172.82 152,630.74 136,745.22



82,614.26 82,174.15 Holly Zick Ronda Burnside **On-Target for Diamond Circle** On-Target for \$250,000 Gloria Castaño Johnnette Shealy Kathy Z. Rasmussen \$80,276.95 79,821.82 79,448.73 Stacy James Sherry Giancristoforo Joan Chadbourn Darlene Berggren Sue Kirkpatrick Cindy Williams Donna Floberg Patricia Rodríguez-Turker



On-Target for \$200,000 Tammy Crayk Pam Gruber Anita Mallory Garrett-Roe

SuzAnne Brothers

78,475.33 77,689.32 77,634.60

76,694.22 74,371.62 74,179.19

72,699.66 72,630.25

70.990.37 70,990.37 68,218.29 66,604.64 66,601.22 66,523.67 65,670.38 65,538.55 64,762.86 64,762.86 64,762.81 62,51614

Judy Newton Linda Toupin Helene Reiners Sonia Páez Sonia Paez Wanda Dalby Ronnie D'Esposito Klein Sonya LaVay Nancy Perry-Miles Asenath Brock Diane Underwood Nancy Bonner Juvea Z. Grady 62,516.14 Joyce Z. Grady Margaret Winner Martie Sibert \$62,362.12 61,355.74 60,934.13

60.826.91 60,487.48 59,067.86 58,492.28 56,492.26 58,039.61 57,749.11 57,048.20 56,936.40 55,339.25 54,844.81 54,702.05 54,635.09 53,831.64 50,139.83

EMERALD

Anne Newbury

Nydia Payán Listed are NSD commissions earned in September by Independent National Sales Directors as defined Monthly Commissions and Bonuses

Rosa Enríquez Karlee Isenhar

Dacia Wiegandt Linda McBroom

130,115.63

\$124,252,36

above plus the following which are not included in rankings: NSD Director level commissions, Recruiter commissions, and NSD contest bonuses. Cars, prizes, etc. are not included in these amounts.

86,229.47 86,043.07

DEADI		DIAMOND		RUBY		CADDUIDE			
PEARL		DIAMOND		RUDY		SAPPHIRE		EMERALD	
Jan Harris** Darlene Berggren* Stacy I. James* Nan Stroud** Cindy A. Williams Pamela Waldrop Shaw Joan B. Chadbourn* Jackie Swank* Rosa Jackson** Nancy Perry-Miles* Lizabeth Fitzpatrick* Lise T. Clark* Maureen S. Ledda* Anita Tripp Brewton Nancy Bonner* Wilda Dekrelegand* Julie Krebsbach Bett Vernon Monique Todd Balboa Shirley M. Oshiro Kathy C. Goff-Brummett Sandy Miller Halina Rygiel Anbalt Cocha-Pedraza Beatrice Powell Sylvia Kalicak Cathy E. Littlejohn Robin Rowland Jane Studrawa Lynda Jackson* Ruth Theodocion Linda Kirkbride Maureen Myers Deb Pike Rosalie Ann Medjesky Pat Campbell Wadene Claxton-Prince Gloryann Koester	52,452 43,626 37,808 37,105 36,525 36,434 29,482 28,847 28,420 27,698 21,341 20,015 21,341 20,015 21,341 20,015 19,395 19,197 18,787 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 18,567 18,595 14,633 17,369 17,789 14,633 13,099 12,788 12,720 13,209 12,788 12,720 11,871 11,356 11,871 11,256 11,278 12,278	Berbara Sunden** Lisa Madson Karen Piro** Kathy Z. Rasmussen** Anita Mallony Garrett-Roe* Julianne Nagle* Patricia Rodriguez-Turker* Linda C. Toupin Gloria Castaño** Pam Gruber* Pam Gruber* Pam Gruber* Many Diem* Holly Zick** Sonia Páez Diane Underwood Sandy Valerio Dawn A. Dunn Jo Anne Cunnington Joyce Z. Grady Diane Underwood Sandy Valerio Dawn A. Dunn Jod Anne Cunnington Joyce Z. Grady Diane Underson* Canolia Kittson Sharon Z. Stempson* Linda O. Scott Jo McKean Diana Heble Charlotte G. Kosena Naomi Ruth Easley Carol Lawler Isabel Venegas Betty Gilpatric Kay Z. Hall Jan Mazziotti Andrea C. Newman	\$67,517 65,305 53,305 53,305 53,305 45,211 41,478 38,295 36,129 30,395 30,395 30,308 29,851 29,503 27,761 26,679 25,360 25,051 24,559 20,908 21,722 20,908 21,724 21,722 20,908 21,724 21,724 21,725 21,75	Pat Fortenberry** Carol Anton* Pat Danforth* Linda McBroom* Sue Kirkpatrick* Ronnie D'Esposito Klein Johnnette Shealy* Karlee Isenhart** Shirley Oppenheimer Wanda Dalby** Jeanne Rowland* Margaret Winner* Toni A. McElroy Janis Z. Moon Pam Ross* Rebbecca Evans Judy Kawiecki Elizabeth Sapanero Dianne Velde* Kirk Gillespie Patricia Lane Cheryl J. Davidson Joan Watson Bea Millsale Pamela A. Fortenberry-Slate* Kate DeBlander Cynde Gress Lynne G. Holliday Jeasie Hughes Logan* Jeas Hughes Logan* Jeas Santin* Maria Aceto Pirro Michelle L. Sudeth Kimberly R. Walker-Roop Scarlett Walker* Sue Z. McGray Nancy West Junkin* Vicky L. Fuselier Phylis Chang Margaret M. Bartsch Nancy M. Ashley* Cindy Z. Leone Cindy Towne Rhonda L. Fraczkowski Shariyn G. Phillips Amy Dunlap Gay Hope Super Renee D. Hackleman Katie Walley	\$66,116 64,136 39,994 37,414 34,034 32,522 32,254 31,774 27,539 25,724 22,705 21,813 21,059 20,872 20,324 19,927 19,384 18,137 17,785 17,495 17,038 16,975 16,676 16,464 15,505 15,433 14,955 14,904 14,732 14,204 14,732 14,204 14,732 14,224 14,199 13,721 13,365 13,150 12,611 12,576 12,450 11,812 11,526 12,450 11,812 11,526 11,527 12,810 12,611 12,576 12,450 11,812 11,526 11,371 10,427 9,849 9,849 9,849 9,849 9,849 9,849	Christine Peterson** Gayle Gaston** Rena Tarbet* Lupita Ceballos* Joanne Holberg* Jona Floberg* Judie McCoy* Valerie J. Bagnol* Martie Sibert* Asenath G. Brock* Helene Reiners* Sonya LaVay* Jo Anne Barnes Mattie Dozier LaQueta McCollum Pam Klickna-Powell Sharon L. Buck Jeanne Curtis Karen Kratochvil Alia L. Head Gloria Baez Davanne D. Moul Sherril L. Steinman Mary L. Cane Nancy A. Moser Karen B. Ford Jan L. Thetford Vernella Benjamin Carol L. Stoops Maribel Barajas Gillian H. Ortega Kendra Crist Cross Jo Ann Blackmon Jil Moore Joy L. Breen Ann Brown	\$69,117 60,213 52,233 44,903 42,079 42,074 33,654 29,817 28,839 26,809 25,543 24,407 23,661 23,667 21,147 20,767 20,378 20,028 20,017 19,990 18,395 17,516 16,846 16,783 15,523 1	Anne Newbury** Kathy S. Helou* Gloria H. Mayfield Banks** Dacia Wiegandt Nydia Payán* Ronda Burnside* Sherry Giancristofore** Debi R. Moore* Lily Orellana Doris Jannke* Kerry Buskirk* Miriam Gómez-Rivas Jackie LaPrade Mona Butters Kay E. Elvrum Jamie Cruse-Vrinios Yvonne S. Lemmon Consuelo R. Prieto Pamela Tull Joanne R. Bertalan* Jante Tade* Cathy Phillips Cathy Bill* Cindy Fox* Judy A. Rohde Francie McBeth Judy Harmon Brenda Segal* Sabrina Goodwin Monday Regina Hogue Sherry A. Alexander Jo Reynal Rogers Cristi Ann Millard Shelly Gladstein Kym A. Walker* Kathy Rodgers-Smith Irene A. Shea Dawn Otten-Sweeney Joanne Hollingsworth Criset FM. Ellis Natalie Privette-Jones Carmen Rios Esther Whiteleather Nora L. Shariff* Pamela Cheek Phyllis R. Sammons	\$89,861 53,375 37,065 34,147 31,394 31,020 26,573 26,131 24,077 22,826 22,619 22,574 21,701 21,257 19,807 19,329 19,056 17,861 17,243 16,238 15,316 14,066 13,992 13,706 13,602 12,813 12,2728 12,338 12,274 12,213 12,273 12,273 12,813 12,274 12,213 12,274 12,213 12,274 12,213 12,274 12,275 10,499 9,849 9,787 9,209 9,097 8,015 8,010 7,823 7,817 6,670 4,460

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 2006 estimated unit retail production.

47.372 47,202

47 035

46,774

46,664

46.504

46,360

46,313

46196

45,726

45,630

45.621

45,479

45193

45,043

PEARL	
Kim L. McClure	\$92,813 91,545
Jeanie Martin Patty Webster	84,060
Marla Bolling	79,035
Angel B. Toler	76,892
Dorothy D. Boyd	73,500
Cindy Machado Amie N. Gamboian	70,485 69,074
Debbie P. Grant	68,697
Harriett Sharpe	68,687
Lisa Allison	68,664
Amy Kitrell	68,556
Alma Orrostieta Luz J. Diaz Almeyda Kathy Lee	67,756 65,491
Kathy Lee	64,830
Keita Powell	63,887
Patricia Fitzgerald	63,608
Betsy C. Richard Beth H. Piland	63,190 62,906
Janice Baxter Hull	62.868
Charlene Grubbs	62,868 62,177
Penny J. Jackson	61,945
Betty B. Lucido	61,720 61,490
Kristin Myers Susan M. Hohlman	60,617
Shari M. Kirschner	59,785
Tammy A. Vavala	59,718
Pat Ringnalda	59,623
Sally Ralph Leah G. Nelson	57,000
Allison Lee LaMarr	57,666 57,350 57,216
Allison Lee LaMarr Elizabeth B. Muna	00,020
Laurie C. Cole	55,605
Kimberly M. Harold	54,870 54,712
Sherry Kostner Holli Thompson Lowe	54,654
Peggy Matish	54,483
Peggy Matish Patti Cornell	53,995
Barbara L. Bayer-Coulter Kathryn L. Engstrom	53,687
Tamarie M. Bradford	53,148 53,064
Holly L. Ennis	52,732
Sarah Elizabeth Miller	52,494 52,270
Constance Nugent Miller	52,270
Cheryl Marie Brown	52,199 51,358
Holly J. Sawyers Lisa Olivares	51,211
Susan K. Janish	51,152
Rebecca Milligan	50,922
Amy Dawn Adams	50,848
Joyce Recenello Kyla Jean Dodson	50,534 49,676
Tracey L. Chavez	48,966
Tammy Brown	48,921
Tammy Brown Maria E. Jesus Placencia	48,918
Natalie Meyer Jeanie K. Navrkal	48,906 48,611
Sandra M. Munguia	47,690
Jo Shuler	47 472
Sherry L. Fields	47,452 47,232 47,053 46,909
Linda G. Livingston	47,232
Barbara Stimach Gina Beck	47,053
Colleen D. Kolb	46,893
Jaime Marie Bittner	46,793
R. Sue Miller	45,647
Anne Geertsen	45,640
Michelle Annese Bleicher Kathy Eckhardt	t 45,378 45,319
Laura Poling	45,104
Susan Moore	45.040
Naomi Mitchem	44,981
Roya M. Mattis Barb S. Yopst	44,897 44,431
Roxanne Morgan Sconza	44,420
Ella M. Chick-Power	44,420 44,348
Amy C. Schule	43,901
Victoria Rachel Piccirilli Vicki B. Crank	43,826 43,781
Vicki B. Crank Judy Brack	43,761 43,577
Sandra Tatzer	43,405
Melissa Nix Henderson	43,405 43,241
Mary Claire Tapley	43,204
Sherree E. Koehler Maria De Jesus Ramales	42,995 42,827
Lorri E. Woehrle	42,804
Irvene K. Foster	42,730
Stephanie Wilburn Rice	42,719
Joyce A. Bruggeman Renee Conn	42,804 42,730 42,719 42,398 42,269
Laura Ann Zipay	42,269 42,088
Nedra White	41,937
Denise E. Crosby	41,889

		-
92,813 91,545 84,060 79,035 76,892	Stacey Craft Judy Gieson Ruthie Bresette-Mount Mary Stuart Smith Tammy D. Glunz-Niehaus Rita Schaefer Annette Garnett Vinson	41,828 41,655 41,547 41,532 41,474 41,328 41,220
$\begin{array}{c} 79,035\\ 76,892\\ 73,500\\ 69,074\\ 68,697\\ 68,687\\ 68,664\\ 66,556\\ 65,491\\ 63,608\\ 63,808\\ 63,608\\ 63,608\\ 62,868\\ 63,608\\ 62,868\\ 62,177\\ 61,945\\ 61,720\\ 61,490\\ 60,617\\ 59,785\\ 59,718\\ 59,785\\ 55,823\\ 57,350\\ 57,350\\ 57,350\\ 57,350\\ 55,823\\ 55,605\\ 54,870\\ 54,654\\ \end{array}$	Tarmy D. Glunz-Niehaus Rita Schaefer Annette Garnett Vinson DIAMOND Pat A. Nuzzi Kim I. Cowdell Deborah Dudas Marsha Morrissette Karen L. Kunzler Melinda M. Balling Shelly Palen Audrey K. MacDowall Arianne C. Morgan Jenny Siemonsma Heather M. Julson Evelinda Diaz Rosibel L. Shahin Monica J. Hartle Deanna L. Spillman Patricia Carr Heidi Goelzer LaRonda L. Daigle Storie R. Schmidt Caterina M. Harris Connie L. Russo Betty McKendry Brenda K. Howell Priscilla McPheeters Jill M. Myhre Lisa A. Stengel Evitelia Valdez-Cruz Vivian Diaz	41,474 41,328 41,220 \$99,005 94,851 92,671 87,902 83,504 78,702 83,504 76,670 75,873 70,274 69,811 68,901 68,901 68,901 68,901 68,901 68,901 68,901 66,252 66,166 65,865 63,2765 63,288 63,218 64,218
54,483 53,995 53,687 53,148 53,064 52,732 52,494 52,270 52,199 51,358 51,211 51,152 50,922 50,848 50,534 49,676 48,921 48,918 48,908 48,908 48,901 47,472	Vivian Diaz Shelley Olson Julie Schlundt Gerri Anne May Raile Carol Lee Johnson Sheryl Peterson Kelly Willer-Johnson Dercy Minotta Julie J. Fox Rebekah Hirneisen Kathe Cunningham Missy Shopshire June Wylie-Longman Char Griffin Nancy Fox Castro Lisa Bonadonna Madden Stephanie Ann Showers Lara F. McKeever Lisa Rada Vicki O'Bannon Linda C. Weniger Maritza Estela Gonzalez Ana X. Solis Donna J. Saguto Jenny R. DeMell	62,252 62,137 61,812 61,812 61,615 61,598 61,002 60,959 59,108 58,940 58,969 58,940 58,940 58,345 57,770 57,770 57,7209 56,774 56,637 56,397 56,378 56,774 56,637 56,540 56,144 55,591 55,580 55,580 54,643 54,043
47,232 47,053 46,903 46,893 46,793 45,640 45,378 45,640 45,378 45,104 45,040 44,981 44,897 44,431 44,897 44,431 44,420 44,348 43,901 43,826 43,781 43,8201 43,204 43,241 43,204 42,219 42,2398 42,269 42,2398 42,269 42,2398 42,268 42,2398 42,268 42,268 41,937 41,889	Karen M. Bonura Cecilia C. James Eileen M. Huffman Diane Ferguson-Mentiply Heidi Kenealy Amy Lym Allgood Mary P. Creech Maricarmen Gonzalez Darla L. Kottwitz Andrea Shields Christine Burgstahler Emily Sims Cindy S. Kriner Mary Strauss Susan J. Pankow Maria I. Monarrez Mary Burnett Nellie R. Anderson Amber Michelle Watt Peggy Sperling Judy Higgins Tania Alcala Kim A. Messmer Maria Flores Chatney Gelfius Norma Lee Shaver Brenda Bennett Judy Russell Kristen C. Spiker Judy Russell Kristen C. Spiker Judy Flores Sandra Molina Candi L. Kelly	53,856 53,852 53,729 53,729 53,729 53,729 53,729 53,168 53,167 52,751 52,670 51,830 51,830 51,830 51,830 51,849 51,849 51,849 51,849 51,849 51,245 50,825 50,828 50,826 50,717 50,709 50,342 50,828 50,709 50,342 50,828 50,828 50,828 50,828 50,828 50,828 50,828 50,828 50,828 50,828 50,828 50,828 50,828 50,828 50,829 50,729 50,729 51,830 51,830 51,830 51,830 51,830 51,830 51,830 51,830 51,830 51,830 51,849 51,849 50,9275 5

Mary Jacobson
Jeanette E. Beichle
Donna K. Smith
Terri J. Beckstead
Gertie Janda
Pat Joos
Melodye P. Lemon
Faith Á. Gladding
Jenny B. Paulus
Laura Lee Haines
Tricia Ann Ramer
Maria Reyna Huerta
Holly V. Crumley
Connie J. Lamp
Julie Garvey

Thessy Nkechi

Nwachukwu \$101,668 Stella Nwokoye-Pius Candy D. Lewis 85,874 84,728 81,916 Roli Ákperi Krystal D. Downey-Shada Debbie A. Elbrecht 81804 80.158 75,507 Kimberly Cavarretta Lisa Anne Harmon 74 875 Phuong L. White 73,390 Lisa V. Bauer 72,706 Tracy A. Crisler Gina Beekley 71131 69,660 Karen M. Getty-Hopkins 68,777 Janet S. Pavev 66 995 Diane Covington 65,917 Carmen Nunez 65.827 64,131 Julie Thomas Laura A. Kattenbraker 63,490 Olufunke Monisola 63,456 Akinokun Sylvia Limon Martinez 62,378 Donna Savacool-Barklev 61623 60,855 Alicia Bivens-Jones Phina N. Onwuachi 60,437 Lisa A. Del ucia 59845 Becky M. Xepoleas 58,607 Liz Whitehouse Marnie R. Yunger 58,496 57 893 Darla L. Issa 57,740 Judie Roman 57,307 Julie Smith 56963 Lupita G. Ramirez 56,854 Terri A. Oppenheimer-56.732 Schafer Margi S. Eno 55,923 K. D. Lindsey 55 889 Cindy L. Yates 55,749 Jeannette Curren-Cochran 55,460 Aimee Flizabeth Powe 55.181 Elizabeth Medernach 55,146 Jeanette M. Thompson 55,035 Danette K. Lvnch 54 373 Patti Maxwell 54,235 Jill E. Garrett 54,122 Eleanor M. Reigel 53 908 Jan Martino 53,865 Mary Sharon Howell 53,814 Gloria Dominguez 53.746 Trudi H. Roy 53,700 Donna F. Knotts Delina J. Gallagher 53,325 53.016 Donna Clark 52,573 Mary L. Holmes 51,885 51678 Cyndy Leaowski Linda C. Martinez 50,636 Mariel Fedri 50 318 Linda Leonard Thompson 50.096 Mary Lou Ardohain 49,869 I inda Christenson 49731 Deborah K. Hack 49,608 Regan L. Danforth 48,716 Paulette Savoy 48118 Vicki Jo Auth 48,032 Melissa Regina Almanza 48,015 Mary Jo Dallen 47 792 Lesa L. Patterson 47,752 Phyllis E. Beers 47.364 47196 Gavnell L. Kennedy Linda Sigle 47,182 Natalie A. Rivas 46,779 Valerie Hammond 46.715 Brooke Amber Goff 46,596 Maryann Clark-Durell 46194 46,169 Beverly Cherry Helen Amato 46,111 Lee A. McCarthy 46.076

Colleen Robustelli Sylvia J. Cook Barbara L Harrison Cindy P. Markowski Deborah S. Bailye Tammy Krueger Ekene S. Okafor Carol L. Huntsberger Kathy Brennan Somer Ballard Carter Gale Elliott Karen Hills Dori M. Fennell Karyz Figueroa Becky J. Seim Courtney Leanne Armstrong 43,557 Palia A. Curry Kathy Monahan Donna B. Meixsell Kelly Tansey Rose Mary Neel Vicki S. Lindsay Rocio Rebollar Amber L. Faulk Karen L. Hamer Carol A. Kirkland SAPPHIRE Paola J. Ramirez Tracy Potter Kristi M. Nielsen Linda L. Quillin Ana Maria Barba Julie Weaver Jennifer L. Semelsberger Zasha Noel Lowe Linne' Lane Ann W. Sherman Kimberly D. Starr Kathy R. Bullard Tricia Ann Gallagher Melva M. Slythe Moleda G. Dailev Margaret Neill Jodi L. Feller Janelle A Ferrell Julie M. Moreland Elizabeth Sanchez Peggy B. Sacco Tracy Watkins Harper Lyris Yee Terrie L. Allen Pamela D. Cox Elizabeth A. Poole Marty Ulmer Barbara Olesen Randall Randi Stevens Dolores Keller-Wills Kaye Yuen Cheri L. Tavlor Lady Ruth Brown Sylvia Boggs Lisa Emily O'Brien Phyllis I. Pinsker Bonnie Crumrin Katie D. Nichols Sandra A. Zavoda Sara Bennett-Moore Silisia Evans Moses Angie S. Day Linda Klein Kathleen E. Pvtel Alejandra Zurita Jill Beckstedt Jennifer G. Bouse Debbie A. Weld Eileen Fricke Terry A. Hensley Julie Neal Judy K. Johnson Englund Marilynne H. Rowland Jacqueline Denise Moye Gena Prince Elaine Oakes Kathleen Bonadie Chervl T. Anderson Theresa Kusak-Smith Andrea Denise Evans Joanna Helton Lorraine B. Newton Binta Touray Jagne Teodora Ahumada Shirley Jenkins

45.951 45,875 45,775 45,773 45,740 45.711 45,626 45,261 44 801 44,692 44,499 44,448 44.327 43 864 43.557 43,433 43,232 43,204 43,047 42,976 42,951 42 612 42,527 42,420 42.359 \$128,937 91,443 84 359 83 609 81,701 76,456 75.817 75,328 70,320 69,542 68,154 67 098 63,495 62,081 61,791 61,375 61,198 60 404 60,293 60,283 58.616 58,227 58161 57,605 56,847 56,797 56,544 56,292 55,911 55,311 55,306 54 549 54,349 54,152 Hope S. Pratt Sheri L. Farrar-Meyer 53734 53,472 Candy Jackson 53,035 Carolyn L. Lucas Nancy Harder 52,635 Trisha Taylor 52,316 52.004 Lisa A. Hawkins Kvm D. Holman-Kirk 51,414 Michele Martella Armes 51,173 Judith Beede 51027 50,442 50,431 49,772 49,617 49 392 49,391 49,009 49,009 48,973 48,936 48 793 48,649 48,329

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47,415 47,055

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Tammy Romage

Sherri Ammons Josefa Chacon Julia Mundy Gloria J. Stanley Gladis Elizabeth Camargo Barbara Allen-Rosser Cheryl Banks Edith I. Knight Angela D. LaFerry Ruby Garner Sherrian Beagle Nancy W. Pettaway Aissa Parros Ann Ferrell Smith Beth S. Austin Jill L. Glockner Leticia Martinez Joanne V. Price Catalina T. Barahona Pilar Najera Karen D. Dorsev Delmy Ana Torrejon Janis Clemens Judy L. Staats Christy Bigham Agnes Stewart Charlotte Ashford Elizabeth McCandliss Mary G. Gronholz Ginger K. Treadwell Laureen H. Stehle Avelvn R. Smith Bea Heath Jahna L. Stone **EMERALD** Heather A. Carlson Denise G. Kucharski Pam Robbins Kelly Mayra Smalley Barbara Pleet Auri Hatheway Hollie R Sherrick Brendaliz Caiigas Dana G. Berry Flaine Oatmever Havdee Guzman Helen Jakpor Vicki Powell Aliuska Entenza O'Nelly Encarnacion Gomez Karen A. Jorgenson Melissa Ann Beckett Yolanda Lopez Pat Forehand Rosemary Carolan Kathy P. Óliveira Marianne L. Anderson

45.971 Jacqueline Floyd 45,784 Grace Y. Adeoye 45 710 Blanca F. Arrovo Michelle Lynn Wood 45 676 Celsa Menjivar 45,660 Nancy A Berlin 45,508 45,379 Sheila J. McCune 45,235 Nancy S. North 45143 Kay Dickerson 44,659 Linda Bradley 43,947 Teresa Mavnard Tracy Bryce 43764 43,732 Anaitzel Avila 43,512 Judith F. Cotton Karen E. Ridle 43,465 Ann Shears 43,457 43149 Cindy Greene 42,976 Kelly Marie Mac Heather Shea Catts Pattie A. Robinson 42,968 42 907 Evalina Chavez 42,900 42,895 Rose Campbell 42,807 42,780 Marcia Nevra Anna Joseph Peet 42,707 Cheri Pearce Maritza Lanuza 42 681 Laura A. Armstrong 42,608 42,549 Deborah J. Rose Nikki Knott 42 503 Elaine K. Williams 42,298 Laura Krewson 42,206 Barbara Gizzo 42164 Paula Vander Vorste 42,118 Carrell A. Cannon 41,981 Daryl Mobley Donna M. Sullivan Myrra Jean Hendricks \$79,527 Silvia Ramos 77.512 Tami C. Stewart 75,823 Marika McMillen 68,461 67,469 Kerri I Bunker Michelle McLaughlin 67.151 Kelly S. Shannon 66,892 64,254 Frankie Clapp Brittney Erin McFall 63,551 Janice J. Baker 63 224 Ashley N Clinesmith 63.090 Valerie Yokie 62,774 Curley S. Morgan 61948 Charlotte Mantooth 61,063 Julie A. Griffin Frin Kristin Fisher 60,806 Ronit Goldstein 60,547 Jean MacDonald 60,361 Martha Ann Brown Traci L. Smith 59.953 59,923 Marla Beddick 59.683 Chervl L. Foster 58.618 Karen M. Posey 58,009 Maria Sanches Joyce Young 57,799 Jeannine R. DeVore Harris 57,655 Laurie Ann Johnson Robin S. Moody 57,202 Shawna D. Schneider Brittini Heil-Schuldt 57,065 56 801 Sandy Malkin 56,050 Lorena M La Bosa 55,764 55,423 55,337 55 242

54,775 53,864 53,735 52,972 52,590 52 373 51,554 51,549 51,539 51,275 50,951 50,431 50,377 49 279 48,988 47,789 47 272 47,043 46,666 46.582 46,254 46 207 46,177 45,915 45 664 45,489 45,304 45 059 45,049 44,739 44,719 44,654 44 539 44,422 44,291 44196 44,156 44,151 44,044 43,905 43 307 42,668 42,543 42 539 42,449 42,395 41994 41,817 41,485 41,471 41,236 41076 40,877 40,500 40,451 40,423 40,299 40,029 39.984 39 885 39,788 39,712 39,610 39.227 39.068 39,016

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55,170

54,968



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.

DEADI	
PEARL	4445450
	14,454.53
Jeanie Martin Tammy A. Vavala	14,306.59 13,869.56
Kim L. McClure	13,656.47
Marla Bolling	13,542.13
Susan M. Hohlman	13,477.56 13,177.26
Jeanie K. Navrkal	13,177.26
Keita Powell	12,675.77
Lisa Allison Patty Webster	12,543.19
Dorothy D. Boyd	12,374.93 11,312.67
Harriett Sharpe	10,994.99
Cindy Machado	10,966.01
Amie N. Gamboian	10,808.82
Alma Orrostieta	10,719.71
Barbara Stimach	10,699.11
Kathy Eckhardt	10,664.52
Penny J. Jackson Betsy C. Richard	10,624.57 10,489.78
Janice Baxter Hull	10,154.15
Amy Kitrell	10,145.42
Betty B. Lucido	10,036.55
Kimberly M. Harold	9,784.89
Peggy Matish	9,739.21
Debbie P. Grant Kathy Lee	9,738.16
Judy Brack	9,718.21 9,629.85
Nadine Bowers	9,495.24
Angel B. Toler	9,464.39
Charlene Grubbs	9,406.27
Joyce Recenello	9,384.54
Sally Ralph	9.382.74
Sandra Giraldo Kirchhol	f 9,381.90 9,328.35
Kathryn L. Engstrom Sherree E. Koehler	9,164.49
Tracey L. Chavez	9,094.49
Luz J. Diaz Almeyda	9,018.50
Luanne Stewart	8,977.54
Mary Claire Tapley	8,907.91
Pat Ringnalda	8,802.88
Naomi Mitchem Sally Moreno	8,730.17 8,618.89
Victoria Rachel Piccirilli	8,618.62
Shari M. Kirschner	8,605.94
Jo Shuler	8,580.23
Irvene K. Foster	8,498.63
Maria E. Jesus Placenci	
Susie Kopacz Holli Thompson Lowe	8,405.78 8,379.48
Kristin Myers	8,357.48
Patti Cornell	8,325.43
Vicki B. Crank	8,213.23
Constance Nugent Mille	
Maria De Jesus Ramale	
Rebecca Milligan Beth H. Piland	8,103.65 8,085.28
Lisa Olivares	8,072.16
Susan Moore	8,058.60
Patricia Fitzgerald	7,901.65
Gina Beck	7,868.08
Laurie C. Cole	7,861.07
Evelyn Pirhalla	7,840.02
Michelle Annese Bleiche Leah G. Nelson	7 752 28
Carmen J. Felix	7,752.28 7,749.16
Anne Geertsen	7,698.58
Sherry Kostner	7,697.87 7,696.93
Kyla Jean Dodson	7,696.93
Sandra M. Munguia Lorri E. Woehrle	7,591.79 7,561.90
Elizabeth B. Muna	7,001.90
Cheryl Marie Brown	7,499.90 7,458.03
Melissa Nix Henderson	7.455.30
	7,455.30 7,443.40 7,399.75 7,398.46 7,396.34
Marye Durrer Ella M. Chick-Power	7,399.75
R. Sue Miller	7,398.46
Amy Stokes Judi Tapella	7,396.34
Judi Tapella Barbara L Bayor Coulto	
Barbara L. Bayer-Coulte Delores E. Black	7,371.02
Sandra Tatzer	r 7,371.82 7,371.31 7,356.72 7 348 99
Tamarie M. Bradford	
Holly L. Ennis	7.275.72
Stacey Craft	7,274.19
Nicole J. Canamare	7,186.58 7,168.64
Barbara Ashworth Darlene Rutledge	7,108.04
Salono nationgo	1,101.21

	in bold pri	nt are those
	Roxanne Rodriguez-Di	az 7,073.48
4,454.53	Mara C. Lane	7,018.99
4,306.59	Anita N. Conley	7,008.24
3,869.56	Rita Schaefer	6,964.13
13,656.47	Susan K. Janish Natalia Travilina	6,941.35 6,889.70
13,542.13	Amy Dawn Adams	6,858.04
13,477.56 13,177.26	Maria Virginia Lopez	6,840.07
12,675.77	Marita W. Campbell	6,839.95
12,543.19	Colleen D. Kolb	6,805.63
12,543.19 12,374.93	Amber Rene Nichols	6,798.87
11,312.67	Sherry L. Fields Roxanne Morgan Scon	6,787.41
0,994.99	novarine morgan ocon	La 0,700.34
0,966.01 0,808.82		
10,719.71	DIAMOND	
10,699.11	Deborah Dudas	\$15,619.54
0,664.52	Marsha Morrissette Pat A. Nuzzi	14,370.36 14,343.10
0,624.57	Priscilla McPheeters	14,075.54
0,489.78	Kim I. Cowdell	13,851.69
10,154.15 10,145.42	Deanna L. Spillman	13,571.28
0,036.55	Melinda M. Balling	12,965.61
9,784.89	Maria Flores	12,656.09
9,739.21	Evelinda Diaz	12,327.31
9,738.16	Maria I. Monarrez	12,239.82 12,225.00
9,718.21	Heather M. Julson Brenda K. Howell	12,074.90
9,629.85 9,495.24	Caterina M. Harris	12,038.06
9,464.39	Martha Kay Raile Rosibel L. Shahin	12,007.52
9,406.27	Rosibel L. Shahin	11,865.86
9,384.54	Connie L. Russo	11,817.36
9,382.74	Betty McKendry	11,764.46 11,687.68
9,381.90	Maricarmen Gonzalez Audrey K. MacDowall	11,587.45
9,328.35 9,164.49	Shelly Palen	11,579.74
9,094.49	Susan J. Pankow	11,559.35
9,018.50	Vivian Diaz	11,401.22
8,977.54	Monica J. Hartle	11,218.13
8,907.91	LaRonda L. Daigle Heidi Goelzer	11,167.22
8,802.88	Carol Lee Johnson	11,068.51 10,636.75
8,730.17 8,618.89	Sheryl Peterson	10,370.40
8,618.62	Juanita Gudino	10,143.39
8,605.94	Lila DeWeber	10,120.62
8,580.23	Evitelia Valdez-Cruz	10,084.58
8,498.63	Terri J. Beckstead Karen L. Kunzler	10,035.32 9,932.69
18,435.57 8,405.78	Jill M. Myhre	9,897.73
8,379.48	Julie Schlundt	9,860.76
8,357.48	Emily Sims	9,835.04
8,325.43	Mary Jacobson	9,776.78
8,213.23	Linda C. Weniger	9,773.66
8,178.01 8,138.83	Suzanne T. Young Ana X. Solis	9,762.62 9,544.09
8,103.65	Jenny Siemonsma	9,441.73
8,085.28	Jenny Siemonsma Ana Carolina Alvarez	9,393.63
8,072.16	Morayma Rosas	9,369.37
8,058.60	Lisa A. Stengel	9,347.69
7,901.65	Lara F. McKeever Pat Joos	9,281.88 9,258.89
7,868.08 7,861.07		9,249.64
7,840.02	Peggy Sperling Kelly Willer-Johnson	9,228.65
7,806.37	Patricia Carr	9,202.96
7,806.37 7,752.28 7,749.16	Shelley Olson	9,037.40
7,749.16	Nellie R. Anderson	8,998.65
7,698.58	Kathe Cunningham Storie R. Schmidt	8,989.87
7,697.87 7,696.93	Julie Garvey	8,941.55 8,937.81
7 591 79	Nancy Fox Castro	8,890.33
7,561.90	Terrie Guillou	8,883.49
7,499.90	Norma Lee Shaver	8,786.94
7,458.03	Martha Brown	8,760.84
7,455.30	Lesa Rae Franken Mileta K. Kinser	8,743.19
7,443.40 7,399.75	Mary P. Creech	8,729.66 8,718.32
7,398.46	Mary Strauss	8,707.61
7,398.46 7,396.34	Mary Strauss Heidi Kenealy	8,707.14
738249	Cecilia C. James	8,687.02
7,371.82 7,371.31	Arianne C. Morgan Lou Cinda Utley	8,680.46
/ 35h /2	Candace McCarthy	8,663.26 8,637.85
7.348.99		8,500.29
7,275.72	Nancy Ashton Maria L. Lemus	8,473.49
7.274.19	Gerri Anne Morris	8,462.42
7,186.58	Mariann Biase Mason Susan K. Carlson	8,454.16
7,168.64 7,137.27	Elvi S. Lamping	8,428.82 8,389.85
1,01,21	an or compiny	3,003.00

Lisa Rada Mary Burnett Rose Rodriguez Vicki O'Bannon Judy Russell Char Griffin Maureen Yantzer Elleen M. Huffman Missy Shopshire Mary Beissel Ada Y. Garcla-Herrera Tania Alcala Donna J. Saguto Faith A. Gladding Sandy K. Griffith Christine Burgstahler Dercy Minotta Mellssa R. Hennings Debbie Larson Karen M. Boura Carolyn Thompson Jenny R. DeMeil Anne Newcomb Laura Lee Haines Audrey J. Doller Pamella Stinett Stephanie Ann Showers Amy Lynn Allgood	8,383,83 8,373,67 8,358,10 8,333,75 8,295,02 8,286,63 8,286,40 8,282,40 8,282,40 8,252,36 8,252,36 8,252,36 8,170,04 8,160,77 8,142,17 8,115,47 8,024,08 8,010,01 5,786,491 7,946,03 7,946,491 7,842,600 7,842,800 7,842,800 7,842,800 7,842,800 8,843,800 8,843,800 8,843,800 8,843,800 8,843,800 8,843,800 8,840
Candy D. Lewis Phuong L. White Stella Nwokoye-Pius Carmen Nunez Vicki Jo Auth Lisa V. Bauer Lisa Anne Harmon Diane Covington Debbie A. Elbrecht	20,136.44 15,424.83 13,761.46 12,692.86 11,761.47 11,602.81 11,545.71 11,508.29 11,385.73 11,032.83 11,004.95
Patti Maxwell Janet S. Pavey Gina Beekley	10,998.19 10,924.00 10,722.34 10,618.53 10,567.72 10,355.86 10,248.72 10,061.87 9,977.06
Julie Smith Krystal D. Downey-Shada Lisa A. DeLucia Laura A. Kattenbraker K. D. Lindsey Marnie R. Yunger Donna Clark Tracy A. Crisler Jan Martino	9,895.31 9,770.28 9,713.58 9,668.88 9,585.01 9,583.19 9,552.69 9,533.31 9,525.24
Judie Roman Karen M. Getty-Hopkins Deborah K. Hack Gaynell L. Kennedy Cindy L. Yates Trudi H. Roy Regan L. Danforth Jeannette Curren-Cochra Darla L. Issa Helen Naomi Godswill	9,473.45 9,455.40 9,454.57 9,439.67 9,422.09 9,233.68 9,056.55 n 9,054.61 8,982.05 8,979.08
Gena Rae Gass Liz Whitehouse Danette K. Lynch Sherrie L. Clemons Donna B. Meixsell Gloria Dominguez Kathy Brennan Jeanette M. Thompson Mary Alice Dell Rose Mary Neel Julie Thomas	8,911.68 8,710.68 8,687.83 8,670.81 8,621.98 8,613.28 8,531.37 8,522.32 8,510.23 8,425.40
Julie Thomas Olufunke Monisola Akinokun Ekene S. Okafor Phina N. Onwuachi Donna Savacool-Barkley	8,368.89 8,343.05 8,338.09 8,306.06 8,295.22

Kathy Monahan Gina M. Gildone 8,200,99 8,096.35 Diana Gutierrez 8,045.04 Dorothy C. Ibe 8.042.75 Melissa Regina Almanza 8 041 04 Michele Semper 8,031.66 Becky M. Xepoleas 8.011.59 Palia A. Curry 8 000 67 Linda Christenson 7,999.74 Mary Sharon Howell 7.996.88 Svlvia J. Cook 7 978 83 Dori M. Fennell 7,899.08 Beverly Cherry Schoen McGinnity 7,868.76 778904 Lee A. McCarthy 7,757.54 Valerie Hammond 7,721.77 Natalie A. Rivas 7 65148 Thea Elvin 7,637.43 Elizabeth Medernach 7,600.90 Mary L. Holmes 7.499.17 Linda Leonard Thompson 7,451.21 Maryann Clark-Durell 7,444.39 Aimee Elizabeth Power 7,420.24 7,418.61 Michelle M. Visco Donna F. Knotts 7,396.03 **Cindy Anderson** 7,363.89 7,343.58 Miriam Alexander Barbara L. Harrison 7,305.49 7,304.36 7,262.35 Tammy Krueger Mary Jo Dallen Paulette Savoy 7,255.12 Kimberley Victor 7,231.29 Rocio Rebollar 7,222.31 7,196.11 Helen Amato Debbie Deets 7,194.51 Eleanor M. Reigel 7,178.80 7,137.87 Vicki S. Lindsay Pat Z. Allen 7,129.93 7,113.03 Rebecca Tilley Laurie Hallock Gail Bauer 7,038.35 Cyndy Legowski 7.034.42 Linda Sigle 7 026 44 Suzanne Moeller 7,023.49 Cissy E. Warren 6,997,79 Jovce Omene 697267 Paola J. Ramirez \$17,281.21 Ana Maria Barba 15,205.09 Julie Weaver 12 654 41 Linne' Lane 12,262.14 Elizabeth Sanchez 12,118.42 Kimberly D. Starr 12 005 37 12,002.91 Tracy Potter Jennifer L Semelsberger 11,509.39 Kristi M. Nielsen 11,430.05 Moleda G. Dailey 11.378.78 10,979.95 Delmy Ana Torrejon Lady Ruth Brown 10 899 40 10,885.59 Angie S. Day Linda L. Quillin 10,697.50 Zasha Noel Lowe 10,619.37 Ann W. Sherman 10.359.39 10,347.90 **Dolores Keller-Wills** Gladis Elizabeth Camargo 10,321.54 Phyllis I. Pinsker 10.241.67 Julia Mundy 10,034.12 Jill Beckstedt 9,999.85 Peggy B. Sacco Brigit L. Briddle 997850 9,941.95 Maria Aguirre 9,866.62 Lorraine B. Newton Marty Ulmer 9,773.87 9,636.95 Kathy R. Bullard 9,624.18 Julie Neal 9.607.32 Bettye Wilson 9.394.62 Pamela D. Cox 9,348.57 Jodi L. Feller 9,345.85 9.255.69 Debra M. Wehrer 9,040.92 Melva M. Slvthe Gloria J. Stanley 9,007.99 8 954 49 Ruby Garner 8,902.71 Silisia Evans Moses Diane Bruns 8.883.59 Randi Stevens 886854

Sandra A. Žavoda 8,671.73 Tammy Romage 8,654.64 Cheri Í 8.635.31 . Taylor Chervl T. Anderson 8 6 2 1 4 5 Janelle A. Ferrell 8.604.52 I vnn Baer Roberts 8.587.66 Tricia Ann Gallagher 8.584.45 Terrie L. Allen 8.515.53 Judy L. Staats 8.319.03 Gena Prince 8 310 46 Margaret Neill 8.284.15 Tracy Watkins Harper 8,257.29 Angelique M. Talbert 8172 97 Elizabeth A. Poole 8,160.56 Natalie Reed 8,159,36 Barbara Olesen Randall 8146 79 Agnes Stewart 8,083.18 Avelyn R. Smith 8,030.95 Joanne V. Price 8.003.38 Lisa Emily O'Brien 7.971.74 7,891.00 Alejandra Zurita Kaye Yuen 7 888 03 Pilar Najera 7.878.00 Jacqueline Denise Moye 7,869.65 Amanda N. Miller 7 853 25 7.827.56 Joanna Helton Kathleen Bonadie 7.824.44 Judy K. Johnson Englund 7,751.15 Flory Palencia 7.726.71 Ann Ferrell Smith 7,721.25 Jeannie Helm 7,715.13 Andrea Denise Evans 7,709,11 7,708.06 Wendy Clausen Debbie A. Weld 7,690.30 7,611.66 Rita E. Siqueiros-Avila Patsv A. Glunt Lyris Yee 7,548.08 7,534.13 Cheryl Banks Sara Bennett-Moore Josefa Chacon 7,451.39 Norma Hood 7.436.19 Elizabeth McCandliss 7 403 33 7,394.34 Candy I. Johnston Ellen Ezekiel Farquharson 7,367.98 Linda Klein 7 318 60 Roxanne McInroe 7,310.54 Nancy W. Pettaway 7,277.07 Bonnie Crumrin 7 233 69 Eileen Fricke 7,219.77 Jami B. Hove 7,200.17 Mariorie S. Haun 7187 42 7,162.34 Elaine Oakes Jennifer G. Bouse 7,149,59 Theresa Kusak-Smith 7126.85 Sherri Ammons 7,106.16 Roberto Castillo 7,087.65 Martha Villarreal 708126 Silvia Medrano 7.050.54 Bea Heath 7,008.85 Debra J. Witmer 698289 EMERALD Heather A. Carlson \$13,911,35 Dana G. Berry 11,949,35 Sheri L. Farrar-Mev 11.926.90 Yolanda Lopez 11.671.61 Barbara Pleet 11,628.52 Barbara Whitaker 11,596.34 Denise G. Kucharski 1157275 11,438.58 Helen Jakpor Haydee Guzmar 11,396.49 Pam Robbins Kelly 1128588 Michele Martella Ármes 11,249.70 Hollie R. Sherrick 11,046.15 I inda Bradley 10.689.08 Mavra Smalley 10.631.31 ne Oatmeve 10.590.92 Auri Hatheway 10.583.39 Melissa Ann Beckett 10 486 69 10,436.68 Karen A. Jorgenson Trisha Taylor 10.186.08 10 019 74 Blanca E. Arrovo Carolyn L. Lucas 9.913.60 Evalina Chavez 9.824.90 Kvm D. Holman-Kirk 951282

Sylvia Boggs

871928

Jeannine R. DeVore	
Harris	9,469.95
Nancy Harder	9,424.59
Kathy P. Oliveira	9,369.40
Pat Forehand	9,217.50
O'Nelly Encarnacion	
Gomez	9,171.49
Brendaliz Cajigas	9,081.49
Marianne L. Anderson	9,035.19
Frankie Clapp	9,018.21
Jo M. Cotton	8,997.72
Sheila J. McCune	8,896.30
Nancy A. Berlin	8,878.94
Christine J. Kurzawa	8,701.50
Aliuska Entenza	8,689.90
Kimbi L. Bartik	8,635.64
Kimbi L. Bartik Paula Vander Vorste	8,629.11
Liea Δ Hawkine	8,581.85
Hope S. Pratt	8,370.14
Debbie L. Bower	8,241.96
Maria Sanches	8,236.97
Kelly Marie Mac	8,183.44
Teresa L. Mock Judith E. Cotton	8,126.77
Judith E. Cotton	8,032.61
Celsa Menjivar	7,999.53
Maritza Lanuza	7.996.79
Michelle Lynn Wood	7,996.74
Joyce Young	7,888.66
Nancy A. Coleman	7,884.86
Kay Dickerson	7,846.46
	7,840.40
Jacqueline Floyd	
Judith Beede	7,811.69
Elaine K. Williams	7,799.61
Laura Krewson	7,692.55
Charlotte Mantooth	7,683.87
Deborah J. Rose	7,666.28
Annette D. Oxley	7,642.31
Rosemary Carolan	7,634.38
Candy Jackson	7,632.06
Anaitzel Avila	7,604.20
Silvia Ramos	7,534.36
Helen M. Harlow	7,502.83
	7,002.00
Kerri L. Bunker	7,468.48
Vicki Powell	7,465.89
Pamela Rowe Krzmarzick	7,440.39
Ann Shears	7,428.75
Talvia W. Peterson	7,440.39 7,428.75 7,365.67
Mary C. Cox	1.359.75
Zenelia Wheeler	1,335.07
Nancy S. North	7,303.12
Cheryl L. Foster	7,292.90 7,255.02
Ronit Goldstein	7.255.02
Donna M. Sullivan	7,197.50
Karen E. Ridle	7,159.65
Candice M. Santomauro	7,150.19
Tracy Bryce	7,132.84
Stacy D. Foust	7112.04
Five M Hell	7,118.84 7,099.15
Eva M. Hall	7,099.03
Laura A. Armstrong	7,099.03
Carol M. Fulton	7,080.93
Myrna I. Colon	7,058.49
Margarita Guerra	7,053.64
Clara Fuentes	6,990.39
Clara Fuentes Traci L. Smith	6,926.45
Barbara Gizzo	6,919.98
Cindy Greene	6,885.67
Marika McMillen	6,860.15
Mariaelena Boquin	6,786.72
Teresa Maynard	6,661.57
Grace Y. Adeoye	6,653.44
Robin S. Moody	6,631.98
Myrra Jean Hendricks	6,620.84
Julie A. Griffin	6,615.35
Lisa Allison Shawna D. Sabaaidar	6,601.06
Shawna D. Schneider	6,596.41
Melody June Oertle Danette Kelley Smith	6,586.81 6,586.53
Danette Kelley Smith	0,586.53
Sandra Chamorro	6,581.49

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

Julie M. Moreland

8.848.61

Rose Campbell

9.504.71

Mary Kay Angels These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in September 2006.

TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



\$52,452

PEARL





Barbara Sunden \$67,517 DIAMOND

Pat Fortenberry \$66,116 RUBY

Christine Peterson \$69,117 SAPPHIRE

Anne Newburv \$89,861 EMERALD

TOP UNIT — ESTIMATED RETAIL PRODUCTION

PEARL — Kim L. McClure, Go Give Area	\$92,813
DIAMOND — Pat A. Nuzzi, L. Madson Area	\$99,005
RUBY - Thessy N. Nwachukwu, Go Give Area	\$101,668
SAPPHIRE - Paola J. Ramirez, L. Ceballos Area	\$128,937
EMERALD — Heather A. Carlson, K. Helou Area	\$79,527

TOP SALES DIRECTOR—PERSONAL SALES

PEARL — Gloria B. Corn, N. Stroud Area	\$15,853
DIAMOND - Linda T. Cartiglia, P. Gruber Area	\$11,748
RUBY – Valerie A. Mullin, J. Kawiecki Area	\$18,133
SAPPHIRE - Trena Jean Ray, M. Cane Area	\$12,844
EMERALD - Marla Bradfield, Go Give Area	\$10,430

TOP BEAUTY CONSULTANT-PERSONAL SALES

PEARL — Ashlei Bell Lockhart, K. King Unit, Go Give Area	\$13,052
DIAMOND - Sandra Mora, R. Shahin Unit, P. Rodríguez-Turker Area	
RUBY — Paula M. Ellis, R. Pluchino Unit, C. Gress Area	\$15,272
SAPPHIRE — Marie-Louise Artsen, D. Moore Unit, V. Benjamin Area	\$11,827
EMERALD — Nancy Ann Peterson, T. Geraghty-McLaughlin Unit, Go Give Area	\$14,108

TOP TEAM BUILDER

PEARL - Laurie J. James, M. Smith Unit, Go Give Area
DIAMOND - Emily N. Foster, L. Taylor Unit, Go Give Area
RUBY - Halina Garbowska, C. Huntsberger Unit, R. Evans Area
SAPPHIRE - Ime E. Nkanta, S. Lett Unit, V. Benjamin Area
EMERALD - Stacey D. Cole, V. Powell Unit, J. Tade Area

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.

PEARL

Sales Director Naomi Mitchem	\$2,156.15
Sales Director Maria De Jesus Ramales	
Sales Director Keita Powell	
Sales Director Kimberly M. Harold	
Sales Director Karolyn Gott	
Sales Director Gina Beck	
Norma Limbach, N. Meyer Unit	
Sales Director Mary Claire Tapley	
Sales Director Joyce Recenello	
Sales Director Sally Ralph	
Sales Director Marla Bolling	
Sales Director Nancy L. Brailsford	
Sales Director Melissa Nix Henderson	
Sales Director Debbie Jacobs	1,472.22
Sales Director Pat Ringnalda	
Sales Director Roxanne Rodriguez-Diaz	
Sales Director Barbara L. Bayer-Coulter	1,397.21
Sales Director Joy D. Bailey-Gress	
Sales Director Taradee F. Williams	1,348.04
Sales Director Maria E. Jesus Placencia	
Sales Director Kathy E. Wickler	
Sales Director Shari M. Kirschner	
Sales Director Sandra Giraldo Kirchhoff	
Sales Director Annette Garnett Vinson	
Sales Director Amy Stokes	1,295.45

DIAMOND

Sales Director Valorie Jean White	\$2,470.49
Sales Director Maria L. Lemus	
Sales Director Shelley Olson	
Sales Director Karime Rosas	
Sales Director Jill M. Myhre	
Sales Director Heather M. Julson	
Sales Director Nikki Hall Edgemon	
Sales Director Heidi Kenealy	
Sales Director Hannah Lane Kaufman	
Sales Director Maria Flores	1,617.79
Yanira D. Zuniga, R. Shahin Unit	
Sales Director Ruth Ojibeka	1,531.01
Sales Director Pamella Stinnett	
Sales Director Andrea L. Peters	
Sales Director Peggy Sperling	
Sales Director Monica J. Hartle	
Sales Director Deborah Dudas	1,473.11

Sales Director Christine Wittmann	
Sales Director Llilian Y. Pagoada	
Sales Director Morayma Rosas	
Sales Director Karen Mitterling Johnson	
Sales Director Laura Lee Haines	
Sales Director Judy Higgins	
Sales Director Pamela Blanchard	
Alberta Aldana, M. Gonzalez Unit	1.371.27

RUBY

nobi	
Sales Director Phuong L. White	\$3,805.82
Sales Director Lisa V. Bauer	
Sales Director Trudi H. Roy	
Sales Director Diane Covington	
Sales Director Julie Rene Jennings	
Sales Director Valerie Hammond	
Sales Director Kimberley Victor	1,743.63
Sales Director Cindy L. Yates	
Sales Director Stella Nwokoye-Pius	
Sales Director Darla L. Issa	
Sales Director Jesslyn Ponce-Dick	
Sales Director Julie Smith	
Sales Director Lupita G. Ramirez	
Sales Director Maryann Clark-Durell	
Sales Director Georgia A. Eaves	
Sales Director Mary Lou Ardohain	
Juliet Ebele Okonkwo, T. Nwachukwu Unit	
Sales Director Natalie K. McNeill	
Sales Director Rebecca Tilley	
Sales Director Gina M. Gildone	
Sales Director Patti Maxwell	
Sales Director Maribel Marks	
Sales Director Tina Hulsman	
Sales Director Alexa Tarby	
Sales Director Candy D. Lewis	

SAPPHIRE

Sales Director Ana Maria Barba	\$2,701.79
Sales Director Jodi L. Feller	
Sales Director Amanda N. Miller	
Sales Director Gloria J. Stanley	
Sales Director Silvia Medrano	
Sales Director Dawn Coby	
Sales Director Jennifer L. Semelsberger	
Sales Director Heather L. Bohlinger	

Sales Director Maria Elvia Lopez	
Sales Director Judy L. Staats	
Sales Director Anne C. Martin	
Sales Director Therese E. Simon	
Sales Director Donna Sitterding	
Sales Director Elizabeth Sanchez	
Sales Director Irma Muniz	
Sales Director Brenda P. O'Sullivan	
Sales Director Lisa Emily O'Brien	
Sales Director Flory Palencia	
Sales Director Patricia Ann Lera	
Sales Director Cheryl T. Anderson	
Sales Director Roberto Castillo	
Sales Director Jenny Suarez Zuckerman	
Micah Kelly Shea, B. Randall Unit	
Sales Director Linda L. Gebhart	
Sales Director Odalys Sanchez	

EMERALD

Sales Director Carolyn L. Lucas	\$2,184.65
Stacey Deann Cole, V. Powell Unit	2,175.42
Sales Director Haydee Guzman	
Sales Director Michele Martella Armes	
Sales Director Jeannine R. DeVore Harris	
Sales Director Maria Sanches	
Sales Director Lorena M. La Rosa	
Sales Director Sheri A. Dunavan	
Sales Director Michelle Lynn Wood	156189
Cheryl Harris Rouse, D. Mobley Unit	
Sales Director Margarita Guerra	
Sales Director Maritza Lanuza	1485.90
Sales Director Sheri L. Farrar-Meyer	
Sales Director Ashley N. Clinesmith	
Sales Director Denice M. Butts	
Sales Director Pam Robbins Kelly	1 /15 67
Jennifer D. Carr, K. Pruitt Unit	120122
Sales Director Kym D. Holman-Kirk	12882/
Sales Director Kelly Marie Mac	
Sales Director Keny Mare Mac	
Sales Director Clara Fuentes	
Sales Director MaryAnn V. Knox	
Sales Director Michelle McLaughlin	
Sales Director Donna M. Sullivan	
Sales Director Marianne L. Anderson	1,302.24

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'', Independent Sales Directors'') and Independent Beauty An Debug Traduction of the optimise of the opt

Your INDEPENDENT CONTRACTOR STATUS: As an independent contractor, you are not an employee nor an agent of Mary Kay Inc. Throughout Applause® magazine, you will receive guidance, suggestions and ideas regarding your Mary Kay business, yet you have the freedom to choose your own hours and the business methods that work best for you. The Company retains no right of control over you, except those terms of your independent Beauty Consultant, Independent Sales Director and/or National Sales Director Agreement(s) with the Company. You, in turn, have no power or authority to incur any ode), obligation or liability or to make any representation or contract to held of the Company. You, in turn, have no power or authority to incur any ode), obligation or liability or to make any representation or contract to held of the Company.

Go-Give[®] Award Congratulations to the winners for January 2007.

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."



Mary **Feikles**

Pearl Future Executive Senior Sales Director

Began Mary Kay September 1995 Sales Director Debut August 1999 Offspring three first-line:

one second-line

National Sales Director Nancy Perry-Miles

Honors Premier Club qualifier; Star Consultant; four-times Sales Director Queen's Court of Personal Sales; Consultant Queen's Court of Personal Sales; three-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$59,048

Personal Lives in Erie, Pa. Husband, Pat; Sons, Brandon, Cody Favorite Quote "Faith is being sure of what we hope for and certain of what we do not see." Hebrews 11:1

Independent Future Executive Senior Sales Director Sandra A. Zavoda of Middletown, Pa., says,

"I am blessed to have Mary as the adopted Sales Director to my offspring. Not only has everyone benefited from the generosity of her time and knowledge, but they have been infused with the Go-Give[®] spirit and will, in turn, pass it on!"



Cindy Sybrowsky

Diamond Future Executive Senior Sales Director

Began Mary Kay April 1982

Sales Director Debut November 1987

Offspring three first-line; one second-line

National Sales Director Go Give Area

Honors Cadillac qualifier; Circle of Honor; two-times Sales Director Queen's Court of Personal Sales; Consultant Queen's Court of Personal Sales; 18-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$98,489

Personal Lives in Las Vegas. Husband, Steven; Sons, Nathan, Nicholas

Favorite Quote "What is meant to be is up to me!" "Remember, how you do anything is how you do everything!"

Independent Beauty Consultant

Tami Lemke of Las Vegas says, "The majority of Cindy's unit is made up of adoptees that she provides support, recognition, leadership and mentorship to, equally."



Teriegh **Wilson**

Ruby Future Executive Senior Sales Director

Began Mary Kay April 1997

Sales Director Debut June 2000

Offspring three first-line; one second-line

National Sales Director Sue Z. McGray

Honors Cadillac qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; Double Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$54,445

Personal Lives in Lacey, Wash. Husband, Tony

Favorite Quote "Do the things you ought to do when you ought to do them so you can do the things you want to do when you want to do them." Mary Kay Ash

Independent Beauty Consultant Heather Harrelson of Temple, Texas, says, "Teriegh went above and beyond what any other had done for me as an adoptee!"



Maisha Bankhead

Sapphire Future Executive Senior Sales Director

Began Mary Kay February 2003

Sales Director Debut October 2003

Offspring four first-line; two second-line

National Sales Director Go Give Area

Honors Cadillac qualifier; Star Consultant; two-times Circle of Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$83,864

Personal Lives in Los Angeles

Favorite Quote "For I know the plans I have for you,' declares the Lord, 'plans to prosper you and not to harm you, plans to give you hope and a future." Jeremiah 29:11

Independent Beauty Consultant Theoria Archer of Inglewood,

Calif., says, "I am an adoptee in Maisha's unit. She has inspired me; she is fearless, caring and compassionate."



O'Nelly Encarnación Gómez

Emerald Executive Senior Sales Director

Began Mary Kay November 1988

Sales Director Debut April 1995

Offspring five first-line; one second-line

National Sales Director Miriam Gómez-Rivas

Honors Cadillac qualifier; Star Consultant; three-times Queen's Court of Sharing; seven-times Circle of Achievement; two-times Double Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$90,091

Personal Lives in Miami. Husband, Benjamin Figueroa; Daughter, Claudia

Favorite Quote "God doesn't have favorites, but he favors those who love Him; with the Creator, all things are possible."

Independent Beauty Consultant Katya Navarro of Miami says,

"O'Nelly takes time to talk and listen to each of us. She answers all calls immediately. She shows us the importance of respecting the time of others. She is warm, caring, cordial and generous; she shares her knowledge freely."

Take the *TimeWise[®] Cellu-Shape*[™] *Contouring System* Sales Challenge!

Achieving the *TimeWise[®] Cellu-Shape*[™] *Contouring System* Sales Challenge by Feb. 28, 2007, could earn you Career Conference 2007 recognition and help you reach the goals you've been going after all year! Independent Beauty Consultants and Independent Sales Directors who:

- Sell at least 30 TimeWise[®] Cellu-Shape[™] Contouring Systems* by March 15, 2007, will receive a beautiful necklace, complete with an engraved charm bearing the inspiring words, "Be Great!" Complete the challenge, and your necklace will be delivered right to your door.
- Sell at least 30 TimeWise[®] Cellu-Shape[™] Contouring Systems* by Feb. 28, 2007, will be honored among all the attendees at Career Conference 2007 with an exclusive name badge ribbon and standing recognition. Just imagine the applause!
- Are No. 1 at their Career Conference locations by selling the most TimeWise[®] Cellu-Shape[™] Contouring Systems^{*} will receive the gorgeous Kathy Van Zeeland red leather handbag pictured here.



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MEWISE

CTILU-SHAPE

NIGHTIME

BODY CEL

GEL DE

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EL CORPORAL

OCTURNO

5 FL OZ / 147 ml

MARY KAY

TIMEWISE

CELLU-SHAPE DAYTIME BODY MOISTURIZER

HYDRATANT DE JOUR POUR LE CORPS

CREAM CORPORAL HUMECTANTE PARA EL DÍA Take advantage of the opportunity! All orders for the TimeWise[®] Cellu-Shape[™] Contouring System placed through March 15, 2007, count toward recognition.*

*BizBuilders quantities received as part of the Nov. 16 – Dec. 15, 2006, bonus count toward qualification. Individual Cellu-Shape™ products will not count toward this challenge.



MYTH: I can't afford to go.

TRUTH: You can't afford **not** to go! Just think: The profit from a few extra classes could pay your way, or start saving a small percentage of your earnings for this unforgettable trip. At *Be Bold!* Career Conference 2007, you will discover the big picture of what your Mary Kay business can be for you!

Make Your Plans Now!

"It only takes a spark to get a fire going." How true! And that spark has been found hundreds of times at Career Conference as Independent Beauty Consultants learn from the best of the best. Motivation, education, recognition – all in one place.

You can plan to register in early February on the Mary Kay InTouch[®] Web site. Click on the Career Conference 2007 logo. The locations who meet their registration goals by Feb. 28, 2007, will be entered into a drawing to win an appearance by **Ryan Rogers** and a special *Movin' On Up* reception he will host at that Career Conference location.

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