

JANUARY 2009

Applause®



MARY KAY®
Enriching Women's Lives™



Gloss and Fragrance Make a Chic Combo

Get Ready:
Updated Concealers
Are Better Than Ever

Sparkle and Shine
With a Team-
Building Challenge

Give Lips
Something to
Smile About

Applause® January 2009

get it free*

WITH YOUR ORDER

Dec. 16, 2008 – Jan. 15, 2009

Mary Kay® Deo Body Spritzer in Red Tea & Fig

Suggested use: This light, refreshing spritzer includes a deodorizing element that helps neutralize odors on contact. You can tell your customers how this unique Rainforest Harvest blend sweetened by fig notes surrounds you with its warmth. It's your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Mary Kay® Nourishing Body Lotion Samplers With Card and *The Look*

Suggested use: Your customers can browse the Winter 2008 issue of *The Look* (open stock version) that celebrates beauty with great new color looks, flawless face tips and a Mary Kay® product line Shopping Guide. And you can hand out Mary Kay® Nourishing Body Lotion Samplers With Card along with *The Look* for an additional sampling experience. One pack of 10 issues of *The Look* and one pack of six samplers with card are your BizBuilders bonus starting with a \$600 wholesale Section 1 order.

Travel Roll-Up Bag

Suggested use: This popular streamlined black nylon bag with pink lining includes clear zippered bags and a swivel hook for easy hanging, and it makes a great gift with purchase for your best customers! It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.



Product
not included.

For more details on BizBuilders bonuses,
see Page 27.

*Sales tax is required on the suggested retail value of Section 1 products.



page 4

Flawless Finish

New Mary Kay® Concealers offer seven shades for even better coverage and new packaging for more brand-building!

get set for a great year

You and your customers have a new year to embrace and all-new reasons to celebrate! Why not make the Star Consultant Program your platform for success as you reach for selling and team-building goals? You can get sales off to a great start with the fun, limited-edition Simply Chic Fragrance/Lip Gloss Duo and limited-edition I ♥ Extra Emollient Night Cream Set, plus new regular-line Mary Kay® Concealers. Then be sure your customers have lips in shape for winter with products for a perfect pout. And by showing your customers how the Mary Kay business opportunity could meet their needs, you're taking the first steps toward sharing the dream! Make it a great year!

Apricot Glaze

Whipped Berries

All About Lips

Help your customers discover products that can give them beautiful, soft and colorful lips!

◀ page

2

Paradise Pink

Hibiscus

Hibiscus



page 6 ▶

I ♥ Extra Emollient Night Cream Set

Here's a brand-new limited-edition set for everyone who loves Extra Emollient Night Cream! The I ♥ Extra Emollient Night Cream Set features a full-sized jar and a sampler tube of this ever-popular cream in a beautiful box – all for \$20 suggested retail.

love your lips

Lips will love these products that offer color, moisture and shine for a perfect pucker.

Fragrance + Gloss = Fun

If you love sheer fragrance and subtle lip gloss, here's the perfect combo – the limited-edition Simply Chic Fragrance/Lip Gloss Duo. One side features interchangeable mini roller-ball bottles of each fragrance in the Mary Kay® Eau de Toilette Collection. The other side offers Mary Kay® NouriShine® Lip Gloss in Starlet Kiss – a shade so perfectly subtle that absolutely everyone can wear it. And it all comes in a perfectly chic little gift box that can be used again and again.

Simply insert a rollerball bottle of Mary Kay® Eau de Toilette in Sparkling Honeysuckle™, Simply Cotton™, Exotic Passionfruit™ or Warm Amber™ – depending on your mood at the moment – and you're set to go. Then apply the lip gloss and fragrance throughout the day as needed for all-in-one fun! **\$35**, while supplies last

The limited-edition Simply Chic Fragrance/Lip Gloss Duo tucks perfectly into any size handbag for a combo that's so chic, so fun and so functional.



New! Limited-Edition Simply Chic Fragrance/Lip Gloss Duo, \$35



Prior to first using the Simply Chic Fragrance/Lip Gloss Duo, remove the mini fragrance bottle from the lip gloss barrel by pulling it out. Untwist the cap, then twist the cap back into place on the fragrance bottle to loosen it. You can then insert the fragrance bottle back into the lip gloss barrel and use it by simply untwisting the bottle from the barrel. (The cap will remain inside the barrel and the fragrance rollerball will be exposed.) Also, please note that the mini fragrance bottles are tightly packaged in a tray to protect them. You may need to first remove the tray from the box to remove the mini bottles.



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Color You Can Count On ▶

What's not to love about Mary Kay® Creme Lipstick? The long-wearing, stay-true color glides on with a lightweight, creamy texture, providing a veil of protection against moisture loss and delivering maximum color impact that lasts. With 32 stunning shades to choose from, you're sure to fall head over heels for more than just one! **\$13**



What's more, Mary Kay® Creme Lipstick will begin featuring color "buttons" on the end of each tube to help you quickly identify the shade, whether it's in your purse or on the counter. That means you don't have to open each tube to see the color inside!

Mary Kay®
Creme Lipstick,
\$13



New!
Limited-
Edition Satin
Lips® Gift Set,
\$18

◀ Satin Kisses

This limited-edition Satin Lips® Gift Set is your remedy for banishing dry and peeling lips. Satin Lips® Lip Mask, with miniature buffing beads, effectively exfoliates dead surface skin cells that cause lips to appear dull and lifeless. Satin Lips® Lip Balm is an amazing moisturizer. Clinical results show that a single application moisturizes lips for at least six hours. Packaged in a trendy gift box, this set can give lips a lovely lift! **\$18**

as shown in
the look



Even More to Smile About

Line Licker. Kiss lip lines good-bye with TimeWise® Age-Fighting Lip Primer that creates healthier-looking lips by fighting fine lines and

wrinkles, while light-diffusing microspheres decrease their appearance.

After a 12-week clinical study, a dermatologist saw:

- ▶ 100 percent of women had an improvement of fine lines on the lips.
- ▶ Up to 33 percent reduction in fine lines around the lips.

TimeWise® Age-Fighting Lip Primer also extends lipstick wear and prevents lipstick and lip gloss from feathering and bleeding. **\$22**

Pout Protector. Help keep lips protected and guarded from the drying effects of the sun and wind with Mary Kay® Lip Protector Sunscreen SPF 15*. Apply at least 15 minutes before sun exposure; reapply every one to three hours as needed. **\$7.50**



Precise Pucker. Perfectly define lips with Mary Kay® Lip Liner, featuring a retractable pencil that never needs sharpening. This smooth, creamy formula in 11 shades is waterproof, and the package is color coded to help you find the exact shade you need. **\$10**

Glossy Grin. Mary Kay® NouriShine® Lip Gloss, with moisturizers and conditioners, leaves lips feeling amazingly soft and supple. The superlight, nonsticky formula includes vitamins A and E. Ten great shades. **\$13**



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*Over-the-counter drug product

All product prices are suggested retail.

Concealed to perfection

New regular-line Mary Kay® Concealers provide powerful coverage with seven shades and dynamic packaging.

Concealers have been made over! The same creamy, waterproof concealer formula provides powerful coverage now in seven shades – six new natural, skin-toned shades for easy identification and matching, *and* the same yellow shade your customers love. Plus, the new black tube features a larger flat cap. **\$10** (new suggested retail price)

as shown in *the look*



Quick Q&A

Q: Why are we launching new shades?

A: Based on feedback, the new concealer shades have been modified to better match our foundation shades and correspond with our current shade matching system.

Q: Why has the packaging changed?

A: We heard you! The new larger, flat-top cap is easier to screw on and not so easy to lose. Plus, the new black packaging is part of our rebranding strategy for all products. You'll also want to note that the new Mary Kay® Concealer tube now holds .3 oz. of product, instead of .5 oz., to increase use-up rates and reorder frequency.

Q: What is the new use-up rate?

A: The current use-up rate can range from four to seven months, depending on the consumer. The previous use-up rate was approximately nine months.

Q: What can I say to my customers who ask about the new size and price?

A: Mary Kay® Concealers, at \$10 each, are an excellent value. The Mary Kay® Concealer category has not had a price increase since 1996. Also, concealers offered in the competitive marketplace range from \$14.50 to \$25 for prestige brands and \$5.49 to \$10.39 for mass brands.

Shade Conversion Chart

You can use this chart to suggest a new Mary Kay® Concealer shade to your customers.

MK Signature® Concealer	New Mary Kay® Concealer
Yellow*	Yellow* or Ivory 1
Light Ivory	Ivory 2
Ivory	Beige 1
Beige	Beige 2
Light Bronze	Bronze 1
Bronze	Bronze 2

*The Yellow shade can be used to help reduce the appearance of red in skin tone. Also, customers can mix a little of their favorite Mary Kay® foundation with their concealer to help get a perfect match.



Samplers Are Coming

You can look forward to Mary Kay® Concealer Samplers in all seven shades coming in March! Check future issues of *Applause*® magazine and the Mary Kay InTouch® Web site for details.

Perfect Match for Foundations

As you begin introducing new Mary Kay® Concealers, you also can remind your customers about the amazing foundation options you offer as a Mary Kay Independent Beauty Consultant. In fact, your customers may need to revise their foundation shade and type for the winter months. Why not turn to the Mary Kay InTouch® Web site to enhance your foundation knowledge? Go to **Products > Product Central** to learn more. You'll also find a helpful chart that matches concealer, foundation and powder shades.



Time for smooth skin

Flawless skin is a must, and making it happen at home is the beauty of the TimeWise® Microdermabrasion Set.

The TimeWise® Microdermabrasion Set has been a top seller since it launched, providing a skin care breakthrough like no other. The two-part system goes to work immediately to fight fine lines, make pores look smaller and revitalize skin so it looks noticeably softer and smoother.

After using the TimeWise® Microdermabrasion Set for just one week,*

85% saw an improvement in skin texture.

73% saw a reduction in fine lines.

71% saw pores that look smaller.

Step 1: Refine

This super exfoliating cream contains the same crystals that dermatologists use. As you gently massage your face, these micro-fine crystals immediately polish and gently remove dull and lifeless skin cells. **\$30**

Step 2: Replenish

This lightweight, nourishing serum provides a restorative effect. Instantly, skin feels soothed and ready for the next step in your Mary Kay® skin care regimen. **\$25**

Quick Q&A

Q: Who will benefit most from using this set?

A: Anyone who wants her skin to look healthier and younger and her complexion to be radiant.

Q: Why do I need Step 2: Replenish if I already use a moisturizer?

A: While Step 2: Replenish has some moisturizing benefits, it's more of a restorative product that calms, soothes and smoothes. Plus, it contains vitamins and powerful antioxidants that nourish the skin and help protect it against the environment.

as shown in *the look*



A must-have favorite

Get the set that everyone will want – an all-time Mary Kay favorite!

Brand lovers rejoice! Your all-time favorite product, Mary Kay® Extra Emollient Night Cream, is now in a jar. If that makes you want to jump for joy, go right ahead, because for over 45 years women around the world have fallen head over heels for Extra Emollient Night Cream.

That's why we're excited to introduce the I ♥ Extra Emollient Night Cream Set. This coveted limited-edition set with pink and black packaging includes one jar of Extra Emollient Night Cream (2.4 oz.) paired with a sampler size in a tube (.42 oz.) – a generous size for home and a perfectly portable version for the road. Both come in a limited-edition pretty pink box. So now you never have to be without the product you love! **\$20 for the set**, while supplies last

Did you know?

Extra Emollient Night Cream helps maintain the natural moisture of the skin and replenishes hydration in dry areas. It forms a protective shield to minimize moisture evaporation and allow increased hydration of dry areas on the face and also the hands, elbows, knees and feet. Excellent for very dry skin and dry patches.

Apply a small amount to clean skin after your regular moisturizer as needed, but only use in the evening. For added hydration, dampen skin with water prior to applying.

NEW!
I ♥ Extra
Emollient Night
Cream Set,
\$20

Fast Fun Facts:

- ♥ Extra Emollient Night Cream is one of the best-selling Mary Kay® products of all time. It has been part of the Mary Kay® product line since the Company was founded in 1963.
- ♥ This product is specially formulated for extremely dry areas of the skin.
- ♥ Factors like temperature, humidity, age and hormones can upset the skin's moisture balance.
- ♥ Oil and moisture are two different things. Oily skin can be as dehydrated as dry skin.

as shown in the look



All product prices are suggested retail.

refresh & renew

A new shower gel offers an additional cleansing option to the Mary Kay® Body Care Collection.



Basic Clean

You asked for it; you got it! New regular-line Mary Kay® Body Care Collection Shower Gels in Lotus & Bamboo and Red Tea & Fig present both tantalizing scents in an everyday shower gel.* This product was designed to meet the needs of consumers who prefer a basic cleanser without exfoliation. The shower gels each come in a clear, 6.5 fl. oz. tube. ** **\$14 each**



All Set for Sales

Two limited-edition Body Care Collection Gift Sets, **\$30 each**, are the perfect way to introduce your customers to the new shower gels. Choose from Lotus & Bamboo or Red Tea & Fig. Each set comes with a free gift bag and includes both Mary Kay® Shower Gel and the lightweight, vitamin E-enhanced Mary Kay® Nourishing Body Lotion.

Complete Regimen

Those who want to transform an everyday experience into an extraordinary one will love the entire Mary Kay® Body Care Collection! With Mary Kay® Loofah Body Cleanser (**\$16**) and Mary Kay® Deo Body Spritzer (**\$18**), the collection is complete – giving your customers body care that nurtures, renews and awakens.

*You'll want to note that the new shower gels do not contain botanical ingredients and therefore do not offer the same skin care benefits as Mary Kay® Loofah Body Cleansers.

**Due to a packaging error, the first-run productions of Mary Kay® Shower Gels were filled in an 8 fl. oz., versus the correct 6.5 fl. oz., tube. However, the labels on those first-run tubes are marked as "6.5 fl. oz." That means that your customers who receive a tube from this initial run will actually receive 8 fl. oz. of product instead of the 6.5 fl. oz. that is marked. We have corrected the packaging error, and once it is fully implemented, all Mary Kay® Shower Gels will come in the appropriate 6.5 fl. oz. tube. You may want to tell your customers who receive the larger tube about the discrepancy. We apologize for any inconvenience this may cause.

as shown in the look



Hot Looks for Winter

Give your customers something to celebrate this new year! Four new on-trend Color 101 looks can brighten any face and ward off the winter blues.

Celebrity makeup artist Susan Giordano created four looks that offer the hottest colors and trends, focusing on smoky eyes and subtle lips. Your customers will see these looks featured in the Winter 2008 issue of *The Look*, so you can simply insert corresponding eye, cheek and lipstick samplers into the *Sample Anything!* card to encourage your customers to try before they buy! The Virtual Makeover can also create dramatic eye and lip looks for personalized fun.

An "Eye Full"

Bold, dramatic eyes are everywhere! Your customers can get this sultry look with deep shades of Mary Kay® Mineral Eye Colors, eyeliners and mascara. To help a customer find a dramatic eye look with shades that match her specific skin tone and application tips for her eye shape, you can use the Create-a-Look Online Makeover, available exclusively to Independent Beauty Consultants on the Mary Kay InTouch® Web site. Simply enter your customer's information to print out an eye look with easy-to-follow instructions.

Barely-There Lips

When eyes are dramatic, subtle lips are the perfect contrast! To achieve this hot runway lip look, try soft shades of Mary Kay® Creme Lipstick, Mary Kay® NouriShine® Lip Gloss and lip liner. To help your customers apply lip products correctly, why not refer to the *Color Insider* book and DVD that feature professional makeup artist tips to enhance lips of all shapes and sizes?

as shown in *the look*





soft & sweet

Mary Kay® Mineral Eye Colors in Precious Pink, Sweet Plum and Raisin

Mary Kay® Mineral Cheek Color in Cinnamon Stick

Mary Kay® Creme Lipstick in Frosted Rose

Also includes: Deep Brown eyeliner, Pink lip liner, Gold Rush lip gloss, Mary Kay® Ultimate Mascara™ in Black plus the Mary Kay® Compact

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50



smoky sensation

Mary Kay® Mineral Eye Colors in Sweet Cream, Amber Blaze and Coal

Mary Kay® Mineral Cheek Color in Pink Petals

Mary Kay® Creme Lipstick in Tanned

Also includes: Bronze eyeliner, Neutral lip liner, Coral Rose lip gloss, Mary Kay® Ultimate Mascara™ in Black plus the Mary Kay® Compact

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50



eyes of gold

Mary Kay® Mineral Eye Colors in Amber Blaze, Vintage Gold and Cinnabar

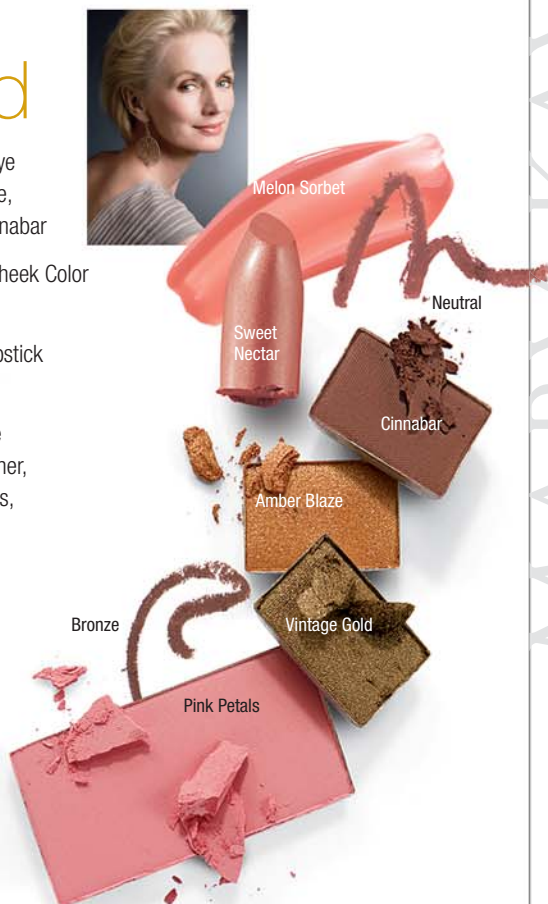
Mary Kay® Mineral Cheek Color in Pink Petals

Mary Kay® Creme Lipstick in Sweet Nectar

Also includes: Bronze eyeliner, Neutral lip liner, Melon Sorbet lip gloss, Mary Kay® Ultimate Mascara™ in Black plus the Mary Kay® Compact

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50



espresso pearl

Mary Kay® Mineral Eye Colors in Silky Caramel, Chocolate Kiss and Espresso

Mary Kay® Mineral Cheek Color in Bold Berry

Mary Kay® Creme Lipstick in Rich Cocoa

Also includes: Deep Brown eyeliner, Cappuccino lip liner, Beach Bronze lip gloss, Mary Kay® Ultimate Mascara™ in Black plus the Mary Kay® Compact

Applicators: Compact Cheek Brush and Eye Applicators, pk./two

\$113.50



All product prices are suggested retail.

warm up **winter parties**

The weather outside might be frightful, but you can bring warmth and fun inside! Here are five great reasons to encourage your hostesses to hold parties (with \$200 in total sales and one booking) this quarter.

Offer the Everyday Tote With Key Chain

This quarter, hostesses can select this stylish, black quilted tote with a pink lining and trendy key chain accessory. At 14" tall, 18" wide and 8½" deep, the tote is large enough to carry all your daily essentials – the perfect briefcase, weekend bag, gym bag or diaper bag! **\$13**

Present Hostess Gift Options

The ultrathin Quilted Cosmetic Bag Trio (**\$13 per set**) and the lighted Hostess Magnifying Mirror (**\$13**) are more great hostess gift options for all!



Use the *Beaute-vite*® Online Party Planner

Help make party planning quick and easy with this tool available on the Mary Kay InTouch® Web site. You can use it to organize parties and skin care classes, help your hostesses send invitations and keep track of attendees. [Go to Business Tools > Beaute-vite® Party Planner.](#)

Initiate Full-Circle Business Success

Parties and skin care classes are your best resources for new customers, bookings and potential new team members. For a refresher course on how to conduct a successful class or party, be sure to review the *Skin Care Class Guide* and "Color Insider Party Guide" available on the Mary Kay InTouch® Web site.

Check Out These New Party Themes Online!

Love Your Lips. With Valentine's Day just around the corner, why not offer hostesses parties that feature all the great Mary Kay® products that make lips great?

Flawless Face. Turn a skin care class into a *Flawless Face* party by focusing on the TimeWise® Microdermabrasion Set, foundation options and new Mary Kay® Concealers.

Look for specific party tips and gift set ideas for these party themes on the Mary Kay InTouch® Web site. [Go to Education > Hostess Program.](#)



business tools with brand power

Offer the Winter Gift With Purchase

Give your customers a winter skin lift! The Skin Refreshing Set includes Indulge® Soothing Eye Gel, .1 oz.; Oil-Free Eye Makeup Remover, 1 fl. oz.; Intense Moisturizing Cream, .4 oz.; and Oil-Free Hydrating Gel, .4 oz. Great for the travel needs of customers who don't want to leave home without their Mary Kay® skin care and a perfect trial for those who have yet to fall in love with these powerhouse products. All items are packaged in a black twill and mesh zippered bag with a product instruction insert.

Pk./five, \$20



Upsell With Samplers

It's smart to give your customers opportunities to try more of the products from the brand they love by offering samplers that complement other products they purchase. Here are a few suggestions:

- ▶ If she buys the Satin Lips® Gift Set, why not offer her a choice of TimeWise® Microdermabrasion Samplers, Mary Kay® NouriShine® Lip Gloss Samplers or Mary Kay® Creme Lipstick Samplers?
- ▶ If she buys a new Mary Kay® Concealer, consider providing her with a Mary Kay® Full-Coverage or Medium-Coverage Foundation Sampler – especially since her winter skin might need a new shade!
- ▶ If she buys a new Mary Kay® Shower Gel, you can offer her the Mary Kay® Nourishing Body Lotion Samplers With Card.



Promote the Virtual Makeover

This time of year, change is in the air. Why not encourage your customers to visit the Virtual Makeover available on your Mary Kay® Personal Web Site to find a new look for 2009? You can send the Virtual Makeover MKeCard® that points the way for customers to experience hours of fun as they try new looks they can simply click and purchase directly from you. Or, with your customer's permission, you could upload her photo, create a new year look and e-mail it directly to her. The new Virtual Makeover is sure to have everyone talking about what's new at Mary Kay!

First-time subscribers to a Mary Kay® Personal Web Site can sign up online for just \$25 (plus applicable tax) for the first year. With the popularity of the new Virtual Makeover, there's never been a better time!

What's New on Mary Kay InTouch®

Check out some of the following tools currently available. You may find everything you need for your Mary Kay business and more!

Winter 2008 Products.

Features all that's new this quarter.

Beauty Consultant Enrichment Program.

Get a different free CD download each month. Go to Education > Beauty Consultant Enrichment Program to listen to and download the featured CD. You can create your own library of knowledge.

CMA Awards Wrap-Up. Look for photos and a recap that sum up the success of this prestigious event.

Valentine's Day MKeCard®. You can start preparing your inventory for Valentine's Day sales and for sending this new MKeCard® beginning Jan. 14.

Product Central. This brand-new section combines all the product knowledge you need in one convenient location. Here you'll find fact sheets, workshops, product education, product ingredients, quarterly selling tips and more. Go to Products > Product Central.



Applause® Pages. At the FedEx Kinko'ssm DocStore link, you'll find several pages from Applause® magazine that can be printed at your nearby FedEx Kinko'ssm center for use in your Mary Kay business. Go to Ordering > MKConnections® to learn more.

recognition

Congratulations to the winners for September 2008

On-Target Inner/Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for September 2008, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for August 2008.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through Sept. 30, 2008.

Ruby



Carol Anton

Sapphire



Gayle Gaston

Emerald



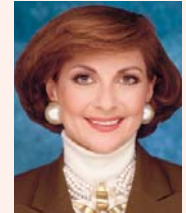
Kathy Helou

Pearl



Nan Stroud

Diamond



Barbara Sunden

On-Target for \$1,000,000 Inner Circle
Barbara Sunden.....\$254,568.67

On-Target for \$750,000 Inner Circle
Gayle Gaston.....\$216,058.58

On-Target for \$500,000 Inner Circle
Christine Peterson.....\$165,548.11
Nan Stroud.....138,999.04
Carol Anton.....137,090.07

On-Target for \$325,000 Inner Circle
Joanne Holman.....\$123,615.27

Karen Piro.....121,982.85
Rena Tarbet.....120,119.52
Lisa Madson.....115,386.57
Jan Harris.....106,975.88
Kathy Helou.....103,893.12
Cheryl Warfield.....100,741.53
Patricia Rodriguez-Turker.....100,364.62
Gloria Mayfield Banks.....99,229.44
Anita Mallory Garrett-Roe.....98,518.43
Darlene Berggren.....96,268.04
Gloria Castaño.....94,199.81
Karlée Isenhardt.....92,590.98
Pat Danforth.....89,864.07

On-Target for \$250,000 Diamond Circle
Stacy James.....\$77,452.14
Holly Zick.....77,187.85
Halina Rygiel.....76,710.74
Johnnette Shealy.....75,186.17
Sherry Giancristoforo.....72,709.76
Julianne Nagle-Hackett.....72,684.13
Jana Cox.....88,713.69
Linda McBroom.....85,271.77
Lupita Ceballos.....83,330.85
Sonia Páez.....81,528.18

Cindy Williams.....72,009.90
Linda Toupin.....70,435.28
Sue Kirkpatrick.....70,159.29
Mary Diem.....69,670.98
Pamela Waldrop Shaw.....69,473.84
Lily Orellana.....67,531.23
Rosa Jackson.....66,858.60
SuzAnne Brothers.....66,671.40
Evelinda Diaz.....66,366.97
Debi Moore.....66,358.93
Doris Janke.....65,175.33
Kerry Buskirk.....62,682.84

On-Target for \$200,000 Diamond Circle
Judie McCoy.....\$61,227.88
Shirley Oppenheimer.....60,779.22
Pam Gruber.....60,285.95
Ronnie D'Esposito Klein.....59,623.66
Sonya LaVay.....59,523.56
Wanda Dalby.....59,472.65
Tammy Crayk.....57,918.48
Joyce Z. Grady.....57,319.15
Jeanne Rowland.....57,077.72
Cindy Fox.....57,065.87
Diane Underwood.....56,649.07

Nancy Bonner.....55,110.10
Mary Estupifian-Martel.....54,811.22
Jackie Swank.....54,671.83
Pamela Fortenberry-Slate.....52,864.37
Sandy Miller.....52,690.74
Dacia Wiegandt.....52,051.98
Maria Monarrez.....52,043.47
Valerie Bagnol.....51,634.77
Kimberly Starr.....51,502.23

Monthly Commissions and Bonuses

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

Ruby

Carol Anton**.....\$59,540
Pat Danforth.....39,529
Karlée Isenhardt**.....36,414
Linda McBroom**.....34,877
Sue Kirkpatrick.....34,036
Johnnette Shealy*.....30,012
Ronnie D'Esposito Klein*.....28,204
Shirley Oppenheimer*.....28,081
Wanda Dalby**.....26,283
Rebecca Evans*.....25,421
Pam Ross*.....21,235
Jeanne Rowland*.....20,661
Janis Z. Moon.....19,386
Terri Schafer.....18,945
Gay Hope Super.....18,938
Lynne G. Holliday.....18,718
Kimberly R. Copeland.....18,083
Bea Millsagle.....17,958
Kate DeBlander.....17,928
Candy D. Lewis.....16,890
Toni A. McElroy.....16,585
Maria Aceto Piro.....16,548
Judy Kwiecki.....16,505
Michelle L. Sudeth*.....16,348
Sue Z. McGray.....15,671
Cyndee Gress.....15,443
Pamela A. Fortenberry-Slate*.....15,409
Phyllis Chang.....15,084
Margaret M. Bartsch.....14,964
Patricia Lane.....14,810
Gena Rae Gass.....14,634
Cheryl J. Davidson.....14,206
Kirk Gillespie.....14,072
Rhonda L. Fraczowski.....13,980
Cindy Towne.....13,612
Scarlett S. Walker*.....13,423
Kelly McCarroll.....12,843
Amy Dunlap.....12,679
Cindy Z. Leone.....12,362
Vicki Jo Auth.....12,079
Nancy West Junkin*.....11,780
Jean Santini*.....11,734
Katie Walley.....10,607
Thea Elvin.....10,523
Nancy M. Ashley*.....10,103
Vicky L. Fuseller.....9,606
Sharilyn G. Phillips.....8,662
Renee D. Hackleman.....8,249
Donna B. Meixsell.....7,406

Sapphire

Gayle Gaston***.....\$77,672
Christine Peterson***.....62,827
Rena Tarbet*.....62,804
Joanne Holman**.....44,990
Jana Cox*.....37,597
Lupita Ceballos**.....36,082
Judie McCoy*.....30,351
Sonya LaVay*.....28,912
Valerie J. Bagnol*.....26,452
Shannon C. Andrews*.....21,780
Mattie Dozier.....20,749
Pam Klickna-Powell.....20,522
Kimberly D. Starr.....19,804
Gloria Báez*.....19,253
Karen Kratochvil.....19,209
Sherril L. Steinman.....18,864
Maribel Barajas.....18,669
Nancy A. Moser.....18,636
Sharon L. Buck.....18,586
Debra M. Wehrer.....18,083
Pam I. Higgs.....18,078
Jan L. Thetford.....18,046
Jeanne Curtis.....17,909
Magdalena Nevarez.....17,868
Alia L. Head.....17,718
Paola J. Ramirez.....17,311
Jo Anne Barnes.....15,908
Davanne D. Moul*.....15,213
Carol L. Stoops.....14,530
Britt L. Bridle.....14,514
Mary L. Cane.....13,805
Karen B. Ford.....13,635
Vernella Benjamin.....13,160
Gillian H. Ortega.....12,247
Joy L. Breen.....12,088
Ann Brown.....11,768
Maria Aguirre.....11,622
Kendra Crist Cross.....11,505
Mirna Mejia de Sanchez.....9,783
Elizabeth Sánchez.....9,256
Lorraine B. Newton.....9,113
Jill Moore.....8,444
Gladis Elizabeth Camargo*.....8,146

Emerald

Kathy Helou*.....\$45,977
Gloria Mayfield Banks***.....44,336
Lily Orellana.....40,913
Dacia Wiegandt.....35,193
Debi R. Moore*.....32,873
Sherry Giancristoforo**.....31,251
Doris Janke*.....25,977
Kerry Buskirk*.....25,844
Cindy Fox*.....25,082
Jamie Cruse-Vrinios.....24,683
Consuelo R. Prieto.....23,284
Mona Butters.....21,378
Kay E. Elvrum.....20,116
Janet Tade*.....19,730
Pamela E. Tull.....19,647
Joanne R. Bertalan*.....18,869
Yvonne S. Lemmon.....18,820
Judy Harmon.....18,087
Jackie LaPrade.....17,765
Cathy Phillips.....17,046
Cathy Bill*.....16,743
Cristi Ann Millard.....15,820
Regina Hogue.....15,228
Brenda Segal*.....14,708
Kathy Rodgers-Smith.....14,586
Sabrina Goodwin Monday.....14,430
Carmen Rios.....14,187
Barbara Whitaker.....14,184
Crisette M. Ellis.....13,657
Kym A. Walker*.....13,386
Miriam Gómez-Rivas.....13,334
Dawn Otten-Sweeney.....12,730
Natalie Privette-Jones.....12,306
Shelly Gladstein.....12,073
Sherry A. Alexander.....11,828
Jo Reynal Rogers.....11,237
Francie McBeth.....9,890
Irene A. Shea.....9,603
Joanne Hollingsworth.....8,092
Pamela Cheek.....7,112
Nora L. Shariff*.....6,846
Esther Whiteleather.....6,820
Phyllis R. Sammons.....4,919

Pearl

Nan Stroud***.....\$54,685
Cheryl Warfield**.....50,068
Darlene Berggren*.....44,491
Jan Harris*.....43,797
Stacy I. James*.....39,249
Pamela Waldrop Shaw.....38,019
Cindy A. Williams.....34,451
Halina Rygiel*.....31,281
Sandy Miller*.....27,996
Rosa Jackson**.....26,022
Jackie Swank*.....25,459
Julie Krebsbach.....24,095
Maureen S. Ledda*.....22,734
Anita Tripp Brewton*.....21,818
Nancy Bonner*.....20,746
Monique Todd Balboa.....20,175
Anabel Rocha.....19,386
Mary C. Estupifian-Martel*.....19,283
Wilda DeKerlegand*.....18,728
Cathy E. Littlejohn.....18,727
Elizabeth Fitzpatrick*.....18,562
Pat Campbell.....18,016
Judy Brack.....17,552
Barbara Stimach*.....16,283
Robin Rowland.....16,094
Bett Vernon.....15,918
Deb Pike.....15,816
Ruth Theodocion.....15,700
Shirley M. Oshiro.....14,897
Beatrice Powell.....14,859
Sylvia Kalicak.....14,746
Jane Studrawa.....14,629
Lynda Jackson*.....14,472
Beatrice Powell.....14,017
Glinda McGuire.....13,750
Rosalia Ann Medjesky.....13,577
Linda Kirkbride.....13,507
Maureen Myers.....13,465
Allison LaMarr.....12,326
Wadene Claxton-Prince.....11,271
Kathy Jones.....10,830
Bettye M. Bridges.....8,751
Anita N. Conley.....8,564
Mary Pat Raynor.....7,810
Sonja Hunter Mason.....6,320

Diamond

Barbara Sunden***.....\$90,905
Lisa Madson.....61,138
Karen Piro**.....57,662
Patricia Rodriguez-Turker*.....52,492
Sonia Páez.....46,140
Anita Mallory Garrett-Roe*.....40,974
Linda C. Toupin.....38,575
Gloria Castaño**.....38,463
Evelinda Diaz.....37,980
Joyce Z. Grady.....31,963
SuzAnne Brothers*.....31,118
Tammy Crayk.....30,609
Diane Underwood.....29,632
Pam Gruber*.....28,848
Maria I. Monarrez.....28,557
Julianne Nagle-Hackett*.....28,304
Mary Diem*.....27,620
Sandy Valerio.....27,280
Dawn A. Dunn.....24,166
Dalene Hartshorn.....24,070
Holly Zick**.....23,327
Jo Anne Cunningham.....22,452
Sharon Kingrey.....19,031
Connie A. Kittson.....17,304
Charlotte G. Kosena.....15,951
Diana Heble.....15,034
Andrea C. Newman.....14,246
Diana Sumpter.....13,306
Morayma Rosas.....12,784
Rosibel L. Shahin*.....12,323
Sandra Chamorro.....12,150
Betty Gilpatrick.....11,446
Isabel Venegas.....11,120
Caterina M. Harris.....10,848
Carol Lawler.....8,526
Jan Mazziotti.....7,706

*Denotes Senior NSD

**Denotes Executive NSD

***Denotes Elite Executive NSD

diamond/diamante

new debuts/debutes July/julio

New Independent Sales Directors. For more information, log on to the Mary Kay InTouch® Web site. Under "Resources", click on "DIQ Program." /Nuevas Directoras de Ventas Independientes. Para más información, visita el sitio electrónico *Mary Kay InTouch®*. En el apartado "Recursos", haz clic en "Programa DIQ".



Valerie Carter
Orem, Utah
J. Partridge Unit

Congratulations to Sales Directors **Jacqueline Jomara Alarcon**, Sleepy Hollow, N.Y., M. Hidalgo Unit; **Santos Alicia Alfaro**, Glen Cove, N.Y., M. Morra Unit; **Christi Ann Ardis**, Rapid City, S.D., J. Abraham Unit; **Reina Ardon**, Las Vegas, M. Ramirez-Santana Unit; **Maria D. Argueta**, Charlotte, N.C., M. Guerrero Unit; **Rosa J. Avelar**, Hempstead, N.Y., D. Moran Unit; **Ana Aleida Ayon**, Corona, Calif., J. Santos Unit; **Ester Maria Barahona**, Nanuet, N.Y., O. Giraldo Unit; **Maria Santos Blanco**, Sterling, Va., N. Ascencio Unit; **Antoinette Michelle Bloomfield**, Philadelphia, M. Adams Unit; **Charisa M. Bryant**, Amarillo, Texas, C. Smith Unit; **Rosa R. Castillo**, East Elmhurst, N.Y., C. Zaldivar Unit; **Marisol Elizabeht Cruz**, Nokesville, Va., N. Ascencio Unit; **Amy Renea England**, New Tazewell, Tenn., C. Russell Unit; **Susana Escalante**, Bronx, N.Y., G. Rodriguez Unit; **Esther Garcia Exiga**, Bellflower, Calif., M. Gonzalez Unit; **Majida Faour**, Bellevue, Wash., S. Wagner Unit; **Daysi Flores**, Stamford, Conn., C. Ortiz Unit; **Laura Romero Garcia**, Long Beach, Calif., M. Diaz de Leon Unit; **Mariela Gonzalez**, Los Angeles, B. Arroyo Unit; **Nettie Hellquist**, Savage, Minn., T. Beckstead Unit; **Cindy W. Hennings**, Buford, Ga., C. James Unit; **Jennifer Lee Huey**, Canton, Ga., C. James Unit; **Jazmin Jain**, Lowell, Mass., D. Ferguson-Mentiply Unit; **Luci Jobity**, Attleboro, Mass., D. Ferguson-Mentiply Unit; **Lelani Kasper**, Cedar Lake, Ind., M. King Unit; **Giovanna La Cruz**, Doral, Fla., I. Hernandez Unit; **Brenda P. Larsen**, Mendon, Utah, S. Clark Unit; **Melanie Rae Levy**, Waldorf, Md., J. Kiser Unit; **Angelica Silva Martinez**, Sanford, N.C., S. Castillo-Velazquez Unit; **Rocio Martinez**, Detroit, L. Sanchez Unit; **Blanca Corina Menjivar**, Warrenton, Va., F. Morla-Canales Unit; **Mayra Olivia Millan**, Dodge City, Kan., K. Rosas Unit; **Milagro Montoya**, Bronx, N.Y., K. Colon Unit; **Vanessa Tamara Moodie**, Eagle Mountain, Utah, A. Niculescu Unit; **Emma Morales**, Amarillo, Texas, S. Marta Unit; **Lisa Nagle**, Farmington, Maine, S. Burgess Unit; **Evangelina Ochoa**, Glendale Heights, Ill., A. Solis Unit; **Nkechi F. Okwara**, Bowie, Md., F. Nweze Unit; **Neda J. Orihuela Campero**, Arlington, Va., F. Morla-Canales Unit; **Neris A. Polanco**, Lawrence, Mass., G. Rodriguez Unit; **Eusebia Ramirez**, Hilton Head, S.C., M. Diaz De Romero Unit; **Valerie McCullough Reynolds**, Meridian, Miss., J. Calvert Unit; **Pamela Rhodes**, Owensville, Ind., M. Lemon Unit; **Lauren Elise Richards**, Clinton, Mass., R. Renzi Unit; **Alba Rodriguez**, Houston, R. Fernandez Unit; **Maribel Rodriguez**, Lynn, Mass., E. Rodriguez Unit; **Rosy Margarita Rosas**, Denver, D. Ponce Unit; **Alicia Sanchez**, Amarillo, Texas, C. Perez Unit; **Cecilia Soto**, Boynton Beach, Fla., G. Ambrossi Unit; **Kellie M. Spears**, Niceville, Fla., F. Gladding Unit; **Zelma Elena Torres**, Liberal, Kan., R. Alvarado Unit; **Angela Ruth Torrez**, Fairgrove, Mich., J. Sayles Unit; **Maria S. Urena**, Story Point, N.Y., I. Nunez Unit; **Yesenia Vasquez**, Mesquite, Texas, B. Vasquez Unit; **Blanca Vazquez**, Elmhurst, N.Y., B. Vazquez Unit; photos unavailable at press time./

Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

Dean's List/Lista del Decano

(September 2007 debuts/debutes de septiembre 2007)

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



Florence Ozurumba
Union, N.J.
N. Ashley Area
Ruby Seminar

Jacinta Ukah-Ogbonna
East Hanover, N.J.
B. Sunden Area
Diamond Seminar

Congratulations to Sales Director **Princess Daley**, Brooklyn, N.Y., Go Give Area, Ruby Seminar; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

Honors Society/Sociedad de Honor

(September 2007 debuts/debutes de septiembre 2007)

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



Esther Benitez
Dacula, Ga.
E. Diaz Area

Guadalupe Garcia
Thomasville, N.C.
S. Páez Area

Darlene Marie
Misciagno
Clermont, Fla.
A. Mallory Garrett-Roe
Area

Elizabeth Ire Olumese
Largo, Md.
J. Grady Area

Juana Elvira Rivera
Houston
G. Castaño Area

Kellee L. Valerio
Blue Bell, Pa.
S. Valerio Area

Congratulations to Sales Director **Lucy Varela**, Ossining, N.Y., P. Rodriguez-Turker Area; photo unavailable at press time./Felicidades a esta Directora de Ventas cuya foto no estaba disponible al cierre de edición.

Fabulous 50s/Los Fabulosos 50

(March 2008 debuts/debutes de marzo 2008)

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



Shelayne B. Clark
Wellsville, Utah
S. Brothers Area

Ana Maria Lopez
Chicago
Diamond Go Give Area

Fernanda Morla-Canales
Warrenton, Va.
E. Diaz Area

Ericka Rodriguez
Chicago
Diamond Go Give Area

Congratulations to Sales Directors **Tina Marie Kocourek**, Manitowoc, Wis., L. Madson Area; **Delmi Cristina Santos**, Charlotte, N.C., B. Sunden Area; photos unavailable at press time./Felicidades a estas Directoras de Ventas cuyas fotos no estaban disponibles al cierre de edición.

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On the Write Track/En buen camino

(July 2008 debuts/debutes de julio 2008)

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

Jacqueline Jomara Alarcon	Julia S. Canales Martinez	Cindy W. Hennings	Nkechi F. Okwara	Alba Rodriguez	Yesenia Vasquez
Ana Aleida Ayon	Marisol Elizabeht Cruz	Emma Morales	Neda J. Orihuela Campero	Cecilia Soto	
Ester Maria Barahona	Esther Garcia Exiga	Evangelina Ochoa	Eusebia Ramirez	Maria S. Urena	

New Team Leaders/Nuevas Líderes de Equipo

Independent Beauty Consultants who have at least five active personal team members for the first time./Las Consultoras de Belleza Independientes que por primera vez obtuvieron por lo menos cinco integrantes de equipo personal activas.

Abimbola A. Akeju	Anahi Cazares	Maylin S. Garcia	Meagan E. Leopard	Erika Ramirez	Feyisayo Tolani
Comfort Akingbemisola	Josefa F. Ceballos	Juselfy A. Gil Santos	Cindy Leos	Mariella J. Ramirez	Maria Tovar
Libia A. Albarracin	Marta I. Contreras	Emily M. Glicksman	Maria O. Llamas	Sara R. Redar	Pat Trautman
Alida Alfonso	Karina Cordova	Carolina Gomez	Maria Antonia Lorenzana	Rosa M. Rojas	Traci E. Tumillo
Olga L. Alvarez	Martha C. Cuellar	Londa J. Harpster	Emelia Martinez	Rocio Roman	Laurine M. Turay
Bissy Asolo	Pilar Desaez	Nieve Hernandez	Maria L. Martinez	Alejandra Rosales	Paula P. Vargas
Beatriz Barajas	Lourdes Diaz	Norma L. Hernandez	Cristina I. Medina	Esmeralda Salas	Traci M. Vavrina
Jennifer L. Barber	Ivette Duarte Barrantes	Rita Herrera	Ana Maria Mendoza	Ana Salazar	Petrona Velasquez
Donna K. Barrilleaux	Ana J. Duenas	Rachel Huffman	Casilda Morales	Adriana Samano	Rosa D. Ventura
Emily Baumann-Flitter	Susan M. Ecker	Julie L. Hunniford	Leticia Morales	Juana Santos	Maria S. Yanes
Amanda J. Baumgartner	Edna Elijah	Jackie T. Jackson	Rosa M. Ortiz	Shanna M. Scordo	Sylvia Yanez
Christine M. Birdsall	Aretha F. Elston	Patricia Jimenez	Ijeoma F. Ozigbo	Tabatha J. Shelton	Erika Zambrano
Michelle M. Brumgard	Ana M. Encarnacion	Wanda Jimenez	Audrey Perez	Heather R. Smith	Carolina Zendejas
Kelly L. Bushu	Blanca E. Escareno	Monica K. Jones	Candelaria Perez	Jakelin Solares	
Miriam E. Calderon	Erika Esparza	Jennifer S. Kennedy	Olga L. Perez	Christie M. Starks	
Margarita Castelan	Maria P. Estevez	Sonja Knight	Ramona Perez	Shannon M. Stonum	
Margarita Castillo	Patricia M. Frank	JoAnn I. Kouba	Nancy P. Placencia	Illuminada Taveras	
Hailyn Castillo-Bluff	Maria Garcia	Denia Lebron	Heather C. Raco	Beth A. Tinker	

13% Club/Club del 13%

Congratulations to the top 25 Independent Beauty Consultants and Independent Sales Directors in the Diamond area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$200 in wholesale orders during September./Felicitaciones a las primeras 25 Consultoras de Belleza Independientes y Directoras de Ventas Independientes en el área Diamante que ganaron las comisiones del 13% por equipo personal. Éstas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$200 al mayoreo en septiembre.

Sales Director Felicia Ifeyinwa Nweze.....	\$4,046.41	Sales Director Joyce M. Conant.....	1,691.72	Claudia Patricia Castaneda, D. Lozano Unit	1,454.44
Sales Director Tina Dianne Ward	3,648.68	Sales Director Maria Aracelis Jauch.....	1,597.34	Sales Director Julieta A. Mitchell	1,450.12
Sales Director Chatney Gelfius.....	2,310.62	Sales Director Olga Cecilia Giraldo.....	1,543.49	Sales Director Silvia Sanchez.....	1,449.27
Sales Director Ngozi Onuoha.....	1,983.70	Sales Director Julie Danskin	1,523.93	Sales Director Juanita Chihuahua	1,440.14
Sales Director Jen Kalvoda.....	1,909.90	Sales Director Uzoamaka Osili	1,523.05	Sales Director Karime Rosas.....	1,434.55
Sales Director Pamela Stinnett.....	1,886.24	Sales Director Lisa Rada	1,517.17	Sales Director Ana X. Solis	1,420.80
Sales Director Leonor Colin	1,854.09	Sales Director Maritza Estela Gonzalez.....	1,489.38	Sales Director Emily Sims.....	1,400.33
Sales Director Griselda Gordillo-Botello	1,814.64	Sales Director Rita M. Krause.....	1,480.41		
Sales Director Judy M. Suhonen	1,712.30	Sales Director Lisa Moon-Cox.....	1,477.06		

Be sure to check out quarterly *Ovation*® for more recognition. Go to the Mary Kay InTouch® Web site under "Resources," click on "Publications" and then "*Ovation*®." **No olvides consultar *Ovación*™ trimestralmente para ver más reconocimiento.** Visita el sitio electrónico *Mary Kay InTouch*® y en "Recursos", haz clic en "Publicaciones" y luego en *Ovación*™.

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Gold Medals/Medallas de Oro

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

NAME/NOMBRE NEW TEAM MEMBERS/ NUEVAS INTEGRANTES DE EQUIPO

93 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Silvia Sanchez.....5

87 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Ana Solis.....8

64 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Clara Fuentes.....5

41 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Yesenia Mendez.....5

39 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Cindy Wallace.....5

33 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Rosa Rivera.....5

32 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Ruth Ojibeka.....5

29 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Felicia Nweze.....10

25 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Juanita Chihuahua.....8

22 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Gloria Gavilanes.....5
Sales Director Georgina Ochoa.....5

21 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Griselda Gordillo-Botello.....5
Sales Director Maria Ortiz.....5

20 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Teresa Lischwe.....6

19 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Staar Fields.....9

18 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Ana Castellon.....5
Sales Director Graciela Valadez.....6

17 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Judith John.....9
Sales Director Evtelia Valdez-Cruz.....5

16 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Kim Meyers.....5
Sales Director Daisy Del Ventura.....5

15 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Jennifer Agema.....9
Sales Director Magda Cruz.....7
Sales Director Sandra Sanchez.....6

14 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Christine Ali.....5
Sales Director Mireya Pace.....5
Sales Director Maria Rocio Rico De Jacinto.....7

13 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Geraldine Kum Ngum.....7
Sales Director Uzoamaka Osili.....11

12 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Lucrecia Aguirre.....5

11 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Bertha Mira.....5
Sales Director Maria Siguena.....5
Sales Director Chikodili Ugokwe-Udamba.....6

10 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Mercedes Estrada.....7
Sales Director Soledad Garcia.....5
Sales Director Julieta Mitchell.....8
Sales Director Shari Schlapman.....6
Sales Director Tina Ward.....15
Sales Director Jo Ellen Weaverling.....12

9 GOLD MEDALS/MEDALLAS DE ORO
Sales Director America Castillo.....5
Sales Director Nida Escobar.....6
Sales Director Gloria Escobar De Barrientos.....5
Sales Director Maria Escobedo.....5
Sales Director Nkechi Okwara.....5
Sales Director Delia Ponce.....5

8 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Nelly Albino.....5
Sales Director Leonor Colin.....8

7 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Amparo Guzman.....5
Sales Director Lisa Moon-Cox.....5
Sales Director Carmen Perdomo.....5
Sales Director Blanca Vazquez.....5

6 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Indhira Fernandez.....6
Sales Director Juana Jaquez.....5
Sales Director Michelle Reisenauer.....8

5 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Audrey Bonaparte-Watts.....5
Flor Garcia, E. Salazar Unit.....5
Sales Director Donna Harris.....5
Sales Director Rita Krause.....5
Sales Director Christine Miller.....5
Sales Director Paula Ramirez.....5
Sales Director Maria Santillan.....5

4 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Maria Duran.....5
Sales Director Laura Gill.....5
Sybil Mercer, D. Misciagno Unit.....10
Nanayaa Owusu-Prempeh, I. Collins Unit.....6
Sales Director Jacinta Ukah-Ogbonna.....7
Sales Director Reina Umana.....6

3 GOLD MEDALS/MEDALLAS DE ORO
Sales Director Monica Adams.....6
Rafaela Arevalo, M. Lemus Unit.....12
Sales Director Sherralynn Arnold.....5
Maria Gomez, L. Molina Unit.....5
Sonia Lopez, A. Canales Unit.....6
Minerva Macaluso Umanzor, J. Canales Martinez Unit.....5
Sales Director Consuelo Mendez.....5
Muteeat Ogungbenro, D. Jeter Unit.....16
Miriam Pineda, D. Osorio Unit.....11
Teresa Ramirez, S. Marta Unit.....5

Sales Director Carol Short.....5
Sales Director Pamela Sparks.....5
Eva Veliz, G. Castaño Unit.....6
Jena Weekley, T. Ward Unit.....5

2 GOLD MEDALS/MEDALLAS DE ORO
Nike Awoleye, S. Ray Unit.....7
Noemi Baez, J. Rosario Unit.....5
Claudia Castaneda, D. Lozano Unit.....9
Maria Cedenio, H. Sanchez Unit.....6
Erika Day, L. Rivera Unit.....10
Laura Diaz, V. Scott Unit.....9
Maritza Flores, R. Bonilla Unit.....7
Vilma Garcia, N. Hernandez Unit.....5
Cristina Gualdian, O. Sanchez Unit.....10
Maria Guerrero, P. Chavez Unit.....5
Esther Gutierrez, M. Casillas Unit.....9
Crystal Lyon, D. Christensen Unit.....9
Sales Director Dercy Minotta.....5
Leslin Nunez, C. Mendez Unit.....5
Nataly Ochoa, A. Toscano Unit.....5
Rosemary Omeihe, J. Ogbonna Unit.....5
Sara Ortega, M. Acosta Unit.....8
Delia Serrano, E. Exiga Unit.....10
Melanie Snavelly, P. Mullin Unit.....5
Tere Soto, B. Arriaga Unit.....5
Susan Turner, E. Huffman Unit.....7

1 GOLD MEDAL/MEDALLA DE ORO
Libia Albarracin, J. Alarcon Unit.....5
Alida Alfonso, A. Pelaez Unit.....8
Romelia Arevalo, M. Acosta Unit.....7
Ana Barros, L. Varela Unit.....5
Maria Contreras, A. Canales Unit.....5
Marta Contreras, M. Hernandez Unit.....5
Karina Cordova, R. Gonzalez Unit.....5
Aurora Cortes, J. Rosario Unit.....5
Carol Cossitt, A. Leanos Unit.....8
Monica Cramer, A. Solis Unit.....5
Martha Cuellar, D. Cadenhead Unit.....7
Ana Duenas, M. Martinez-Ardon Unit.....5
Blanca Figueroa, E. Bermeo Unit.....6
Erynne Fuller, J. Jain Unit.....6
Maylin Garcia, A. Garcia-Herrera Unit.....8
Sales Director Paula Genkinger.....5
Julie Gentry, H. Brown Unit.....8
Sabina Gonzalez, R. Umana Unit.....5
Marileidy Grullon, M. Dominguez-Pena Unit.....6
Sales Director Jenny Guzman.....5
Londa Harpster, H. Newell Unit.....5
Oralia Leon, R. Perez-Mozqueda Unit.....5
Cristina Medina, G. Munoz Unit.....5
Cira Michel, B. Symons Unit.....5
Lara Miller, J. Andriese Unit.....5
Casilda Morales, J. Otero Unit.....5
Rosa Orante, N. Ascencio Unit.....5
Nora Osei-Aboagye, Y. Tazem Unit.....5
Ijeoma Ozigbo, Y. Tazem Unit.....5
Maria Paulino, G. Castaño Unit.....5
Erika Ramirez, D. Urbina Unit.....5
Francisca Severino, M. Balentin Unit.....6
Leticia Vargas, M. Avila Unit.....5
Yeni Zavaleta, J. Canales Martinez Unit.....5

recognition/reconocimiento

Achievement Circle/Círculo de Logros

Listed below is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their September 2008 estimated unit retail production./Lista de las primeras 100 Directoras de Ventas Independientes en cada Seminario según su producción de unidad estimada al menudeo de septiembre de 2008.

Ruby/Rubi

Ekene Okafor.....	\$165,522
Amber Hernandez.....	91,656
Phuong L. White.....	91,202
Oye A. Onuoha.....	90,403
Thesay Nkechi Nwachukwu.....	86,563
Krystal D. Downey-Shada.....	86,244
Appolonia Nnediogo.....	
Onwuanaegbule.....	86,157
Krystal K. Walker.....	80,498
Dorothy C. Ibe.....	79,394
Anne Weidenweber.....	74,697
Melissa Kaye Kopec.....	73,882
Christy Huber.....	71,293
Debbie A. Elbrecht.....	69,029
Adaora Eucharía Umeh.....	67,957
Tiffany Brooke Stout.....	65,189
Stella Smith-Plus.....	63,802
Patty L. Bojan.....	62,089
Judy Lund.....	60,655
Helen Naomi Godswill.....	59,886
Deborah S. Bailly.....	59,546
Donna Clark.....	57,692
Lisa Tyson-Cox.....	56,328
Lisa Anne Harmon.....	55,358
Julie Smith.....	54,677
Marnie R. Yungler.....	54,359
Chioma Ajaegbu.....	54,334
Julie Rene Jennings.....	54,079
Khal DeBlander Brigham.....	53,938
Phai N. Onwuachi.....	53,405
Cheryl O. Fulcher.....	53,363
Laura A. Kattenbraker.....	53,275
Somer Ballard Carter.....	53,260
Cissy E. Warren.....	52,809
Debra J. Sims.....	52,151
Amber J. Schaffner.....	51,566
Timmi Davis.....	51,223
Tina Hulsman.....	51,258
Bridgette Rae Conley.....	50,926
Suzanne Tripp-Black.....	50,356
Susan Jean Miller.....	50,309
Sarah Driggers.....	50,019
Kathleen C. Savorgnan.....	49,835
Patti Maxwell.....	49,305
Debra Moore Kinley.....	49,235
Susan C. Ehrnstrom.....	49,223
Sonya F. Goins.....	49,108
Teri A. Nichols.....	48,549
Diane Covington.....	48,238
K. T. Marie Martin.....	47,755
Janet S. Pavey.....	47,712
Christy M. Cox.....	47,711
Helen Amato.....	47,664
Lisa A. DeLucia.....	47,522
Mary Sharon Howell.....	47,435
Esther M. Maston.....	47,268
Liz Whitehouse.....	47,162
Courtney Leanne Armstrong.....	47,147
Carmen Nunez.....	46,303
Lisa Baker.....	46,215
Deborah J. O'Leary.....	46,032
Jill E. Garrett.....	45,937
Laurie Hallock.....	45,643
Karen M. Irwin.....	45,514
Suzanne Moeller.....	45,063
Breda M. Teal.....	44,900
Gloria Bello.....	44,883
Brenda Fenner.....	44,661
Maria N. Espinoza.....	44,626
Gloria Dominguez.....	44,479
Cindy P. Markowski.....	43,967
Lisa V. Bauer.....	43,708
Meg Springer.....	43,650
Lori Packee.....	43,586
Lee A. McCarthy.....	43,356
Julie Brindell Sapp.....	43,133
Agatha M. Okocha.....	42,779
Jeanette M. Thompson.....	42,652
Jennifer L. Ellinger.....	42,547
Christy Barnett.....	42,457
Julie Thomas.....	42,184
Linda Omene.....	42,010
Mary Lou Ardohain.....	41,769
Rose Mary Neel.....	41,731

Judie Roman.....	41,679
Sylvia Limon Martinez.....	41,598
Titilayo Onasanya.....	41,131
Eva E. Holguin.....	41,020
Donna F. Knotts.....	40,724
Christina Vizcano.....	40,719
Kimberly Cavarretta.....	40,644
Joyce Omene.....	40,528
Elizabeth A. Kramer.....	40,405
Melanie S. Abernathy.....	40,337
Candace Lyn Chambers.....	40,077
Crystal Caldwell Hubbard.....	39,793
Cindy M. Levitt-Amador.....	39,642
Bonnie Brannan.....	39,538
Maureen Uzorka.....	39,432
Elizabeth Ann Foss.....	38,805
Irene Oloko.....	38,781

Sapphire/Zafiro

Sylvia Boggs.....	\$84,206
Tracy Potter.....	81,236
Heather L. Bohlinger.....	74,101
Julie Neal.....	70,913
Ellen Ezekiel Farquharson.....	68,264
Julia Mundy.....	68,020
Beth S. Austin.....	66,634
Randi Stevens.....	66,395
Miranda Katie Bandemer.....	65,646
Joanna Helton.....	63,118
Ann W. Sherman.....	62,454
Marty Ulmer.....	62,443
Lady Ruth Brown.....	61,597
Jennifer G. Bouse.....	60,686
Linda L. Quillin.....	59,278
JoAnna P. Shippe.....	58,946
Christy Bigham.....	58,783
Linné Lane.....	57,754
Linda Klein.....	56,233
Sherri Reindl.....	55,612
Robyn S. Cartmill.....	55,428
Dolores Keller.....	55,150
Rosie Segura-Windish.....	53,499
Ruby Garner.....	52,858
Diane L. Van Bostel.....	52,654
Kathy L. Benitez.....	52,370
Bonnie Crumrin.....	50,968
Jill Beckstedt.....	50,888
Julie Weaver.....	49,390
Marjorie S. Haun.....	49,167
Jennifer Sloan.....	49,149
Dena Smith.....	48,606
Kristi M. Anderson.....	48,560
JoAnn Marie Calvin.....	48,329
Lindsey K. Beauchamp.....	47,750
Elaine Hipsher.....	47,709
Angie S. Day.....	47,318
Effie Parsons.....	47,092
Lyriss Yee.....	46,919
Margaret Neill.....	46,675
Felicitas Cortez.....	46,419
Catalina T. Barahona.....	45,340
Maria G. Diaz.....	45,250
Tammy Romage.....	45,172
Danice C. McEldowney.....	45,073
Petie L. Huffman.....	44,943
Eileen Fricke.....	44,855
Nita Ann Godwin.....	44,835
Ann Ferrell Smith.....	44,532
Hilda Marrufo.....	44,391
Annie B. Persaud.....	43,409
Patsy A. Glunt.....	43,338
Tracy Watkins Harper.....	43,072
Cathy A. Jacobs.....	42,979
Alison Renee Jurek.....	42,942
Anita S. Martin.....	42,671
Sonya Smith Cathey.....	42,654
Marie Pfarr.....	42,641
Roxanne McIntire.....	42,537
Barbara J. Puckett.....	42,481
Charlynn C. Eschette.....	42,112
Josefa Chacon.....	42,064
Moleda G. Dailey.....	41,951
Ronda R. Cousins.....	41,940
Lorraine S. Kigar.....	41,711
Ronda Compton.....	41,690

Angela D. LaFerry.....	41,577
Jodi L. Feller.....	41,012
Leann Elaine Zondag.....	40,947
Pam Garner Moore.....	40,901
Rocio Hernandez.....	40,882
Jenny Suarez Zuckerman.....	40,649
Elsie Jackson.....	40,625
Nina Tamani.....	40,435
Elaine B. Lewis.....	40,230
Maisha A. Bankhead.....	40,221
Agnes Stewart.....	39,923
Mary K. White.....	39,735
Angelee R. Murray.....	39,622
Susan Lackey Best.....	39,539
Diane Bruns.....	39,359
Kaye Yuen.....	39,338
Peggy B. Sacco.....	39,271
Binta Touray Jagne.....	39,095
Kathleen Kirkwood.....	38,905
Kathleen Bonadie.....	37,987
Zasha Noel Lowe.....	37,577
Shirley Stone.....	37,557
Wendy S. Coltrain.....	37,364
Terry A. Hensley.....	37,363
Barbara A. Tyler.....	37,258
Maggie Sitar.....	37,239
Holly LaRae Bartz.....	37,180
Phyllis I. Pinksier.....	36,764
Brynnah Goodman Brown.....	36,726
Jo Carol Lee.....	36,671
Angelique M. Talbert.....	36,565
Cheri L. Taylor.....	36,474
Bea Heath.....	36,242
Cindy Harness.....	36,182

Emerald/Esmeralda

Traci Smith.....	\$77,471
Auri Hatheway.....	75,481
Grace Y. Adeoye.....	74,992
Linda Bradley.....	68,578
Hope S. Pratt.....	63,832
Trishla Taylor.....	62,952
Nancy L. DeFina.....	62,787
Helen Jakpor.....	62,780
Anita Kay Cunningham.....	61,376
Stacy D. Foust.....	61,054
Nancy A. Berlin.....	58,177
Candy Jackson.....	57,879
Valerie Yokie.....	57,196
Margaret O. Dominguez.....	57,158
Sheri L. Farrar-Meyer.....	56,583
Jane Okundaye.....	56,180
Evalina Chavez.....	55,985
Barbara Pleet.....	54,502
Pam Kelly.....	54,373
Amara Didia.....	54,156
Maria Grey Boza.....	53,386
Elaine Jegi.....	53,192
Pat Forehand.....	52,313
Sheri L. Henderson.....	51,941
Emily Stone.....	51,364
Dorcas Mateu Gonzalez.....	51,117
Brenda D. Elliott.....	50,670
Yolanda Lopez.....	50,301
Angel L. Hurley.....	50,202
Tammy K. Ayers.....	49,596
Rose Campbell.....	48,809
Heather A. Carlson.....	48,210
Elaine K. Williams.....	48,199
Julie B. Potts.....	47,481
Karen Clabaugh.....	47,107
Karen E. Ridle.....	46,995
Katie L. Ashby.....	45,908
Shelia J. McCune.....	45,644
Nancy Harder.....	45,368
Denise G. Kucharski.....	45,016
Ayobami O. Olusa.....	44,775
Jeanine R. DeVore Harris.....	44,198
Carolyn L. Lucas.....	44,121
Cecilia Merport.....	44,092
Penilly R. Walker.....	44,004
Celsa Menjivar.....	43,741
Kristen L. Voyles.....	43,554
Joni L. Pritchard Augsburgers.....	43,465
Antonia Miranda.....	43,447

Marla Beddick.....	43,283
Denise M. Sowder.....	42,828
Julie Ann Yingst.....	42,552
Karen J. Saphos.....	42,383
Johanna D. Giese.....	42,283
Amara Reed.....	42,132
Pat Abernathy.....	41,625
Michelle Martella Armes.....	41,620
Susan Houser.....	41,500
Linda Jackson.....	41,483
Vicki Powell.....	41,069
Karen A. Jorgenson.....	41,056
Julie A. Griffin.....	40,729
Nancy Boucher.....	40,217
Gail Patton Menefee.....	39,917
Jo M. Cotton.....	39,697
Amanda Thulin-Marrano.....	39,498
Nancy Graham.....	39,316
Lori Lowry.....	39,094
Kimberly R. Parker-Vilhauer.....	39,079
Tami C. Stewart.....	38,884
Misty McCain Pollard.....	38,292
Caren Crosby Fields.....	38,263
Joyce Young.....	37,993
Ruth A. Wells.....	37,786
Shawna D. Schneider.....	37,751
Pamela Rowe Krzmarzick.....	37,517
Sherry L. Crews.....	37,123
Paula Vander Vorste.....	37,070
Hollie R. Sherrick.....	37,018
Lynne Worcester.....	36,973
Casie Hembree.....	36,629
Heather Thompson.....	36,540
Kimberly A. Saffian.....	36,397
Jennifer A. Enloe.....	36,291
Jackline Pipim.....	36,151
Geri L. Gurreri.....	35,988
Karen Hunter.....	35,735
Charlotte Mantooth.....	35,710
Grace Hull.....	35,572
Paula Ladurantaye.....	35,464
Annette D. Oxley.....	35,359
Anita Rodriguez.....	35,338
Aya Fubara Eneli.....	35,332
Carolyn Beede.....	35,285
Judith J. Bishop.....	35,270
Carrell A. Cannon.....	35,133
Chavon M. Howard-Sharkey.....	35,120
Jane O'Hern.....	35,050
Maria Sanchez.....	34,934
Salvia Ramos.....	34,776

Pearl/Perla

Kim McClure.....	\$118,739
Amie N. Gambolan.....	90,326
Lisa Allison.....	88,119
Tammy Brown.....	80,086
Cindy Machado-Flippen.....	78,249
Jo Shuler.....	73,482
Kristin Myers.....	71,744
Leah Michelle Lauchlan.....	71,737
Jeanie Martin.....	70,523
Lisa Rene Carta.....	70,081
Laura Poling.....	70,065
Vicki Piccirilli.....	68,669
Amy Kitrell.....	68,636
Blythe Jolee Billing.....	66,845
Kathleen Baxter Hull.....	65,657
Betsy C. Richard.....	64,561
Janie Leigh Techtentin.....	64,112
Patti Cornell.....	63,977
Karla Pacetti.....	62,969
Tracey L. Chavez.....	62,958
Julie McRae Cranston.....	62,749
Kathryn L. Engstrom.....	62,561
Sharon Smith Wisnoski.....	61,625
Patty Webster.....	60,701
Renee Conn-Enos.....	59,054
Jeanie K. Navikal.....	58,601
Alicia Borkowska.....	57,471
Amy Kemp.....	57,063
Alma Orrostieta.....	56,983
Irene Korobov.....	56,828
Diane M. Detesco.....	56,292
Dorothy D. Boyd.....	55,752

Connie L. Young.....	55,235
Charlene Grubbs.....	55,196
Joyce Recenello.....	55,085
Linda Goode.....	54,758
Laura Ann Zipay.....	54,623
Anne Geertsen.....	53,708
Evelyn Pirhalla.....	53,158
Lisa Olivares.....	52,386
Irene K. Foster.....	51,853
Suzanne McWhirter Jarboe.....	51,835
Tammy Bone.....	50,944
Elizabeth B. Muna.....	50,869
Susan M. Hohlman.....	50,753
R. Sue Miller.....	50,030
Rebecca Milligan.....	49,456
Leah G. Nelson.....	49,384
Maureen Shipp.....	48,944
Amy C. Schule.....	48,552
Shari M. Kirschner.....	47,601
Melissa Nix Henderson.....	47,384
Holly L. Ennis.....	46,957
Esther Sue Murray.....	46,792
Michelle J. Cahill.....	46,493
Pennie Mae Stroppe.....	46,187
Nedra Ruby White.....	45,879
Julia Sander Burnett.....	45,743
Susan K. Janish.....	45,420
Richelle V. Barnes.....	44,758
Kathy Eckhardt.....	44,543
Ruthie Brette-Mount.....	44,529
Ella M. Chick-Power.....	44,504
Diana Maria Bermudez.....	44,317
Mary Beth Pavuk.....	44,087
Collette Parker.....	44,071
Pamela Anne Lanning.....	44,027
Rachael M. Bullock.....	43,949
Tamarie M. Bradford.....	43,845
Amy M. Alber.....	43,806
Fern M. Gerdess.....	43,517
Laurie J. James.....	43,504
Barbara R. Johnson.....	43,408
Tammy D. Glunz-Niehaus.....	43,180
Betty B. Lucido.....	42,978
Kathy Lee.....	42,868
Amie J. Bennett.....	42,844
Kathy Ahlwardt.....	42,722
Angela P. LaFrance.....	42,632
Judy Gieson.....	42,632
Kathleen Deal.....	42,280
Tammy A. Vavala.....	42,234
Donna L. Comstock.....	42,213
Peggy Matish.....	42,161
Sherry S. Hanes.....	41,658
Julie A. Ashby.....	41,656
Barbie Cynthia Turner.....	41,479
Laurie C. Cole.....	41,297
Jill Kirk Bowermaster.....	41,239
Jeanne Marie Davis.....	41,232
Grace N. Lemke.....	40,953
Caroline Adedolapo Yussuf.....	40,905
Kay Rubin.....	40,901
Sandra M. Munguia.....	40,547
Tommi Pleasure.....	40,533
Jane Cagle.....	40,519
Stephanie Nicole Tran.....	40,357
Sally Ralph.....	40,291
Sherry Kostner.....	39,707
Stacey Craft.....	39,702

Diamond/Diamante

Melinda Bailing.....	\$103,982
Amy Allgood.....	98,350
Pat A. Nuzzi.....	93,737
Tina Dianne Ward.....	84,008
Felicia Ifeyinwa Nweze.....	83,124
Arianne C. Morgan.....	78,322
Chatney Gelfuss.....	74,374
Betty McKendry.....	74,190
Elvi S. Lamping.....	73,059
Kim I. Cowdell.....	72,325
Marsha Morrisette.....	70,463
Mary Strauss.....	70,014
Eileen M. Huffman.....	69,619
Julie Danskin.....	69,306
Joye Z. Stephens.....	68,844

Digna Urbina.....	67,630
Mayuli Maria Rolo.....	65,582
Ruth L. Everhart.....	65,284
Leonor Colin.....	64,873
Lara F. McKeever.....	64,667
Emily Sims.....	64,402
Andrea Shields.....	63,720
Carol Lee Johnson.....	63,152
Yvonne Tazem.....	61,936
Cecilia C. James.....	61,827
Damaris Osorio.....	61,406
Audrey K. MacDowall.....	61,311
Judy Flummerfelt-Gerstner.....	60,947
Mariann Biase Mason.....	59,178
Delmi Cristina Santos.....	58,144
LaRonda L. Daigle.....	57,746
Lori M. Langan.....	57,109
Uzoamaka Osili.....	57,107
Tammie M. Hanson.....	57,075
Vivian Diaz.....	56,622
Connie L. Russo.....	56,008
Keri Marie Andre.....	55,286
Heidi J. Newell.....	55,219
Norma Lee Shaver.....	54,269
Donna J. Saguto.....	54,157
Robin L. Sailer.....	54,010
Karen L. Kunzler.....	53,926
Martha Kay Raile.....	53,844
Maria DeLourdes Exiga.....	52,456
Olga Cecilia Giraldo.....	52,399
Julie Schlundt.....	52,050
Jolinn Andriese.....	52,046
Shelly Palen.....	51,916
Maria Aracelis Jauch.....	51,187
Barbara H. Peterson.....	50,995
Rhonda Jean Taylor.....	50,895
Staar Fields.....	50,697
Karime Rosas.....	50,602
Melissa R. Hennings.....	50,536
Bisola Gbadamosi.....	50,289
Jodi Carlson.....	50,272
Joselin Torres.....	50,012
Rita M. Krause.....	49,825
Ana X. Solis.....	49,798
Faith A. Gladding.....	49,767
Deborah Dudas.....	49,567
Consuelo Beatriz Mendez.....	49,503
Debbie Jeter.....	49,418
Barbara E. Roehrig.....	49,160
Ada Y. Garcia-Herrera.....	48,951
Anayanci Canales.....	48,831
Rosmary A. Baez.....	48,655
WendyJo Ambrose.....	48,624
Elizabeth K. Daniels.....	48,599
Jenny R. DeMell.....	48,405
Stephanie A. Richter.....	48,368
Reina C. Umanan.....	48,322
Jacqueline L. Bogle.....	48,180
Terri J. Prange.....	48,009
Joyce A. Newell.....	47,592
Ivonne Hernandez.....	47,089
Patricia Carr.....	46,852
Christy A. Flater.....	46,808
Nancy Fox Castro.....	46,743
Kristen C. Spiker.....	46,595
Jennifer V. Agema.....	46,341
Deanna L. Spillman.....	46,290
Linda L. Wicks.....	46,162
Debra Ann St. Hilaire.....	46,155
Susan M. McCoy.....	46,034
Lisa Rada.....	45,972
Amy Hanifi.....	45,767
Cindy S. Kriner.....	45,667
Audrey J. Doller.....	45,501
Susan Hatterm Weeks.....	45,421
Gerri Anne Morris.....	45,338
Kathy M. Viola.....	45,043
Brenda K. Howell.....	45,034
Pamela K. Perkins.....	44,810
Vicki O'Bannon.....	44,791
Jenny Siemonsma.....	44,788
Shelley Olson.....	44,749
Virginia Rowell.....	44,583
Shelley Townsley.....	44,441
Betty Symons.....	44,363

recognition

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 2008.

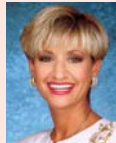
Top National Sales Directors — Commissions and Bonuses



Carol Anton
\$59,540
RUBY



Gayle Gaston
\$77,672
SAPPHIRE



Kathy Helou
\$45,977
EMERALD



Nan Stroud
\$54,685
PEARL



Barbara Sunden
\$90,905
DIAMOND

Top Unit — Estimated Retail Production

RUBY — Ekene Okafor, <i>Go Give Area</i>	\$165,522
SAPPHIRE — Sylvia Boggs, <i>Go Give Area</i>	\$84,206
EMERALD — Traci Smith, <i>Go Give Area</i>	\$77,471
PEARL — Kim McClure, <i>Go Give Area</i>	\$118,739
DIAMOND — Melinda Balling, <i>Go Give Area</i>	\$103,982

Top Sales Director — Personal Sales

RUBY — Lisa Gentles, <i>P. Danforth Area</i>	\$19,895
SAPPHIRE — Wendy Watts, <i>G. Gaston Area</i>	\$19,587
EMERALD — Anita Cunningham, <i>Go Give Area</i>	\$13,166
PEARL — Pamela Rowley, <i>J. Harris Area</i>	\$21,530
DIAMOND — Cynthia Travaglini, <i>P. Gruber Area</i>	\$16,622

Top Beauty Consultant — Personal Sales

RUBY — Uchenna Ndem, <i>T. Nwachukwu Unit, Go Give Area</i>	\$14,000
SAPPHIRE — Meenwattie Hicks, <i>C. Campbell Unit, V. Bagnol Area</i>	\$10,803
EMERALD — Elda Cordero-Goodman, <i>K. Saffian Unit, Go Give Area</i>	\$22,466
PEARL — Amanda Eiden, <i>S. Jarboe Unit, P. Waldrop Shaw Area</i>	\$15,633
DIAMOND — Melinda Romero, <i>D. Spillman Unit, J. Nagle-Hackett Area</i>	\$14,704

Top Team Builder

RUBY — Sales Director Susanna Covarrubias, <i>Go Give Area</i>	14 New Team Members
SAPPHIRE — Brooke Williams, <i>H. Plasencio Unit, C. Peterson Area</i>	20 New Team Members
EMERALD — Amanda Strauss, <i>V. Powell Unit, J. Tade Area</i>	15 New Team Members
PEARL — Connie Housley, <i>J. Gieson Unit, Go Give Area</i>	17 New Team Members
DIAMOND — Muteeat Ogungbenro, <i>D. Jeter Unit, Go Give Area</i>	16 New Team Members

Top Unit Builders

Independent Sales Directors with 20 or more new unit members for September 2008.

Ruby

Ekene Okafor	41 New Unit Members
Melissa Kaye Kopec	28 New Unit Members
Deborah S. Baiye	20 New Unit Members
Thesly Nkechi Nwachukwu	20 New Unit Members

Sapphire

Ellen Ezekiel Farquharson	27 New Unit Members
Heather A. Plasencio	25 New Unit Members
Michell Marjorie Whyte	20 New Unit Members

Emerald

Vicki Powell	28 New Unit Members
Maria Grey Boza	25 New Unit Members
Dorcas Mateu Gonzalez	23 New Unit Members
Linda Bradley	21 New Unit Members

Pearl

Judy Gieson	27 New Unit Members
Elizabeth R. Babitz	20 New Unit Members

Diamond

Damaris Osorio	30 New Unit Members
Consuelo Beatriz Mendez	24 New Unit Members
Yvonne Tazem	22 New Unit Members
Margarita Balentin	21 New Unit Members
Anayanci Canales	21 New Unit Members
Mirna Erika Casillas	21 New Unit Members
Ana X. Solis	21 New Unit Members
Jennifer V. Agema	20 New Unit Members
Tina Dianne Ward	20 New Unit Members

New Independent National Sales Director Debuts September 1, 2008



Judy Brack
National Sales Director
Pearl Seminar

Meet your NSDs

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

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Sparkle and Shine

at Career Conference 2009

You can sparkle and shine your way to the top by earning a complete set of genuine pearl and crystal jewelry during the *Sparkle and Shine!* Team-Building Challenge from Dec. 1, 2008, to Feb. 28, 2009. This jewelry set is the perfect accessory to the red jacket or Independent Sales Director suit. Even better, by qualifying for this challenge, you can receive recognition at Career Conference 2009 and set your course for new business success. Here's how:

- ▶ Add one qualified* new personal team member and receive a genuine freshwater pearl and crystal *necklace*, a name badge ribbon and standing recognition.
- ▶ Add two qualified* new personal team members and receive a genuine freshwater pearl and crystal *bracelet* in addition to the necklace, a name badge ribbon and standing recognition.
- ▶ Add three qualified* new personal team members and receive genuine freshwater pearl and crystal *earrings* in addition to the necklace and bracelet, a name badge ribbon and standing recognition.

Plus, there's special motivation for the new team members you add during the contest period! Each qualified* new Independent Beauty Consultant will receive the genuine pearl and crystal earrings, a name badge ribbon and standing recognition.

Be There

You won't want to miss a second of Career Conference 2009, because everyone who achieves the *Sparkle and Shine!* Team-Building Challenge will receive their jewelry *on-site*. So start planning now to attend!

Sparkle and Shine! Product Sets

Just for fun, you may want to promote these shimmery looks (all items sold separately) that complement the *Sparkle and Shine!* Team-Building Challenge. At *Color Insider* parties, you could introduce the sets, talk about the challenge and mention that anyone who becomes one of your qualified* team members during the contest period will receive the pearl and crystal earrings from the Company.



Ivory/Beige Skin Tones

- ▶ Mary Kay® Eyesicles® Eye Color in Vanilla, **\$10**
- ▶ Mary Kay® NouriShine® Lip Gloss in Starry, **\$13**
- ▶ Mary Kay® Mineral Highlighting Powder in Pink Stardust, **\$12**



Beige/Bronze Skin Tones

- ▶ Mary Kay® Mineral Eye Color in Amber Blaze, **\$6.50**
- ▶ Mary Kay® NouriShine® Lip Gloss in Berry Sparkle, **\$13**
- ▶ Mary Kay® Mineral Bronzing Powder in Canyon Gold, **\$12**



TimeWise® Microdermabrasion Set

- ▶ Why not recommend this set as a great add-on to help get skin prepared to sparkle and shine? Includes Step 1: Refine and Step 2: Replenish. **\$55**

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company. For purposes of the *Sparkle and Shine!* Team-Building Challenge, a new unit member's qualifying \$600 wholesale order must be received in December 2008, January 2009 or February 2009.

Shine Up Your Team-Building Skills

With the *Sparkle and Shine!* Team-Building Challenge as a motivator, now's a great time to shine up your team-building skills with these illuminating tips.



Back to Basics

Independent Executive Senior Sales Director Lisa Allison, Sugar Land, Texas. Began: 1997. Honors: Million-Dollar Circle of Excellence. Estimated highest monthly unit retail: \$157,139.

Lisa loves to watch her unit members move up the career path. In fact, motivating new team builders is her favorite thing to do!

"There are so many great reasons to build a team and wear a red jacket – recognition, leadership, additional income opportunities and the experience of leading a team," Lisa says.

When her unit members tell her they want to move up, the first thing Lisa asks is: How many bookings do you have? "If they have the names of at least five hostesses, then I know they are ready to do what it takes to build a team. If not, then I suggest they take a look at how many classes they have booked," Lisa shares.

Why do you need bookings to build a team? Because team members come from classes. And that's as easy as 3+3+3. The original 3+3+3 formula for success means holding three classes or parties each week, achieving \$300 retail in new sales per week and holding three team-building appointments each week.

"From your classes, you can personally select women you'd like to have on your team," Lisa says. And by working your business in all areas, potential team members can see you in action and understand from the beginning what it takes to be an Independent Beauty Consultant.

But Lisa also reminds her unit members that wearing a red jacket is not the final goal: "It's a stepping stone to becoming an Independent Sales Director – your ultimate goal. But being in a red jacket will help you learn how to be a leader and what to focus on."



Learn and Prepare

Independent Elite Executive Senior Sales Director Evalina Chavez, Santa Rosa, Calif. Began: 1992. Honors: three-times Queen's Court of Recruiting. Estimated highest monthly unit retail: \$118,675.

So how do you start building a team? Evalina shares her thoughts on three very essential first steps.

1. Be prepared mentally. "Starting a Mary Kay business is a unique opportunity that can help women grow on a professional, personal and financial level," Evalina says. "You must be ready to project that."
2. Know the marketing plan. "You must know every aspect of the career path and avenues of income," she says. "It's so important to provide factual information without exaggerations."
3. Gather tools. "The Company's team-building materials* are a necessity. Keep them simple, neat and well organized. Give a potential new team member only the few necessary items. Too much information can overwhelm her."

Next, Evalina reminds team builders to share their personal I-story and the benefits of their Mary Kay businesses with anyone who would make a good team member. And, she says, you'll find those women at skin care classes and parties.

When she was first building a team, Evalina kept herself motivated by attending unit meetings and Company events. But she always set a personal goal for team building – a reason for making the effort every day. And she believes the pride of wearing a red jacket is priceless. "When you decide to start your own team, it's the beginning of earning the use of a Career Car and becoming an Independent Sales Director," she shares.

Her final words of advice: "Keep yourself focused and never, never give up!"

Talk It Up

Skin care classes and parties offer the best places to find prospective team members, as Mary Kay Ash said. But you can't be shy about telling women about what makes this business opportunity so great!

Why not start by sharing what you love about your Mary Kay business and how it benefits you the most?

Maybe you love the flexibility, the income or the sisterhood the most. Your personal I-story is important and should be told.

Before every skin care class, you can ask the hostess which one of her guests might be interested most in the business opportunity.

At the close, consider giving this person some additional information about the business opportunity.

And like Mary Kay Ash always did, be sure to reward your hostess if any one of her guests becomes a team member. Remember, appreciation goes a long way!

Customers Count: Just Count the Ways

Why is it important to build and maintain a strong customer base? Customers are strategic allies in helping you achieve contests such as the *Customers Count Challenge*[†] (Sept. 16, 2008, through June 15, 2009) on your way to becoming and staying a Star Consultant. Each success leads to even greater accomplishments, through which you can promote yourself and build your Mary Kay business. For instance, when you sell \$100 in suggested retail product to 36 new or existing customers during part 2 of *Customers Count Challenge*[†] (Dec. 16, 2008, through March 15, 2009), you'll receive a new charm from the Totally Charmed collection, plus a name badge ribbon and standing recognition at Career Conference 2009! Just remember to break down the contest into small bites each quarter: 12 customers per month, three per week. Find out how these Mary Kay superstars reach their goals and how you can too ...



Part 1 Charm



Part 2 Charm



Part 3 Charm



Independent Elite Executive Senior Sales Director **Jo Cotton**
Lufkin, Texas

"It's so important to *take care* of the customers you establish from the very beginning, such as calling within two days of that first appointment to see if they have any questions, within two weeks to see how positively their skin is changing, and then every two months so they don't ever have to run out of their Mary Kay® products. Customers appreciate follow-up phone calls, and by getting to know them, you can better enrich their lives through your excellent service. If you try to offer facials to 30 new people and don't make it, you may still reach 15 new customers. Wouldn't you be further along? The great thing about women is that when they love something, they tell their friends!"

What does customer care look like?

Jo records all the formulas and shades her customers use, so her customers don't have to remember. She reminds them when it's time for a refresher makeover, and she contacts each woman on her birthday. Throughout her customers' birthday month, they receive a discount for themselves or for gift-giving. If a customer's family member is ill, Jo makes a note to call in a couple of weeks just to check on the "patient." Not to sell anything, just to let her customer know she cares.

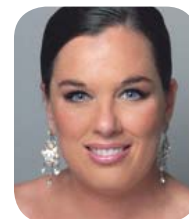


Independent Senior Sales Director **Mercedes Jimenez**
Magnolia, N.C.

"Education is the foundation for success, and learning customer care is 'Success 101'! Learning as much as we can about our business builds customer confidence and loyalty and shows we care enough to be our best. I focus on excellence and consistency and always think first about what's best for my customers. When we want to achieve a customer-building challenge, my unit and I get together and pack our samples, business cards and fragrances – I always include a personalized message on my business card – and we're ready to hit the field."

Making time count too

Mercedes captures those inevitable times when her schedule doesn't flow just like she had planned. She always leaves the house "dressed for success," and if a customer has to cancel an appointment at the last minute, she knows she's ready in case she meets new contacts in the area. One day after rescheduling with a customer, she remembered she had to stop at the store for bananas. While she was out and about, she met two "wonderful women" and booked two facials on the spot!



Independent Executive Senior Sales Director **Janelle Ferrell**
League City, Texas

"Building and maintaining a strong customer base has helped me achieve many Mary Kay goals such as Queen's Court of Sharing and earning the use of pink Cadillac Career Cars. Your customer base is a treasure! For a customer-building challenge, I would book 10 skin care classes in a week; get out of the house and start handing out samplers; put facial boxes in businesses; call my current customers and ask for referrals; and give my family and friends samples and books to pass out!"

Her top five "care" tips

Janelle starts by signing up her customers in the Preferred Customer Program. In addition, she offers them birthday and anniversary discounts, sends special occasion MKeCards®, puts product samples in reorders, sends a monthly e-mail announcing a product special and sends customers her Mary Kay® Personal Web Site link for Virtual Makeovers.

[†]Find complete rules and other information on the Mary Kay InTouch® Web site.



river of

blessing

When **Independent Future Executive Senior Sales Director**

Agnes Stewart of Hollywood, S.C., looks back over the past 34 years, certain Mary Kay memories vividly stand out: friendships forged, successes celebrated, lessons learned. And crowning them all are the customer relationships that glow with the warm patina unique to Mary Kay. As the seasons rolled by, however, even her loyal customers couldn't help Agnes achieve one of her most vivid dreams of all, one she had carried in her heart since childhood. *"As a young girl in South Central Los Angeles, I fell in love with swimming,"* she begins one afternoon, settling in to tell her story of awe-inspiring effort. *"In college I wanted to join the swim team, but I was married and had a son, and I was carrying a heavy credit load each quarter. I felt it was too much to ask my in-laws to watch our son an additional two hours a day."* So Agnes shelved her goal and continued to swim whenever she could. But her desire to be on a team and compete was almost visceral. *"I just couldn't give it up,"* she says. In the end, its fulfillment would bring profound insights into her Mary Kay business and reveal why her journey had taken a winding path that at times puzzled her.

And that's where this story really begins.

treading water

"My Mary Kay experience has been a little different from some. I'm not a superstar who came into this business, charged my way to the top and stayed there," Agnes explains. *"I was 25 when I started my Mary Kay business, a stay-at-home mom of two young sons. My husband, Wilton, was a naval officer. Life looked nice, although at times I thought it might be fun to work outside the home again. Early in my marriage, I had enjoyed my job in the kinesiology labs at California State University, Los Angeles, and I wanted to earn some personal spending money again. My mother recommended Mary Kay, and without any real fanfare, I decided to try it."*

Soon after, Agnes got her first glimpse of the Independent Sales Director suit. Like a flashover, her neutral feelings ignited with a new passion.

"There was no doubt about it. I knew from that moment I wanted to be an Independent Sales Director!" As the months passed, she was surprised to find that her biggest challenge wasn't conducting skin care classes or building her team. She could do those things. What she couldn't seem to do was give herself permission to fully achieve her goal. *"I wasn't giving myself a green light to reach my highest potential,"* she admits. When she finally did become an Independent Sales Director, she again surprised herself by soaring to new heights: monthly Go-Give® Award winner, Cadillac Sales Director, Top Director Trip Sales Director. Then, just as quickly, she sank equally low. *"I couldn't press through on my most fervent goals, like becoming an Independent National Sales Director. There was some kind of block there, and I was determined to shatter it."*

For years Agnes had sought the key to unraveling her pattern of self-defeat, but the solution had eluded her. Now she felt drawn to the environment she had loved as a child, the medium in which she could be alone with her thoughts and discern her innermost strengths. Water was calling again.

keeping the **faith**

The annual 2.4-mile *"Get Under It"* bridge swim, also called the Low Country Splash, in Charleston, S.C., typically draws master-level swimmers who have proved their endurance through arduous competitions. The Wando River is open water, and Agnes had never attempted anything so rigorous. She knew her limitations but set her goal anyway and joined a masters class as a *"nonswimmer,"* hoping to learn from the veterans. All through 2007, she faithfully continued working out. But as the event neared, her coach told her she wasn't ready. *"I'm glad I trusted him,"* she says. *"Sometimes we need to listen to that special someone who knows more than we do!"* Week after week, Agnes watched her teammates train while stretching her own limits. She felt honored just to be in the same water, and when she cheered them on in 2007, she was more determined than ever to compete in 2008.

One day a friend offered her a place on a relay team, and Agnes eagerly said *"yes."* She laughs at her next reaction. *"Seconds later, I wanted to back out! At 58, I felt like Sarah in the Bible who's just been told she'll bear a child and questions how that could be. But my faith held firm."* As the bridge swim approached, she sensed the event would be more than just a swim. *"It was going to be about setting a BIG goal and not quitting, and I was about to learn a life lesson I couldn't have grasped any other way,"* she explains. *"If I could complete that swim, I believed I could break my old Mary Kay cycles too. It was all a matter of commitment."* Agnes knew shortcuts would never get her to the finish line. She accelerated her workouts from three days a week to six days a week. She told people about her goal and reduced other commitments. Some reminded her that it was a dangerous swim, and the water was deep and cold. She started having panic attacks and lost her breathing rhythm. *"I would swim a few yards and be totally out of breath. Sometimes I trained and cried at the same time, asking myself 'What are you doing?' Once I sat on the deck with my coach, crying about whether I would actually do the swim. How could I work around what was happening to me mentally? I was facing my 'Jordan River' experience, and as painful as it was, I knew its completion would break those barriers inside me."*

Come the big day last May, one of her teammates offered his wet suit to make her more buoyant. Agnes declined because the suit would invalidate her time. *"It was tempting when he said, 'Use the suit this year, and next year do the swim without it.' But I had said 'next year' too many times in my Mary Kay experience to do it again."* As Agnes approached the starting line, her eyes took in the

sharp reality of the river's sweeping breadth and length. *"I was intimidated,"* she acknowledges. *"But I kept walking. I knew if I hesitated for one moment, I wouldn't even get in the water."* After swimming about 50 meters, her breathing rhythm faltered, and Agnes had to turn over on her back. Suddenly, she couldn't see where she was going. Her coach, kayaking along near her, called out for her to keep her eyes trained in the direction of the sun. *"I kept reminding myself I couldn't quit this time,"* she says, reliving her determination. *"As he tracked along with me, I thought about the importance of having someone you trust, someone who can see what you can't. When a container ship passed nearby and my coach told me how to angle away from it, I felt at peace."*

As she swam under the bridge, rough water suddenly engulfed her, and Agnes struggled against the river's currents. Most of the other swimmers had already finished, but she stayed focused. *"I was taking in water and getting seasick, but I was in a zone like never before. As I fought the waves, I envisioned myself in Independent National Sales Director-in-Qualification, achieving it on the first try. People had counted on me in the past to finish, and I felt I let them down. With every stroke, I renewed my commitment not to let that happen again."* About that time someone kayaked out to tell her that people were standing on the pier cheering for her. *"I had been swimming on my back to help my breathing, and my coach told me to turn over on my stomach. That's when I saw that the finish line buoys were a different color than those at the start. They were PINK! I finished with a solid, strong freestyle, with dignity. As Wilton and a teammate helped me out of the water, the sound of my friends excitedly cheering me was thrilling. I was cold and tired standing there, but my sense of accomplishment overwhelmed any feeling of exertion."*

I'm so glad I overcame my 'negative mental tapes' and pushed through to the finish."

you can meet your challenge too

Today Agnes continues to find parallels between her river swim and her Mary Kay journey, as noted by President of Mary Kay U.S. Darrell Overcash at Seminar 2008. *"Reaching our goals is not just about Mary Kay; it's about defining who we are as people in all areas of our lives. Sometimes the biggest battle is the six inches between our ears."* For others nurturing unfulfilled dreams, she offers some practical tips. *"Don't put off your goal until next year. Your breakthroughs will bless people you don't even know. Trust your Independent Sales Director. She's your coach, and she has your best interest at heart. When your goals seem bigger and harder than you expected, still don't quit. In the end, your sense of accomplishment, like mine, will be greater than the feeling of exertion. And don't forget, the Mary Kay world is known for being there to cheer us on!"*





a reason to go on

Coming to grips with her husband's multiple myeloma cancer was a shocking wake-up call for a woman whose ordered life had been everything she had dreamed of growing up back in Santiago. Overnight the Rodríguez family was burdened with unexpected expenses, and for the next five years, Gina worked two jobs and cared for her children while tending to her gravely ill husband. When he died in 1993, Gina admits that it took all the strength and courage she could summon just to carry on, much less to pull her life back together again. *"Without my children's dependence on me, I think I might have just given up and lived an empty, hollow existence,"* she shares. *"But I wanted them to have bright, happy futures. I wanted to give them better lives, and most importantly, I needed for them to be proud of me."*

At the lowest point she had ever known, in the midst of caring for her dying husband alone — exhausted, sad, yet determined to be strong for Elizabeth and Joel — a ray of light found its way into Gina's life. In fact, it burst into her midst. A light so bright, she says, it had the power to shape the entire rest of her life. At the time she wouldn't recognize it for what it was. But its radiance was about to become the star stuff of new dreams, new visions of a new life.

That light, she says, was Mary Kay.

falling in love again

Growing up in Santiago, Dominican Republic, **Independent Elite Executive Senior Sales Director Gina Rodríguez**, now of Mount Vernon, N.Y., in the **Independent Senior National Sales Director Patricia Rodríguez-Turker** Area, knew exactly what she wanted and had worked hard to get it from the time she was a child. In 1980, she came to the United States as a newlywed and enrolled in an accounting program at Berk Business School and an English as a Second Language course at New York University. During the 10 years after college graduation, Gina applied her accounting skills at an import/export handbag company and gave birth to two beautiful children, Elizabeth and Joel. Fulfilled and content, she settled into the rhythm of a peaceful domestic life, a life she recalls as *"blissful."* She nurtured her children as they grew, and through her diligent work ethic, she grew more proficient in her job.

Then came a deadly diagnosis that turned her marriage and her life upside down. This hardworking mother — a woman who before always had been able to get what she wanted, as she puts it, *"simply by making it happen"* — was confronted suddenly with an unyielding reality: Gina was no longer in control.

chance meeting?

"A young lady by the name of Patricia Rodríguez strolled into the store one day where I was working in Manhattan as a bookkeeper," Gina begins. *"I asked if I could help her, and I gave her my business card. We shared the same last name, which caught her attention, and she called me a few weeks later asking if she could meet me in the city to talk about the Mary Kay opportunity. At the time I was flattered, but I declined because I was working two different jobs, my husband was so very ill, and I had two young children to care for. I couldn't fathom taking time to do one more thing. Patricia said her base was in Long Island, and she hoped to meet more Hispanic people in New York City. She was especially looking for sharp bilingual women in Manhattan to add to her customer base and with whom to share the Mary Kay opportunity. I compromised with her and offered to host a skin care class and introduce her to my family and friends. Patricia thought some of them might be interested in the opportunity. When she walked into the class with a new Starter Kit, we both wound up surprised. I was the one who signed an Independent Beauty Consultant Agreement — the same day!"*

What Patricia didn't know when she arrived was that just hours earlier, Gina's mother had taken her aside. She put her hand on Gina's shoulder and earnestly gazed into her eyes, speaking with the love a mother never loses, even for her adult child. *"I feel this girl came here to change your life,"* she said with quiet emphasis. *"If you accept what she's offering you, I believe you can do that."* Gina was stunned. Her mother didn't know anything about Mary Kay. Yet from talking to Patricia, Gina recognized that her mother was using the words and concepts of the opportunity. Today Gina believes that divine intervention was at work. *"I fell in love with this business for so many reasons, many of them practical. I was grateful for the extra income, for instance, that helped me pay for my children's Catholic school education."* She adds that her mother and her children continue to encourage her every day to carry on. *"And I owe a lot to Patricia. She's remained a positive influence and mentor, believing in me even when I thought the opportunity wasn't for me. We all need someone who can see right through the present to a brighter future we can make our own."*

Gina praises the Mary Kay culture that encourages a positive view of life, and she believes it can help other women achieve personal happiness. That's the message she's working on hard now to pass on. *"When you live 'the Mary Kay way,'"* she explains, *"problems often don't seem as big. We can find prompt business solutions where others can't because we're taught how to look for them and find them. But we're also about so much more than sales and team building. I'm proud to tell my customers about the Mary Kay Ash Charitable Foundation and its work to end domestic violence and find cures for women affected by cancer. My family was touched by this dreaded disease. My husband was taken by it just as we were building our life together, just as we were starting out. I use my story to comfort and motivate women who are suffering as I did, and those who are enduring or trying to escape abuse. I try to help them recognize that there can be something bright in their lives if they keep fighting against all their challenges and never give up. That's the heart of my message. Never give up!"*

dreams for the future

Today Gina, a monthly Go-Give® Award winner, works harder than ever. Her enthusiasm bubbles over

with a big smile when she says she loves everything she does. Her children, now grown, have been a major source of pride, and she enumerates their many accomplishments. They return the sentiment. *"Nothing gives me more joy than when my children tell me how proud they are of me and thank me for everything I've done for them,"* she says warmly. *"I'm so deeply grateful for what I have and for what I believe the future has to offer. Within the next five years, I see myself debuting five Independent National Sales Directors and traveling around the world helping orphaned children reach their goals. I began my Mary Kay business in the Bronx, an often-overlooked borough of New York City, and it's still my base. There are 30 women there who have earned the use of a Mary Kay Career Car. I'm striving to take my influence farther and reach as many women as I can with the message Mary Kay sowed into each of us: You can have anything you want if you're willing to work hard and pay the price!"*

For the past five years, Gina has collaborated with Goodwill Industries to show their clients how to properly apply makeup and dress appropriately for job interviews. Her dedication to helping others has earned her a number of certificates of recognition. In October 2007, the Dominican Women's Development Center in New York City presented her with an award for helping women to succeed in business.



Reflections From Mary Kay

“Establish priorities. This is difficult for most of us to practice, because it takes discipline, but it is the heartbeat of success. In setting your goals, be sure to count the costs. Oftentimes you will have to forget some things in pursuit of your goals. You must decide where to put your values. Your success depends on how well you plan the game of priorities.”

— Mary Kay Ash



Dates to Remember

DECEMBER 2008

S	M	T	W	T	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

JANUARY 2009

S	M	T	W	T	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	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. Commitment Form available until midnight Central time.
- Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).
- 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.
- Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

This Month:

Dec. 10: Early offering of the new Winter 2008 promotional items begins for Independent Beauty Consultants who enrolled in *The Look* for Winter 2008 through the Preferred Customer Program.

Dec. 15: Postmark deadline for Quarter 2 Star Consultant quarterly contest. Deadline to make Quarter 1 Star Consultant prize selections. Postmark deadline for Fall/Holiday 2008 promotion and to earn the third monthly product bonus. Early ordering of the new Winter 2008 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Fall/Holiday 2008 mini Mary Kay® Body Care Set gift with purchase. Last day to enroll online for the Winter 2008 Preferred Customer Program Month 2 brochure.

Dec. 16: Quarter 3 Star Consultant quarterly contest begins. Winter 2008 promotion and first monthly product bonus begin. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

Dec. 20: November Career Car qualifier paperwork due to Company. Winter 2008 Preferred Customer Program customer follow-up list, labels master and clip art begin mailing. Online prize selection for Quarter 2 Star Consultant quarterly contest available.

Dec. 25: Christmas Day. All Company and branch offices closed. Postal holiday.

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

Dec. 27: Winter 2008 Preferred Customer Program customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)

Dec. 31: *Beauty That Counts™* charitable initiative ends.

Next Month:

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

Jan. 15: Postmark deadline to earn the first monthly product bonus.

Jan. 16: Second monthly product bonus begins. Spring 2009 Preferred Customer Program enrollment begins. Consultant First Look enrollment begins for the Spring 2009 Preferred Customer Program version of *The Look*, including exclusive samplers. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

Jan. 19: Martin Luther King Jr. Day. Postal holiday.

Jan. 20: December Career Car qualifier paperwork due to Company.

Jan. 28: Winter 2008 Preferred Customer Program mailing of the Month 2 brochure begins. (Allow 7-10 business days for delivery.)

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, 2008, through June 15, 2009. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details. You can find the Ready, Set, Sell! bonus values for the quarter printed in these issues of *Applause*® magazine – 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. If you qualify for the free customized color look, please add the \$113.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

Making Tax Time a Little Less Taxing

The Company will soon begin reporting 2008 tax information to assist you in filing your personal income tax returns. This information will be postmarked and mailed to you on Feb. 2, 2009.

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, 2008.

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 "Resources/Tax & Legal." In early February, this section also will include *Tax Essentials for 2008*, 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 Feb. 2, 2009, all Independent Beauty Consultants may verify their 2008 wholesale purchases, prizes, awards and commissions from the Company on the Mary Kay InTouch® Web site. You may access your Income Advisory Statements at "Resources/Tax & Legal."

Beginning Feb. 2, 2009, 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.

BizBuilders Bonuses!

Free** products with each qualified order! Check out these bonuses, quantities and values, available when you place a product order Dec. 16, 2008 – Jan. 15, 2009.

Total Section 1	Month 1 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Mary Kay® Deo Body Spritzer in Red Tea & Fig	\$18
\$1,200 sugg. retail/ \$600 wholesale	2 Mary Kay® Deo Body Spritzers in Red Tea & Fig 1 (pack of 6) Mary Kay® Nourishing Body Lotion Samplers With Cards 1 (pack of 10) Winter 2008 Issue of The Look	\$36
\$1,600 sugg. retail/ \$800 wholesale	3 Mary Kay® Deo Body Spritzers in Red Tea & Fig 1 (pack of 6) Mary Kay® Nourishing Body Lotion Samplers With Cards 1 (pack of 10) Winter 2008 Issue of The Look	\$54
\$2,400 sugg. retail/ \$1,200 wholesale	4 Mary Kay® Deo Body Spritzers in Red Tea & Fig 1 (pack of 6) Mary Kay® Nourishing Body Lotion Samplers With Cards 1 (pack of 10) Winter 2008 Issue of The Look	\$72
\$3,600 sugg. retail/ \$1,800 wholesale	5 Mary Kay® Deo Body Spritzers in Red Tea & Fig 1 (pack of 6) Mary Kay® Nourishing Body Lotion Samplers With Cards 1 (pack of 10) Winter 2008 Issue of The Look 1 Travel Roll-Up Bag	\$90
\$4,800 sugg. retail/ \$2,400 wholesale	5 Mary Kay® Deo Body Spritzers in Red Tea & Fig 1 (pack of 6) Mary Kay® Nourishing Body Lotion Samplers With Cards 1 (pack of 10) Winter 2008 Issue of The Look 2 Travel Roll-Up Bags	\$90
\$6,000 sugg. retail/ \$3,000 wholesale	5 Mary Kay® Deo Body Spritzers in Red Tea & Fig 1 (pack of 6) Mary Kay® Nourishing Body Lotion Samplers With Cards 1 (pack of 10) Winter 2008 Issue of The Look 3 Travel Roll-Up Bags	\$90
\$7,200 sugg. retail/ \$3,600 wholesale	5 Mary Kay® Deo Body Spritzers in Red Tea & Fig 1 (pack of 6) Mary Kay® Nourishing Body Lotion Samplers With Cards 1 (pack of 10) Winter 2008 Issue of The Look 4 Travel Roll-Up Bags	\$90

Although these BizBuilders bonuses are not available to new Independent Beauty Consultants with their initial orders, they are eligible for the Ready, Set, Sell! product bonuses. See this issue of *Applause*® magazine for the current Ready, Set, Sell! bonus values and the *Ready, Set, Sell!* brochure for additional details.

*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 values to the Taxes area in the Summary Section of the Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

Go-Give® Award

Congratulations to the winners for January 2009.

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 under "Recognition."



Kim Hansen

Ruby
Independent Sales Director
Began Mary Kay
July 2000
Sales Director Debut
January 2001
National Sales Director
Cheryl Davidson
Honors Premier Club qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; four-times Circle of Achievement; Honors Society; gold medal winner; estimated highest monthly unit retail: \$70,075
Personal Lives in Woodinville, Wash. Husband, Brett; son, Kohl; daughters: Kaila, Karlee
Favorite Quote "Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure." – Nelson Mandela
Independent Beauty Consultant
Susan LaPlante of Snohomish, Wash., says, "When I built a team on the Olympic Peninsula, Susan made a seven-hour trip every Tuesday for about six months to help mentor my team members so they would be connected and educated."



Nicole Meier

Sapphire
Independent Senior Sales Director
Began Mary Kay
August 2004
Sales Director Debut
October 2006
Offspring one first-line
National Sales Director
Pam Higgs
Honors Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$52,953
Personal Lives in Southwest Ranches, Fla. Husband, Scott; sons: Trey, Cole, Hunter; daughter, Chloe
Favorite Quote "There are no problems, only opportunity for solutions." – Barry L. Conrad, my father
Independent Beauty Consultant
Jasmine Muniz of Miramar, Fla., says, "Nicole inspires me to do more. She gives a percentage of her sales to pediatric cancer research. And when I started my business, Nicole came to my home and spent three hours helping me organize my space and schedule."



Stacy Gilson

Emerald
Independent Future Executive Senior Sales Director
Began Mary Kay
March 1987
Sales Director Debut
May 1991
Offspring four first-line; one second-line
National Sales Director
Sherry Giancristoforo
Honors Cadillac qualifier; Star Consultant; Queen's Court of Sharing; nine-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$50,148
Personal Lives in Wheeling, W.Va. Husband, Tom; sons: Thomas Jr., Matthew; daughters: Katie, Jennifer
Favorite Quote "Setbacks are set-ups for your comebacks."
Independent Sales Director
Terriann Bonfini of Bellaire, Ohio, says, "For seven years, Stacy, has organized and directed Hats Off to Women benefiting our local YWCA Women's Boutique and Domestic Violence Prevention Center. Stacy is also teaming up with a local business to conduct a Fight Like a Girl (FLAG) class where self-defense is taught."



Kathleen Deal

Pearl
Independent Senior Sales Director
Began Mary Kay
February 1995
Sales Director Debut
July 2000
Offspring one first-line
National Sales Director
Nan Stroud
Honors Cadillac qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; six-times Circle of Achievement; Double Star Achievement; Triple Star Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$92,291
Personal Lives in Altoona, Iowa
Husband, Mark
Favorite Quote "Courage has genius, power and magic in it. Only engage your goals and then the mind begins to grow. Begin it and the work will be completed." – Mary Kay Ash
Independent Beauty Consultant
Beth Wiese of Montour, Iowa, says, "The way Kathleen started her business is very inspiring to me. To show cancer survivors love and support through Mary Kay was an ingenious idea!"



Lisa Stengel

Diamond
Independent Future Executive Senior Sales Director
Began Mary Kay
March 1994
Sales Director Debut
December 1999
Offspring three first-line; one second-line
National Sales Director
Go Give Area
Honors Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; nine-times Sales Director Queen's Court of Personal Sales; seven-times Circle of Achievement; Circle of Excellence; eight-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$80,494
Personal Lives in Dallas. Husband, Mickey; daughters: Madison, Lauren
Favorite Quote "When God guides, He provides so we can work out of inspiration rather than desperation so that there is no manipulation."
Independent Sales Director
Julie Blakey of Plano, Texas, says, "Lisa leads, educates and mentors me and my unit. She has flawless presentation skills and always honors our time by being on time. She breathes belief into us and sends us out ready to get moving."



Give Lips Some Love

Ask me, your Independent Beauty Consultant, about any of these terrific Mary Kay® products for lips – just in time for Valentine's Day. Or simply mark what you'd like, and I'll deliver them to you with caring, personalized service.



\$22

TimeWise® Age-Fighting Lip Primer

Give lips a boost with this product that fights fine lines and wrinkles while light-diffusing microspheres decrease their appearance. This product also extends lipstick wear and prevents lipstick and lip gloss from feathering and bleeding.



\$13

Mary Kay® NouriShine® Lip Gloss

Shine on! Moisturizers and conditioners leave lips feeling amazingly soft and supple. The superlight, nonsticky formula includes vitamins A and E. In 10 great shades!

Limited-Edition Satin Lips® Gift Set

Keep lips soft and smooth! Satin Lips® Lip Mask, with miniature buffing beads, effectively exfoliates dead surface skin cells that cause lips to appear dull and lifeless. Satin Lips® Lip Balm is an amazing moisturizer.



\$18

Limited-Edition Simply Chic Fragrance/ Lip Gloss Duo

Perfect for women of all ages! One side features interchangeable mini rollerball bottles of each fragrance in the Mary Kay® Eau de Toilette Collection. The other side offers Mary Kay® NouriShine® Lip Gloss in Starlet Kiss – all in a perfectly chic gift box!



\$35

Mary Kay® Creme Lipstick

This long-wearing, stay-true color glides on with a lightweight, creamy texture, providing a veil of protection against moisture loss and delivering maximum color impact that lasts. In 32 stunning shades!



\$13

All product prices are suggested retail.

plan now to **work smart!**

Attending *Work Smart!*TM Career Conference 2009 could be the smartest move you make! You won't want to miss this opportunity to learn from the best, discover new ways to work your business and immerse yourself in the positive recognition and uplifting sisterhood that is the Mary Kay way.



Extra Value

As Mary Kay Ash said, "Make your plans now. Use the profit from a few extra skin care classes to pay your way." And when you attend, you'll receive a product giveaway exclusively for you with a total value equal to your registration fee! You can't afford not to go!



Sparkle and Shine!

When you achieve this new team-building challenge, you'll receive your beautiful pearl and crystal jewelry at Career Conference. Now that's one more great reason to attend!

Mark Your Calendars

Look online for Career Conference 2009 cities and locations, and register online beginning in February.

March 20–21
March 22–23

March 27–28
March 29–30



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