

MARY KAY

# applause<sup>®</sup>

JANUARY 2011

Reduces  
fine lines  
and wrinkles

Smooths  
and firms

Hydrates  
and refreshes

Evens  
skin tone

TIMEWISE:<sup>®</sup>  
MAKING  
MIRACLES  
EVERY DAY

NEW!  
CREAM COLOR  
FOR EYES AND CHEEKS

HOST PARTIES  
WITH PURPOSE



find it online: check out Mary Kay InTouch®

## Log on today to see what's hot.

You may find everything you need for your Mary Kay business and more!



### "Get It Free"™ BizBuilders Offers

Formerly in *Applause*®, monthly BizBuilders bonus information is now exclusively online so you can quickly access the complete list of quantities and values. To locate bonus information for Dec. 10 to Jan. 15, click on **Products > BizBuilders** beginning Dec. 6.



### New Products

Check out "Product Central" for details on products that go on sale Dec. 10. Find out more online about this special early ordering date for all sales force members!



### Leadership Conference

Are you headed to Houston? Find details on registration, incentives, recognition and more as you plan to attend this amazing leadership event.



### The Silver Wings Scholar Program™

This comprehensive education program provides fun, interactive lessons on financial management, team-building, skin care and more to help boost your business.



## Mary Kay said it best

“Accompany your goal with a specific plan for accomplishing it. Break the grand long-term goal into a series of little goals, each attainable within a specific time frame. These little goals should be very reasonable, so you can simply go about accomplishing them one by one. As the saying goes, 'A journey of a thousand miles must begin with a single step.'”

## january: dates to remember

1 New Year's Day.  
Postal holiday.

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

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

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

12 Leadership Conference 2011 begins in Houston.

Postmark deadline to earn the first monthly product bonus.

16 Second monthly product bonus begins.  
Spring 2011 Preferred Customer Program™ online enrollment for *The Look*, including exclusive samplers, and Month 2 mailer begins.

Martin Luther King Jr. Day.  
Postal holiday.

19 On-sale date for TimeWise® Liquid Foundations, Mary Kay® Foundation Primer and Mary Kay® Liquid Foundation Brush.

December Career Car qualifier paperwork due to Company.

28 Last day of the month for Independent Beauty Consultants to place telephone orders (until 10 p.m. Central time).

Last day to select Career Conference Registration as a quarterly contest prize for Quarter 2.

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

31 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 midnight Central time.



# MAKE **2011** THE BEST YEAR YET!

The year 2011 starts off with a special milestone:

New research and skin care discoveries have kept the

TimeWise® brand current and innovative for **10 years!**

And now that the TimeWise® Miracle Set® has been

tested on those with extremely sensitive skin and

rosacea, you have the potential to reach even more

customers. Plus, new regular-line cream color prod-

ucts and limited-edition\* Mary Kay® Liquid Illuminator

can help you get 2011 sales off and running.

**Resolve to make this year your best!**



2

## NEW! **CREAM COLOR** ARRIVES.

Expert tips and advice can help you make the most of holiday parties and open house events, boosting your year-end sales and building customers for life.



4

## TIMEWISE® **INNOVATION**

For 10 years, the TimeWise® Miracle Set® has delivered exceptional age-defying benefits to your customers. See what's new regarding this exceptional skin care regimen!

16

## PARTIES WITH **A PURPOSE**

Independent sales force members share the rewards of holding parties with a charitable focus, giving even more meaning to their business goals.

# TIMEWISE®: A BRAND FOR ALL AGES

The TimeWise® brand has been the cornerstone of Mary Kay® skin care for 10 years. With new research and skin care innovations evolving every day, you can expect even bigger and better success with TimeWise® in the future! Why not make skin care your focus this year and resolve to introduce even more customers to the age-defying benefits of the TimeWise® Miracle Set®, giving them personalized, professional skin care for incredibly beautiful, youthful-looking skin.

TimeWise®  
Miracle Set®, \$90

Add a foundation of  
your choice, from \$14



TimeWise®  
3-In-1  
Cleanser

TimeWise®  
Age-Fighting  
Moisturizer

TimeWise®  
Day Solution  
Sunscreen  
SPF 25\*

TimeWise®  
Night  
Solution

## GOOD HOUSEKEEPING SEAL

Great news! The TimeWise® Miracle Set® earned the Good Housekeeping Seal in August 2010. The Seal is earned by products that perform as promised. The TimeWise® Miracle Set® will carry the Seal through July 31, 2011. You can send an MKeCard®, available on Mary Kay InTouch®, to share this exciting designation with your new and existing customers who are looking for guaranteed results!



## EXPERT INSIGHT From Dr. Beth Lange, Chief Scientific Officer



### DISCOVERY OF A DECADE

This age-fighting set has been making faces beautiful for 10 years! In March 2001, all four products in the TimeWise® Miracle Set® were bundled together to form a complete age-fighting regimen. Research started well before that by a Mary Kay Research and Development team comprised of skin biologists and product development scientists. Together, they had more than 100 years of combined experience! They identified the final combination and concentrations of ingredients that would help support the skin's natural renewal process, resulting in the development of the TimeWise® complex.

Since then, the TimeWise® Miracle Set® has evolved with updated formulas, claims and benefits that meet your customers' needs. Today, the TimeWise® Miracle Set® remains highly competitive with

- 11 age-defying benefits.
- Proven clinical results.
- 19 issued patents worldwide (and an additional seven pending foreign applications).
- Rigorous testing, including:
  - ◆ 47 clinical and biophysical studies that measure scientific results.
  - ◆ 72 consumer and sensory studies that rate how consumers feel about the product.
  - ◆ Tests by dermatologists.

But we haven't stopped yet! We continue to test the TimeWise® Miracle Set® for new claims that may benefit your customers.

### NEW SENSITIVE SKIN CLAIMS

We know many women feel they have sensitive skin. In fact, a leading provider of consumer and retail market research recently released this information from a U.S. study:

***"Sensitive facial skin is a problem that plagues almost half of all skin care product users. Understanding that one out of every two women claim sensitive facial skin opens doors for manufacturers, marketers and retailers to speak to this important skin need."***

— NPDP 2009 Women's In-Depth Consumer Report

We know that sensitive skin claims continue to be of interest to your customers, and that's why the TimeWise® Miracle Set® was formulated for sensitive skin. It's also hypoallergenic and fragrance-free, additional claims that many consumers request. However, we really wanted to put this set to the test. So we tested the TimeWise® Miracle Set® on individuals with clinically diagnosed rosacea to confirm just how suitable it can be on *extremely* sensitive skin.

The results showed that **people with extreme skin sensitivities can experience the same great age-fighting results we expect from our TimeWise® Miracle Set®†:**

After a two-week study of individuals with rosacea†:

- 95% showed improvement in skin texture.
- 80% showed improvement in even skin tone.
- 60% showed improvement in skin redness.
- 50% showed improvement in overall photo damage (sun damage).

In addition, people with rosacea often have a difficult time finding products that are compatible with their skin type. When asked their opinion of the TimeWise® Miracle Set®:

- 65% felt it improved the condition of visible red skin.
- 70% felt it provided a healthy glow.
- 85% felt it soothed their skin.

### IMPRESSIVE RESULTS AFTER A SINGLE IPL TREATMENT

We also tested the TimeWise® Miracle Set® in conjunction with panelists who had experienced **Intense Pulsed Light Treatment (IPL)**. This is a dermatological procedure often used to reduce facial spider veins and fine facial hair, tighten skin, reduce wrinkling and address skin pigmentary problems associated with red or brown color. IPL acts by delivering filtered, multispectral light to the skin. Typically, a series of three to five treatments is necessary to achieve desired results.

Dermatologists often recommend special skin care regimens to be used in conjunction with IPL.

These skin care regimens should protect the skin during treatment recovery and enhance the benefits seen with IPL. We wanted to see how effective the TimeWise® Miracle Set® would be as a *possible* post-treatment solution.

Here are results based on a 12-week study of individuals after a single IPL treatment:

- 100% experienced improvement in overall photo damage (sun damage).
- 100% experienced improvement in evening of skin tone.
- 47% experienced improvement in coarse wrinkling.
- 97% experienced improvement in skin redness.
- 94% experienced improvement in dark spots.

You can share these new results for the TimeWise® Miracle Set® with your customers, giving you even more leverage for attracting new skin care customers.

### TIMEWISE® SUPPLEMENTS

As you know, the TimeWise® story doesn't stop with the Miracle Set®. Targeted products that address specific needs are critical for your business success. TimeWise® Replenishing Serum+C is an example of taking age-fighting to new levels with ingredients that enhance the production of new collagen and help keep existing collagen from breaking down.\*\*

Products like the TimeWise® Microdermabrasion Set, TimeWise® Even Complexion Essence and TimeWise® Targeted-Action® Line Reducer provide customization for your customers' specific needs. You can rest assured that Mary Kay continues to research new ingredients and new skin care formulas, so you can look forward to even more advanced TimeWise® products in the future!

†While the TimeWise® Miracle Set® was not formulated for or intended to treat or cure rosacea, these results show that you can feel confident that it is suitable for customers with sensitive skin.

\*\*Based on in-vitro testing

# COLORS

## GO CREAMY AND DREAMY.

Get a fresh, easygoing look with new regular-line Mary Kay® cream colors for eyes and cheeks!



### NEW! MARY KAY® CREAM EYE COLOR

- Blends evenly and layers easily to create a flawless and vibrant appearance.
- Clinically tested for skin irritancy and allergy- and ophthalmologist-tested.

Swirl, glide and go! Mary Kay® Cream Eye Color glides on for a smooth wash of color that lasts up to 10 hours! The lightweight, long-wearing, blendable formula is crease-proof and waterproof. Choose from five gorgeous shades.

**\$13 each**



### NEW! MARY KAY® CREAM EYE COLOR/ CONCEALER BRUSH

- Synthetic brush hair easily picks up and distributes creamy formulas.

Specifically designed for use with cream products, the Mary Kay® Cream Eye Color/ Concealer Brush provides a flawless application. The soft bristles are specially shaped to evenly distribute Mary Kay® Cream Eye Color on the eyelid or to precisely apply Mary Kay® Concealer.\* No tugging. No skipping. Just beautiful! **\$10**

\*For hygienic reasons, it is recommended to dedicate one brush for use with concealer and one brush for use with cream eye color.

All product prices are suggested retail.

### NEW! MARY KAY® CREAM BLUSH

- Infused with emollient white lily bulb extract plus peach extract that's rich in vitamin C.

It's the best of both worlds! New multi-functional Mary Kay® Cream Blush glides on like a cream and then transforms to a natural powdery finish. And this creamy, dreamy blush contains skin-protecting antioxidants. Apply for just a hint of color or layer for sheer, buildable coverage. Choose from two chic to cheek shades. **\$13 each**





# GET THE CREAM COLOR LOOKS YOU WANT.

## EXPERT ADVICE:

From Celebrity Makeup Artist **Ashunta Sheriff**

The new Mary Kay® Cream Eye Color and Cream Blush are simply awesome! The great thing about cream color is that it can be used all year. In the summer, the lightweight formulas achieve a natural look. For winter, they're great for getting that glow from within that we tend to miss as skin gets drier.



## BEAUTIFUL EYES

Mary Kay® Cream Eye Color is extremely versatile. The shades can be used together or worn alone. Also, the cream eye color acts as a primer when you layer Mary Kay® Mineral Eye Color on top of it. By doing so, you will get a more intense, long-wearing look. The key is to apply the cream eye color first.



It's best to apply Mary Kay® Cream Eye Color with the new Mary Kay® Cream Eye Color/Concealer Brush.\* The brush was designed with soft, synthetic bristles that pick up the right amount of product, smooth it on and get it where it needs to go. These shades are crease-proof, long-wearing and quick-drying.

To use the brush, dip it in the cream eye color and use a back-and-forth motion to pick up the product. Then apply it by smoothing the brush over the eyelid. You can apply color on just the lid for intensity. Or apply it from the lid all the way to the brow bone for a sheer-wash look. A little will go a long way.

\*For hygienic reasons, it is recommended to dedicate one brush for use with concealer and one brush for use with cream eye color.

You can mix colors with the brush, and I recommend cleaning your personal brushes two to three times per week.

## EYE LOOKS TO TRY:

- Glacier Gray and Iced Cocoa are great smoky shades for evening. Apply two layers of either shade with a couple of coats of mascara for an evening look that's still soft.
- Apricot Twist looks great in the inner corner of the eye to get what I call the "disco lights" shimmer that makes eyes look beautiful and radiant.
- Apply any shade of Mary Kay® Cream Eye Color, then layer it with a Mary Kay® Mineral Eye Color in a similar shade. Glacier Gray cream eye color with Granite on top would be gorgeous.



## GLOWING CHEEKS

Mary Kay® Cream Blush in Cranberry and Sheer Bliss gives you a natural look that's buildable – for that "Jennifer Lopez" glow that everyone wants!

- Using the fingertips, you can apply the cream blush alone. Or apply it first and layer any shade of Mary Kay® Mineral Cheek Color on top of it for more intensity.

- Because it's a light shade, Sheer Bliss also can double as a highlighter for any complexion. As a highlighter, apply this shade to the bridge of your nose, brow bone or cheekbone.

## GREAT FOR EVERYONE

Both the cream eye and blush products (including the shimmer shades) are great for everyone – including mature women! Because Mary Kay® Cream Eye Color is crease-proof, it creates a smooth effect. You also can put the powder over the cream and maintain the smooth look. And because the cheek area has fewer wrinkles in general, the Mary Kay® Cream Blush glides on easily.

## ASHUNTA'S TOP 3 WINTER SKIN TIPS

1. Don't forget to use an SPF product on the face during winter months to maintain sunscreen protection.
2. Keep lips hydrated with the Satin Lips® Set. In the morning, apply the balm while you are doing your skin care regimen. Then by the time you're ready to apply makeup, the balm will set the base for lip color – and it won't alter the application of your lip color.
3. Don't be afraid to embrace the glow! Wintertime is harsh on our skin and takes away our natural glow, so be sure to use products that bring it back – like new Mary Kay® cream eye and cheek colors!

# SKIN GOES LUMINOUS

WITH NEW LIMITED-EDITION\* MARY KAY® LIQUID ILLUMINATOR.

Luminous skin is always in for women of all ages and skin tones! This sheer, creamy, pearlescent formula contains multireflecting powders that provide its illuminating power. Silky and lightweight, it glides on smoothly and dries quickly. Shade 1 adds luminosity to ivory and light beige skin tones. Shade 2 acts as an illuminating bronzer on ivory and light beige skin tones, and it illuminates dark beige and bronze skin tones. **\$20 each**



## APPLICATION TIPS:

- As an illuminator, apply Shade 1 or 2 all over the face, focusing on the cheekbone, brow bone and along the jawbone to enhance bone structure.
- As a bronzer, apply Shade 2 lightly all over the face, focusing on the cheek and temple areas.
- Mix limited-edition\* Mary Kay® Liquid Illuminator with facial moisturizer for a perfect subtle glow on the face. Mix with body moisturizer for a radiant glow on legs, arms and décolleté. Or mix it together with your foundation to get coverage and a radiant glow.
- Apply before foundation for an overall glow. Allow to dry prior to applying foundation.

*"Limited-edition\* Mary Kay® Liquid Illuminator is like a vacation in a bottle. Use it as a highlighter or primer for your face and on your legs, arms and décolleté for a beautiful, red-carpet glow!"*

– Celebrity Makeup Artist Ashunta Sheriff



\*Available while supplies last



## BACK IN THE REGULAR-LINE!

You got it! The mechanical Mary Kay® Brow Liner in Blonde is back in the regular product line! Many of your customers prefer this applicator and the shade it delivers. In fact, the Blonde shade can be used on a wide variety of consumers with blonde to brown brows. Spread the word! **\$10**

MARY KAY

# GET A MARY KAY® ALL-TIME BEST SELLER FREE!

No wonder it's a Mary Kay® all-time best-selling product\*! It takes your eye makeup off in a blink – including waterproof mascara. No rubbing or tugging. And now when you buy a full-sized Mary Kay® Oil-Free Eye Makeup Remover\*\*, you get a mini-size free†.

**Small wonder. Big benefits. \$15**



Offer available through participating Independent Beauty Consultants only.

No limits apply. Offer good Dec. 1–  
Dec. 31 or while supplies last.



\*The best-seller designation refers to top-selling products within the Mary Kay® product line. \*\*Full-sized Mary Kay® Oil-Free Eye Makeup Remover, \$15 suggested retail price  
†Mini-sized Mary Kay® Oil-Free Eye Makeup Remover is not intended for resale.

# Recognition

## Congratulations to the winners for September 2010

### Top NSDs Year-to-Date

Pictured here are the top 10 NSDs Year-to-Date.



### On-Target Inner/Diamond/Gold Circle

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; 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 2010, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for August 2010.) 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, 2010.

**On-Target for \$950,000 Inner Circle**  
Barbara Sunden.....\$242,673.71

**On-Target for \$450,000 Inner Circle**  
Carol Anton .....\$123,604.83  
Karen Piro .....117,249.83

**On-Target for \$400,000 Inner Circle**  
Gloria Mayfield Banks.....\$107,044.42  
Lisa Madson.....103,644.92  
Kathy Helou .....102,444.78  
Jan Harris.....101,653.16

**On-Target for \$350,000 Inner Circle**  
Anita Mallory Garrett-Roe .....\$98,694.36  
Cheryl Warfield .....94,781.96  
Pat Danforth .....93,933.61  
Darlene Berggren.....92,887.69  
Gloria Castaño .....89,234.82

**On-Target for \$325,000 Inner Circle**  
Karlée Isenhardt .....\$86,493.71  
Jana Cox.....84,431.54

**On-Target for \$300,000 Diamond Circle**  
Stacy James.....\$76,627.71

**On-Target for \$250,000 Diamond Circle**  
Lupita Ceballos.....\$71,331.03  
Sherry Giancristoforo.....69,250.28  
Dacia Wiegandt.....68,855.55  
Sue Kirkpatrick.....67,413.45  
Sonia Páez.....66,042.83  
Cindy Williams.....64,916.46  
Debi Moore.....64,684.11  
Patricia Rodríguez-Turker.....64,237.92  
Mary Diem.....63,038.55

**On-Target for \$200,000 Diamond Circle**  
Linda Toupin.....\$62,375.94  
Julianne Nagle.....61,709.31  
Shirley Oppenheimer.....60,470.85  
Halina Rygiel.....59,482.69  
SuzAnne Brothers.....58,583.76  
Judie McCoy.....57,257.51  
Kerry Buskirk.....57,162.72  
Pamela Waldrop Shaw.....57,148.77

Sandy Miller.....55,848.29  
Nancy Bonner.....53,472.47  
Cindy Fox.....52,574.53  
Lily Orellana.....51,886.10  
Mary Estupian-Martel.....51,383.76

**On-Target for \$150,000 Gold Circle**  
Diane Underwood.....\$49,660.53  
Wanda Dalby.....49,599.21  
Jackie Swank.....49,206.59  
Kimberly Copeland.....48,992.29  
Ronnie D'Esposito Klein.....48,914.07  
Pamela Fortenberry-Slate.....48,117.14  
Jeanne Rowland.....47,352.84  
Anita Tripp Brewton.....47,228.56  
Shannon Andrews.....46,424.50  
Lisa Allison.....43,924.11  
Kay Elvrum.....42,947.36  
Dalene Hartshorn.....42,722.58  
Jamie Cruse-Vrinos.....42,113.24  
Tammy Crayk.....41,852.39  
Sandy Valerio.....41,655.43  
Jo Anne Cunningham.....41,537.02

Julie Krebsbach.....41,187.37  
Maureen Ledda.....41,080.81  
Anabell Rocha.....40,552.75  
Consuelo Prieto.....40,439.17  
María Monarrez.....40,326.03  
Lynne Holliday.....40,297.16  
Rebecca Evans.....40,108.98  
Cyndee Gress.....39,742.45  
Elizabeth Fitzpatrick.....39,052.59  
Yvonne Lemmon.....38,662.06  
Janet Tade.....38,325.12  
Connie Kittson.....38,301.76  
Magdalena Nevárez.....38,177.11  
Mona Butters.....37,581.74  
Wilda DeKerlegand.....37,512.27

**On-Target for \$125,000 Gold Circle**  
Dawn Dunn.....\$37,410.15  
Joyce Z. Grady.....37,308.81  
Scarlett Walker-Simpson.....37,215.69  
Maribel Barajas.....36,482.04  
Miriam Gómez-Rivas.....36,430.23  
Davanne Moul.....36,254.37

Shirley Oshiro.....36,189.46  
Pam Ross.....35,746.04  
Alia Head.....35,621.69  
Joanne Bertalan.....35,589.18  
Pam Klickna-Powell.....35,468.46  
Janis Z. Moon.....35,410.80  
Evelinda Díaz.....35,365.90  
Judy Brack.....35,229.06  
Cathy Phillips.....35,227.28  
Michelle Sudeth.....34,412.23  
Ada García-Herrera.....33,470.47  
Linda Kirkbride.....33,283.58  
Gloria Báez.....32,952.83  
Jan Thetford.....32,515.47  
Toni McElroy.....32,409.42  
Lise Clark.....32,332.85  
Patricia Lane.....32,151.95  
Kate DeBlander.....32,045.98  
Cathy Bill.....31,695.66  
Jeanie Martin.....31,454.27  
Gena Rae Gass.....31,342.59  
Valerie Bagnol.....31,327.88

### Monthly Commissions and Bonuses

Listed are NSD commissions above \$10,000 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.

#### Emerald

1. **Kathy Helou\***.....**\$48,015**  
2. Gloria Mayfield Banks\*\*\*.....47,666  
3. Dacia Wiegandt.....36,941  
4. Debi R. Moore\*.....31,923  
5. Sherry Giancristoforo\*\*.....29,855  
6. SuzAnne Brothers\*.....29,839  
7. Lily Orellana.....29,300  
8. Kerry Buskirk\*.....23,549  
9. Yvonne S. Lemmon.....21,621  
10. Cindy Fox\*.....21,515  
11. Consuelo R. Prieto.....21,133  
12. Kay E. Elvrum.....20,829  
13. Jamie Cruse-Vrinos.....20,785  
14. Janet Tade\*.....20,722  
15. Cathy Phillips.....20,336  
16. Pamela Tull.....20,257  
17. Mona Butters.....19,754  
18. Joanne R. Bertalan\*.....19,676  
19. Shelly Gladstein.....18,630  
20. Crist Ann Millard.....18,144  
21. Miriam Gómez-Rivas.....17,512  
22. Kathy Rodgers-Smith.....17,336  
23. Morayma Rosas.....16,448  
24. Jackie LaPrade.....14,424  
25. Cathy Bill\*.....14,071  
26. Kym A. Walker\*.....13,646  
27. Crisette M. Ellis.....13,553  
28. Regina Hogue.....12,742  
29. Sabrina Goodwin Monday.....12,451  
30. Sandra Charnorro.....12,245  
31. Nora L. Shariff\*.....12,055  
32. Brenda Segal\*.....11,803  
33. Dawn Otten-Sweeney.....11,417  
34. Judy Harmon.....11,249  
35. Pamela Cheek.....10,413

#### Pearl

1. **Cheryl Warfield\*\***.....**\$46,692**  
2. Stacy I. James\*.....43,838  
3. Jan Harris\*\*.....42,873  
4. Darlene Berggren\*\*.....39,996  
5. Cindy A. Williams.....34,481  
6. Pamela Waldrop Shaw.....31,977  
7. Lisa Allison\*.....30,181  
8. Mary C. Estupian-Martel\*.....24,960  
9. Anita Tripp Brewton\*.....24,276  
10. Halina Rygiel\*.....24,102  
11. Jackie Swank\*.....22,437  
12. Sandy Miller\*.....22,422  
13. Shirley M. Oshiro.....21,901  
14. Nancy Bonner\*.....21,682  
15. Anabell Rocha.....21,543  
16. Maureen S. Ledda\*.....20,505  
17. Julie Krebsbach.....20,369  
18. Jeanie Martin.....20,332  
19. Elizabeth Fitzpatrick\*.....19,740  
20. Judy Brack.....18,725  
21. Wilda DeKerlegand\*.....18,273  
22. Monique Todd Balboa.....17,786  
23. Alma Orrosetti.....17,210  
24. Glinda McGuire.....16,861  
25. Pat Campbell.....16,442  
26. Lise T. Clark\*.....15,967  
27. Linda Kirkbride.....15,906  
28. Cathy E. Littlejohn.....15,318  
29. Beatrice Powell.....14,470  
30. Lynda Jackson\*.....14,421  
31. Barbara Stimach\*.....14,185  
32. Bett Vernon.....13,698  
33. Robin Rowland.....13,160  
34. Kathy C. Goff-Brummett.....12,578  
35. Holl Lowe.....12,044

36. Deb Pike.....11,966  
37. Jane Studrawa.....11,844  
38. Maureen Myers.....11,174  
39. Rosalie Ann Medjesky.....11,008  
40. Sylvia Kalicak.....10,318

#### Diamond

1. **Barbara Sunden\*\*\***.....**\$84,166**  
2. Lisa Madson.....59,729  
3. Anita Mallory Garrett-Roe\*\*.....41,853  
4. Sonia Páez.....40,428  
5. Linda C. Toupin.....35,115  
6. Patricia Rodríguez-Turker\*\*.....32,945  
7. Gloria Castaño\*\*.....31,394  
8. Diane Underwood.....26,119  
9. Mary Diem\*.....25,893  
10. Jo Anne Cunningham.....22,799  
11. Dalene Hartshorn.....22,789  
12. María Monarrez.....22,373  
13. Joyce Z. Grady.....22,233  
14. Evelinda Díaz\*.....20,516  
15. Connie A. Kittson.....20,415  
16. Ada García-Herrera.....19,631  
17. Isabel Venegas.....14,919  
18. Gina Rodríguez.....13,742  
19. Diana Heble.....12,038  
20. Carol Lawler.....10,653  
21. Andrea C. Newman.....10,481

#### Ruby

1. **Carol Anton\*\***.....**\$60,897**  
2. Pat Danforth\*.....43,451  
3. Sue Kirkpatrick\*.....33,079  
4. Karlée Isenhardt\*\*.....31,279  
5. Shirley Oppenheimer\*.....29,856

6. Cyndee Gress.....25,476  
7. Ronnie D'Esposito Klein\*.....23,843  
8. Maureen Dalby\*\*.....22,732  
9. Donna B. Meixsell.....21,606  
10. Kimberly R. Copeland.....20,856  
11. Pam Ross\*.....20,380  
12. Lynne G. Holliday.....19,807  
13. Rebecca Evans\*.....19,289  
14. Janis Z. Moon.....19,182  
15. Kate DeBlander.....18,897  
16. Michelle L. Sudeth\*.....17,483  
17. Scarlett S. Walker-Simpson\*.....16,692  
18. Toni A. McElroy.....16,642  
19. Judy Kawiecki.....16,361  
20. Vicki Jo Auth.....16,198  
21. Gena Rae Gass.....16,007  
22. Pamela A. Fortenberry-Slate\*.....15,597  
23. Jeanne Rowland\*.....15,430  
24. Bea Millsagle.....14,987  
25. Candy D. Lewis.....14,576  
26. Kirk Gillespie.....14,241  
27. Cheryl J. Davidson.....14,015  
28. Kelly McCarroll.....13,878  
29. Patricia Lane.....12,900  
30. Jo Anne Barnes.....12,726  
31. Cindy Z. Leone.....12,546  
32. Terri Schafer.....12,263  
33. Margaret M. Bartsch.....12,224  
34. Cindy Towne.....11,557  
35. Gay Hope Super.....11,177  
36. Rhonda L. Fraczowski.....10,897  
37. Vicky L. Fuseller.....10,547

#### Sapphire

1. **Karen Piro\*\***.....**\$54,919**  
2. Jana Cox\*.....38,656

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

# Recognition

## Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in September 2010. Names in **bold** print are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Emerald

Auri Hatheway .....\$14,385.04  
Susan Ruth Cunningham.....13,687.73  
Evalina Chavez .....13,349.18  
Linda Bradley .....13,075.41  
Christie I. Ehiobu .....12,312.86  
Anita Kay Cunningham.....10,755.29  
Connie Marie Ackroyd .....10,653.39  
Heather A. Carlson.....10,628.69  
Pat Forehand .....10,590.91  
Stacy D. Foust .....10,459.05  
Tanya Olivia King .....10,215.04  
Maria Sanchez .....10,214.33  
Candy Jackson .....10,019.39  
Pam Kelly .....9,947.12  
Barbara Pleet .....9,660.37  
Yolanda Lopez .....9,609.68  
Kimbi L. Bartik .....9,427.28  
Roxie Soto .....9,359.98  
Paula Kelsch .....9,352.94  
Elaine K. Williams .....9,276.64  
Sheri Farrar-Meyer .....9,015.05  
Jeanie M. Tamborello .....8,873.31  
Traci L. Smith .....8,737.10  
Christine A. Denton .....8,644.62  
Pattie A. Robinson .....8,633.55  
Christine J. Kurzawa .....8,400.94  
Linda Jackson .....8,365.69  
Annette D. Oxley .....8,159.47  
Stacy S. Gilson .....8,147.11  
Hope S. Pratt .....8,093.63  
O'Nelly Encarnacion Gomez .....8,067.39  
Brendaliz Cajigas .....8,048.09  
Jeanette E. Beichle .....8,028.47  
Jo M. Cotton .....8,006.78  
Natalie M. Oliverio-Ziehmer .....7,959.95  
Holly S. Neff .....7,957.21  
Nancy Boucher .....7,937.77  
Trisha Taylor .....7,928.38  
Cheryl L. Foster .....7,867.25  
Susie J. Serio .....7,818.35  
Angel L. Hurley .....7,793.30  
Debbie L. Bower .....7,678.86  
Karen A. Jorgenson .....7,658.75  
Karen E. Ridle .....7,602.31  
Kristen L. Voyles .....7,507.10  
Rose Campbell .....7,483.82  
Michele Martella Ames .....7,452.99  
Hollie R. Sherrick .....7,406.91  
Lisa E. Taylor .....7,331.48  
Antonia Miranda .....7,292.94  
Ann Shears .....7,270.49  
Keiko M. Nakao .....7,220.56  
Nancy Jean Leroy .....7,163.58  
Kay Dickerson .....7,134.62  
Rita Jean Barthel .....7,115.26  
Denise G. Kucharski .....7,064.42  
Helen Jakpor .....7,007.72  
Jeannine R. DeVore Harris .....6,979.66  
Grace Hull .....6,867.39  
Julie B. Potts .....6,803.70  
Nancy A. Berlin .....6,787.51  
Karen Saladrigas .....6,770.27  
Renée Duencel .....6,755.73  
Ayobami Olanrewaju Olusa .....6,729.21  
Valerie Yokie .....6,710.42  
Celsa Menivar-Gutierrez .....6,686.50  
Jackie L. Root .....6,666.54  
Pamela Rowe Krzmarzick .....6,646.24  
Deborah G. Thrift .....6,616.55  
Susan Houser .....6,612.55  
Ana E. Segovia .....6,595.99  
Nancy A. Coleman .....6,585.79  
Kathy P. Oliveira .....6,573.66  
Sandy Malkin .....6,571.22  
Dolly Hardy .....6,544.55  
Haydee Guzman .....6,510.46  
Shawna D. Schneider .....6,496.53  
Angie Sidden .....6,493.67  
Robin S. Moody .....6,491.74  
Melissa Elizabeth Milanak .....6,439.45  
Bridgett Leigh Moore .....6,419.78  
Emily Stone .....6,419.00  
Stacy M. Houy .....6,400.74  
Maria Estela Mondragon .....6,400.50  
Joanna Murguia .....6,352.94  
Jordan Helou Eicher .....6,346.36

Sonia E. Argueta .....6,344.37  
Karen Hunter .....6,305.73  
Katie L. Ashby .....6,279.07  
Flavia A. Rivera .....6,278.99  
Leanne Parrino .....6,272.26  
Rita Vera Eromosele .....6,241.42  
Gerri L. Gurreri .....6,206.34  
Cecilia Merport .....6,184.15  
Rosy Garcia Acevedo .....6,171.18  
Lourdes Monroy Rodriguez .....6,155.84  
Laura A. Armstrong .....6,151.56  
Sue Uibel .....6,149.61  
Gloria E. Sandoval .....6,146.58  
Debbie E. Barnes .....6,115.59

### Pearl

Kim McClure .....\$18,273.97  
Amie N. Gambolan .....13,872.21  
Katherine Mirkes Ward .....13,608.16  
Susan M. Hohlman .....13,395.66  
Jeanie K. Navkal .....13,275.84  
Jaime Marie Bittner .....13,040.67  
Nadine Bowers .....12,641.01  
Blythe Jolee Egbert .....12,607.45  
Angela P. LaFrance .....12,593.89  
Cindy Machado-Flippen .....12,278.09  
Tammy A. Vavala .....12,274.13  
Rhona C. George .....12,030.03  
Roya M. Mattis .....11,750.17  
Leah Michelle Lauchlan .....11,731.24  
Rebecca Milligan .....11,444.54  
Kristin Myers .....11,035.68  
Sylvia Lynn Martinez .....11,027.15  
Julia Sander Burnett .....10,877.07  
Janice Baxter Hull .....10,775.25  
Mia J. Mason Taylor .....10,628.92  
Tracey L. Chavez .....10,621.08  
Christi G. Campbell .....10,445.02  
Patty Webster .....10,418.77  
Dorothy D. Boyd .....10,267.95  
Anne Geertsens .....10,099.71  
Kathy Eckhardt .....9,607.57  
Carrie V. Eddings-Foster .....9,553.54  
Evelyn Pirhalla .....9,356.15  
Patti Cornell .....9,346.65  
Ruthie Bressette-Mount .....9,259.56  
Rochelle Hawk .....9,245.81  
Amy M. Alber .....9,240.39  
Diane M. Detesco .....9,155.00  
Tina M. Wright-Dees .....9,090.95  
Stacey Craft .....9,010.69  
Amy Kemp .....8,961.09  
Lisa Olivares .....8,908.52  
R. Sue Miller .....8,892.79  
Shelley Eldridge .....8,807.93  
Amie J. Bennett .....8,695.14  
Gloria Heyaime .....8,297.64  
Denise E. Crosby .....8,166.12  
Sally Moreno .....8,106.14  
Heather Marie Erbe .....8,088.51  
Susan K. Janish .....7,972.71  
Jo Shuler .....7,906.57  
Connie L. Young .....7,878.91  
Constance Nugent Miller .....7,861.77  
Ginger J. Benedict .....7,809.50  
Keita Powell .....7,803.12  
Marci Helene Barbier .....7,786.97  
Rita Schaefer .....7,766.79  
Kathryn L. Engstrom .....7,698.33  
Sandra M. Munguia .....7,630.19  
Susie Kopacz .....7,536.09  
Vicki Piccirilli .....7,533.60  
Maribel Olivares .....7,527.36  
Sara Ruth Pennella .....7,505.32  
Donna Stephano .....7,449.70  
Amy Kirtell .....7,449.61  
Virginia S. Rocha .....7,448.80  
Nicole J. Canamare .....7,386.55  
Joyce Recenelo .....7,372.20  
Samantha Cheek .....7,338.42  
Karla Pacetti .....7,238.79  
Darlene Rutledge .....7,192.88  
Toni Louise Moore .....7,128.21  
Betsy C. Richard .....7,128.12  
Marye Durrer .....7,115.68  
Beth H. Piland .....7,089.09

Mara C. Lane .....7,088.31  
Barbara R. Johnson .....7,046.60  
Melissa Hamby .....7,011.20  
Angela J. Fry .....7,005.06  
Sandra Giraldo Kirchhoff .....7,000.90  
Andrea Lee Converse .....6,959.06  
Harriett Sharpe .....6,928.85  
Elizabeth B. Muna .....6,924.74  
Charlene Grubbs .....6,920.55  
Penny J. Jackson .....6,864.75  
Amelie B. Kemogne .....6,818.41  
Mojito Mojtabaie .....6,811.17  
Jeraline B. Long .....6,807.55  
Aide G. Martinez Charre .....6,799.12  
Hazel White .....6,755.54  
Ella M. Chick-Power .....6,677.00  
Sandra Tatzter .....6,603.33  
Alicia Borkowska-Sattler .....6,597.63  
Luanne Stewart .....6,583.88  
Carmen J. Felix .....6,552.73  
Peggy Matish .....6,549.71  
Judy Tapella .....6,549.65  
Debbie A. Thomas .....6,549.53  
Michelle Riley .....6,514.11  
Laurie C. Cole .....6,485.62  
Kathy Ahlwardt .....6,477.51  
Richelle V. Barnes .....6,476.14  
Alice C. Mahone .....6,469.02  
Ashley O. Brooker .....6,466.75  
Michele Salisbury Rankin .....6,464.16

### Diamond

Dayana Polanco .....\$15,002.17  
Emily Sims .....14,143.44  
Priscilla McPheeters .....13,862.01  
LaRonda L. Daigle .....13,221.81  
Marsha Morrisette .....12,835.81  
Mary Strauss .....12,833.89  
Heidi Goelzer .....12,757.74  
Melinda M. Balling .....12,528.71  
Julie Neal .....11,967.84  
Ruth L. Everhart .....11,399.41  
Terri J. Beckstead .....11,205.25  
Gerril Anne Morris .....10,994.18  
Mayuli Maria Rolo .....10,892.85  
Andrea L. Peters .....10,857.38  
Amy Allgood .....10,673.01  
Tawnya Krempges .....10,565.55  
Lisa Rada .....10,531.38  
Julie Danskin .....10,518.37  
Elvi S. Lamping .....10,422.87  
Robert S. Lantz .....10,240.49  
Nicki R. Hill .....10,169.93  
Andrea Shields .....10,071.37  
Sheryl Peterson .....10,054.12  
Nancy Polish Dove .....9,970.18  
Deborah Dudas .....9,934.15  
Linda T. Cartiglia .....9,899.23  
Donna J. Saguto .....9,841.02  
Melissa R. Hennings .....9,624.33  
Vivian Diaz .....9,617.00  
Anne Newcomb .....9,587.17  
Kristin Jenae Rogers .....9,425.76  
Donna K. Smith .....9,407.70  
Elynn Hemdb .....9,388.55  
Rose Rodriguez-Capone .....9,380.96  
Susan M. McCoy .....9,378.88  
Diane L. Mentiply .....9,367.74  
Betty McKendry .....9,362.23  
Reyna Colmenares .....9,304.04  
Maricarmen Gonzalez .....9,256.06  
Carol Lee Johnson .....9,254.22  
Martha Kay Ralle .....9,247.35  
Suzanne T. Young .....9,232.77  
Julie Schlundt .....9,217.72  
Susan J. Pankow .....9,108.32  
Diane L. Van Bostel .....9,077.07  
Eileen Fricke .....9,043.89  
Lisa A. Stengel .....9,013.62  
Karen M. Bonura .....9,004.94  
Pat A. Nuzzi .....8,956.62  
Kathleen Kingley-Lokal .....8,950.44  
Nancy Rodriguez .....8,803.32  
Shelly Palen .....8,766.05  
Ana X. Solis .....8,755.50  
Jacqueline Prendes .....8,724.21

Betty Symons .....8,682.22  
Mileta K. Kinser .....8,678.41  
Maria Flores .....8,581.26  
Meyra Esparza .....8,568.19  
Petie L. Huffman .....8,540.76  
Brenda K. Howell .....8,514.96  
Heather M. Julson .....8,478.91  
Evelita Valdez-Cruz .....8,398.77  
Mary Kathryn King .....8,343.48  
Orenda Raichel Hunniford .....8,339.81  
Karime Rosas .....8,312.10  
Sandy Griffith .....8,291.64  
Maritza Estela Gonzalez .....8,264.17  
Jill D. Davis .....8,241.09  
Marilinda R. Brown .....8,220.84  
Lisa A. Raupp .....8,220.35  
Cecilia C. James .....8,187.94  
Nancy Ashton .....8,151.80  
Mary Jacobson .....8,075.21  
Valorie Jean White .....8,061.47  
Stephanie Audino .....8,021.80  
Lisa DeWeber .....8,018.47  
Sandy Lasso .....8,060.80  
Rhonda Jean Taylor .....7,775.28  
Pat Joos .....7,631.64  
Mariaelena Boquin .....7,603.14  
Linda J. Wicks .....7,592.61  
Wendy Hayum-Gross .....7,489.88  
Delmi Cristina Santos .....7,466.10  
Marianne Biase Mason .....7,445.99  
Lisa Peterson .....7,430.38  
Nancy Fox Castro .....7,404.44  
Stephanie A. Richter .....7,401.02  
Janet S. Chapman .....7,337.23  
Judy Higgins .....7,194.83  
Irene Olebara .....7,175.85  
Yvonne Tazem .....7,164.67  
Lesa Rae Franken .....7,157.77  
JoAnn Marie Calvin .....7,154.60  
Barbara E. Roehrig .....7,139.23  
Trudy Miller .....7,087.84  
Lesley A. Bodine .....7,059.25  
Patricia Carr .....7,030.88  
Susan K. Carlson .....7,000.24  
Mary Beissel .....6,990.25  
Silvia Sanchez .....6,968.39

### Ruby

Krystal Walker .....\$13,012.11  
Debbie A. Hocott .....12,068.69  
Laura A. Kattenbraker .....12,057.41  
Bridgette Rae Conley .....11,803.04  
Thessy Nkechi .....10,957.38  
Nwachukwu .....10,854.23  
Carmen Nuez de Valencia .....10,854.23  
Donna Clark-Driscoll .....10,518.08  
Phuong L. White .....10,409.58  
Michele Semper .....10,207.02  
Krystal D. Downey-Shada .....10,012.93  
Meg Springer .....9,824.81  
Mary Sharon Howell .....9,821.31  
Lisa Anne Harmon .....9,805.60  
Tiffany Brooke Stout .....9,515.65  
Liz Whitehouse .....9,305.22  
Karen M. Irwin .....9,217.39  
Patti Maxwell .....9,196.04  
Diana Gutierrez .....9,866.09  
Mary Alice Dell .....8,845.70  
Somer Ballard Carter .....8,842.37  
Mary Lou Ardohain .....8,600.87  
Heather A. Verity .....8,567.63  
Cissy E. Warren .....8,407.21  
Brenda Fenner .....8,383.86  
Jacqueline N. Alford .....8,324.48  
Jan Maloney .....8,262.15  
Diane Covington .....8,197.94  
Candace Laurel Carlson .....8,156.74  
Monique Kent .....8,126.40  
Debbie A. Elbrecht .....7,924.29  
Marnie R. Yunger .....7,906.30  
Sherrie L. Clemons .....7,817.30  
Rosanne Pluchino .....7,771.24  
Gloria Dominguez .....7,756.54  
Deborah S. Bailly .....7,745.54  
Sonya F. Goins .....7,689.97  
Suzanne Moeller .....7,683.10

Kathy Monahan .....7,667.95  
Janelle A. Ferrell .....7,604.46  
Stella Smith-Pius .....7,548.69  
Juliet Ebele Okonkwo .....7,503.37  
Jackie M. Craver .....7,498.12  
Kali DeBlender Brigham .....7,356.99  
Pat Z. Allen .....7,305.55  
Jeanie Ripley .....7,289.30  
Kimberley Victor .....7,266.61  
Michelle M. Visco .....7,237.58  
Esther M. Maston .....7,176.55  
Wanda Metzger .....7,168.01  
Connie A. Brinker .....7,157.34  
Corrin Cresci .....7,131.26  
Robin R. Tucker .....7,112.38  
Lacy Janel Nickelson .....7,108.78  
Jeanette M. Thompson .....7,089.12  
Carlotta Sandiford-Coleman .....7,071.34  
Cindy P. Markowski .....7,017.74  
Kimberly Cavarretta .....6,994.63  
Linda Christenson .....6,988.67  
Peggy Young .....6,982.18  
Jill E. Garrett .....6,964.63  
Vicki S. Lindsay .....6,962.15  
Anne Weidenweber .....6,958.73  
Judy Lund .....6,931.55  
Patience Lenata Baabel .....6,917.44  
Judie Roman .....6,901.62  
Vanessa R. Upkins .....6,888.86  
Tina Hulsman .....6,873.71  
Julie Brindell Sapp .....6,820.46  
Brandy E. Richwine .....6,791.64  
Elsa A. Ramirez Pacheco .....6,783.62  
Christy M. Cox .....6,691.62  
Breda M. Teal .....6,669.64  
Sheryl K. Goins .....6,661.34  
Lynette L. Meisel .....6,643.38  
Bonnie Brannan .....6,637.78  
Lisa A. DeLucia .....6,634.93  
Sylvia J. Cook .....6,632.55  
Teri A. Nichols .....6,627.55  
Julie Smith .....6,622.95  
Deby A. Nezat .....6,544.14  
Gina M. Gildone .....6,459.38  
Janet M. Gammill .....6,459.23  
Deborah J. O'Leary .....6,414.98  
Shelia D. Evans .....6,391.71  
Lisa V. Bauer .....6,385.68  
Rose Mary Neel .....6,381.68  
Kathleen C. Savorgnan .....6,373.46  
Christy Barnett .....6,316.25  
Eusebia Bonilla .....6,299.30  
Collette McNamee .....6,289.30  
Dori M. Fennell .....6,288.79  
Suzanne P. Wallace .....6,274.17  
Sandeep Popadich .....6,265.34  
Terri A. Williamson .....6,259.92  
Barbara L. Harrison .....6,258.48  
Jemma Holley Imwalle .....6,241.52  
Fabiola Lopez .....6,234.50  
Shay Akin .....6,216.08  
Lisa Baker .....6,205.45  
Maryann Clark-Durell .....6,202.85

### Sapphire

Tammy Romage .....\$14,839.99  
Julie Weaver .....13,890.66  
Diane Bruns .....12,054.18  
Angie S. Day .....11,453.34  
Lady Ruth Brown .....10,902.37  
Debbie A. Weld .....10,756.44  
Tracy Potter .....10,742.45  
Lara F. McKeever .....10,709.26  
Jennifer L. Semelsberger .....10,691.99  
Besecker .....10,669.62  
Roxanne McClroe .....10,629.06  
Hayley E. Gordon .....10,529.06  
Crystal Dawn McDaniel .....10,173.07  
Sylvia Boggs .....9,977.05  
Joanna Helton .....9,961.52  
Maisha A. Bankhead .....9,822.09  
Teodora Ahumada .....9,687.47  
Josefa Chacon .....9,664.97  
Ruby Garner .....9,485.02  
Julia Mundy .....9,473.13  
Delmy Ana Torrejon .....9,470.80

Krista A. Johnson .....9,468.11  
Kim I. Sabourin .....9,189.13  
Randi Stevens .....9,146.74  
Faith A. Gladding .....9,003.19  
Mary K. White .....8,998.67  
Cheryl T. Anderson .....8,850.82  
Kristi M. Montesana .....8,850.69  
Ann W. Sherman .....8,636.07  
Cathy A. Jacobs .....8,621.40  
Nancy W. Pettaway .....8,612.46  
Brandy Lee Hudson .....8,465.52  
Lynn Baer Roberts .....8,463.09  
Melody Missick .....8,438.34  
Linda Klein .....8,389.86  
Dolores Keller .....8,329.26  
Bonnie Crumrin .....8,276.79  
Audrey K. MacDowall .....8,245.47  
Heather L. Bohlinger .....8,157.35  
Phyllis I. Pinsker .....8,127.94  
Moleda G. Dailey .....8,081.12  
Anita R. Rabelo .....8,033.78  
Marty Ulmer .....7,993.63  
Jill Beckstead .....7,926.93  
Deanna L. Spillman .....7,909.07  
Connie L. Russo .....7,908.24  
Robyn S. Cartmill .....7,862.08  
Kathleen Kirkwood .....7,855.85  
Peggy B. Sacco .....7,807.05  
Brynn M. Blalock .....7,745.21  
Maria G. Leon .....7,727.26  
Ann Ferrell Smith .....7,653.65  
Deana B. Mumpower .....7,608.53  
Brenda Bennett .....7,586.95  
Michelle Sara Moore .....7,538.00  
Maria Elena Coyote .....7,446.63  
Amy C. Hayes .....7,356.59  
Leanne Sexton .....7,334.11  
Kim West .....7,329.76  
Angela D. LaFerry .....7,306.42  
Lynn A. Cervini .....7,216.82  
Kathy R. Bullard .....7,188.30  
Marie Pfarr .....7,050.49  
Cheri L. Taylor .....7,038.15  
Margaret Neill .....7,003.04  
Elizabeth McCandless .....6,969.98  
Jodi L. Feller .....6,927.58  
Leslie M. McKinney-Smith .....6,922.68  
Norma Hood .....6,919.04  
Sue Ammons .....6,916.49  
Gena Prince .....6,916.16  
Gayle J. Green .....6,894.04  
Cindy S. Kriner .....6,770.50  
Jerlene Vrana .....6,743.26  
Natalie Reed .....6,736.98  
Deborah Robina .....6,724.02  
AnaMaria R. Cruz .....6,702.72  
Shelley Townsley .....6,676.94  
Diana E. Frausto .....6,674.68  
Sherril Reindl .....6,669.45  
Elizabeth A. Poole .....6,607.70  
Maranda Michelle Rains .....6,585.26  
Barbara J. Puckett .....6,572.36  
Celia E. Estrada .....6,550.66  
Jennifer G. Bouse .....6,540.39  
Judy L. Staats .....6,532.48  
Lisa Louise Winton .....6,527.58  
Jeannie Helm .....6,463.88  
Marjorie S. Haun .....6,453.43  
Terry A. Hensley .....6,437.93  
Angeles Sosa .....6,347.63  
Tabitha A. Hallums .....6,317.80  
Patrice Moore Smith .....6,303.25  
Christy Bigham .....6,301.93  
Julie Garvey .....6,300.81  
Romaine Korzon .....6,197.41  
Gloria Stake Miller .....6,098.42  
Brenda Gardiner .....6,087.55  
Maria Montes .....6,086.14  
Kaye Yuen .....6,075.99  
Wendy Clausen .....6,047.89

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

# 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 2010.

### Top National Sales Directors — Commissions and Bonuses



**Kathy Helou**  
\$48,015  
Emerald



**Cheryl Warfield**  
\$46,692  
Pearl



**Barbara Sunden**  
\$84,166  
Diamond



**Carol Anton**  
\$60,897  
Ruby



**Karen Piro**  
\$54,919  
Sapphire

### Top Unit — Estimated Retail Production

EMERALD — Linda Bradley, <i>D. Moore Area</i> .....	\$76,068
PEARL — Kim McClure, <i>Go Give Area</i> .....	\$97,557
DIAMOND — Marsha Morrisette, <i>A. Garrett-Roe Area</i> .....	\$91,309
RUBY — Bridgette Conley, <i>C. Anton Area</i> .....	\$72,948
SAPPHIRE — Tammy Ramage, <i>Go Give Area</i> .....	\$97,222

### Top Sales Director — Personal Sales

EMERALD — Bridgett Moore, <i>Go Give Area</i> .....	\$17,289
PEARL — Tina Smith, <i>G. McGuire Area</i> .....	\$13,447
DIAMOND — Beth Moore, <i>Go Give Area</i> .....	\$19,140
RUBY — Debbie Hocott, <i>G. Gass Area</i> .....	\$14,806
SAPPHIRE — Brenda Robinson, <i>K. Piro Area</i> .....	\$14,898

### Top Beauty Consultant — Personal Sales

EMERALD — Helen Leiby, <i>M. Bright Unit, G. Mayfield Banks Area</i> .....	\$21,411
PEARL — Rangamani Anandan, <i>M. Grier Unit, Go Give Area</i> .....	\$16,642
DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i> .....	\$18,514
RUBY — Georgene Winkelmann, <i>K. Irwin Unit, G. Gass Area</i> .....	\$19,839
SAPPHIRE — Lucy Mensah, <i>N. Barrett Unit, V. Bagnol Area</i> .....	\$15,033

### Top Team Builder

EMERALD — Sales Director Bessie Flowers, <i>P. Cheek Area</i> .....	11 New Team Members
PEARL — Sales Director Angela LaFrance, <i>Go Give Area</i> .....	17 New Team Members
DIAMOND — Maria Martinez, <i>R. Colmenares Unit, S. Páez Area</i> .....	13 New Team Members
RUBY — Sales Director Patience Baabel, <i>K. Isenhardt Area</i> .....	14 New Team Members
SAPPHIRE — Sales Director Celia Estrada, <i>Go Give Area</i> .....	12 New Team Members

## Top Unit Builders

Independent Sales Directors with 20 or more new unit members for September 2010.

#### Emerald

Tanya Olivia King .....	31 New Unit Members
Candy Jackson .....	25 New Unit Members

#### Pearl

Carrie V. Eddings-Foster .....	24 New Unit Members
Mia J. Mason Taylor .....	21 New Unit Members

#### Diamond

Elvi S. Lamping .....	27 New Unit Members
Reyna Colmenares .....	22 New Unit Members
Celeste Pichardo .....	22 New Unit Members
JoAnn Marie Calvin .....	21 New Unit Members
Ana Susana Romero .....	21 New Unit Members
Carmen Hernandez .....	20 New Unit Members
Mayuli Maria Rolo .....	20 New Unit Members

#### Ruby

Mariel Fedri .....	23 New Unit Members
Bridgette Rae Conley .....	22 New Unit Members
Consuelo Z. Tinajero .....	21 New Unit Members

#### Sapphire

Kimberly D. Cruse Davis .....	20 New Unit Members
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## In Loving Memory

### Independent Executive National Sales Director Darlene Berggren

**Independent Executive National Sales Director Darlene Berggren** passed away on Friday, Sept. 17, 2010. Darlene bravely battled cancer with grace and courage. She is survived by her husband, Denny; son, Marc; and daughter, Independent Beauty Consultant Elizabeth Berggren.

Like many women, Darlene thought corporate America offered her the best opportunity for success. But after years of unrewarding work, she started her Mary Kay business in 1980 and quickly discovered that she was rewarded for her accomplishments. "I was experiencing a freedom to excel that I had never known before," Darlene once said. "All I had to do was follow in the footsteps of those who were already successful. What a concept!"

Darlene debuted as an Independent Sales Director in April 1981. She was the recipient of the monthly Go-Give® Award in March 1989. She also was a member of the Queen's Court of Personal Sales and the Queen's Court of Sharing. In addition, Darlene made seven appearances in the Unit Circles,

including the prestigious Half-Million-Dollar Circle of Achievement. Darlene earned the use of her first pink Cadillac Career Car in 1983 and every year thereafter.

She debuted as an Independent National Sales Director in 1991. She was proud to have Halina Rygiel, Allison LaMarr and Lisa Allison debut as National Sales Directors from her area. She achieved Diamond Circle status four times, was a member of the exclusive Inner Circle five times and was a Top Ten National Sales Director nationwide twice. Darlene was a member of the Mary Kay Millionaires Club, having earned more than \$5 million in commissions from her Mary Kay business.

Darlene once said, "Of all the gifts I've received, the best are those I have within myself that I didn't even know existed." Darlene was a gift to all who knew her, and she will be deeply missed by her Mary Kay family.



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## MEET INDEPENDENT NATIONAL SALES DIRECTOR **HOLLI LOWE**

Independent National Sales Director Holli Lowe began her Mary Kay business in March 2001 and debuted as an Independent Sales Director in Oct. 2002. Holli debuted as a Mary Kay Independent National Sales Director in May 2010 and celebrated her NSD debut onstage during Seminar 2010. Here's what she shared about herself during an interview with *Applause*® magazine.

**Q:** You were a college student when you started your Mary Kay business. What was it that attracted you to the Mary Kay opportunity?

**Holli:** *I was actively competing in beauty pageants at the time, and my mother's best friend, who was an Independent Beauty Consultant, thought I would be good at selling Mary Kay® products and that my pageant friends would make a great customer base.*

**Q:** You attended Career Conference for the first time a year after signing your Independent Beauty Consultant Agreement and say that it was there that you captured the vision of what your life could be. What was it that set your dreams on fire?

**Holli:** *My Independent Sales Director, now Independent Senior National Sales Director Anita Conley, encouraged me to attend Career Conference as a way to help me take my business to the next level. It was there that I saw the real picture of what the Company could offer. I saw my dreams of becoming an Independent Sales Director and earning the use of a Mary Kay® Career Car being formed. I thought that if the women crossing that stage could do it, so could I! Shortly after attending Career Conference, I earned the use of my first Mary Kay® Career Car; and in October 2002, I debuted as an Independent Sales Director!*

**Q:** How has the success of your Mary Kay business influenced your family?

**Holli:** *A few years ago, my husband, Matt, on his 27th birthday, gave two-weeks' notice at his management job to pursue his dream of professional and competitive fishing. My husband is a former pro baseball player who had his sports career cut short due to an injury. I feel that his dream of competition has been given back to him! I also have the flexibility to spend as much time as possible with our young son, Tobie, and to send him to a private preschool where he is excelling and thriving! My mom and dad accompanied my husband, son and me to Seminar 2010 (it was my parents' first time on an airplane) to see me debut onstage as an Independent National Sales Director. It was an amazing experience for all of us, and it truly helped them see the "big picture" of what the Mary Kay opportunity is all about!*

**Q:** As an esteemed Independent National Sales Director, you have the ability to motivate and inspire others. What advice do you have for a new Independent Beauty Consultant just starting her business? How about for a more seasoned Independent Beauty Consultant looking for inspiration?

**Holli:** *First and foremost, don't compare yourself to others. Just learn the product basics and hold that skin care party or facial. You don't have to know everything! The rest will come with time and experience. Be willing to take a risk and put yourself out there!*

*To find inspiration, I suggest finding your purpose or goal, then visualizing it every day. Find your purpose – something that is meaningful to you – and be committed to it! Whether it's paying a monthly bill, saving for your child's school tuition, supporting your family financially, earning the use of a Mary Kay® Career Car or debuting as an Independent National Sales Director, give yourself something to work toward and **don't quit!** My motivation to become an Independent National Sales Director was from a belief deep within me that my purpose is to help others become their very best. I visualized my goal of debuting on the Seminar stage with my family around me, and I was determined to reach my goal!*

You can read more about Independent National Sales Director Holli Lowe and all of our esteemed Independent National Sales Directors by visiting the Mary Kay InTouch® website and clicking on "Heritage," then "Meet Your NSDs."

### **VALUABLE LESSONS HOLLI LEARNED THROUGH HER MARY KAY BUSINESS:**

- *It's not what's taught, it's what's caught.*
- *Love what you do!*
- *Don't just take what you get, but go get what you want.*
- *You don't have to know everything, but you should be enthusiastic.*

# HOLD PARTIES WITH A PURPOSE

Parties are close to the heart when they have a purpose, and for many independent sales force members and their hostesses, that's a caring and meaningful charitable cause.

## PARTY UPDATE

As you know, we launched Party With a Purpose at Seminar 2009. While we didn't reach our 5-million-party goal by Seminar 2010, we're going to keep going until we've hit it! Remember, it's not just about the party, it's about the purpose.

Every one of us has a purpose, a "why" that becomes the motivation for many of the things we do. Think about your purpose, find it and then consider holding parties to support it. **You can use the reproducible fliers on the opposite page to help you promote Parties With a Purpose.** And you can continue sharing party tips and ideas on the "Let's Talk" Party!® section of Mary Kay InTouch®.

To help you focus on your parties, we've taken on the role of tracking for you. We are using quarterly Company research to keep the tally and provide monthly updates as we move closer to our 5-million-party goal. And when we reach that goal, we'll have the biggest and best party at Seminar to celebrate!

When you Party With a Purpose, you are truly being of service to others. Read on to see how independent sales force members are doing just that!



### FOR HER NEPHEW

**Independent Senior National Sales Director Julianne Nagle** encourages her hostesses and her unit members to "party the Mary Kay way." That means making everyone aware that through their purchases, The Mary Kay Foundation<sup>SM</sup> is able to continue its fight against cancer and domestic violence.

Julianne also has another very special purpose for her parties. Her nephew, Brian Anderson, was diagnosed with terminal brain cancer and given 18 months to live. When Julianne has parties, she dedicates a percentage of her sales to help support his family as well as The Mary Kay Foundation<sup>SM</sup>.

"Unfortunately, Brian's medical bills are staggering, and he can no longer work," Julianne shares. "That's why I dedicate a percentage of my sales to help him. And it increases my own desire to 'party with a purpose.'"

### HOST WITH HEART

**Independent National Sales Director Cathy Littlejohn** suggests offering a percentage of sales to support your hostesses' favorite charities. Depending on the purpose of the party, guests also can bring donations of canned goods, diapers, baby formula or other needs for your hostesses' favorite charities.

"At the party, be sure to talk about the charity, and then ask each guest what *her* favorite charity is," Cathy suggests. "I believe women everywhere want to be pampered, relax and have fun. I also believe they want to help others in these challenging times. As an Independent Beauty Consultant, you can help them do both."



### OPEN HOUSE FOR SUPPORT

**Independent Beauty Consultant Sherrie Miller** of Windsor, Calif., held an open house that raised money for a woman severely injured by a runaway car. "I donated 25 percent of my total sales," Sherrie explains. "Not only did I gain new customers, it made me feel like I was doing something that made a difference."

Sherrie also has started supporting her hostesses' favorite charities. "While I want to make a beautiful difference in their lives, I also want them to know that the party is not just for me — it's about showing support for the community."



**Important Legal Guidelines Regarding the Use of this Flier**

Mary Kay Inc. (the "Company") grants you permission to display the flier below at parties hosted by your current customers, provided that you comply with the following guidelines:

The Company does not authorize the use of this flier as an advertisement to be displayed and/or handed out to the general public.

By using this flier, you agree to insert the specific percentage of total suggested retail sales that you will be donating, the name of the charitable organization that will be the recipient of your donation and the hostess in whose honor the donation will be made. You may insert your Mary Kay® Personal Web Site address, if you so choose. Mary Kay does not authorize any other information to be added to this flier nor does Mary Kay authorize any other portion of this flier to be altered.

You are solely responsible for the fundraisers you promote in conjunction with your Mary Kay business. After completion of the party, it is imperative that you promptly donate the amounts promised to the named charitable cause.

Failure to follow these guidelines constitutes a serious violation of your Independent Beauty Consultant, Sales Director and/or National Sales Director Agreement ("Agreement(s)") with the Company and can result in the immediate termination of such Agreement(s).

We strongly recommend that you obtain for future reference a separate, official written record of the donation you made for each party you hold should consumers or others request proof of the amount donated and that the donation was made.

# Party With a Purpose and Make a Difference.

As a Mary Kay Independent Beauty Consultant, I will personally donate \_\_\_\_\_ percent of my total sales\* from this party to this charitable cause:

\_\_\_\_\_

In honor of my hostess:

\_\_\_\_\_

Not only will you have fun trying Mary Kay® products, you can help me contribute to a worthwhile cause when you make a purchase at this party.

I look forward to helping you enrich lives while helping you find *Your Way to Beautiful™* as your Mary Kay Independent Beauty Consultant.

Visit my Mary Kay® Personal Web Site at: \_\_\_\_\_

\*Percentage is based on the total suggested retail value of all sales completed at the party

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MARY KAY

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By using this flier, you agree to insert the specific percentage of total suggested retail sales that you will be donating and the date through which your offer is valid. Mary Kay does not authorize any other information to be added to this flier nor does Mary Kay authorize any other portion of this flier to be altered.

You are solely responsible for the fundraisers you promote in conjunction with your Mary Kay business. After completion of the party, it is imperative that you promptly donate the amounts promised to the named charitable cause.

Failure to follow these guidelines constitutes a serious violation of your Independent Beauty Consultant, Sales Director and/or National Sales Director Agreement ("Agreement(s)") with the Company and can result in the immediate termination of such Agreement(s).

We strongly recommend that you obtain for future reference a separate, official written record of the donation you made for each party you hold should consumers or others request proof of the amount donated and that the donation was made.

# Party With a Purpose as you find **your way to beautiful™**

As your Mary Kay Independent Beauty Consultant, when you hold a party with me, I will personally donate \_\_\_\_\_ percent of the total party sales\* to your charity of choice.

Not only will your guests have fun trying Mary Kay® products, they'll also know they are helping me contribute to a worthwhile cause in your honor when they make a purchase.

Interested? Just take a moment to fill out this information:

Name: \_\_\_\_\_

Phone No.: \_\_\_\_\_

Charity of choice: \_\_\_\_\_

Possible dates for holding your Party With a Purpose: \_\_\_\_\_

Offer valid through: \_\_\_\_\_

I look forward to helping you enrich lives while helping you find *Your Way to Beautiful™* as your Mary Kay Independent Beauty Consultant. \_\_\_\_\_

\*Percentage is based on the total suggested retail value of all sales completed at the party

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MARY KAY

# WHAT ENTHUSIASM CAN DO

Speaking with **Independent Future Executive**  
**Senior Sales Director Stephani Prendes** of  
Coral Gables, Fla., you're immediately aware that  
her enthusiasm is the force behind her business.



Stephani with her mother, Rosa Angeles

While still in college working toward a marketing degree, Stephani started an internship program in pharmaceutical sales, a field to which she then dedicated four years of her life. “Even though I had a decent income, I had become disillusioned with my corporate job,” Stephani shares. “I couldn’t see myself doing it long term, because I wanted balance and passion in my life.”

But through her job, Stephanie met Dr. Rose May Seide, a physician with a full medical practice who was married with four children and still somehow found the time to work her Mary Kay business.

“Dr. Seide was promoting the Mary Kay® Model of Beauty<sup>SM</sup> Search consumer contest the Company ran a few years ago, and she asked me if I could participate as a favor to her,” Stephani recalls. “Of course, I did. I immediately loved Mary Kay® products and the opportunity, and the next thing I knew, I signed my Independent Beauty Consultant Agreement and became one of Dr. Seide’s team members in mid-2007.”

## SHARE WITH EVERYONE

Stephani immediately dedicated herself entirely to her new Mary Kay business. Soon, she had earned the use of her first of four Mary Kay® Career Cars! “In my mind, this happens only in Mary Kay. It’s hard to believe that I’m already driving my second pink Cadillac,” Stephani, who is now an Independent Future Executive Senior Sales Director, says.

One of the keys to her business success has been sharing the opportunity. “As Independent Beauty Consultants, we need to appreciate what we have with this opportunity, and we need to share it. For example, I learned that Dr. Seide is a very shy person, and talking to me about that consumer contest was something she was not totally at ease with. But because she was able to step out of her comfort zone, I was able to take advantage of this opportunity that has completely transformed my life.”

Stephanie is grateful that she was presented with the opportunity by someone who saw potential in her, and she applies that same open-mindedness as she meets and connects with women everyday – women from all walks of life.

With a heritage that is Colombian and Peruvian and with Spanish as her first language, Stephani speaks

Spanish regularly in her Mary Kay business. “But the truth is that Mary Kay is Mary Kay in any language,” Stephani says. “Mary Kay has such a rich, mixed diversity. I have people in my unit originally from Brazil, Jamaica and Peru, and the business resonates the same with everyone.”

## REWARDS WITH PURPOSE

While her Mary Kay business has helped Stephani and her husband, Alex, purchase a wonderful home in a beautiful community of Coral Gables and pay off their wedding expenses, it also has helped her fulfill a very special charitable dream – to start a nonprofit organization for surrendered dogs.

Through the Big Boys Rescue organization she founded, Stephani helps find permanent homes for unwanted dogs. “I’ve always wanted to start a charity but never had the time, money or energy to actually do it. But now, because of my Mary Kay business, I can give back to the community in a way that’s very close to my heart.”

## WORKING FOR THE FUTURE

“One of my role models is my mother who is also my first offspring, **Independent Sales Director Rosa Angeles**,” Stephani shares. “I’ve always admired her positive attitude and strong work ethic. I learned from my mother the value of working for what you want. She’s a prime example of wanting something and knowing you have to be willing to work for it.”

Not afraid of hard work herself, Stephani has big goals for Seminar 2011: She wants to reach the Million-Dollar Circle of Excellence and develop seven First-Line Sales Directors.

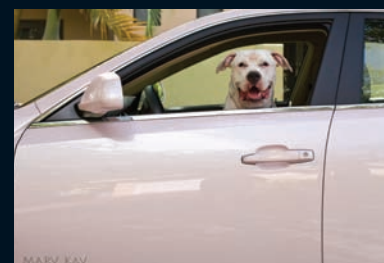
“I have such an amazing, inspirational group of women in my unit who are so focused and disciplined. Ultimately, I plan to be an Independent National Sales Director, and I am committed to working toward this with all my heart. I am motivated by my family and by helping other women live out their dreams. There’s nothing more gratifying than knowing you have helped somebody find a way to live a life of purpose and passion where they can put their priorities in order of God first, family second and career third.”

## STEPHANI’S “E-LIST”

Stephani says she was born with the “enthusiasm gene.” “I always thought of myself as a very happy person. But working in the corporate world, I was exposed to so much negativity that I stopped bringing energy and confidence to the table,” Stephani recalls. “But now, my enthusiasm knows no bounds. I wake up happy every day. Before I was driven by obligation and fear; now, I am propelled by purpose and passion.”

Need to catch some of Stephani’s enthusiasm? Here are her personal recommendations to consider for doing just that!

- First, find out what motivates you. What gives your life purpose? If you keep your purpose top of mind, every day can be joyful and exciting!
- Be vigilant about your attitude. Anyone can be successful. Our business is not a hard science, but it is greatly influenced by the attitude we decide to keep.
- Commit to never quit. Your mindset is totally different when you decide you will succeed no matter what.
- Be consistent at all times. Don’t lose your purpose after one good week and then go on to have a bad month. You need to maintain a steady, consistent pace that aligns with your passion and your purpose.



# go-give® award

Congratulations to the winners for January 2011

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

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give® Award nomination form is available on the Mary Kay InTouch® website under "Recognition."



## Jennifer Enloe

### **Emerald**

Independent Sales Director

### **Began Mary Kay**

November 1999

### **Sales Director Debut**

May 2002

### **National Sales Director**

Kerry Buskirk

**Honors** Cadillac qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; four-times Queen's Court of Sharing; five-times Circle of Achievement; three-times Double Star Achievement; Triple Star Achievement; gold medal winner; estimated highest monthly unit retail: \$44,076

**Personal** Lives in Colorado Springs, Colo. Husband, Shawn; sons: Tanner, Conner; daughter, Kyndall

**Favorite Quote** "Don't worry about what happened yesterday; it ended last night."

**Independent Beauty Consultant Jana McCullough of Colorado Springs, Colo.,** says, "Jenny's adoptees are welcomed with open arms and included in every activity. Her door is open to all of us for every need. She watched my son for me after my surgery and has even given me a shoulder to cry on when I needed one."



## Frankie White

### **Pearl**

Independent Sales Director

### **Began Mary Kay**

May 1995

### **Sales Director Debut**

July 1998

### **National Sales Director**

Rosalie Ann Medjesky

**Honors** Grand Achiever qualifier; Star Consultant; Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$56,834

**Personal** Lives in Saint Peters, Mo. Daughter, Shannon; two grandchildren

**Favorite Quote** "You are of God, little children, and have overcome them, because He who is in you is greater than he who is in the world."  
— 1 John 4:4

**Independent Beauty Consultant Mardell Nielsen of Saint Peters, Mo.,** says, "Frankie helps mold and shape women by being a role model to everyone she meets. She has a genuine desire to help adoptees reach the top no matter what issues must be overcome."



## Sherri Hanewall

### **Diamond**

Independent Sales Director

### **Began Mary Kay**

October 1989

### **Sales Director Debut**

May 1991

### **National Sales Director**

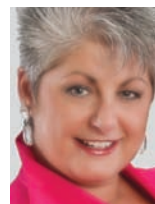
Go Give Area

**Honors** Premier Club qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$23,945

**Personal** Lives in Savage, Minn. Husband, Eric; son, Justin; daughter, René

**Favorite Quote** "Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up."  
— Galatians 6:9

**Independent Beauty Consultant Diane Wipf of Shakopee, Minn.,** says, "Sherri believes in each one of us and keeps a positive attitude in every challenge. She is enthusiastic and encourages us through phone calls, cards or e-mails with new creative ideas for working our businesses."



## Palia Curry

### **Ruby**

Independent Senior Sales Director

### **Began Mary Kay**

January 1988

### **Sales Director Debut**

October 1989

### **Offspring** two first-line

### **National Sales Director**

Ronnie D'Esposito Klein

**Honors** Cadillac qualifier; Circle of Honor; four-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; 17-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$73,311

**Personal** Lives in Rancho Cucamonga, Calif. Husband, Ed; sons: Kenny, Kevin; daughter, Dena; two grandsons

**Favorite Quote** "What you think about, you bring about."  
— Mary Kay Ash

**Independent Beauty Consultant Cheryl Bailey of Rancho Cucamonga, Calif.,** says, "Palia has generously donated to a local transitional facility for homeless women with children. Feeling soft and pretty makes a woman hold her head a little higher. And isn't that how we enrich women's lives?"



## Chris Burnside

### **Sapphire**

Independent Senior Sales Director

### **Began Mary Kay**

August 1996

### **Sales Director Debut**

January 2000

### **Offspring** one first-line

### **National Sales Director**

Go Give Area

**Honors** Cadillac qualifier; Star Consultant; five-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; two-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$50,500

**Personal** Lives in Joplin, Mo. Husband, Jim; son, Sam; daughter, Morgan

**Favorite Quote** "When facing a big goal, act as though it is impossible to fail. If you're going after Moby Dick, take along the tartar sauce."  
— Author Unknown

**Independent Beauty Consultant Teresa Reeder of Webb City, Mo.,** says, "Chris drove me to my chemotherapy appointments, made sure I understood the procedures and kept me going forward one step at a time. Chris loves what she does, gives more than is expected and asks for nothing in return."

TARGET THE

# SIGNS OF AGING WITH TIMEWISE®



**Expression lines**

TimeWise® Targeted-Action® Line Reducer, **\$40**



**Fine lines and wrinkles on and around the lips**

TimeWise® Age-Fighting Lip Primer, **\$22**



**Fine lines and wrinkles around the eyes**

TimeWise® Age-Fighting Eye Cream, **\$26**  
or  
TimeWise® Firming Eye Cream, **\$30**



**Dark circles and under-eye puffiness**

TimeWise® Targeted-Action® Eye Revitalizer, **\$35**



**Age-Fighting for the Entire Face**

TimeWise® Miracle Set® for a complete skin care regimen, **\$90**

TimeWise® Replenishing Serum+C for loss of elasticity and firmness, **\$55**

TimeWise® Microdermabrasion Set for fine lines, dull skin and visible pores, **\$55**

TimeWise® Even Complexion Mask, **\$20**

and  
TimeWise® Even Complexion Essence for uneven skin tone, **\$35**

All product prices are suggested retail.

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# MARY KAY

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Dallas, TX 75379-9045

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while supplies last!

# NEW! FRAGRANCE DELIGHTS

Delight in these budget-friendly, limited-edition\* Mary Kay® women's fragrance items that make great gifts – available in three divine scents. Mix and match for the perfect set!

## SHIMMERY LOTIONS

Limited-edition\* Mary Kay® Women's Eau de Parfum Shimmeriffic® Body Lotion moisturizes and adds a touch of gold and silver shimmer to the skin. Available in *Bella Belara*®, *Velocity*® and *Belara*®.

**\$16 each**



## SAVORY SCENTS

Limited-edition\* Mary Kay® Women's Eau de Parfum Wands\* make fragrance convenient and portable! Carry your favorite fragrance everywhere for a sleek and simple way to refresh your scent. Available in *Velocity*®, *Bella Belara*® and *Belara*®.

**\$22 each**

## SHOWER LUXURY

Cleanse your skin in your favorite scent with limited-edition\* Mary Kay® Women's Eau de Parfum Shower Gel that extends the wearing time of your fragrance. Available in *Bella Belara*®, *Belara*® and *Velocity*®.

**\$14 each**



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