

JULY 2006

# Applause®

MARY KAY®  
Enriching Women's Lives™

just  
peachy

Meet the new  
Satin Hands®  
Pampering Set

Take the *Satin Hands®*  
*Pampering Set*  
Sales Challenge



TimeWise® Offers the Essence of Even-Toned Skin

Applause® July 2006

# get it free

WITH YOUR ORDER

JUNE 16 - JULY 15, 2006



## Satin Lips® Set

**Suggested Use:** Soft, kissable lips are a must for summer! This set is a great way to thank customers for orders – especially of our new limited-edition MK Signature™ Constant Color™ Lip Crème! The Satin Lips® Set is your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



## Travel-Sized Miracle Set

Get a preview of a great miracle on the go: the Winter 2006 gift with purchase. This travel-sized set is your BizBuilders bonus starting with a \$600 wholesale Section 1 order.



## Travel Roll-Up Bag

**Suggested Use:** Customers will love this organizer whether they travel or not. It makes a great gift with purchase to encourage sales of skin care and color. You also may want to offer it free to customers who purchase four or more product sets. This BizBuilders bonus starts with an \$1,800 wholesale Section 1 order.

For more details on BizBuilders and new Independent Beauty Consultant bonuses, see Page 16.



Page 4 ▶

## More Even Skin Tone = Younger-Looking Skin

It's the next step in age-fighting skin care, and Mary Kay has it. Read how our newest TimeWise® innovation, Even Complexion Essence, helps you meet a growing demand in our marketplace today: brighter, more even skin tone!



# smooth summer

From our latest addition to the TimeWise® brand to our new take on an old favorite, you can provide customers with the products it takes to have a smooth summer. (And don't forget color – it's essential for a fun summer look!) Not only will your customers be excited about what you have to offer this season, you will be too. Because when you use these products for a strong close to your Seminar year, we might even see you onstage in Dallas!



## Pages 3, 6 and 10 ▶

### Selling Tools You Can Use

A fun sampler card, suggested sales dialogues based on *The Look* and best of all, great products to offer! All through this issue we'll offer you suggested ways to introduce customers to what's new this season!



## ◀ Page 2

### Irresistibly Smooth

The Private Spa Collection™ Satin Hands® Pampering Set is new, fresh and just peachy thanks to the new Satin Hands® Satin Smoothie™ Hand Scrub! Read all about the exciting changes that make this favorite product even better on Pages 2 and 3. Then get ready to take the *Satin Hands® Pampering Set* Sales Challenge!





# a spa at every sink

## Fresh Changes to the Satin Hands® Pampering Set

The new Private Spa Collection™ Satin Hands® Pampering Set brings your customers one step closer to hands that are irresistibly soft and smooth. How? The set now has *three* steps, instead of four, thanks to the new Satin Hands® Satin Smoothie™ Hand Scrub that both cleanses and exfoliates. In fact, the new Satin Hands® Satin Smoothie™ Hand Scrub offers such a luxurious cleansing of the hands that it's an everyday, anytime treat customers will want to enjoy at every sink in the house! The Satin Hands® Satin Smoothie™ Hand Scrub also has a fresh peach scent for a complete sensory experience.

Of course, Satin Hands® Hand Cream and Extra Emollient Night Cream are the same formulas that you and your customers know and love. But don't they look fantastic in their brand-new packaging? When purchased as a set, all three products come in a pretty peach-colored bag.



Private Spa Collection™ Satin Hands® Pampering Set includes Extra Emollient Night Cream, Satin Hands® Satin Smoothie™ Hand Scrub and Satin Hands® Hand Cream. \$30

## Share the Experience!

Once a customer tries the new Private Spa Collection™ Satin Hands® Pampering Set, she'll want to share the experience with her friends! That means it's time for a *Summer Satin* party! Just go online for party ideas, downloadable postcards and more! Go to the Mary Kay InTouch® Web site and click on "Applause® Online."



## Just a Hint ...

What's the best way for your customers to enjoy a smoothie? With a sampler of the new Satin Hands® Satin Smoothie™ Hand Scrub, of course! This great new sampler card will *wow* customers as soon as they see it, with a pop-up construction and room to attach samplers of all three Satin Hands®

Pampering Set products! What a great introduction!

*Sampler Packettes (pk./4) \$2*

*Sampler Card (pk./4) \$1.50*

## Meet the Satin Smoothie™

The Private Spa Collection™ Satin Hands® Satin Smoothie™ Hand Scrub, available separately as well as in the Satin Hands® Pampering Set, cleanses and exfoliates hands, leaving them feeling soft and smooth. The convenient pump dispenser makes the Satin Smoothie™ Hand Scrub an ideal addition to every sink in the house. And it has a great peach scent! It's a sweet sensation that leaves hands feeling pampered. **\$15**

## Still Satiny Soft

The Private Spa Collection™ Satin Hands® Hand Cream is the same formula you know and love in a new, energized package. **\$8**

Extra Emollient Night Cream also has its wonderful original formula and is available in its original packaging under the Mary Kay® brand. **\$11**

## Take the Sales Challenge

The *Satin Hands® Pampering Set Sales Challenge* could earn you Seminar recognition and help you reach the goals you've been chasing all

year! All orders of the new Private Spa Collection™ Satin Hands® Pampering Sets (part no. 006981) received through June 30, 2006, will count toward Seminar recognition. Independent Beauty Consultants and Independent Sales Directors who:

- Sell at least 13 or 26 Satin Hands® Pampering Sets will receive a name badge ribbon and standing recognition.
- Sell at least 39 Satin Hands® Pampering Sets will receive a rosette and standing recognition.
- Sell at least Double 39 (that's 78) Satin Hands® Pampering Sets will receive a rosette and onstage recognition.

The Independent Beauty Consultant and Independent Sales Director in each Seminar who sells the most Satin Hands® Pampering Sets will receive a special sash, a lovely peach patchwork handbag and onstage recognition.





# the essence of even-toned skin

Today's women want younger-looking skin and a product that works *beyond* reducing fine lines and wrinkles to even skin tone, minimize dark spots and reduce skin discoloration. What do you have to offer? **TimeWise® Even Complexion Essence.**

Using our exclusive Mary Kay® patent-pending **Lucentrix™** complex, TimeWise® Even Complexion Essence is clinically shown to restore skin's natural, even tone by helping reduce visible dark spots and reverse skin discoloration as part of a comprehensive anti-aging program. Women of all skin tones can see spots and freckles minimized. So give your customers what they want – more radiant, luminous, even-toned skin – with TimeWise® Even Complexion Essence.



kin



## SEE THE RESULTS

As seen by a dermatologist on panelists in a 12-week clinical study, 84 percent experienced more even skin tone.

## An Age-Fighting Must-Have

A specialized product for customers with uneven complexions, TimeWise® Even Complexion Essence works to improve skin clarity and visibly minimize skin's imperfections, such as age spots and sun damage – including freckles!

## Advanced Skin Care

TimeWise® Even Complexion Essence is a concentrated, lightweight iridescent serum. Customers with skin imperfections due to sun damage and aging will benefit; those with bronze skin tones who have dark spots and hyperpigmentation may also see results. Encourage customers of *all* skin tones to make this supercharged serum a part of their TimeWise® beauty regimens for a comprehensive anti-aging program. With continuous use, they could see brighter, more even-looking skin in *as little as four weeks!*

## Application Basics:

- Twice a day
- Prior to TimeWise® Day Solution Sunscreen SPF 25\* and TimeWise® Night Solution
- All over face and neck

*"I have only been using TimeWise® Even Complexion Essence for about four weeks, but I'm definitely noticing brighter, clearer skin. And it feels wonderful! It just glides on, and it only takes a pump or two to cover my entire face and neck. I like the clarity that's come so far, and I'm looking forward to even greater results."*

**Jeanie Tamborello**, Independent Senior Sales Director, Dallas

## How can my customers and I learn more?

Check out these two helpful tools available 24/7. First, the Product Knowledge Web site offers Independent Beauty Consultants exclusive information about the products you and your customers love. Simply go to LearnMK® on the Mary Kay InTouch® Web site and click on "Product Knowledge." You may want to make your customers aware of the consumer Research and Development site available on [www.marykay.com](http://www.marykay.com) and your Personal Web Site. (Visit it yourself at LearnMK®.)

\*Over-the-counter drug product

You can read on to  
**Ask the Experts**  
on Pages 6 and 7!

# Q & A ask the experts

## Q. What does TimeWise® Even Complexion Essence do?

Dark spots and skin discoloration are often caused by sun exposure and aging. These triggers activate pigment-producing cells that form melanin, which eventually travels to the surface of the skin, causing freckles, dark spots and uneven coloration to appear. TimeWise® Even Complexion Essence is clinically shown to restore skin's natural, even tone.

## Q. How do customers use this product as part of their skin care regimens?

Your customers should apply it to the entire face and neck in the morning prior to TimeWise® Day Solution Sunscreen SPF 25\* and in the evening prior to TimeWise® Night Solution. TimeWise® Even Complexion Essence does not contain a sunscreen, so it really is essential to use TimeWise® Day Solution Sunscreen SPF 25\* to help protect skin from additional sun damage.

## Q. Will customers need to change their foundation shades after using TimeWise® Even Complexion Essence, and will this product inhibit tanning?

This product will even out a customer's skin tone by helping to reduce dark spots – freckles, mottled pigment, age spots or sun damage – but it won't alter the overall color of their skin at all. They should continue using the same shade of foundation they always have. And no, this product won't prevent tanning.

\*Over-the-counter drug product

## Q. Who are potential customers for this product?

The customer for TimeWise® Even Complexion Essence is any woman with age spots, freckles or similar variations in her skin tone who wants a more even-toned complexion. Know that the multifunctional Lucentrix™ complex works on *all* skin tones and types. Those with skin imperfections such as age spots or damage due to exposure to the sun will benefit. Others who might benefit from this product include those with bronze skin who experience dark spots and hyperpigmentation.

## Q. Will all customers see visible improvement in a month?

Since damage to the skin doesn't happen overnight, neither does the process to restore skin's natural tone. Some customers may see results in as little as four weeks; others may have to wait longer. But with continuous, consistent use of TimeWise® Even Complexion Essence twice a day, your customers can see the powerful results of a more radiant, even complexion get even better.

## Share the News!

New and existing customers are sure to want to try this product as soon as they hear the news of its debut. Here's your opportunity to share it with them: **Limited-Edition TimeWise® Even Complexion Essence Samplers** (pk./6, \$1.25). Pop a pack of these samplers in your purse, and you're ready to go!



## Research & Development Web Site

You and your customers can get answers to frequently asked skin care questions when visiting the Ask the Experts section at **The Science Behind the Beauty**, our Research & Development Web site. Consumers can reach it from your Personal Web Site or [www.marykay.com](http://www.marykay.com). Independent sales force members can reach it through the "Product Knowledge" link on LearnMK® by displaying the Product Guides.





Yvette Franco,  
Vice President of Brand  
Development



Terry Jacks,  
Vice President of Research  
and Development

### Q. Why apply TimeWise® Even Complexion Essence over the entire face and neck and not just to the discolored areas?

Researchers designed this product for use all over the face, not just on dark spots. In order for TimeWise® Even Complexion Essence to even skin tone across the face and neck, it must be completely applied to those areas.

### Q. How does it differ from TimeWise® Day Solution Sunscreen SPF 25\* and Night Solution?

While lines and wrinkles are associated most with aging, uneven skin tone is another visible sign. TimeWise® Even Complexion Essence actually helps to *reduce* visible dark spots and *reverse* skin discoloration to restore skin's natural, even tone. However, it contains no sunscreen. In order to help prevent lines and wrinkles, and for the most dramatic anti-aging results, your customers will also need to use TimeWise® Day Solution Sunscreen SPF 25\* and Night Solution.

### Q. What is the order of application?

#### Morning Routine:

- ☐ TimeWise® 3-In-1 Cleanser or TimeWise® 3-In-1 Cleansing Bar
- ☐ TimeWise® Microdermabrasion Set†  
Step 1: Refine  
Step 2: Replenish
- ☐ TimeWise® Even Complexion Essence
- ☐ TimeWise® Day Solution Sunscreen SPF 25\*
- ☐ TimeWise® Age-Fighting Moisturizer or TimeWise® Age-Fighting Moisturizer Sunscreen SPF 15\*
- ☐ TimeWise® Firming Eye Cream or TimeWise® Age-Fighting Eye Cream
- ☐ Foundation

#### Evening Routine:

- ☐ TimeWise® 3-In-1 Cleanser or TimeWise® 3-In-1 Cleansing Bar
- ☐ TimeWise® Microdermabrasion Set†  
Step 1: Refine  
Step 2: Replenish
- ☐ TimeWise® Even Complexion Essence
- ☐ TimeWise® Night Solution
- ☐ TimeWise® Age-Fighting Moisturizer
- ☐ TimeWise® Firming Eye Cream or TimeWise® Age-Fighting Eye Cream

\*Use morning or night, two to three times per week.

### Product Knowledge Web Site

Be in the know! Seem like the expert! You can find out more about TimeWise® Even Complexion Essence on the Product Knowledge Web site (on LearnMK®) and anticipate all of your customers' questions about this new, innovative product.



let's talk  
about...

### A NAME YOU CAN TRUST

Research shows that the No. 1 reason women purchase Mary Kay® products is for the benefits they deliver. "But while a product's benefits may be the first thing a woman wants to know about, it's not the only thing that can influence her decision to buy," says **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development.** "Equally as important is how much she trusts the company behind the product. Trust leads to loyalty, and customer loyalty is a key factor in building a successful business, as any smart retailer knows."

So in addition to sharing product benefits, what else can you say that will attract new customers and keep current customers loyal? "Today, people want to know that the products they use are safe," says Dr. Barker. "That's why it's important that your customers know that their safety is our *highest* priority. It's the reason we put every ingredient and every formula through rigorous testing at all stages of product development, supervised by a team of scientific experts who assess product performance using the latest methods. We also believe in the importance of having experts outside the Company evaluate our products, which is why clinical testing is conducted in independent laboratories and supervised by board-certified dermatologists as further proof of our quality commitment to you."

In addition to this focus on product safety, we also are constantly researching and developing new products that will meet your customers' needs in the years to come.

But innovative, high-performing products aren't the only thing customers are looking for. "Most people prefer doing business with a company that they can respect and admire and that shares the same values," says Dr. Barker. "The principles that Mary Kay founded this Company on more than 40 years ago – honesty, integrity and the Golden Rule – are the same principles that guide us today, and that's something that will never change, even as the world changes around us." By delighting customers with products they can feel confident using, by treating them the way you would want to be treated, and by providing them with the world-class, personalized service that only you can offer, you will be building lasting relationships based on trust – both for you and the Mary Kay® products you sell.

# great color great shine

This summer, you can give your customers a vacation where lips are saturated with color *and* moisture. And you don't have to stop there! You can use Color 101 Looks to help customers create hot looks this summer!

## MK Signature™ Constant Color™ Lip Crème Limited Edition!

The hot new shades you see here are just part of the story when it comes to MK Signature™ Constant Color™ Lip Crème. It has a patented formula that offers your customers the best of a lipstick and lip gloss – in one! The long-wearing lip color leaves lips moisturized and saturated with rich, intense color in just one step. It has a summery, tropical flavor and goes on velvety smooth. **\$14**



Product prices are suggested retail.



## A New “Line Up” Regular Line!

Now MK Signature™ Lip Liners have six new shades (and three of your favorites) that work beautifully with our regular-line and limited-edition lip colors. And the formula and packaging are new too! The smooth, creamy, waterproof formula is now in a retractable pencil that never needs sharpening. It glides on easily with a clean, precise line. And the color coding outside tells customers the shade at a glance. **\$10**



## Color Starts Here

Our Color 101 Looks this quarter make it easy to recommend some fun-in-the-sun, on-trend color cosmetics combinations to customers. Plus, the Color 101 Cards each come with samplers and applicators so your customers can try their new “look” right away! Help them capture a fresh look this season!

Color 101 Cards, pack of four, **\$3.25**  
(Shown: Natural Splendor)



## Mix and Match

For a great combination, pair MK Signature™ Nail Enamel (shown here in White Lace) with our Color 101 Looks or any of our other MK Signature™ color cosmetics.



## Lip Tips in a Click!

Why not take a trip to your own Mary Kay® Personal Web Site to see the fantastic, all-new lip application tips there? We're sure your customers will love creating a fabulous, luscious lip look with MK Signature™ lipsticks, lip glosses and lip liners. With this new interactive demonstration, customers will find video and audio tips for creating the perfect pout and a personalized lip look depending on lip shape. They also can print out the tips to keep for easy reference. Customers will appreciate the expert beauty advice – it's just another benefit of doing business with you, their Independent Beauty Consultant!



If She Loved ...	Suggest This Great Shade
Dark Chocolate	Cappuccino
Metallic	Neutral
Burgundy or Dark Berry	Plum
Berry	Raspberry
Dark Red	Red





# Three ways to “Look” great

Want to power sell? Then you'll want power tools! That's why the Preferred Customer Program is so great. Why not turbocharge your advantage by calling customers before *The Look* arrives and following up afterward? Keep your customer follow-up list handy to speed the process. Want a few talking points? You may even want to consider these suggested conversation starters about three smokin' hot products!



**YOU:** “You’re absolutely going to love the new TimeWise® Even Complexion Essence. It features our patent-pending Lucentrix™ complex, exclusive to Mary Kay. You know the uneven pigmentation and dark spots, not to mention freckles, that can appear? Even Complexion Essence – a lightweight serum – helps to reduce visible dark spots and reverse skin discoloration to restore skin’s natural, even tone when it’s used as part of a comprehensive anti-aging program.”

**HER:** “Does it have sunscreen so it works alone during the day?”

**YOU:** “No, Even Complexion Essence contains no sunscreen, so it’s essential to continue using a product such as TimeWise® Day Solution Sunscreen SPF 25\* to help prevent lines and discolorations *before* they occur.

Another important thing to remember is that

Even Complexion Essence requires continued, consistent use to see all its great benefits. But it’s worth it! The clinical study produced amazing results!”

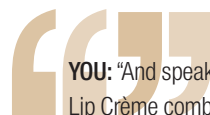


**YOU:** “Hi there! Just calling to let you know the summer issue of *The Look* is soon on its way, and there’s a sample coming with it you have to try! It’s called Satin Hands® Satin Smoothie™ Hand Scrub.”

**HER:** “Oh, what does it do?”

**YOU:** “The great thing about it is that it gently exfoliates every time you use it, keeping your hands consistently soft and smooth as you cleanse. It’s just one of three great products in the new Private Spa Collection™ Satin Hands® Pampering Set. I think you’ll love it so much, you’ll want to keep one at every sink in the house and even at the office. Satin Smoothie™ is the latest way to pamper your hands every time you wash them! Just be sure to wet your hands before using the sample.”

**HER:** “I’m for anything that does double duty!”



**YOU:** “And speaking of great results, the new MK Signature™ Constant Color™ Lip Crème combines the best of both lip gloss and lipstick in one with its patented formula. It glides on velvety smooth, and the long-wearing lip color keeps lips moisturized and saturated with rich, intense color in just one step.”

**HER:** “Will I like the shades?”

**YOU:** “You’ll *love* the shades! You may have trouble making choices, they’re all so yummy! And they have a delicious new tropical flavor. So be sure to grab *The Look* the minute it arrives so we can talk about it. I’ll be giving you a call so we can get together, and you can see them yourself.”



# Have a Red-Hot Summer!

You've got so much to offer your hostesses!



## Let Her Earn This Glowing Gift

Give your customers instant gratification in skin care with the Summer 2006 gift with purchase: a travel-sized TimeWise® Microdermabrasion Set (pk./5, \$17.50). The set includes a travel-sized TimeWise® Microdermabrasion Step 1: Refine (.5 oz.) and Step 2: Replenish (17 fl. oz.), sampler packettes of both formulas of TimeWise® 3-In-1 Cleanser and Age-Fighting Moisturizer as well as sampler packettes of TimeWise® Day Solution Sunscreen SPF 25\* and TimeWise® Night Solution. The gift arrives with a beautiful custom-made box and a white organza bag with drawstring closure. Gifts are available on Section 2 of the June 16 Consultant order form. Independent Beauty Consultants who enrolled in *The Look* for Summer 2006 qualify for the Preferred Customer Program Early Offer and can begin ordering on June 10.



Another option you asked for!

## Beaute-vite™ Invitations With a Modern Twist!

A fresh, fun element of the hostess program, the new Beaute-vite™ party-planning program is designed to help make organizing parties, shows and classes even simpler for you and your hostesses! With a selection of

themed electronic invitations to choose from – including *Girls' Night Out*, *Glam-more Party* and *Complexion Perfection Party* – you'll find party planning better than ever. After you and your hostess select a theme and she sends out her invitations through your Personal Web Site, simply log on to myCustomers® for an at-a-glance status report of the party and its attendees. It's that simple! When your customers see how quick and easy it is to do business with you, your opportunities for booking, selling and team building should be at an all-time high. This great new tool is only available to Independent Beauty Consultants who have a Personal Web Site With Shopping, so if you haven't already signed up, you'll want to do so today!

\*Over-the-counter drug product



## Thank the Hostess With Flowers

Wait until your customers see the latest hostess gift, a matching set of three cosmetic bags (large, medium and small) – the next item in the fabulous floral print collection! Designed exclusively for Mary Kay in a unique pattern of modern summer blooms, each fashionable cosmetic bag is trimmed in elegant black satin. The medium-sized bag comes complete with a mirror and is designed to hold a Color 101 Look, and the small bag is designed to slip into a handbag. What a fabulous, functional gift – at a great price, too!

Hostess Gift, \$10

Color compact and products not included.

# Reaching higher revealed ... more than she

When you set a goal,  
do you go easy on yourself?  
Are you content striving for  
something you're pretty  
sure you can achieve,  
even though you know,  
deep down, you're capable  
of more? This is the story of  
a woman who discovered  
new dimensions to her  
abilities, her faith and her  
business that would have  
remained unknown  
without a daring challenge  
to her personal best.  
Her achievement, and the  
revelation it brought, has  
become a priceless gift  
to herself –  
and to others.

The world of broadcast journalism never takes a day off, and those who bring us the news pay dues to an unforgiving master. "Those deadlines are immovable!" laughs former radio and television reporter **Independent Sales Director Regina Lockwood** of the **Independent National Sales Director Cindy Williams Area**. "I often say everyone should spend a year as a reporter, learning to be a woman of her word as Mary Kay Ash taught us."

With Regina's background, due dates and hard work in the Mary Kay world didn't scare her. She knew, though, that results require sacrifice. "Frankly, it was a big push to become an Independent Sales Director in May 2000, just 14 months after starting my Mary Kay business," she confides. "At the time my children were 2 and 3, and I had a full-time job. Reaching the Sales Director milestone so quickly definitely challenged me."

Regina also admits she didn't know much about functioning as a leader as her unit began to take shape. But it wasn't long before she was coming up with ways to stimulate goal setting, and she borrowed a few ideas from her Mary Kay sisters. One was a challenge\* to increase bookings, and she decided to promote the concept to women in her unit last September. She was encouraging them to set a firm deadline for finishing it when, inexplicably, she stunned herself. "With no advance planning whatsoever, I was somehow moved to announce that I would practice what I preached!" she says. "I told the group I would do 100 facials by Dec. 31. That was just 100 days. After I spoke the words, I panicked!"

Throughout her previous six years in her Mary Kay business, Regina had set only those goals she knew she could reach. "Now I understand what so many people had told me. If your goal doesn't make you want to run, it's not big enough. **Fear makes you find a way to get it done!**"

At the moment of her highly public commitment, Regina had only two appointments on the books, and her mind raced ahead. "I kept thinking,

"Fear  
makes you  
find a way  
to get it  
done!"

there are unit members in this room who won't forget what I said. There are adoptees in this room who will tell their Independent Sales Directors what I said. I would be *sooo* embarrassed to fail."

Drawing on past experience, Regina knew there was no end in sight until, and unless, she took that first small step. She decided what she wanted to say, developed a short script and started dialing. "I just told women I was working on a personal challenge that required me to give facials to 100 women by Dec. 31," she explains, "and I asked if they would be willing to have a complimentary makeover and let me take a before-and-after picture for their personal use so they could see their own amazing results." She was both surprised and pleased when the typical response was "Sure!"

She started with her existing customer base. "I felt a little awkward," she admits. "How much more could I ask them to buy? But when they came for their facial appointments, I strongly emphasized color – something I'd never done – and I realized I'd been leaving *thousands* of dollars on the table. My customers were thrilled to learn how to apply makeup or receive a refresher course. They understood I would be asking them to buy something, and that was no problem. I learned a lesson about seasonal programming, follow-up facials, introducing new colors and promoting from *The Look*. I'll never again be shy about asking existing customers for appointments."

From her existing customers, Regina branched out to warm-chatter leads and made another discovery: Women innately want to help. "When I booked a facial, I turned it into a class by asking if they knew one or two others who would like to come along," she says. "Many, many brought friends and relatives, and I held more skin care classes in my home during that quarter than ever before."

In the beginning, women were sympathetic to Regina's deadline and were willing to help her get started. Toward the end, when she told them she needed "just a few more," they wanted to help her



# knew she could do



## Regina's Suggested Six Steps Toward Stunning Success

1. Work with a sense of urgency. Convey to others that your personal goal deadline is near, and you need their help.
2. When you talk to people, sound excited that you're close to meeting your goal. Prospects will want to partner with a winner!
3. Speak as if your goal is definitely going to be met. For instance, "I'm going to provide facials to 100 women by June 30."
4. Do something toward achieving your goal *every single day!*
5. Remember the saying, "If it's to be, it's up to me!"
6. *Hope and pray!* Nothing is impossible when we turn to God for help!

\*For more inspiration from Independent Senior National Sales Director Rena Tarbet and others, visit the LearnMK® Media Source on the Mary Kay InTouch® Web site.

finish. "I believe women will help others just like they helped me," she says. "Honestly, they were rebooking themselves every time they had to cancel! I wound up doing 104 facials, and I finished in 91 days – a whole nine days early!"

During her challenge, Regina included a "count-down" in every e-mail so that her unit members and others could participate in her progress. "Dozens and dozens of people told me how that countdown inspired them in their own businesses," she says. "I like to think my unit can say that I definitely lead by example. They watched me every 'face of the way!'" Despite her undertaking, Regina says her children, Melia and Hunter, and her husband, Rod, were unaware of anything "different" going on in the house. "I kept my Mary Kay business and my family activities in their individual time slots, so my family didn't feel neglected. It's all about priorities."

Did she ever feel like "the mountain of a hundred faces" was just too high to scale? "I'll put it this way: Three months can start to sag in the middle!" she laughs. "Whenever I felt that heaviness setting in, I would remember quotes from **Independent Senior National Sales Director Rena Tarbet's** teaching about getting through the 'middle miles,' when the goal seems far off and you're tempted to quit. I remembered her talking about how true winners learn to push through those periods of discouragement and keep pressing on no matter what. I found strength in remembering that."\*

Her excellent adventure enabled Regina to finish the quarter as a Pearl Star Consultant with nearly 10,000 contest credits and helped ensure – for the third time – her spot in the Queen's Court of Personal Sales. She's eagerly anticipating her upcoming moments in the Seminar spotlight. "This challenge has launched a new phase of success in my Mary Kay business!" she enthuses. "It confirms that you can have anything you want in Mary Kay if you connect with customers and go the extra mile. 'Faces' lead to higher sales, and higher sales lead to recognition, cash in the bank and a larger, stronger team. Everything comes from seeing enough faces!"



## New Products Can Bring Excitement and Success!



It's just about 30 days to the end of the Seminar year. In just a few short weeks, you'll be celebrating in Dallas with your sisters in the Mary Kay independent sales force!

But *today* you could be thinking about looming deadlines, goals you are determined to meet and how best to use your time. You might even be asking yourself, "New products? Who has time to learn about new products *now*?"

The answer is: *You* do! In fact, these new products can energize your business just when you need it most!

- **New products create excitement.** Women are always looking for innovations in skin care science, and exciting new products like TimeWise® Even Complexion Essence let you deliver it to them.
- **New products give you a reason to contact your customers.** For example, you can let your customers know that the Satin Hands® Pampering Set has a new look and a great new addition: the Satin Hands® Satin Smoothie™ Hand Scrub with a fresh peach scent. You can introduce them to this product with the Satin Hands® Pampering Set sampler card.
- **Limited-edition MK Signature™ color products let customers play with a new look.** For example, you can emphasize the MK Signature™ Constant Color™ Lip Crème shades – perfect for summer and only around for a limited time. (You may want to order them early!)
- **Most important, new products help round out your inventory and let you offer personalized service to your customers.** Offering a wide selection of products means you'll be able to meet your customers' needs – whether it's for more even skin tone, a way to fight fine lines and wrinkles or some fun-in-the-sun color cosmetics.

As you've probably already heard, many Independent National Sales Directors and Million-Dollar Sales Directors attribute their success to a formula commonly known as "3+3+3," or hold three classes, sell \$300 in retail sales and offer the opportunity to three women each week. When you take personal responsibility for your success by holding classes, selling product and offering the opportunity, you'll not only be helping women look and feel their best – you'll be building your business the way so many top achievers have. And these incredible new products can help you do that!

So good luck, happy selling, and I hope to see *you* onstage at Seminar!

**Greg Franklin, Vice President, U.S. Marketing**

# It's Time to Finish Strong.

## Your 30-day guide to earning Seminar recognition

It's still not too late to qualify for Seminar recognition! The key is to get you – and your business – moving in the next 30 days!

Hopefully, you've been working toward your goals and seeing them get closer and closer. Now is the time to go full steam ahead to make sure the hard work you're doing is recognized and rewarded! The end of the Seminar year is just weeks away! Now's the perfect time to get excited, get motivated and kick your business into high gear.

### First:

Consider how close you are to reaching your goal. How many more sales? How many more team members? That will help you plan your strategy.



### Next:

You can now decide how you'll spend your remaining time before Seminar. How many more classes should you book? How many more team-building appointments should you hold? You should work hard and with a sense of urgency, but now's not the time to rush or procrastinate. You can, for example, learn about the new products introduced this quarter. They can give you new reasons to contact your customers – and that can help you meet your goals!



Each week, assess how far you've come and consider what else you might do to keep you on track toward meeting your goal. Each time you work your business, are you doing something to move closer to your goal?



### Then:

As always, other independent sales force members, especially your Independent Sales Director, are great sources of encouragement. They can help keep your energy high and your attitude positive. They will celebrate as you move closer to your goals and can offer help and advice. They want to see you succeed and can help you do it!

# Reflections From Mary Kay

“Seminar is the ultimate expression of a very simple concept – praise people to success. Let people know that you appreciate them and their performance, and they'll respond by doing even better. Applause and the recognition it represents are among the world's most powerful forces.”

– Mary Kay Ash



## Dates to Remember

### JUNE

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	

### JULY

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.

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

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.

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

Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

#### This Month:

**June 10:** Early ordering of the new Summer 2006 promotional items begins for Independent Beauty Consultants who enrolled customers to receive this quarter's edition of *The Look*.

**June 15:** Postmark deadline for Quarter 4 Star Consultant contest and *Super Star* Consistency Challenge. Postmark deadline for Spring 2006 promotion and to earn the Month 3 product bonus. Ordering of the new Summer 2006 promotional items now available for all Beauty Consultants. Last day to enroll online for the Summer 2006 Preferred Customer Program Month 2 brochure.

**June 16:** Quarter 1 Star Consultant contest, *Bee an All-Star* Consistency Challenge, Summer 2006 promotion and Month 1 product bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

**June 20:** May Career Car paperwork due to Company.

**June 25:** Preferred Customer Program mailing of the Summer 2006 issue of *The Look* with *Satin Hands*® sampler begins.

**June 30:** *The Power of Pink* Seminar 2006 registration ends. All registration forms that are mailed must be received by Special Events Registration by 5 p.m. Central time. Online registrations will be accepted until midnight Central time. *Bee Focused!* Challenge, *Heart of Gold* Team-Building Challenge, *Satin Hands*® *Pampering Set* Challenge and Seminar contest period end.

#### Next Month:

**July 1:** Seminar 2007 contest period begins.

**July 4:** Independence Day. All Company and branch offices closed. Postal holiday.

**July 15:** Postmark deadline to earn the Month 1 product bonus.

**July 16:** Month 2 product bonus begins. Fall/Holiday 2006 Preferred Customer Program enrollment begins. 2006-2007 Preferred Customer Program Consistency Challenge begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers. Emerald Seminar begins.

**July 19:** Pearl Seminar begins.

**July 20:** June Career Car paperwork due to Company.

**July 23:** Diamond Seminar begins.

**July 26:** Ruby Seminar begins.

**July 30:** Sapphire Seminar begins.



## Free Samples!

### Your Customers, and Your Business, Are Worth It

Did you know that 81 percent of women surveyed by the Promotion Marketing Association were more likely to buy a product after receiving a free sample? It just makes sense – and dollars! We want to help you make the most of these findings. So beginning June 16, Independent Beauty Consultants who have a Mary Kay® Personal Web Site With Shopping can offer a free sample on their Web site each promotional quarter – starting with the TimeWise® Microdermabrasion Set. We've even provided a way for you to let customers know. Just go to MKeCards® and send a promotional e-card!

How does it all work? When customers go to your Personal Web Site With Shopping, they'll see an exciting offer for a free sample just like they do when you offer the gift with purchase on your Web site. They'll click for a free sample (one per customer), and you'll receive an e-mail with the request. It's that simple! When you fulfill the request, your interaction will strengthen the relationship and lead to selling opportunities. Don't you owe yourself this easy way to increase sales, create avenues for follow up and attract new customers? Customer service is key, so remember to fulfill the customer's request within five business days. To give your business a beautiful boost, be sure you have TimeWise® Microdermabrasion sampler packettes and sampler cards on hand. Available on Section 2 of the Consultant order form, six pairs of sampler packettes are just \$2 and a pack of six sampler cards is \$1.50. Then go to the "myCustomers™" link on the Mary Kay InTouch® Web site and select "Market Your Business." Click "Personal Web Site Manager" to add the option. And if you don't have a Personal Web Site With Shopping, what better time to get one!

## Make a "Connection" at Seminar (and Before)!

Back by popular request! The MKConnections® booth returns to the Seminar Expo this year with even hotter one-stop shopping and great gifts with each purchase!

You'll discover exciting new products, such as apparel, at introductory prices too good to resist. And speaking of requests *and* apparel, you wanted Mary Kay® logo clothing, and we've delivered! A nifty logo polo shirt will help you "style" your leisure hours, while the cool new shell with logo slides under the beauty coat with ease. While you're there, you can renew your Product

Protection Insurance or apply for an MK Visa® credit card – even order your new business cards, checks, stationery and business gear "must-haves." MK Visa® cardholders, bring your card to receive a free gift and bring an MK Visa® receipt to register for a prize the whole family can enjoy!

In the meantime, don't forget to check out all this and more online. Just go to the Mary Kay InTouch® Web site and click on the "MKConnections®" link!

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

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

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

Don't forget, the *Ready, Set, Sell!* product bonus for new Independent Beauty Consultants is waiting to help your new team members jump-start their businesses! Here are the suggested retail values of the bonuses available from June 16, 2006, through June 15, 2007. Refer to the *Ready, Set, Sell! Inventory Options for New Consultants* brochure for full details.

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

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

## NEW! BizBuilders Bonuses Now in "Power Notes"!

You already know the BizBuilders program is a great way to receive free products with each order. Now you can easily locate bonuses, quantities and values as quick as turning to "Power Notes" in *Applause®* magazine each month! See what's offered when you place a product order June 16 through July 15:

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 Satin Lips® Set	\$18
\$1,200 sugg. retail/ \$600 wholesale	2 Satin Lips® Sets 1 Travel-Sized Miracle Set	\$36
\$1,600 sugg. retail/ \$800 wholesale	3 Satin Lips® Sets 1 Travel-Sized Miracle Set	\$54
\$2,400 sugg. retail/ \$1,200 wholesale	4 Satin Lips® Sets 1 Travel-Sized Miracle Set	\$72
\$3,600 sugg. retail/ \$1,800 wholesale	5 Satin Lips® Sets 1 Travel-Sized Miracle Set 1 Travel Roll-Up Bag	\$90
\$4,800 sugg. retail/ \$2,400 wholesale	5 Satin Lips® Sets 1 Travel-Sized Miracle Set 2 Travel Roll-Up Bags	\$90
\$6,000 sugg. retail/ \$3,000 wholesale	5 Satin Lips® Sets 1 Travel-Sized Miracle Set 3 Travel Roll-Up Bags	\$90
\$7,200 sugg. retail/ \$3,600 wholesale	5 Satin Lips® Sets 1 Travel-Sized Miracle Set 4 Travel Roll-Up Bags	\$90

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

# Staying True to What We Know

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

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

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

- **Stay true to what we know.** “With products of the highest quality and an unparalleled business opportunity, it’s easy to see why more than 1.6 million women throughout the world sell Mary Kay® products. And our recent research shows that women who use Mary Kay® products *love* them! In fact, the Company achieved another year of record results in 2005, with nearly **\$2.2 billion** in wholesale sales.”
- **Confidence comes with knowledge and experience.** If you’re approached with a product or product ingredient untruth or

misconception, you might say something like, “It’s interesting that you should say that. With more than 40 years of experience in the industry, Mary Kay continues to meet customer demands in an ever-changing environment. I know our laboratories carefully evaluate and select our product ingredients from around the world. Through significant knowledge and experience, Mary Kay confidently delivers high-performing, clinically-tested — and the safest — products to our valued customers.” You also can direct customers to **The Science Behind the Beauty** Web site from your own Personal Web Site or marykay.com.

- **Take the high road.** Mary Kay never “knocked” the competition. She felt that the most valuable assets we carry with us are our integrity, our reputation and the good, honest name upon which we can build our future. Why not consider what it says about someone else if she has to tear others down to make herself look good? You might want to share something like, “Are you interested in pursuing an opportunity with a positive company that only speaks of its own products or a company that uses scare tactics and negativity to sell its products?” With responses like these, you may just

cause someone to step back and think about her *own* opportunity!

- **Follow the Golden Rule.** When approached by others who may choose to use the above-described tactics relating to Mary Kay® products, commission program and/or other incentive programs, you may be tempted to create your own version of a comparison between Mary Kay and another company and share it with potential team members and/or your sister Independent Beauty Consultants via e-mail or in fliers or other written materials. Creating these types of materials on your own can be risky because you may be inadvertently misstating facts about another company. Disseminating such information can not only cause legal scrutiny for both you and Mary Kay, it also contradicts the Golden Rule philosophy upon which the Mary Kay opportunity was built. You certainly don’t want other companies disseminating incorrect facts about Mary Kay, so it is wise to avoid putting yourself in a situation where you may inadvertently do the same thing to another company!

## Earnings and Tax Representations

As a dedicated professional, you know that every effort should be made to accurately portray the Mary Kay opportunity to prospective team members. State and federal regulatory agencies may interpret exaggerated earning claims to be “misleading representations” which could subject you to severe sanctions. We feel that sharing your own earning experience is by far the most effective and believable way of approaching this subject with a prospective team member. Besides, your very own I-story will mean much more to them than boring statistics!

While the earning potential associated with the Mary Kay opportunity is indeed unlimited, it also is important to make sure that prospective

team members understand that *their* level of success depends on the amount of time and energy *they* choose to put into their Mary Kay businesses.

Similarly, it’s important to accurately portray the tax aspects of the Mary Kay opportunity. As a self-employed person, you may be entitled to a variety of tax deductions which will benefit your business if they are supported by accurate records. However, we caution against offering tax advice which cannot be substantiated by current Internal Revenue Service regulations. We suggest that your potential team member consult with her accountant or tax adviser to determine how a Mary Kay business will affect her personally.

# Secure Your Customers' Information!

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

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

- **Access to hard copies of documents containing credit card or other sensitive information should be carefully controlled.** If you maintain such information in a hard-copy format, consider storing it in a locked cabinet with access to others on a need-to-know basis only. If you maintain sensitive information on your personal computer, you'll want to ensure that access to such information also is carefully controlled through passwords and other protective measures.

- **Consider consulting with your tax or legal adviser about how long you should maintain receipts or other documents containing sensitive information.** When it's time to dispose of such information, ensure that those documents are shredded or otherwise properly destroyed. This would include taking appropriate measures to ensure that electronic data stored on your personal computer has been completely erased.
- **Consult with your tax or legal adviser** regarding state and/or federal laws that may apply to your current business practices relating to the storage of sensitive customer information.

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

# Protect Your Business From Fraud

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

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

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



## An Important Reminder: Directory Advertising and Your Mary Kay Business

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

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

## The Two Don't Mix: Flea Markets and Mary Kay® Products

It's extremely important that you do not sell Mary Kay® products at flea markets, swap meets or through online auction sites. As Mary Kay said, “You can't sell a Cadillac in a junkyard!”

Selling Mary Kay® products in these retail environments can cause concern about the quality of Mary Kay® products, consumer health and safety, theft and sale of stolen goods and other “gray market” activities. It also is a violation of your Independent Beauty Consultant Agreement.

Some states, including Arkansas, Connecticut, Delaware, Idaho, Illinois, Indiana, Minnesota, Missouri, New Mexico, Ohio, Pennsylvania, Rhode Island and Utah, now have laws specifically restricting or prohibiting the sale of cosmetics at such events. In fact, Mary Kay Inc. and other industry associates have crafted model state legislation aimed at limiting sales of certain health and cosmetics products at flea markets. If you would like a copy of this model legislation to share with lawmakers in your state, please contact Legal Resources at (972) 687-5777 or via e-mail at [legalsupport@mkcorp.com](mailto:legalsupport@mkcorp.com).

## A No-Win Situation: Secondary Trading, Swapping and Selling

Whether over the Internet or person-to-person, the Company stresses that you should not trade with, swap with or buy Mary Kay® products from other independent sales force members. Doing so is actually a violation of your Independent Beauty Consultant Agreement. The Agreement provides that you agree to purchase Mary Kay® products only from the Company. Likewise, the Agreement provides that you agree to sell Mary Kay® products only to ultimate consumers.

These activities also can interfere with your ability to receive repurchase proceeds in the event you decide to discontinue your Mary Kay business. Products are eligible for repurchase by the Company only if the terminating Independent Beauty Consultant has purchased them from the Company. Furthermore, such trading and selling of Mary Kay® products can lead to adverse multilevel implications. You know the importance of avoiding such misunderstandings in the eyes of consumers regarding the nature of the marketing plan.

You work hard to maintain the Mary Kay image. As you know, one feature that distinguishes Mary Kay from “multilevel” companies is that Beauty Consultants order product only from the Company. There is only one wholesale sale from the Company to the Beauty Consultant and one retail sale from the Beauty Consultant to the consumer. Ordering all of your products in your own name encourages you to plan for your business success!

# RECOGNITION **Congratulations to the winners for March 2006.**

## On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1, 2005 through March 31, 2006. (This includes NSD commissions earned on all foreign countries through February.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

### EMERALD



Anne Newbury

### PEARL



Jan Harris

### DIAMOND



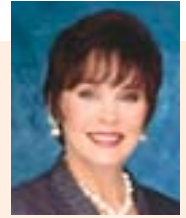
Barbara Sunden

### RUBY



Pat Fortenberry

### SAPPHIRE



Gayle Gaston

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

**On-Target for \$1,000,000**  
Anne Newbury \$751,987.25

#### On-Target for \$750,000

Pat Fortenberry \$618,183.98  
Barbara Sunden 568,102.09

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

Gayle Gaston \$550,956.65  
Christine Peterson 533,879.49  
Carol Anton 470,019.65  
Karen Piro 409,111.04  
Lisa Madson 385,061.05  
Jan Harris 383,608.65

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

Kathy Helou \$370,022.01

Rena Tarbet 360,535.83  
Nan Stroud 356,178.59  
Karlee Isenhardt 336,147.85  
Gloria Mayfield Banks 331,208.52  
Pat Danforth 326,416.99  
Joanne Holman 306,632.13  
Stacy James 296,808.19  
Cheryl Warfield 290,841.47  
Linda McBroom 273,841.52  
Nydia Payán 273,495.99  
Sherry Giancristoforo 270,827.46  
Ronda Burnside 270,207.95  
Jana Cox 269,469.21  
Sue Kirkpatrick 263,235.79  
Holly Zick 260,340.26  
Rosa Enriquez 256,818.92  
Lupita Ceballos 255,177.01  
Cindy Williams 253,532.55

Julianne Nagle 247,506.85  
Judie McCoy 242,837.29  
Johnnette Shealy 242,225.30  
Pamela Waldrop Shaw 241,520.38  
Debi Moore 232,180.72  
Joan Chadbourne 231,783.81  
Jackie Swank 227,390.64  
Helene Reiners 225,074.18

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

Pam Gruber \$222,772.87  
SuzAnne Brothers 219,875.57  
Darlene Berggren 219,766.86  
Linda Toupin 217,244.21  
Shirley Oppenheimer 214,846.27  
Anita Mallory Garrett-Roe 214,253.88  
Kathy Z. Rasmussen 212,288.96

Mary Diem 211,227.46  
Doris Jannke 209,757.38  
Donna Floberg 209,736.41  
Asenath Brock 209,533.68  
Gloria Castañó 209,066.83  
Diane Underwood 207,808.70  
Nancy Perry-Miles 206,178.49  
Wanda Dalby 204,258.37  
Rosa Jackson 204,085.63  
Sonya LaVay 198,818.48  
Ronnie D'Esposito Klein 193,845.84

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

Kerry Buskirk \$185,308.84  
Jeanne Rowland 182,305.13  
Patricia Rodriguez-Turker 176,919.09  
Elizabeth Fitzpatrick 172,745.67  
Tammy Crayk 172,335.30

Anita Tripp Brewton 169,728.19  
Kay Elvrum 165,880.46  
Margaret Winner 165,587.61  
Joyce Z. Grady 164,862.91  
Dawn Dunn 164,344.13  
Judy Newton 161,348.26  
Maureen Ledda 160,357.04  
Jo Anne Cunningham 159,938.06  
Valerie Bagnol 156,728.99  
Pam Ross 154,572.45  
Mary Cane 154,479.49  
Nancy Bonner 152,395.25  
Scarlett Walker 152,239.51

## Monthly Commissions and Bonuses

Recruiter commissions, and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

Listed are NSD commissions earned in March by Independent National Sales Directors as defined above **plus** the following which are not included in rankings: NSD Director level commissions,

### EMERALD

**Anne Newbury\*\* \$79,295**  
Kathy S. Helou\* 59,415  
Gloria H. Mayfield Banks\*\* 57,885  
Sherry Giancristoforo\* 42,036  
Dacia Wiegandt 40,248  
Debi R. Moore\* 38,634  
Ronda Burnside\* 37,932  
Nydia Payán\* 35,506  
Kerry Buskirk\* 28,807  
Janet Tade\* 27,039  
Doris Jannke\* 26,600  
Lily Orellana 25,329  
Cindy Fox 24,880  
Jamie Cruse-Vrinos 23,477  
Kay E. Elvrum 22,470  
Sherry A. Alexander 22,363  
Joanne R. Bertalan\* 22,275  
Cathy Phillips 22,175  
Consuelo R. Prieto 21,417  
Mona Butters 21,139  
Jackie LaPrade 20,938  
Cathy Bill\* 20,853  
Pamela Tull 20,347  
Kym A. Walker\* 19,078  
Yvonne S. Lemmon 17,766  
Miriam Gómez-Rivas 17,635  
Judy A. Rohde 16,428  
Crisette M. Ellis 15,522  
Dawn Otten-Sweeney 15,244  
Shelly Gladstein 14,987  
Jo Reynal 14,748  
Cristi Ann Millard 13,722  
Regina Hogue 13,442  
Irene A. Shea 13,349  
Judy Harmon 12,656  
Esther Whiteleather 11,224  
Carmen Rios 11,039  
Francie McBeth 10,757  
Natalie Privette-Jones 10,668  
Sabrina Goodwin Monday 10,396  
Joanne Hollingsworth 9,556  
Nora L. Shariff\* 9,482  
Pamela Cheek 7,475  
Phyllis R. Sammons 7,297

### PEARL

**Jan Harris\*\* \$49,682**  
Stacy L. James\* 46,452  
Cheryl Warfield\* 44,186  
Nan Stroud\* 43,237  
Darlene Berggren 41,510  
Cindy A. Williams 40,321  
Pamela Waldrop Shaw 39,281  
Jackie Swank\* 36,814  
Anita Tripp Brewton 31,889  
Rosa Jackson\*\* 31,260  
Nancy Perry-Miles\* 30,093  
Joan B. Chadbourne\* 29,653  
Bett Vernon 26,662  
Elizabeth Fitzpatrick\* 25,987  
Lise T. Clark\* 24,961  
Maureen S. Ledda\* 24,787  
Anabell Rocha-Pedraza 23,272  
Shirley M. Oshiro 22,103  
Nancy Bonner\* 21,705  
Julie Krebsbach 21,046  
Monique Todd Balboa 20,535  
Wadene Claxton-Prince 18,650  
Sandy Miller 18,523  
Robin Rowland 18,492  
Wilda DeKerlegand\* 18,377  
Lynda Jackson\* 18,314  
Beatrice Powell 18,057  
Linda Kirkbride 17,510  
Kathy C. Goff-Brummett 17,164  
Pat Campbell 15,969  
Ruth Theodocion 15,611  
Maureen Myers 13,989  
Sylvia Kalicak 13,903  
Ginda McGuire 13,841  
Barbara Faber 12,876  
Kathy Jones 12,710  
Gloryann Koester 11,869  
Deb Pike 11,618  
Sonja Hunter Mason 11,131  
Mary Pat Raynor 10,909  
Connie Phillips 10,694  
Rosalie Medjesky 10,555  
Bettye M. Bridges 7,084

### DIAMOND

**Barbara Sunden\*\* \$69,399**  
Lisa Madson 65,552  
Karen Piro\*\* 61,673  
Anita Mallory Garrett-Roe\* 45,801  
Julianne Nagle\* 40,533  
Gloria Castañó\*\* 39,989  
Linda C. Toupin 38,649  
SuzAnne Brothers\* 38,481  
Tammy Crayk 36,136  
Pam Gruber\* 35,840  
Diane Underwood 35,025  
Patricia Rodriguez-Turker\* 33,927  
Joyce Z. Grady 33,657  
Dawn A. Dunn 33,076  
Kathy Z. Rasmussen\*\* 30,602  
Sonia Pérez 30,004  
Mary Diem\* 28,773  
Holly Zick\*\* 28,655  
Judy Newton 27,147  
Sandy Valerio 26,470  
Jo Anne Cunningham 24,849  
Sharon Kingrey 23,709  
Sharon Z. Stempson\* 19,697  
Diana Heble 17,127  
Diana Sumpter 17,114  
Charlotte G. Kosena 16,066  
Connie A. Kittson 15,942  
Andrea C. Newman 15,244  
Isabel Venegas 14,845  
Linda O. Scott 13,906  
Jo McKean 12,636  
Kay Z. Hall 11,436  
Betty Gilpatrick 11,362  
Jan Mazzotti 11,110  
Naomi Ruth Easley 9,604  
Carol Lawler 9,426

### RUBY

**Pat Fortenberry\*\* \$82,942**  
Carol Anton\* 78,123  
Karlee Isenhardt\*\* 54,943  
Pat Danforth\* 44,086  
Linda McBroom\* 41,383  
Sue Kirkpatrick\* 38,681  
Johnnette Shealy\* 35,349  
Shirley Oppenheimer 32,640  
Ronnie D'Esposito Klein 32,553  
Wanda Dalby\*\* 29,305  
Pam Ross\* 27,352  
Kirk Beauregard Gillespie 26,683  
Toni A. McElroy 26,423  
Jeanne Rowland\* 25,095  
Margaret Winner\* 24,952  
Pamela A. Fortenberry-Slate\* 23,112  
Lynne G. Holliday 22,819  
Joan Watson 22,532  
Janis Z. Moon 22,514  
Michelle L. Sudeth 21,733  
Judy Kawiecki 21,254  
Scarlett Walker\* 21,031  
Rebecca Evans 20,662  
Vicky L. Fuselier 20,408  
Jessie Hughes Logan\* 19,481  
Kelly McCarroll 18,957  
Amy Dunlap 18,939  
Kimberly R. Walker-Roop 18,601  
Sue Z. McGray 18,315  
Rhonda L. Fraczkowski 18,244  
Dianne Velde\* 18,122  
Nancy West Junkin\* 18,042  
Elizabeth Sapanero 17,711  
Bea Millsagle 17,162  
Cheryl J. Davidson 16,928  
Patricia Lane 16,592  
Katie DeBlander 16,456  
Maria Aceto Piro 16,240  
Jean Santin\* 14,980  
Nancy M. Ashley\* 14,913  
Cindy Z. Leone 14,451  
Phyllis Chang 14,264  
Cyndee Gress 13,868  
Cindy Towne 13,825  
Sharilyn G. Phillips 13,405  
Gay H. Super 11,588  
Katie Walley 11,029  
Margaret M. Bartsch 10,752  
Renee D. Hackleman 7,970

### SAPPHIRE

**Christine Peterson\*\* \$79,617**  
Gayle Gaston\*\* 68,722  
Rena Tarbet\* 56,032  
Joanne Holman\* 52,969  
Jana Cox\* 48,548  
Judie McCoy\* 44,942  
Lupita Ceballos 40,461  
Jo Anne Barnes 35,005  
Rosa Enriquez\* 34,592  
Donna Floberg\* 33,850  
Helene Reiners\* 31,099  
Valerie J. Bagnol\* 29,319  
Asenath G. Brock\* 28,848  
Sonya LaVay\* 28,116  
Shannon C. Andrews 24,987  
Jeanne Curtis 23,996  
Mattie Dozier 22,912  
Gloria Baez 21,878  
Jan L. Thetford 21,339  
Alia L. Head 21,131  
Mary L. Cane 21,108  
Karen B. Ford 21,036  
LaQueta McCollum 21,004  
Martie Sibert\* 19,920  
Sherril L. Steinman 18,692  
Nancy A. Moser 18,502  
Sharon L. Buck 17,093  
Karen Kratochvil 16,851  
Carol L. Stoops 16,615  
Davanne D. Moul 16,453  
Kendra Crist Cross 15,379  
Vernella Benjamin 14,509  
Gillian H. Ortega 14,485  
Ann Brown 14,125  
Jo Ann Blackmon 12,808  
Jill Moore 12,232

\* Denotes Senior NSD

\*\* Denotes Executive NSD

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

# Achievement Circle

Listed is the ranking of the top 100 Independent Sales Directors in each Seminar area based on their March 2006 estimated unit retail production.

## EMERALD

Auri Hatheway	\$106,822
Elaine Oatmeyer	106,003
Denise G. Kucharski	100,452
Ann Shears	98,467
Kathy P. Oliveira	96,096
Hollie R. Sherrick	95,578
Tanya Olivia King	95,197
Zenelia Wheeler	89,337
Christine J. Kurzawa	83,910
Dana G. Berry	81,606
Rose Campbell	81,398
Candy Jackson	80,734
Robin S. Moody	79,680
Jackie L. Root	77,750
Susan G. Carmichael	77,274
Haydee Guzman	76,972
Belitza Hernandez	75,996
Michele Martella Armes	72,400
Pat Forehand	69,937
Brenda D. Elliott	69,620
Rosemary Mitchell	68,920
Hope S. Pratt	68,664
Kimberly Dawn Reed	68,249
Maritza Lanuza	67,561
Cory L. Kinchloe	66,019
Sheila J. McCune	65,335
Pam Robbins Kelly	64,735
Karen A. Jorgenson	64,735
Angie Onianwa	64,595
Nancy A. Coleman	63,053
Luz Fernandez	62,677
Rosemary Carolan	61,657
Barbara Pleet	61,521
Renee Duenckel	60,763
Sheri L. Farrar-Meyer	60,588
Paula Vander Vorste	60,436
Nancy Harder	60,390
Valerie Yokie	59,890
Silvia Ramos	59,637
Sandy Malkin	58,448
Marcia Neyra	58,430
Maria Beddick	57,737
Tamara D. Lake-Mair	56,757
Caren Crosby Fields	56,473
Eva M. Hall	56,388
Brittini Heil-Schuldt	56,269
Tracy O. Neese	56,238
Tandy L. Ludin	55,503
Pamela J. Borghesani	55,463
Maria Sanches	55,460
Lynn F. Huckles	55,130
Helen Jakpor Asare	54,948
Denise M. Sowder	54,894
Karen M. Posey	54,644
Ann C. Baldwin	54,093
Andrea Steinmetz	54,060
Julie A. Griffin	54,043
Carrell A. Cannon	53,477
Kelly S. Shannon	53,343
Nancy S. North	53,243
Linda Bradley	53,136
Nancy A. Berlin	52,957
Trisha Taylor	52,827
La Tanya D. Carlos	52,157
Heather Shea Catts	52,079
Lorena P. Ramirez	51,484
Blanca E. Arroyo	51,167
Paula Ladurantlaye	50,975
Joyce Young	50,493
Myrna I. Colon	50,152
Polly A. Pace	49,322
Kathy Rodgers-Smith	49,131
Freda A. Phillips	48,845
Elaine K. Williams	48,793
Teresa Maynard	48,570
Ruth Barnes	48,530
Ronit Goldstein	48,441
Nancy Graham	48,351
Sofia M. Rodriguez	48,216
Keiko M. Nakao	47,608
Karen Falk	47,551
Barbara Gizzo	47,520
Lynn C. Purser	47,512
Lourdes Monroy Rodriguez	47,422
Trish Reuser	47,247
Lyn Said	47,209
Michelle S. Williams	46,123
Karen E. Riddle	46,105
Erin Kristin Fisher	46,013
Evalina Chavez	45,957
Carmen Encarnacion Gomez	45,771
Linda S. Robinson	45,614
Laura A. Armstrong	45,489

## PEARL

Sue Uibel	\$147,143
Peggy Mullin	114,655
Janet S. Harmon	104,435
Yolanda Lopez	95,954
Sonya M. Kidd	94,477
Nancy L. DeFina	93,692
Kay K. Georgina	91,688
Allison Lee LaMarr	89,410
Kim L. McClure	89,304
Leah G. Nelson	89,012
Keita Powell	88,746
Tammarie M. Bradford	84,908
Lisa Allison	84,561
Victoria Rachel Piccirilli	81,695
Holly L. Ennis	81,559
Laura Poling	79,356
Jeanie Martin	79,113
Cindy Machado	77,116
Amie N. Gamboian	76,125
Krista Lynnette Shepard	74,211
Patty Webster	73,658
Susan M. Hohlman	71,685
Kathryn L. Engstrom	70,150
Harriett Sharpe	69,876
Sandra M. Lee	69,652
Shari M. Kirschner	68,587
Sherry L. Fields	65,296
Deana Ormsby	64,888
Tammy A. Vavala	64,381
Alma Orrostieta	64,023
Anita N. Conley	63,890
Patti Cornell	63,593
Tracey L. Chavez	63,503
Connie Lustig	63,380
Barbara Stmach	63,315
Rita Schaefer	63,286
Veronica Ruth Wright	63,113
Lucia Fernandez	63,050
Tammy D. Glunz	62,998
Joyce Recenello	62,998
Holli Thompson Lowe	62,495
Elizabeth B. F. Muna	62,291
Rita Schaefer	61,453
Menina M. Givens	61,291
Ginger J. Benedict	61,274
Donna M. Josellis	59,878
Debra L. Bokash	59,840
Kathy Eckhardt	58,936
Roya M. Mattis	58,677
Denise E. Crosby	58,579
Susan Moore	58,576
Sherry L. Belisle	58,384
Charlene Grubbs	58,088
Judy Wimbis	56,850
Laurie C. Cole	56,095
Amy Kitrell	55,894
Regina Lockwood	55,487
Ella M. Chick-Power	55,482
Lisa Olivares	55,419
Debbie A. Thomas	55,316
Katrina G. Malone	55,178
Kathy Lee	54,861
Betsy C. Richard	54,283
Tina M. Wright	54,283
Dorothy D. Boyd	53,886
Pamela L. Castellana	53,820
Peggy Matish	53,766
Marilyn A. Ricker	53,268
Yvette Alexander	53,234
Alicia Morales	52,851
Amy Kemp	52,423
Betty B. Lucido	52,374
Lisa Nussman	51,976
Anne Geertsen	51,818
Michelle Annesse-Bleichert	51,259
Nadine H. Huckabee-Stanley	50,913
Susan K. Janish	50,543
Mary Claire Tapley	50,130
Tammy Brown	49,828
Stephanie Nicole Tran	49,694
Heather L. Cartee	49,684
Patty J. Olson	49,454
Susie Kopacz	49,393
Cathy E. Littlejohn	48,931
Brenda Stafford	48,614
Judi Tapella	
Barbara R. Johnson	
Melissa Nix Henderson	
Judy Brack	
Sandra M. Munguia	

## DIAMOND

Kim I. Cowdell	\$149,497
Pat A. Nuzzi	115,742
Audrey K. MacDowall	104,063
Lisa Rada	102,519
Melinda M. Balling	92,267
Audrey J. Doller	89,777
Allison M. Nielsen	89,673
Patricia Carr	88,824
Kelly Miller-Johnson	88,017
Karen L. Kunzler	82,845
Heather M. Julson	79,854
Shelly Palen	76,321
Eileen M. Huffman	75,421
LaRonda L. Daigle	75,399
Janette E. Beichle	74,891
Linda C. Weniger	74,676
Julie J. Fox	74,038
Connie L. Russo	73,439
Evelinda Diaz	73,155
Ruth Ojibaka	72,421
Marsha Morrisette	72,222
Cindy S. Kriner	71,795
Julie Schlundt	71,292
Ana Carolina Alvarez	70,426
Deborah Dudas	70,225
Ana X. Solis	70,145
Evitelia Valdez-Cruz	69,964
Martha Kay Raile	69,713
Sandy Lasso	69,456
Ady Y. Garcia-Herrera	68,853
Betty McKendry	68,210
Maricarmen Gonzalez	67,990
Vicki O'Bannon	67,522
Nancy Fox Castro	67,107
Melody P. Lemon	66,730
Mariann Biase Mason	66,543
Donna J. Saguto	66,472
Pat Joos	65,992
Rosa C. Fernandez	65,754
Denise M. Guthrie	65,686
Suzanne T. Young	65,583
Deanna L. Spillman	64,027
Robbie L. Brannon	64,016
Anni M. Jones	63,989
Heidi Goelzer	63,928
Cherie L. Smith	63,655
Sheryl Peterson	63,262
Joyce M. Conant	63,134
Santos Mejia	63,044
Carla M. Randall	62,810
Lesley A. Bodine	62,727
Jill D. Hastings	62,290
Jody Lynn Young	62,210
Susan Hattem Weeks	61,860
Kim A. Messmer	61,853
Char Griffin	61,047
Vivian Diaz	60,932
Stephanie A. Richter	60,372
Lisa A. Stengel	59,852
Jenny R. DeMell	59,654
Mary P. Creech	59,456
Judy Higgins	59,340
Donna K. Smith	59,225
Lori M. Langan	58,802
Rhonda Jean Taylor	58,712
Lila DeWeber	58,520
Maureen Yantzer	58,498
Carol Lee Johnson	58,236
Jennifer A. Partridge	57,645
Amy Zanto	57,605
Julie Garvey	57,365
Paula Johnson	57,361
Nita Kathyeleen Heid	57,088
Maranda Michelle Rains	57,074
Cynthia L. Frazier	57,062

Halina Rygiel	48,586
Beth H. Piland	48,560
Gloria Griffin	48,393
Anna Marie Rowe	47,906
Alice L. Murphy	47,676
Donna L. Cemulini	47,635
R. Sue Miller	47,479
Joyce A. Bruggeman	47,460
Diane M. Terwilliger	47,440
Beth A. Mullins	47,350
Pat Ringnald	47,210
Darlene Rutledge	47,202
Jeanie K. Navrkai	47,107
Jaime Marie Bittner	47,091
Jennifer Armstrong Davenport	46,939
Marla Bolling	46,829

## RUBY

Donna B. Meixsell	\$109,856
Lisa Anne Harmon	103,017
Ekene S. Okafor	101,471
Hilary Jo Courtney	92,425
Chad D. Lewis	91,376
Gena Rae Gass	89,807
Julie Smith	88,541
Gaynell L. Kennedy	83,772
Vicki Jo Auth	82,518
Sheryl K. Goins	82,374
Terri A. Oppenheimer-Schaler	82,069
Roli Akperi	81,306
Margi S. Eno	78,618
Deborah K. Hack	78,512
Vicki S. Lindsay	78,021
Diebe Roman	76,579
Debbie A. Elbrecht	75,860
Cherry P. Markowski	74,667
Shirley L. Clemons	74,386
Mary Lou Ardohain	72,748
Krystal D. Downey-Shada	72,041
Sheila K. Valles	70,894
Jeanie Ripley	70,657
Sandra Braun	70,526
Maggie G. Shake	70,331
Suzanne Tripp	69,866
Colleen Robustelli	69,679
Gale Elliott	69,249
Linda Leonard Thompson	68,956
Thermy Nunez	68,868
Cassus Nkechi Nwachukwu	68,778
Jeannette Curren-Cochran	68,030
Gloria Dominguez	66,765
Kimberly N. McKissick	65,367
Kathleen C. Savorgnan	64,708
Jill E. Garrett	64,153
Diane Covington	64,000
Janet S. Pavey	63,242
Pam Barron	62,171
Kali DeBlander Brigham	60,705
Marnie R. Yunger	60,048
Mary Jo Dallen	59,509
Debra Moore Kinley	59,372
Phyllis E. Beers	59,320
Carolyn G. Dayton	59,252
Brenda Fenner	57,968
Jean A. Cooper	57,773
Tami Hess	57,736
Natalie K. McNeill	57,714
Amber L. Faulk	57,687
Paulette Savoy	57,314
Thea Elvin	57,208
Tracy A. Crisler	56,944
Gina Beekley	56,667
Karen M. Irwin	56,656
Timmi Davis	56,648
Kristen Anne Lawhorn	56,194
Palia A. Curry	55,967
Theresa M. Cooper	55,583
Shelly Harpenau	55,459
Anne Weidenweber	54,966
Rosanne Pluchino	54,904
Debbie A. Miller	54,855
Sonya F. Goins	54,165
Lisa Baker	53,983
Dori M. Fennell	53,980

Robin A. Albert	53,836
Carol Neat	53,826
Tammy S. Lacy	53,622
Monica Myers	53,371
Paula Renaye Gordon	53,136
Becky J. Seim	53,015
Linda Christenson	52,770
Kristi Kay Balla	52,665
Sonya U. Riske	52,639
Sharon Louise Flynn	52,405
Jeanette M. Thompson	52,376
Jacqueline N. Alford	52,206
Treva Thomas Motley	52,088
Nancy D. Marshall	52,050
Teri A. Nichols	52,015
Linda C. Martinez	51,742
Julie L. Byrne	51,723
Margaret H. Gormly	51,538
Natalie A. Rivas	51,451
Karen M. Getty-Hopkins	51,349
Helen Amato	51,173
Liz Whitehouse	50,873
Sonia Cecilia Pena	50,381
Laura P. Santos	50,343
Amie C. Prescott	50,230
Paulette Stowers	50,130
Theresa E. Westmoreland	50,107
Marisol Minsky	49,985
Cheryl O. Fulcher	49,956
Patti Maxwell	49,895
Molly A. Williamson	49,508
Carol Fehr	49,462
Darla L. Issa	49,394
Tiffany Marie Roddy	49,392

## SAPPHIRE

Paola B. Ramirez	\$130,012
Robin Blackmon-Dunda	127,703
Melva M. Slythe	99,608
Kristi M. Nielsen	98,501
Julie Weaver	91,972
Ann W. Sherman	91,927
Tracy Potter	90,429
Jami B. Hovey	85,712
Jill Beckstedt	85,039
Linne' Lane	83,417
Ann Ferrell Smith	80,749
Angie S. Day	79,204
Jill L. Glockner	75,774
Kim Williams	75,661
Jennifer L. Semelsberger	75,594
Sandra A. Zavoda	75,342
Randi Stevens	74,162
Maria Aguirre	73,453
Kathy R. Bullard	72,617
Moleda G. Dailey	72,264
Cheryl T. Anderson	71,166
Jennifer Bessey	68,757
Lyris Yee	68,700
Tammy Romage	68,669
Virginia E. Curry	68,040
Elizabeth McCandless	68,038
Lady Ruth Brown	67,512
Janelle A. Ferrell	67,458
Terry A. Hensley	65,898
Linda L. Quillin	65,695
Barbara Olesen Randall	65,519
Gayle J. Green	65,298
Julie M. Moreland	63,704
Binta Touray Jagne	63,524

53,836	Julia Mundy	63,520
53,826	Adriana A. Yanez	62,438
53,622	Roxanne McInroe	62,400
53,371	Linda Klein	62,319
53,136	Margaret Neill	62,260
53,015	Zasha Noel Lowe	62,243
52,770	Angelee R. Murray	62,099
52,665	Brynne M. Blalock	61,957
52,639	Barbara D. McKneely	61,224
52,405	Bea Heath	60,693
52,376	Andrea Denise Evans	60,001
52,206	Jennifer G. Bouse	59,723
52,088	Sarah Stiger	59,661
52,050	Andrea I. Zajac	58,789
52,015	Lynn Baer Roberts	58,337
51,742	Dolores Keller-Willis	57,961
51,723	Brenda L. Curry	57,460
51,538	Cheri L. Taylor	57,369
51,451	Sara C. Bowering-Miller	57,202
51,349	Sara Bennett-Moore	56,774
51,173	Lorraine B. Newton	56,629
50,873	Gladis Elizabeth Camargo	56,340
50,381	Satarro Purnell	55,694
50,343	Brigit L. Briddle	55,562
50,230	Mary Ann LeRay	55,501
50,130	Lorraine S. Kigar	55,203
50,107	Kathleen Bonadie	54,815
49,985	Kim B. Roberts	54,616
49,956	Angela Carol Henderson	54,402
49,895	Rheanonda R. Johnson Gray	54,200
49,508	Dawn Coby	54,004
49,462	Karen D. Dorsey	53,487
49,394	Joanna Helton	53,132
49,392	Bonnie Crumrin	53,029
	Ronnie Fitzpatrick	52,855
	Pam Garner Moore	52,796
	Marilynne H. Rowland	52,517
\$130,012	Joanne V. Price	52,159
127,703	Peggy B. Sacco	51,884
99,608	Angelique M. Talbert	51,754
98,501	Marie Pfarr	51,599
91,972	Julie Neal	51,455
91,927	Ruby Garner	51,256
90,429	Marie G. Miller	50,604
85,712	Lasharne D. Cotton	50,261
85,039	Lynn A. Cervini	50,245
83,417	Janis Clemens	50,171
80,749	Eileen Fricke	49,103
79,204	Shirley Jenkins	48,960
75,774	Brenna Marie Epstein	48,505
75,661	Heather L. Bohlinger	48,224
75,594	Debbie A. Weld	48,208
75,342	Mary G. Gronholz	48,189
74,162	Pamela Brown	48,117
73,453	Flory Palencia	48,015
72,617	Ana M. Barba	47,921
72,264	Debra J. Witmer	47,793
71,166	MaryBeth Sherwood	47,638
68,757	Marilyn J. Koci	47,610
68,700	Vincenza Maria Maddex	47,371
68,669	Sherrian Beagle	47,360
68,040	Elaine B. Lewis	47,277
68,038	Maria Elvia Lopez	47,232
67,512	Kelly Buirch	47,041
67,458	Faith London Epstein	46,996
65,898	Jodi L. Feller	46,784
65,695		
65,519		
65,298		
63,704		
63,524		



# Commission Circle

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

## EMERALD

Elaine Oatmeyer	\$18,339.04
Rose Campbell	16,183.39
Hollie R. Sherrick	14,648.15
Auri Hatheway	14,435.69
Denise G. Kucharski	14,351.65
Haydee Guzman	13,847.38
Kathy P. Oliveira	13,659.50
Michelle Martella Armes	13,138.04
Zenelia Wheeler	13,069.63
Ann Shears	13,036.71
Tanya Olivia King	13,035.67
Christine J. Kurzawa	12,879.25
Dana G. Berry	12,240.57
Susan G. Carmichael	11,830.70
Kathy Rodgers-Smith	11,618.28
Brenda Segal	11,431.57
Candy Jackson	11,396.35
Robin S. Moody	11,391.55
Nancy A. Coleman	11,184.46
Angie Onianwa	11,106.12
Linda Bradley	11,034.27
Karen A. Jorgenson	10,955.58
Sheila J. McCune	10,678.18
Pat Forehand	10,631.65
Jackie L. Root	10,563.77
Helen M. Harlow	10,530.34
Paula Vander Vorste	10,495.60
Barbara Pleet	10,414.11
Pam Robbins Kelly	10,342.13
Debbie L. Bower	10,337.24
Brenda D. Elliott	10,314.83
Nancy Harder	10,237.17
Maritza Lanuza	10,218.98
Nancy A. Berlin	9,993.02
Meredith Richardson	9,966.60
Sheri L. Farrar-Meyer	9,949.56
Eva M. Hall	9,820.04
Elaine K. Williams	9,747.65
Michelle B. Ehrlich-Stravolo	9,524.77
Maria Sanches	9,510.04
Sandy Malkin	9,395.46
Julie A. Griffin	9,379.77
Belitza Hernandez	9,317.66
Evalina Chavez	9,296.20
Tandy L. Ludin	9,274.98
Charlotte Mantooh	9,208.16
Pamela J. Borgeasani	9,194.67
Sue Uibel	9,115.74
Renee Duencel	8,990.36
Rosemary Mitchell	8,977.01
Jo M. Cotton	8,908.31
Blanca E. Arroyo	8,870.77
Hope S. Pratt	8,823.46
Valerie Yokie	8,820.48
Luz Fernandez	8,809.35
Maria Beddick	8,732.54
Cory L. Kinchloe	8,666.09
Yolanda Lopez	8,664.30
Freda A. Phillips	8,581.93
Silvia Ramos	8,580.30
Tracy O. Neese	8,567.66
Ann C. Baldwin	8,459.22
Stacy D. Foust	8,428.71
Heather A. Carlson	8,411.77
Rosemary Carolan	8,350.92
Kimbi L. Bartik	8,347.20
Annette D. Oxley	8,263.67
Carmen Encarnacion Gomez	8,259.52
Pamela Rowe Krzmarzick	8,258.33
Marcia Neyra	8,224.53
Myrna I. Colon	8,194.19
Mayra Smalley	8,150.97
Andrea Steinmetz	8,129.46
Denise M. Sowder	8,121.41
Trish Reuser	8,050.20
Kay Dickerson	8,046.64
Melody Ann Fox	8,038.96
Trisha Taylor	8,029.93
Kimberly Dawn Reed	7,939.03
Polly A. Pace	7,924.02
Barbara Whitaker	7,891.61
Talvia W. Peterson	7,883.97
Maria C. Campbell	7,811.56
Kara D. Bang	7,806.92
Lynn F. Huckels	7,791.06

Mary C. Cox	7,785.17
Laura A. Armstrong	7,765.74
Kelly S. Shannon	7,664.15
Keiko M. Nakao	7,645.71
Teresa Maynard	7,618.41
Lorena P. Ramirez	7,613.89
Shawna D. Schneider	7,565.56
Beatriz Yanez De Mora	7,462.40
Helen Jakpor Asare	7,408.75
Barbara Gizzo	7,405.07
Tamara D. Lake-Mair	7,367.99
Penny R. Walker	7,353.79
Kimberly R. Parker	7,330.27
Joyce Young	7,274.61
Lynn C. Purser	7,233.93

## PEARL

Allison Lee LaMarr	\$24,826.16
Keita Powell	17,444.42
Kim L. McClure	16,065.22
Tammy A. Valava	15,566.43
Leah G. Nelson	14,482.81
Lisa Allison	14,038.42
Cindy Machado	14,003.44
Tamaria M. Bradford	13,740.10
Cathy E. Littlejohn	13,587.65
Jeanie Martin	13,568.39
Jeanie K. Navkal	13,535.62
Susan M. Hohlman	13,482.91
Harriett Sharpe	13,140.27
Patty Webster	12,961.35
Anita N. Conley	12,810.34
Amie N. Gamboian	12,730.35
Holly L. Ennis	12,559.23
Alma Orrostieta	12,482.36
Victoria Rachel Piccirilli	12,304.48
Dorothy D. Boyd	12,099.71
Angel B. Toler	11,679.38
Patti Cornell	11,629.65
Kathryn L. Engstrom	11,582.86
Tracey L. Chavez	11,485.49
Shari M. Kirschner	11,448.56
Krista Lynette Shepard	11,317.17
Nadine Bowers	11,305.41
Halina Rygiel	11,182.04
Susie Kopacz	11,174.76
Janice Baxter Hull	11,072.86
Barbara Stimach	11,023.50
Judy Brack	10,887.97
Sandra M. Lee	10,870.89
Laura Poling	10,820.04
Jane Sudrawa	10,586.88
Nadine H. Huckabee-Stanley	10,550.45
Kathy Eckhardt	10,517.45
Menina M. Givens	10,409.89
Menina M. Givens	10,201.65
Carmen J. Felix	10,151.05
Debbie A. Thomas	10,053.68
Sherry L. Fields	10,016.07
Susan Moore	9,845.61
Ginger J. Benedict	9,826.78
Joyce Recenello	9,710.47
Peggy Matish	9,703.12
Marilyn A. Ricker	9,667.18
Sally Moreno	9,652.24
Ella M. Chick-Power	9,576.67
Betty B. Lucido	9,469.88
Charlene Grubbs	9,394.96
Marita W. Campbell	9,383.21
Irene K. Foster	9,246.16
Amy Kitrell	9,221.64
Sandra M. Munguia	9,200.24
Sarabel Epperson	9,142.99
Lisa Olivares	9,116.68
Deana Ormsby	9,086.04
Mary Beth Slattum	9,049.57
Holli Thompson Lowe	9,036.92
Darlene Rutledge	9,035.31
Rita Schaefer	9,028.92
Kathy Lee	9,015.45
Betsy C. Richard	8,866.19
Michelle Annese-Bleichert	8,863.48
Mary Claire Tapley	8,832.83
Regina Lockwood	8,809.10
Anne Geertsens	8,701.42
Elizabeth B. F. Muna	8,569.81
Judi Tapella	

Debra L. Bokash	8,547.63
Alicia Morales	8,543.60
Tammy D. Glunz	8,523.52
Sherree E. Koehler	8,509.82
Hazel White	8,501.50
Denise E. Crosby	8,450.50
Mary C. Estupinan-Martel	8,295.48
Stephanie Nicole Tran	8,284.90
Connie Lustig	8,254.30
Beth H. Piland	8,230.95
Penny J. Jackson	8,223.51
Vicki B. Crank	8,208.36
Sue Ann Hill	8,204.32
Candy Connett	
Bamberger	8,199.40
Roya M. Mattis	8,194.31
Patty J. Olson	8,167.42
Lucia Fernandez	8,166.21
Jennifer Armstrong	
Davenport	8,121.74
Sherry L. Belisle	8,071.36
Donna M. Josellis	8,048.74
Luanne Stewart	7,969.10
Kyla Jean Dodson	7,953.56
Espe J. Elmer	7,947.46
Marla Bolling	7,945.77
R. Sue Miller	7,933.42
Anna Marie Rowe	7,927.86
Barbara Ashworth	7,893.14
Rhona C. George	7,891.54
Julie Hetherington	7,864.39
Jo Shuler	7,776.46
Mary Ellen D'Amico	7,740.42

## DIAMOND

Kim I. Cowdell	\$19,306.74
Martha Kay Raile	16,091.87
Pat A. Nuzzi	15,766.05
Melinda M. Balling	15,509.69
Lisa Rada	15,003.73
Heather M. Julson	14,045.26
Maricarmen Gonzalez	14,013.85
Connie L. Russo	13,884.10
Audrey K. MacDowall	13,505.94
Julie Schlundt	13,241.52
Evelinda Diaz	13,224.76
Sandy Lasso	13,189.73
Deborah Dudas	13,155.07
Audrey J. Doller	13,036.05
Priscilla McPheeters	12,940.33
Sheryl Peterson	12,935.05
Betty McKendry	12,792.79
Ana Carolina Alvarez	12,622.05
LaRonda L. Daigle	12,615.49
Julie Garvey	12,528.05
Lila DeWeber	12,445.48
Masha Morrisette	12,271.85
Susan K. Carlson	12,046.60
Kelly Miller-Johnson	12,037.95
Jeannette E. Beichle	11,913.18
Eileen M. Huffman	11,898.77
Linda C. Weniger	11,782.27
Ann M. Jones	11,679.86
Michelle L. Farmer	11,567.69
Shelly Palen	11,225.66
Patricia Carr	11,171.12
Jody Lynn Young	11,149.51
Terri J. Beckstead	11,147.11
Deanna L. Spillman	11,142.11
Karen L. Kunzler	11,107.60
Maria I. Monarez	10,935.87
Jill D. Hastings	10,921.92
Carol Lee Johnson	10,909.87
Krista A. Johnson	10,831.45
Ruth Ojibeka	10,753.41
Heidi Goelzer	10,677.66
Ana X. Solis	10,617.71
Nancy Ashton	10,591.46
Mariann Biase Mason	10,563.43
Pat Joos	10,553.13
Julie Danskin	10,548.14
Allison M. Nielsen	10,501.38
Rosa C. Fernandez	10,456.81
Evitelia Valdez-Cruz	10,434.86
Lisa A. Stengel	10,359.80
Lesae Rae Franken	10,348.86
Ada Y. Garcia-Herrera	10,328.62
Donna J. Saguto	10,256.26

Mary Strauss	10,138.69
Robbie L. Brannon	10,107.80
Nellie R. Anderson	10,029.17
Vivian Diaz	10,003.77
Vicki O'Bannon	9,994.61
Nancy Fox Castro	9,976.68
Mary P. Creech	9,966.68
Omosolape O. Akinyoyemu	9,958.62
Maureen Yantzer	9,857.88
Julie J. Fox	9,781.41
Joyce M. Conant	9,691.68
Royce Rodriguez	9,670.93
Donna K. Smith	9,666.79
Morayma Rosas	9,642.93
Cindy S. Kriner	9,634.37
Suzanne T. Young	9,527.93
Glady S. Reyes	9,459.28
Lou Cinda Utley	9,420.10
Lisa Hackbarth	9,337.92
Barbara E. Roehrig	9,310.64
Robin J. Wicks	9,309.35
Linda S. Lantz	9,220.85
Brenda K. Howell	9,185.43
Lesley A. Bodine	9,179.41
Stephanie A. Richter	9,152.59
Martha Brown	9,139.26
Rhonda Jean Taylor	9,097.24
Annette Pace	9,055.67
Elvi S. Lamping	9,050.41
Maria Flores	9,044.44
Santos Mejia	9,021.48
Kim A. Messmer	9,017.72
Mary E. Hanson	9,000.31
Gina Rodriguez	8,992.10
Rosibel L. Shahin	8,975.15
LaNissir W. James	8,908.11
Mary Beissel	8,868.91
Carla M. Randall	8,839.91
Gina I. Ambrossi	8,786.13
Susan J. Pankow	8,751.45
Peggy Sperling	8,715.88
Melody P. Lemon	8,643.59
Stephanie Audino	8,575.54
Juanita Gudino	8,549.03
Tami S. Hartley	8,536.44
Mary Jacobson	8,440.35
Susan Hattem Weeks	8,380.60

## RUBY

Vicki Jo Auth	\$16,873.44
Thessy Nkechi	
Nwachukwu	16,125.30
Lisa Anne Harmon	15,609.75
Donna B. Meixsell	15,314.20
Candy D. Lewis	14,178.03
Gail Bauer	14,134.57
Gena Rae Gass	13,899.28
Gaynell L. Kennedy	13,873.67
Terri A. Oppenheimer-Schaler	13,795.54
Ekene S. Okafor	13,460.13
Hilari Jo Courtney	13,352.59
Judie Roman	12,853.20
Julie Smith	12,258.42
Gale Elliott	12,006.13
Lisa A. DeLucia	11,818.20
Thea Elvin	11,612.14
Sheryl K. Goins	11,576.94
Cindy P. Markowski	11,470.66
Sherrie L. Clemmons	11,467.43
Deborah K. Hack	11,459.40
Vicki S. Lindsay	11,441.07
Mary Lou Ardohain	11,350.26
Carolyn G. Dayton	11,051.21
Carmen Nunez	11,018.55
Diane Covington	10,867.83
Michelle Semper	10,723.18
Maggie G. Shake	10,711.39
Sheila K. Valles	10,586.07
Margi S. Eno	10,492.38
Mary Alice Dell	10,463.70
Brenda Fenner	10,336.36
Gloria Dominguez	10,277.34
Debbie A. Elbrecht	10,196.09
Roli Akperi	10,033.03
Shada	10,007.14
Jeanie Ripley	9,788.63

Amber L. Faulk	9,784.33
Theresa M. Cooper	9,748.16
Jeanette Curran-Cochran	9,709.51
Kathy Monahan	9,673.64
Kathleen C. Savorgnan	9,669.93
Mary Jo Dallen	9,608.21
Dori M. Fennell	9,595.82
Marnie R. Yunger	9,588.13
Sandra Braun	9,506.20
Janet S. Pavey	9,478.92
Laurie Hallock	9,476.44
Colleen Robustelli	9,461.04
Robin A. Albert	9,442.40
Kimberly N. McKissick	9,384.90
Linda Leonard Thompson	9,370.89
Becky J. Seim	9,323.29
Jill E. Garrett	9,244.41
Jeanette M. Thompson	9,142.00
Karen M. Getty-Hopkins	9,113.20
Suzanne Tripp	9,041.56
Helen Amato	8,972.92
Jean A. Cooper	8,881.35
Diane Buckley	8,864.45
Sonya F. Goins	8,827.82
Tracy A. Crisler	8,811.13
Donna Clark	8,776.56
Gina Beekley	8,755.79
Pat Maxwell	8,735.37
Trudy Gibbs	8,716.21
Phuong L. White	8,681.44
Nancy D. Marshall	8,626.39
Tami Hess	8,612.38
Kali DeBlander Brigham	8,607.10
Liz Whitehouse	8,597.99
Rosanne Pluchino	8,516.53
Palia A. Curry	8,409.31
Rose Mary Neel	8,355.20
Candace Laurel Carlson	8,241.47
Karen Pappas	8,189.36
Natalie K. McNeill	8,186.94
Pat Z. Allen	8,163.36
Lynne M. Telger	8,153.81
Jean L. Richardson	8,142.16
Sylvia Limon Martinez	8,098.79
Jan Martino	8,062.46
Laura A. Kattenbraker	8,060.46
Paulette Savoy	8,057.13
Timmi Davis	8,015.44
Margaret H. Gormly	8,002.80
Shelly Harpenau	7,999.67
Debbie Deets	7,997.67
Sonya U. Riske	7,995.13
Kimberly R. Helms	7,982.23
Jacqueline N. Alford	7,944.29
Alicia Bivens-Jones	7,941.46
Teri A. Nichols	7,856.89
Lisa Baker	7,788.40
Monique Renee Lucas	7,787.06
Susan C. Ehrnstrom	7,778.37
Pam Barron	7,778.02
Elizabeth A. Kramer	7,754.12
Kristen Anne Lawhorn	7,738.95
Sylvia J. Cook	7,657.03
Tammy S. Lacy	7,645.13

## SAPPHIRE

<b>Robin Blackmon-Dunda</b>	<b>\$18,623.86</b>
<b>Paola B. Ramirez</b>	<b>15,480.72</b>
Melva M. Slythe	14,332.66
Julie Weaver	14,206.11
<b>Kristi M. Nielsen</b>	<b>13,919.78</b>
<b>Pam I. Higgs</b>	<b>13,916.77</b>
<b>Julia Mundy</b>	<b>13,808.44</b>
<b>Maria Aguirre</b>	<b>13,749.64</b>
<b>Tracy Potter</b>	<b>13,684.60</b>
<b>Maribel Barajas</b>	<b>13,462.48</b>
<b>Ann W. Sherman</b>	<b>13,410.19</b>
<b>Jill Beckstead</b>	<b>13,271.48</b>
<b>Lady Ruth Brown</b>	<b>13,260.85</b>
Jennifer Bessey	12,647.31
<b>Gladis Elizabeth Camargo</b>	<b>12,384.73</b>
Moleda G. Dailey	12,375.22
<b>Angie S. Day</b>	<b>12,354.91</b>
<b>Kim Williams</b>	<b>12,334.10</b>
<b>Ann Ferrell Smith</b>	<b>12,276.35</b>
<b>Ana M. Barba</b>	<b>12,262.26</b>

# 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 March 2006.

## TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



**Anne Newbury**  
\$79,295  
EMERALD



**Jan Harris**  
\$49,682  
PEARL



**Barbara Sunden**  
\$69,399  
DIAMOND



**Pat Fortenberry**  
\$82,942  
RUBY



**Christine Peterson**  
\$79,617  
SAPPHIRE

## TOP UNIT — ESTIMATED RETAIL PRODUCTION

<b>EMERALD</b> — Auri Hatheway, <i>D. Wiegandt Area</i> .....	\$106,822
<b>PEARL</b> — Allison Lee LaMarr, <i>D. Berggren Area</i> .....	\$147,143
<b>DIAMOND</b> — Kim I. Cowdell, <i>T. Crayk Area</i> .....	\$149,497
<b>RUBY</b> — Donna B. Meixsell, <i>P. Fortenberry Area</i> .....	\$109,856
<b>SAPPHIRE</b> — Paola B. Ramirez, <i>L. Ceballos Area</i> .....	\$130,012

## 13% Club

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

### EMERALD

Sales Director Elaine Oatmeyer .....	\$2,603.51
Sales Director Haydee Guzman .....	2,286.25
Sales Director Kara D. Bang .....	2,149.36
Sales Director Susan G. Carmichael .....	2,102.46
Sales Director Michele Martella Armes .....	2,003.01
Sales Director Kimberli Mahealani Rogers .....	1,947.60
Sales Director Laurie Ann Johnson .....	1,822.99
Sales Director Sandy Malkin .....	1,778.60
Sales Director Margarita Guerra .....	1,747.49
Sales Director Angie Onianwa .....	1,710.41
Sales Director Tracy Bryce .....	1,646.65
Sales Director Tracy O. Neese .....	1,638.29
Sales Director Michelle B. Ehrlich-Stravolo .....	1,634.52
Sales Director Kelly S. Shannon .....	1,623.51
Sales Director Donna Angel Hammett .....	1,620.97
Sales Director Andrea Steinmetz .....	1,604.04
Sales Director Julie A. Griffin .....	1,572.25
Naitali Espinal, S. Rodriguez Unit .....	1,554.35
Sales Director Karen A. Jorgenson .....	1,545.73
Sales Director Hollie R. Sherrick .....	1,528.02
Sales Director Zenelia Wheeler .....	1,500.62
Sales Director Debra Crews-Cairns .....	1,478.23
Sales Director Maria Bradfield .....	1,443.00
Sales Director Maria Sanches .....	1,436.31
Sales Director Mayra Smalley .....	1,422.46

### PEARL

Sales Director Keita Powell .....	\$2,768.25
Sales Director Angel B. Toler .....	2,537.47
Sales Director Tamarie M. Bradford .....	2,116.04
Sales Director Sue Ann Hill .....	1,847.30
Sales Director Maria De Jesus Ramales .....	1,817.50
Sales Director Hazel White .....	1,776.00
Sales Director Sandra M. Lee .....	1,710.83
Sales Director Regina Lockwood .....	1,708.85
Sales Director Candy Connert Bamberger .....	1,693.61
Sales Director Ella M. Chick-Power .....	1,657.70
Sales Director Nancy Sidoti .....	1,651.81
Sales Director Rhona C. George .....	1,609.69
Sales Director Jennifer Armstrong Davenport .....	1,607.19
Sales Director Mary Claire Tapley .....	1,589.84
Sales Director Leah G. Nelson .....	1,575.24
Sales Director Christine Fletcher .....	1,499.32
Sales Director Susan Moore .....	1,497.08
Sales Director Beth H. Piland .....	1,492.69

Sales Director Alma Orrostieta .....	1,486.71
Sales Director Sherry L. Fields .....	1,457.53
Sales Director Stephanie Nicole Tran .....	1,456.68
Sales Director Anita Kaplan .....	1,443.78
Sales Director Marita W. Campbell .....	1,442.94
Sales Director Amada Arroyo .....	1,438.48
Sales Director Jeanie Martin .....	1,435.92

### DIAMOND

Sales Director Heather M. Julson .....	\$2,301.85
Sales Director Jody Lynn Young .....	2,071.36
Sales Director Marilyn J. Suter .....	2,036.94
Sales Director Lisa Rada .....	1,911.94
Sales Director Ruth Ojibeka .....	1,840.44
Sales Director Rhonda Jean Taylor .....	1,742.26
Sales Director Deborah Dudas .....	1,733.06
Sales Director Robbie L. Brannon .....	1,683.99
Sales Director Nicole T. Mikoda .....	1,663.74
Sales Director Pamela Stinnett .....	1,638.16
Sales Director Silvia Sanchez .....	1,576.77
Sales Director Elvi S. Lamping .....	1,570.24
Sales Director Ann M. Jones .....	1,568.13
Sales Director Daria A. Rocco .....	1,561.24
Sales Director Susan K. Carlson .....	1,550.77
Sales Director Mary E. Hanson .....	1,546.84
Sales Director Diane Burton .....	1,518.86
Sales Director Morayma Rosas .....	1,505.53
Sales Director Peggy Sperling .....	1,486.52
Sales Director Tricia Ann Ramer .....	1,480.99
Livia M. Genova-Pagano, P. Nuzzi Unit .....	1,473.52
Sales Director Linda C. Weniger .....	1,446.06
Sales Director Martha Kay Raile .....	1,444.72
Sales Director Kim I. Cowdell .....	1,440.99
Sales Director Cheryl S. Richardson .....	1,436.73

### RUBY

Sales Director Lisa A. DeLucia .....	\$2,508.61
Sales Director Theresa M. Cooper .....	1,960.11
Sales Director Margaret Marie Leonelli .....	1,895.63
Sales Director Elizabeth A. Kramer .....	1,741.81
Sales Director Trudy Gibbs .....	1,665.82
Sales Director Robin A. Albert .....	1,659.45
Sales Director Kimberley Victor .....	1,601.41
Sales Director Sheila K. Valles .....	1,571.21
Sales Director Georgia A. Eaves .....	1,541.28

## TOP SALES DIRECTOR-PERSONAL SALES

<b>EMERALD</b> — Susan G. Carmichael, <i>Go Give Area</i> .....	\$20,368
<b>PEARL</b> — Judy Wimbs, <i>K. Golf-Brummett Area</i> .....	\$11,605
<b>DIAMOND</b> — Marsha Jons, <i>A. Mallory Garrett-Roe Area</i> .....	\$23,781
<b>RUBY</b> — Carolyn G. Dayton, <i>Go Give Area</i> .....	\$23,663
<b>SAPPHIRE</b> — Nyanne Applegate, <i>G. Gaston Area</i> .....	\$15,805

## TOP BEAUTY CONSULTANT-PERSONAL SALES

<b>EMERALD</b> — Kailah Marie Karl, <i>D. Wiegandt Unit</i> .....	\$17,313
<b>PEARL</b> — Deborah Ferraro, <i>A. LaMarr Unit, D. Berggren Area</i> .....	\$12,931
<b>DIAMOND</b> — Terri Lynn Kunzler, <i>C. Gainsford Unit, M. Diem Area</i> .....	\$13,505
<b>RUBY</b> — Suann W. McGhee, <i>A. Palmer Unit, Go Give Area</i> .....	\$16,861
<b>SAPPHIRE</b> — Lynn Marguerite Shives, <i>C. Miller Unit, S. Steinman Area</i> .....	\$29,190

## TOP TEAM BUILDER

<b>EMERALD</b> — Sales Director Angie Onianwa, <i>Go Give Area</i> .....	18 New Team Members
<b>PEARL</b> — Sales Director Cristina Vanegas, <i>S. Oshiro Area</i> .....	14 New Team Members
<b>DIAMOND</b> — Rita Moe, <i>J. Even Unit, A. Mallory Garrett-Roe Area</i> .....	18 New Team Members
<b>RUBY</b> — Angela Sumlin, <i>G. Sewell Unit, P. Fortenberry Area</i> .....	15 New Team Members
<b>SAPPHIRE</b> — Araceli Salvador, <i>Y. Palomares Unit, R. Enriquez Area</i> .....	13 New Team Members

Sales Director Gayla Marie Goetze .....	1,526.01
Sales Director Shay Wood .....	1,508.23
Sales Director Jean A. Cooper .....	1,506.54
Sales Director Cindy M. Levitt .....	1,496.17
Sales Director Leslie S. Kane .....	1,493.44
Sales Director Michele Semper .....	1,490.13
Sales Director Tracy A. Crisler .....	1,453.04
Sales Director Dawn Stanford .....	1,439.07
Sales Director Rosanne Pluchino .....	1,393.08
Sales Director Vicki Jo Auth .....	1,384.92
Sales Director Onie R. Hill-Anthony .....	1,380.76
Sales Director Candy D. Lewis .....	1,378.49
Sales Director Mary D. Whitman .....	1,377.55
Sales Director Christine Y. Curtis .....	1,376.57
Sales Director Cathy G. Huhta .....	1,371.40
Sales Director Gale Elliott .....	1,356.45

### SAPPHIRE

Sales Director Cynthia H. Miller .....	\$2,401.13
Sales Director Ana M. Barba .....	2,218.78
Sales Director Adriana A. Yanez .....	1,855.85
Sales Director Gladis Elizabeth Camargo .....	1,830.99
Sales Director Julia Mundy .....	1,817.82
Sales Director Marie G. Miller .....	1,793.74
Sales Director Jill L. Glockner .....	1,728.55
Sales Director Maria Elvia Lopez .....	1,714.73
Sales Director Rosario Dagenais .....	1,646.00
Sales Director Marina Mendoza .....	1,614.11
Sales Director Anne C. Martin .....	1,610.51
Sales Director Linda Klein .....	1,597.28
Sales Director Jennifer L. Semelsberger .....	1,580.96
Sales Director Svetlana Lipsey .....	1,521.59
Sales Director Theresa Kusak-Smith .....	1,520.45
Sales Director Norenda M. James .....	1,516.52
Sales Director Andrea Denise Evans .....	1,509.43
Sales Director Andrea I. Zajac .....	1,497.73
Melissa Miroballi, J. Glockner Unit .....	1,491.04
Sales Director Maria Dolores Plascencia .....	1,459.28
Sales Director Debra Sellers .....	1,456.29
Sales Director Debra J. Witmer .....	1,450.64
Sales Director Catalina T. Barahona .....	1,447.36
Sales Director Dawn Coby .....	1,443.65
Sales Director Jennifer G. Bouse .....	1,421.97

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# GO-GIVE® AWARD

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

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

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



**Nancy Coleman**

**Emerald**  
Executive Senior Sales Director

**Began Mary Kay**  
January 1996

**Sales Director Debut**  
July 1997

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

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; five-times Circle of Achievement; five-times Double Star Achievement; seven-times Sales Director Queen's Court of Personal Sales; Consultant Queen's Court of Personal Sales; gold medal winner; Star Consultant; estimated highest monthly unit retail: \$105,555

**Personal** Lives in Salem, Mass.  
Husband, Domenic; Daughter, Rachel

**Favorite Quote** "I can do all things through Christ who strengthens me."  
Philippians 4:13

**Independent Sales Director Diane Ferguson of Marlborough, Mass.,** says, "Not only has Nancy guided me to success in my Mary Kay business, she has helped me grow personally."



**Joy Bailey-Gress**

**Pearl**  
Senior Sales Director

**Began Mary Kay**  
November 1998

**Sales Director Debut**  
July 2002

**Offspring** one first-line

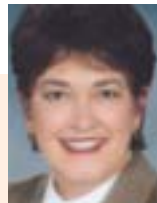
**National Sales Director**  
Joan B. Chadbourn

**Honors** Cadillac qualifier; Triple Star Achievement; Double Star Achievement; two-times Circle of Achievement; three-times Queen's Court of Recruiting; Sales Director Queen's Court of Personal Sales; Fabulous 50s; gold medal winner; Star Consultant; estimated highest monthly unit retail: \$69,051

**Personal** Lives in Enterprise, Ala.  
Husband, Brandon; Daughter, Dawntea; Son, Deonte

**Favorite Quote** "Everyone has the potential to be great; they just deserve a chance."

**Independent Beauty Consultant Teresa Boegler of Puyallup, Wash.,** says, "Joy adopted me and several other Beauty Consultants. She not only enriches other women's lives through her Mary Kay business but throughout her community."



**Penny Burnett**

**Diamond**  
Senior Sales Director

**Began Mary Kay**  
May 1977

**Sales Director Debut**  
March 1981

**Offspring** one first-line;  
one second-line

**National Sales Director**  
Karen Piro

**Honors** Premier Club qualifier; Circle of Honor; estimated highest monthly unit retail: \$35,587

**Personal** Lives in Mt. Vernon, Iowa  
Husband, Peter; Sons: Lance, Ryan; Daughter, Darcy; three grandchildren

**Favorite Quote** "Consistency is your key to success."

**Independent Senior Sales Director Sherrill Yoder of Iowa City, Iowa,** says, "Penny has adopted several of my unit members and encourages, supports and teaches them without a second thought."



**Christine Wehrli**

**Ruby**  
Senior Sales Director

**Began Mary Kay**  
November 1993

**Sales Director Debut**  
April 2000

**Offspring** one first-line

**National Sales Director**  
Dianne Velde

**Honors** Premier Club qualifier; two-times Circle of Achievement; two-times Sales Director Queen's Court of Personal Sales; gold medal winner; Star Consultant; estimated highest monthly unit retail: \$69,804

**Personal** Lives in Fraser, Mich., with brother, Peter, and cousin, Independent Sales Director Cyndi Wehrli

**Favorite Quote** "Do all the good you can, by all the means you can, in all the ways you can, in all the places you can, to all the people you can, as long as you can."  
— John Wesley

**Independent Beauty Consultant Karen Hepner of Lenox, Mich.,** says, "Christine graciously welcomes all and generously invests her time and heart to help us grow personally and professionally."



**Jeri O'Dell**

**Sapphire**  
Senior Sales Director

**Began Mary Kay**  
July 1986

**Sales Director Debut**  
March 1991

**Offspring** one first-line

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Circle of Honor; three-times Double Star Achievement; 10-times Circle of Achievement; three-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$68,669

**Personal** Lives in Bellbrook, Ohio  
Husband, Hershell; Sons: Charlie, Jack

**Favorite Quote** "For God did not give us a spirit of timidity, but a spirit of power, love and self-discipline."  
2 Timothy 1:7

**Independent Future Executive Senior Sales Director Cheryl Dougan of Centerville, Ohio,** says, "Jeri has gone out of her way to mentor my unit members. Without her, the Beauty Consultants in my unit would not be flourishing as they are today!"





Share your love of the Mary Kay opportunity today. Build your team during the *Heart of Gold* Team-Building Challenge, and you could earn rewards at Seminar 2006. The more qualified\* new personal team members you add between March 1 and June 30, the greater your rewards.

**Achieve the *Heart of Gold* Challenge, and your name could be drawn as one of two winners (from each Seminar) of an Awards Night makeover.**

**You'll receive one entry for every qualified\* new personal team member added during the contest.**

#### Independent Beauty Consultants and Independent Sales Directors who:

- add at least four qualified\* new personal team members will receive a charm bracelet and special-edition rose-tone *Heart of Gold* charm. Plus, an invitation to attend the *Heart of Gold* Luncheon and standing recognition at Seminar.
- add at least five qualified\* new personal team members will receive a charm bracelet and special-edition rose-tone *Heart of Gold* charm, an invitation to the *Heart of Gold* Luncheon and onstage recognition!



Reverse side of charm

Plus, the top five Independent National Sales Director areas in each Seminar affiliation (including Go Give) with the highest percentage of area members achieving the challenge will receive reserved seating at the *Heart of Gold* Luncheon.

\*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 *Heart of Gold* Challenge, a new personal team member's qualifying \$600 wholesale order must be received in March, April, May or June 2006. For example, a new Independent Beauty Consultant whose Agreement is received in February and whose \$600 qualifying order is received in March will count toward the contest, and a new Independent Beauty Consultant whose Agreement is received in June must place her \$600 qualifying order by June 30.

# Experience *The Power of Pink!* seminar2006

Come to *The Power of Pink* Seminar 2006 and be praised to success during this **three-day extravaganza**, the biggest **business-building event of the year!** As Mary Kay said, **"Your trip to Dallas and your Seminar experience are investments in your future!** What you learn about this business will pay for itself many times over in a matter of weeks when you return home. And **seeing sister Consultants recognized** for their achievements will **inspire you to reach for the stars yourself."** Education, motivation and recognition - **that's what it's all about.** You can't afford not to come!



the power of **Pink** seminar2006

Register by June 30. For all the details, go to the Mary Kay InTouch® Web site and click on the Seminar 2006 logo or see the May issue of *Applause*® magazine (Pages 10-13).

**MARY KAY®**

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