

MARY KAY

JUNE 2020

applause®



Spa Escape!

Indulge Your Customers with Shea Butter Bliss.



JUNE Dates

1

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

Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.

3

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

15

Postmark deadline for Quarter 4 Star Consultant quarterly contest.

Deadline to make Quarter 3 Star Consultant prize selections.

16

Quarter 1 Star Consultant quarterly contest begins.

Fall 2020 *Preferred Customer Program*SM online enrollment begins for *The Look*, including an exclusive sample (while supplies last).

20

Online prize selection available for Quarter 4 Star Consultant quarterly contest.

21

Father's Day.

29

Last day of the month for Independent Beauty Consultants to place phone orders.

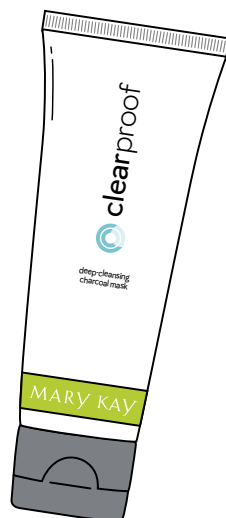
30

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail must be received today to count toward this month's production

Seminar 2020 contest period ends.

Last day of the month for Independent Beauty Consultants to place online orders.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



“

As we say at Mary Kay Inc.: Expect great things, and great things will happen. Around here, we are realists — realists who expect a miracle every day. Your God-given womanhood, intuition and desire to nurture make you His living miracle.

”

Mary Kay

HELPFUL NUMBER: Customer Success Team 800-272-9333

For questions regarding Mary Kay® product orders, Mary Kay InTouch®, special events, product information, etc.

APPLAUSE® magazine is published in recognition of and as information for members of the Mary Kay Inc. independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas. ©2020 Mary Kay Inc. Member: Direct Selling Association, Personal Care Products Council. Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

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

TRENDING *Now*



Seasonal Celebrations

Help her feel adored! You can hold a virtual pamper party or help her create the perfect color look. Ask her to invite her friends to join the fun, and watch your customer list grow!

eShop

Your customers are online now more than ever! Send them ***The Look***[®] eCatalog with a link to your **Mary Kay**[®] Personal Web Site to shop.

Celebrate Pink!

NATIONAL PINK DAY IS JUNE 23.

Who doesn't feel better when they see the color pink? It represents so many positive things – innocence, compassion and, of course, femininity. Mary Kay Ash felt women could be feminine and strong, so she chose pink as the Company's signature color, and it has become a symbol of empowerment. Share how you celebrate pink on social. You'll find images on **Mary Kay InTouch**[®] > **Resources** > **Digital Assets**.



Father's Day Is June 21!

Help your customers find gifts for him. **See Pages 22–23 for ideas!**

MARY KAY MILESTONE

JUNE 1973: **GO-GIVE**[®] AWARD

The **Go-Give**[®] Program was officially organized in June 1973 with an Independent Sales Director in each Seminar being recognized each month for her **Go-Give** spirit. See Page 8 for more information.



Applause[®] Magazine Team: **MANAGING EDITOR:** ALESIA RITENOUR **SENIOR EDITOR:** MEGHAN BONDS **SPANISH MANAGING EDITOR:** MARGARITA HERNÁNDEZ CONTRERAS **ART PRODUCER:** SHARILYN GETZ **SENIOR PRINT PRODUCER:** JAN STEEL **PRINT PRODUCERS:** KIM RIND, ANITA TRENT **PUBLICATIONS SPECIALIST:** NICOLE CALDWELL **SENIOR GRAPHIC DESIGN/PRODUCTION ARTISTS:** CHERYL FELLENBAUM, PATTI CASAMASSIMA **GRAPHIC DESIGNER:** BIANCA CAMANO **SENIOR PREPRESS ARTIST:** RICHARD HUDSON **COPY EDITORS:** LISA HORNE, GAYLEEN WOODALL

*Within **Applause**[®] magazine, you MAY periodically find articles which suggest building your business through referrals and/or by contacting potential guests for upcoming skin care parties or other events. Prior to contacting such individuals via telephone or email, you should consider whether such communication is consistent with state and/or federal "do-not-call" and/or "SPAM" laws and regulations. For more information on this subject, you can go to the **Mary Kay InTouch**[®] website and click on "Tax and Legal" in the drop-down menu. When in doubt, Mary Kay Inc. recommends face-to-face contact as the best form of communication, which should help you avoid any issues with these types of regulations.



Ready. Set. Correct!

Check the
Beauty Extras
how-to videos:
Mary Kay InTouch® >
Products > Product
Central > Videos.

**NEW! LIMITED-EDITION† MARY KAY AT PLAY®
COLOR CORRECTING STICK, \$14**



WIPE OUT REDNESS: Neutralize redness fast for a quick confidence boost and a more even-looking complexion.

IF THEY ASK: “I already have *Mary Kay®* Perfecting Concealer, so why do I need a *Mary Kay At Play®* Color Correcting Stick?”

YOU CAN SAY: “This product works together to create a more flawless-looking complexion. Use the color correcting stick to neutralize redness. Then apply concealer to hide blemishes and minor imperfections for added coverage before applying foundation.

The application marks on the models are examples of where you may want to use the color correcting stick, depending on your needs.

†Available while supplies last

IT'S BACK AND HERE TO STAY!

NEW! WHITE TEA & CITRUS SATIN BODY® WHIPPED SHEA CRÈME, \$22

Help your customers unwind in shea butter bliss. When you find a few precious minutes to yourself, they should be time well-spent.

- Clinically shown to instantly moisturize skin.
- Keeps skin moisturized for 24 hours*.
- Formulated with mango butter, sunflower oil and apricot kernel oil.

ABOUT SHEA BUTTER: Used for centuries to protect, enrich and soften skin, shea butter is known to contain omega-3s. Omega-3s are known to help maintain skin's natural moisture barrier.



All prices are suggested retail.

*Based on biophysical testing

UNWIND IN *Shea Butter Bliss*.

The latest addition to the *Satin Body*® Collection. **NEW White Tea & Citrus *Satin Body*® Whipped Shea Crème** is a rich, luxurious indulgence you'll want to experience today – and tomorrow!



New!

White Tea & Citrus *Satin Body*® Whipped Shea Crème, \$22

The White Tea & Citrus *Satin Body*® Collection

- **New! *Satin Body*® Whipped Shea Crème, \$22.**
A rich, luxurious indulgence that moisturizes instantly, keeping skin moisturized for 24 hours.*
- ***Satin Body*® Revitalizing Shea Scrub, \$18.**
Exfoliates and immediately buffs away dry skin.
- ***Satin Body*® Indulgent Shea Wash, \$18.** Cleanses and soothes dry skin with an enveloping lather.
- ***Satin Body*® Silkening Shea Lotion, \$18.** Skin will feel deeply moisturized and nourished with this supremely silky, everyday essential lotion.

Wash vs. Scrub

Think of the shea wash as more of a liquid soap that gently cleanses your skin, whereas the revitalizing shea scrub is an exfoliant which takes it a step further and *polishes* your skin.

Lotion vs. Crème

Silkening shea lotion is an everyday essential that helps keep your skin feeling moisturized, nourished and satiny-smooth. Think of whipped shea crème as an luxurious indulgence. And since it's thicker than the lotion, it's great for drier areas like heels and elbows.

MARY KAY

Contact me, your Mary Kay Independent Beauty Consultant, to get these pampering products.

CONSULTANT NAME/ CONTACT

*Based on biophysical testing. All prices are suggested retail.

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Find New Mary Kay Fans!

NEW! LIMITED-EDITION[†] **LASH LOVE FANORAMA™** MASCARA, \$16

Picture this: an ultrafluttery pair of fully fanned-out, all-around panoramic lashes. This mascara features the fan-favorite *Lash Love*® formula with an all-new, innovative brush designed to give every lash some love.

The brush works from corner to corner and root to tip to bring even your smallest lashes out of hiding. Rows of super soft silicone bristles, stabilized by an inner core, power the brush's three unique application zones, allowing you to coat, comb and fan out for panoramic lashes of your own.

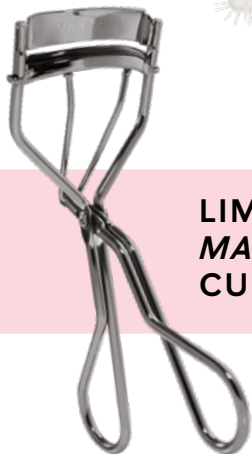
- **COAT:** Use the hourglass-shaped bristles to coat lashes with the perfect amount of pigment-rich formula.
- **COMB:** Flip to the side and with the rounded bristles, comb formula through every lash.
- **FAN OUT:** Finish with the special fan tip. Grab a hold of pesky, hard-to-reach lashes, and fan them in the desired direction, perfectly placing individual lashes.

And the exclusive *Mary Kay Panthenol-ProComplex*® and vitamin E help **moisturize, strengthen** and **condition** lashes, defending them **against breakage** and **brittleness**.

IF THEY ASK: "What is the difference between *Lash Love Fanorama*™ and *Lash Love*®?"

YOU CAN SAY: The difference is the brush. The formula is the same, but *Lash Love Fanorama*™ features an all-new brush.

LIMITED-EDITION[†] **MARY KAY® EYELASH** CURLER, \$12



CHANGE Colors & Lives.

NEW! LIMITED-EDITION[†] **MARY KAY® INTUITIVE pH LIP BALM, \$18**

A new product with a pHenomenal purpose. **Help change lives** while you **change your lips** with the purchase of an **all-new, pH-reactive lip balm**.

- The shade **transforms** based on your unique chemistry for a perfectly **flattering finish**.
- Provides a **subtle flush** of one-of-a-kind color.
- Formula contains a **moisturizing complex** for soft, creamy color and kissable lips.

Available for a limited time:



According to UN Women, crises like COVID-19 can be especially difficult for those experiencing domestic violence. You can join Mary Kay's global ***Pink Changing Lives®*** cause empowerment program and help change the lives of women and their families affected by the pandemic. In the United States, from **April 26 through Aug. 15, 2020**, \$1 will be donated from each sale of the limited-edition[†] *Mary Kay® Intuitive pH Lip Balm*. Mary Kay is committed to supporting The *Mary Kay Foundation*SM efforts to end violence against women in the United States.



GET SOCIAL!

Check out the **Social Media Playbook** that will give you play-by-play ideas for social posts, photos and prompts for effective captions. On ***Mary Kay InTouch®*** > **Products** > **Product Central** > **Supporting Materials**.

One Woman Can[®] BE FOCUSED

When Jessye Nichols was 20 years old, she was in a car at a complete stop when she was hit by another car going 65 mph. Serious injuries and a long recovery followed, but her health issues didn't stop there. "At 25, I was diagnosed with several chronic illnesses. I was working as a restaurant manager and could no longer physically handle the stress and long hours on my feet. I would have to take leaves of absence and eventually had to quit my job." Discouraged and in need of money, Jessye thought she'd have to apply for disability benefits, but then everything changed.

Jessye was a member of a nonprofit organization that does charity work to help dispel the negative stereotypes associated with those who have tattoos and piercings. It was there that Jessye met a new friend with a Mary Kay business. "I already loved *Mary Kay*[®] products, and had since I was 19, when a college friend was an Independent Beauty Consultant. She taught me all about skin care and makeup, and I'd help her with her business in exchange for products. Fast forward to 2013 when my new friend invited me to a unit meeting."

Jessye soon changed her mind. "My friend and her unit went to Dallas for Seminar. When I saw the photos and all the fun they had, I wanted to be part of that! So when they returned to Portland, I signed my Independent Beauty Consultant Agreement on July 28, 2013, and got to work." By February 2014, Jessye earned her red jacket. "That was a goal from the very beginning because at every meeting, I was in a room of red jackets. And with mentors like **Independent Senior National Sales Director Lisa Madson** to look up to, I set my goals high. Then exactly one year from the day I signed my Agreement, I earned the use of a Mary Kay Career Car – the lipstick red Chevy Cruze!"



Jessye Nichols
INDEPENDENT SALES DIRECTOR

A TOUGH START

Jessye's success wasn't easy. In addition to dealing with her health limitations, Jessye did not have a great start with her business. "I held a Grand Opening, and nobody came except one good friend who bought a lip gloss. That was a major disappointment."

That might have scared some away, but Jessye practiced her warm chatter on family and friends, met someone new and made her first real appointment. "When I got to her house, she had me wait for 45 minutes with her big dog staring at me (I'm scared of big dogs) while she took a shower and got ready. None of her friends showed up, and she told me she didn't 'have time for this.' She did buy \$500 in products, but it wasn't the experience I had planned for, and she never bought anything from me again."

Despite those early struggles, Jessye stayed focused on her goal of 30 faces in 30 days (aka Power Start). "That's always my goal. Some people strive for 100 faces, and that works for them, but I have found that if I get in front of the right

people who see the value in what I have to offer, I meet my goal. For me, it's quality vs. quantity." And this consistency sustains her business during the times when she's sick and unable to work.

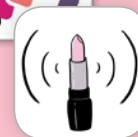
HOW SHE WINS

- **Jessye makes her business work for her.** "I set aside two or three days to work each week, and I schedule my bookings for those days. I start the conversation with a text and get them booked in three texts or less. In that third text I ask, 'When is a good time to call, today or tomorrow?' From there, I preprofile to make sure I'm prepared. This text/phone method works for me, and I have a good hold rate on my parties."
- **Guests come to Jessye.** "I host my own parties and ask guests to invite their friends. I provide snacks and refreshments, making it a fun atmosphere. When I started, I would hold my parties with us all crammed in my tiny apartment. Now we have a lot more space. But I'll always appreciate that I earned the use of a Cadillac in that apartment!"
- **The Great Start Program.** "When new team members place \$600 wholesale Section 1 orders consistently from the very start, they've got inventory to sell and can make money right away. I tell them that the product bonus bundles are pink money they can turn in to green money."
- **Team-building.** At Diamond Seminar in 2019, Jessye was crowned Queen of the Court of Sharing, but she thinks of herself as a stronger seller than team-builder. "I shared the Mary Kay opportunity with 40 people before I had my first team member. It doesn't come as easy for me, but I'm getting better. You have to be persistent and not give up. I tell myself to stop with the negative self-talk, and be confident in who I am and in what I have to offer."
- **Seminar.** "Seminar is a must. I talk about it all year. I break down the costs and how I set money aside. It's more affordable when you plan ahead. I buy my plane ticket in November and let my team know. Again, it was seeing photos of all the fun at Seminar that made me want to start my business, so I never miss it. My husband, Andy, always comes too. He's an amazing support for all aspects of my business and has become the MK Husband for my unit. He saves seats, carries bags and helps me set up for meetings. He truly is the best."



HEAR MORE!

Listen as Jessye tells more of her story, including how she uses Facebook to maximize engagement! Find it on the *Mary Kay*® Digital Showcase App, downloadable from your app store. It's free!



REFLECTING ON SUCCESS

"I have the most amazing unit, the Dynamic Dreamers. We are small but very powerful. I can't always work at the level that I want to, but they always support me and do their part in helping us achieve our unit goals. There are seasons in this business for everyone. Ups and downs. I've had to remind myself and my unit that even when you're not at the top of the scoreboard, you can still be a champion when you're accomplishing your goals. I believe success is relative. You don't have to be No. 1 to be successful."

Jessye thinks of herself as the comeback kid. "It's the setbacks I've had that prepare me for the comeback. What we're doing when we're not winning is what allows us to win. I believe that when you focus on the work, the results will follow."

Go-Give[®] Award

The Go-Give[®] Award was born in the image of **Independent National Sales Director Sue Z. Vickers** who was described as the most “go-give person you’d ever meet.” She believed every single individual was valuable and deserving of praise, and she gave it generously and genuinely.

The Go-Give[®] Program was officially organized in June 1973 with an Independent Sales Director in each Seminar being recognized **each month** for her Go-Give spirit. **See this month’s honorees on Page 17.**

In 1978, the first **annual Go-Give[®] Award** was presented at Seminar. Today, it is still one of the highest honors an independent sales force member can receive, as recipients are nominated by their peers for going the extra mile and exemplifying the Go-Give spirit.



ANNUAL GO-GIVE[®] REWARDS

- Beautiful one-of-a-kind, art glass trophy.
- Coveted diamond Go-Give[®] pin.
- Bouquet of roses.
- Special recognition in *Applause*[®] magazine.
- A donation is made in the name of each recipient to *The Mary Kay Foundation*[™].

YOU CAN NOMINATE AN INDEPENDENT SALES DIRECTOR!

MARYKAYINTOUCH[®] > CONTESTS/PROMOTIONS > RECOGNITION > GO-GIVE[®] AWARD.

you can

do it

JULY 1, 2019 –
JUNE 30, 2020

be
a miracle-maker.

Yours when
you sell enough
products to place a
cumulative \$600
or more* wholesale
Section 1 order
in May.

MAY 1-31



*The \$600 or more wholesale Section 1 order requirement per month can be placed in one single order or placed in cumulative orders as long as the orders are placed in the same calendar month. Customer Delivery Service, Guest Checkout and EZ Ship order amounts also will count toward your \$600 or more wholesale Section 1 order requirement. You'll receive your jewelry piece inside your qualifying order. One jewelry piece per achiever each month.



Gloria Mayfield Banks



Patricia Turker



Lisa Madson



Cindy Williams



Sonia Pérez



Lupita Magaña



Stacy James



Dayana Polanco



Pamela Waldrop Shaw



Dacia Wiegandt

TOP 10 NSDs YEAR-TO-DATE / 10 PRIMERAS DNVs DEL AÑO A LA FECHA

ON-TARGET INNER/
DIAMOND/GOLD CIRCLE
EN MARCA PARA EL CÍRCULO
INTERIOR/DIAMANTE/DE ORO

Independent National Sales Directors become members of the exclusive Inner Circle when they earn \$325,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and members of the Gold Circle when they earn \$125,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units, NSD bonuses for NSD offspring and offspring from personal units for February 2020, NSD Area Leadership Development Bonuses, and NSD commissions earned as part of the NSD's participation in the Global Leadership Development Program for January 2020.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2019, through February 29, 2020./Las Directoras Nacionales de Ventas Independientes se convierten en integrantes del exclusivo Círculo Interior cuando ganan \$325,000 o más; en integrantes del prestigioso Círculo Diamante cuando ganan \$200,000 o más; en integrantes del Círculo de Oro cuando ganan \$125,000 o más en "comisiones de DNV" durante el periodo de concursos del Seminario. (Las comisiones de DNV comprenden las comisiones ganadas en producción al mayoreo de la primera, segunda y tercera líneas de unidades descendientes; las Primeras 10 de cuarta línea y subsiguientes; comisiones de DNV Ejecutiva de Élite; comisiones de DNV por unidades personales; gratificaciones de DNV por DNVs descendientes y descendientes de unidades personales en febrero de 2020; gratificaciones por desarrollo de liderazgo para Áreas de DNV; y comisiones de DNV ganadas por participación de la DNV en el Programa de Desarrollo de Liderazgo Global en enero de 2020.) Estas "comisiones de DNV" se usan para determinar la clasificación de DNVs para el año Seminario. Felicitaciones a las siguientes DNVs, consideradas "en marca" del 1 de julio de 2019 al 29 de febrero de 2020.

INNER CIRCLE /
CÍRCULO INTERIOR
\$550,000

Gloria Mayfield Banks
\$380,358

\$450,000
Patricia Turker
\$319,988

\$400,000
Lisa Madson
\$286,216

\$350,000
Cindy Williams
\$256,607
Sonia Pérez
255,034
Lupita Magaña
242,191

DIAMOND CIRCLE /
CÍRCULO DIAMANTE
\$250,000

Stacy James
\$178,640
Dayana Polanco
177,195
Pamela Waldrop Shaw
175,335

\$200,000

Dacia Wiegandt
\$149,420
Pamela Fortenberry-Slate
147,691
Dawn Dunn
139,827
Sandy Valerio
138,513

Anabell Rocha
135,929
Julia Burnett
133,649

GOLD CIRCLE /
CÍRCULO DE ORO
\$150,000

Kerry Buskirk
\$132,638
Mayuli Rolo
129,178
Julianne Nagle
128,260
Maricarmen Landa Ramos
126,161
Lia Carta
124,995
Juanita Gudiño
119,436
Anita Wood
117,081
Davanne Moul
115,975
Yosaira Sánchez
113,031
Kristin Myers
112,537
Lorraine Newton
110,599
Cindy Fox
109,713
Somer Fortenberry
108,800
Mary Estupiñan
108,730
Gloria Báez
108,208
Cyndee Gress
104,461

Valerie Bagnol
102,260
Maria Monarrez
100,360

\$125,000

Kim McClure
\$98,672
Sue Pankow
98,092
Mariana Moreno
96,781
Jan Thetford
96,201
Rebecca Evans
96,102
Paola Ramírez
95,846
Bianry Ramírez
93,436

Monique Balboa
92,241
O'Nelly Encarnación
90,869
Rosibel Shahín
88,906
Morayma Rosas
86,778
Pam Higgs
85,045
Janis Z. Trude
84,966
Michelle Sudeth
84,838
Tammy Crayk Smith
84,824
Kimberly Copeland
83,876
Lynnea Tate
83,333

Lisa Allison
11,361
Cheryl Fulcher
11,080
Candy Lewis
10,912
Evetelia Valdez-Cruz
10,682
Heidi Goelzer
10,678
Pam Ross*
10,460
Yvonne Lemmon
10,269

RUBY/RUBÍ

Cindy Williams*
\$32,098
Lia Carta**
23,697
Stacy James*
20,612
Sandy Valerio*
17,489
Gloria Báez*
16,652
Mary Estupiñan*
16,513
Jan Thetford
16,459
Kim McClure
15,960
Cindy Fox*
15,145
Anabell Rocha*
12,844
Tammy Valava
12,698
Lara McKeever
12,555
Linda Spadlowski
11,201
Bea Millslagle
10,698
Juanita Gudiño*
10,408

Maricarmen Landa Ramos
10,087

SAPPHIRE/ZAFIRO

Lupita Magaña**
\$37,341
Valerie Bagnol*
21,661
Somer Fortenberry
19,206
Pamela Fortenberry-Slate*
16,936
Cyndee Gress*
16,586
Davanne Moul*
15,725
Kristin Myers*
15,363
Sylvia Kalicak*
15,182
Lorraine Newton*
14,293
Paola Ramírez
12,244
Morayma Rosas
11,111
Elizabeth Sánchez
11,067
Elaine Kimble Williams
10,962
Diane Mentipty
10,898
Alma Orrostrieta
10,431
Ruth Everhart
10,219
Deb Wehrer
10,077
* Denotes Senior NSD
** Denotes Executive NSD
*** Denotes Elite Executive NSD
* Denota DNV Senior
** Denota DNV Ejecutiva
*** Denota DNV Ejecutiva de Élite

MONTHLY COMMISSIONS
AND BONUSES
GRATIFICACIONES Y
COMISIONES MENSUALES

NSD commissions above \$10,000 earned in February plus the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD promotion bonuses. Cars, prizes, etc., are not included in these amounts./Comisiones mayores de \$10,000 ganadas en febrero además de las siguientes que no cuentan para la clasificación de DNVs: comisiones de Directora de Ventas, comisiones de equipo personal y gratificaciones de promociones para DNVs. En estos montos no se incluyen autos, premios, etc.

EMERALD/ESMERALDA

Gloria Mayfield Banks***
\$48,880
Patricia Turker**
45,265
Sonia Pérez**
30,149
Dayana Polanco*
20,227
Dacia Wiegandt*
16,861
Pamela Tull
16,367
Anita Wood*
15,891
Kerry Buskirk*
15,378
Julianne Nagle*
15,306
Tammy Crayk Smith
14,775
Mayuli Rolo*
14,485
Monique Balboa
13,301
Pam Higgs
12,866
Sonia Bonilla
12,491
Caterina Harris Earl
11,772
Mariana Moreno*
11,770
Crisette Ellis
11,581
Ada García-Herrera*
11,502
Auri Hatheway
10,981
Carol Lawler
10,553

Cathy Bill*

Rosibel Shahín*
10,053

DIAMOND/DIAMANTE

Lisa Madson*
\$40,458
Pamela Waldrop Shaw**
25,335
Rebecca Evans*
22,361
Dawn Dunn*
21,968
Julia Burnett*
19,319
María Monarrez
15,215
Kristin Sharpe
14,969
O'Nelly Encarnación
14,351
Leah Lauchlan
14,175
Sue Pankow
13,069
Yosaira Sánchez*
12,857
Roxanne McInroe
12,432
Sharon Buck
12,364
Lynnea Tate
12,321
Shannon Andrews*
12,056
Diana Sumpter
11,901
Julia Mundy
11,706
Vicki Jo Auth
11,493

MEET YOUR NSDS
CONOCE A TUS DNVs

Be sure to visit *Mary Kay InTouch*[®] for inspiring success stories about Mary Kay Independent National Sales Directors. Click [“Meet Your NSDs”](#) under Heritage. You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?/Asegúrate de visitar *Mary Kay InTouch*[®] para leer inspiradoras historias de éxito de las Directoras Nacionales de Ventas Mary Kay Independientes. Haz clic en [“Conoce a tus DNVs”](#) bajo el separador “Legado”. Puedes buscar las historias de DNVs por nombre, ciudad, estado, Seminario o por ocupación anterior. ¿Por qué no compartir sus historias con integrantes de equipo potenciales?

MARY KAY ANGELS

ÁNGELES MARY KAY



These independent sales force members achieved the highest commissions/bonuses or production or had the most new team or unit members in their Seminar areas in February 2020./
Integrantes del cuerpo de ventas independiente que lograron las comisiones, gratificaciones o la producción más altas o tuvieron el mayor número de nuevas integrantes de equipo o integrantes de unidad en sus áreas de Seminario en febrero de 2020.

TOP UNIT - ESTIMATED RETAIL PRODUCTION / PRIMERA UNIDAD — PRODUCCIÓN ESTIMADA AL MENUDEO

EMERALD/ESMERALDA Nancy Boucher, <i>Mary Kay National Area</i>	\$74,492
DIAMOND/DIAMANTE Mary Kathryn King, <i>Mary Kay National Area</i>	\$80,018
RUBY/RUBÍ Heather A. Daniel-Kent, <i>J. Thetford Area</i>	\$91,295
SAPPHIRE/ZAFIRO Jordan Eicher, <i>Mary Kay National Area</i>	\$84,084

TOP SALES DIRECTOR - PERSONAL SALES / PRIMERA DIRECTORA DE VENTAS: VENTAS PERSONALES

EMERALD/ESMERALDA Tracy A. Clymer, <i>C. Bill Area</i>	\$13,481
DIAMOND/DIAMANTE Kelly M. Freeman, <i>Mary Kay National Area</i>	\$24,401
RUBY/RUBÍ Gina M. Ochoa, <i>M. Estupiñan Area</i>	\$13,577
SAPPHIRE/ZAFIRO Rachel Statile, <i>C. Gress Area</i>	\$15,042

TOP BEAUTY CONSULTANT - PERSONAL SALES / PRIMERA CONSULTORA DE BELLEZA: VENTAS PERSONALES

EMERALD/ESMERALDA Esmeralda Flores, D. Nunez Unit, <i>Mary Kay National Area</i>	\$14,630
DIAMOND/DIAMANTE Jessica Merriman, A. Lloyd Unit, <i>Mary Kay National Area</i>	\$12,168
RUBY/RUBÍ Mike Suter, A. Plourde Unit, <i>N. Osborn Area</i>	\$19,474
SAPPHIRE/ZAFIRO Stacy Jaunese, M. Wade Unit, <i>Mary Kay National Area</i>	\$16,861

TOP TEAM BUILDER / PRIMERA IMPULSORA DE EQUIPO

EMERALD/ESMERALDA Sales Director Lilian A. Torres Ricardo, <i>Y. Pupo Area</i>	14 New Team Members
DIAMOND/DIAMANTE Sales Director LaChelle M. Seleski, <i>S. Pankow Area</i>	9 New Team Members
RUBY/RUBÍ Sales Director Alisa E. Dutka, <i>Mary Kay National Area</i>	18 New Team Members
SAPPHIRE/ZAFIRO Sales Director Brenda L. Gill, <i>Mary Kay National Area</i>	16 New Team Members

TOP UNIT BUILDERS

PRIMERAS IMPULSORAS DE UNIDAD

Independent Sales Directors with 20 or more new unit members for February 2020./Directoras de Ventas Independientes con 20 o más nuevas integrantes de unidad en febrero de 2020.

EMERALD/ESMERALDA

Nelis Amaya	26 New Unit Members
Elsi Coto	26 New Unit Members
Katy Goldstein	25 New Unit Members
Saira Alconedo	20 New Unit Members
Diamela San Juan	20 New Unit Members

DIAMOND/DIAMANTE

Ciara N. Peyton	27 New Unit Members
Claudia C. Mendoza	23 New Unit Members
Megan N. Wilkes	22 New Unit Members
Terri Lewis	21 New Unit Members
Shelly M. Smith	21 New Unit Members

SAPPHIRE/ZAFIRO

Maria Montes	23 New Unit Members
Ashley R. Dornbos	22 New Unit Members
Missy M. O'Neal	20 New Unit Members

13% CLUB

CLUB DEL 13%

February/Febrero de 2020

The top 25 independent sales force members in the **Sapphire** area earning 13 percent personal team commissions. They placed a personal minimum \$600 wholesale Section 1 order and had at least five personal team members each place a minimum of \$225 in wholesale orders during February./Primeras 25 integrantes del cuerpo de ventas independientes en el área **Zafiro** que ganaron las comisiones del 13% por equipo personal. Estas hicieron un pedido personal mínimo de \$600 de la sección 1 al mayoreo y tuvieron por lo menos cinco integrantes de equipo personal que hicieron cada una pedidos por un mínimo de \$225 al mayoreo en febrero.

SAPPHIRE/ZAFIRO

Erika D. Hulm*	\$2,219	JoAnn M. Allen*	1,485	Katherine L. Longley*	1,253	Amy E. Houseman*	1,170
Larinda J. King*	1,798	Reyna V. Alvarado Rivera*	1,480	Laurieann Barclay*	1,215	Tess D. Caldwell*	1,167
Brooke E. Bennett-Young*	1,747	Candy I. Brown*	1,424	Margarita Elisea*	1,213	Jeanette M. Thompson*	1,136
Amy R. Sigler*	1,703	Brenda L. Gill*	1,369	Julie B. Sapp*	1,207	Jeannie S. Meyer*	1,130
Christi Rossi*	1,651	Karla R. Plantan*	1,345	Lorena P. Ramirez*	1,204		
Carmen B. Jones*	1,541	Beverley M. Brown*	1,319	Eleanor E. Gwyn-Jones*	1,187		
Madalynn J. Wade*	1,505	Marita W. Campbell*	1,283	Julie A. Griffin*	1,183		

*Denotes Independent Sales Director.
*Denota Directora de Ventas Independiente.



SAPPHIRE / ZAFIRO

NEW DEBUTS

DEBUTS

December/Diciembre de 2019

Congratulations to these new Independent Sales Directors. Learn more about the Mary Kay Career path on *Mary Kay InTouch*® under "Resources," click "DIQ Program." / Felicitaciones a estas nuevas Directoras de Ventas Independientes. Para más información sobre la trayectoria profesional Mary Kay, visita el sitio electrónico *Mary Kay InTouch*®. En el apartado "Recursos", haz clic en "Programa DIQ".



Julie K. Berg
Grand Junction, CO
C. Havens Unit



Tember J. Neeb
Helena, OH
M. Albright Unit



Not pictured/Sin foto: Ellen K. Ashcraft, Tijeras, NM, E. Jackson Unit; Sol M. Blanco, Pawtucket, RI, M. Picot Unit; Angela Boswell, Houston, C. Jones Unit; Ealeen Castillo, Hamlet, NC, J. Shuler Unit; Charmaine Forbes, Dania Beach, FL, M. DaCosta Unit; Debi M. Frock, Sarasota, FL, C. Naabe Unit; Veronica M. Hidalgo, Livermore, CA, L. Villalpando Unit; Princess Jones, Greenville, SC, P. Glunt Unit; Erica J. Kennedy, Hudson, NH, S. Fitzpatrick Unit; Kimberly J. Lane, Kingsport, TN, R. Winegar Unit; Xochilt Lopez, Los Angeles, A. Tenorio Unit; Gwendolyn E. Miller, Bronx, NY, S. Langford Unit; Alejandra Pena, Chicago, M. Nevarez Unit; Natalie Price, Houston, T. Ned Unit; Lisandra Quintero, Stockton, CA, L. Villalpando Unit; Lucero D. Romo, Manteca, CA, L. Villalpando Unit; Bobbie J. Schiller, Marquand, MO, M. Schwartz Unit; Renita L. Seabrook, Baltimore, J. Williams Unit; Donyell Smith, Katy, TX, G. Taylor Unit; Morgan L. Smith, Corbin, KY, L. Cade Unit; Amanda A. Stump, Walbridge, OH, M. Simmons Smith Unit.

DEAN'S LIST

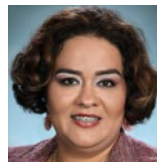
LISTA DEL DECANO



February/Febrero de 2019

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

Not pictured/Sin foto: Ma Ana Lilia Benitez, San Diego, M. Barajas Area, Sapphire Seminar; Renee Seamone, Southwest, PA, K. McClure Area, Ruby Seminar.



Elida A. Polanco
Whittier, CA
S. Saldana Area
Ruby Seminar



Congratulations!

TRIPLE CROWN

TRIPLE CORONA



February/Febrero de 2019

Independent Sales Directors who have achieved On the Move, Fabulous 50s and Honors Society by the end of the twelfth month following their debut date. / Directoras de Ventas Independientes que lograron En Acción, los Fabulosos 50 y la Sociedad de Honor al final de su decimosegundo mes posterior a su fecha de debut.

Not pictured/Sin foto: Ma Ana Lilia Benitez, San Diego, M. Barajas Area.



Alicia Portales
Baytown, TX
K. Copeland Area



Tina Randall
Merion Station, PA
Mary Kay
National Area



¡Felicitaciones!

The career path status of Mary Kay independent sales force members at press time is reflected. For complete qualifications, rules and regulations regarding the awards and achievements on pages 9 - 16, go to *Mary Kay InTouch*®. Se refleja el status de la trayectoria profesional de las integrantes del cuerpo de ventas independientes al cierre de edición. Para los requisitos, reglas y reglamentos completos sobre premios y logros de las páginas 9 - 16, ve a *Mary Kay InTouch*®.

HONORS SOCIETY SOCIEDAD DE HONOR

February/Febrero de 2019

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

Not pictured./Sin foto: Ma Ana Lilia Benitez, San Diego, M. Barajas Area.



Cathy Naabe
St. Petersburg, FL
Mary Kay
National Area



Alicia Portales
Baytown, TX
K. Copeland Area



Tina Randall
Merion Station, PA
Mary Kay
National Area



- 1 ON THE MOVE
- 2 FABULOUS 50s
- 3 HONORS SOCIETY
Rings are shown stacked./
Los anillos se muestran encimados.

ON THE MOVE EN ACCIÓN

December/Diciembre de 2019

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

Julie K. Berg
Charmaine Forbes
Gwendolyn E. Miller

Bobbie J. Schiller
Renita L. Seabrook

FIRST TIME RED JACKETS SACOS ROJOS PRIMERIZOS

February/Febrero de 2020

Independent Beauty Consultants who added at least three active new personal team members during February./Consultoras de Belleza Independientes que obtuvieron por lo menos tres nuevas integrantes de equipo personal activas en febrero.



Niyoka B. Aekins
Virtue Alexander
Nancy Arias
Beatriz Ayala
Christina R. Banwell
Anika Barber
Lora K. Bauer
Angie Behnfeldt
Lakea Blake
Devin Blakely
Ricki L. Bower
Stephanie Bryden
Marsha Bubon
Amy Canarsky
Adrienne Cannady
Marianna Churchman
LaChance R. Clark
Trevia L. Clark

India L. Clegg
Elizabeth M. Clise
Maryjane Complain
Katy Contreras
Maria Contreras
Deidre A. Davis
Ruth De La Cruz
Britney N. DeMoss
Sydney M. Denny
Maria I. Diaz
Carrie A. Doman
Margie J. Drumgold
Brandi Dyckowski
Shelby R. Eaker
Denise J. Ellison
Yvette English
Dennis W. Farrow
Blanca S. Fernandez

Red Jackets, cont.

Kaitlyn I. Fleischer
Whitney Ford
Claudia A. Franco
Lindsey Fretwell
Francisca Gamboa
Luiz X. Garcia
Claudia S. Gomez
Flavia Gonzalez
Gwenell H. Goodly
Daana Grady
Sherry R. Grant
Adriana A. Guzman
Olivia Henrie
Marycruz Hernandez
Michelle Hines
Brandy Hotchkiss
Chante J. Jenkins
Johnise Johnson
Mary T. Jones
Kimberly K. Kayanek
Deanna Kindred
Andrea L. Knitter
Angela D. Latham
Alisha Lea
Elaine Leung
Irene Lopez
Ingris A. Lorenzana
Montepeque
Kelly R. Loveless
Nicole Macaluso
Rachel Manning
Jennifer M. Martin
Alicia Martinez
Edith Mata
Ma Luisa Mata Morales
Diana Melendrez-Juarez
Malinda C. Mitchem
Lizeth Moncayo
Crystal Monreal
Cecilia Mora
Carmen Obando
Angela R. Oden
Angela D. Osorio Sandoval
Amanda Pacheco
Tonya Parker

Teresa S. Parrish
Michelle J. Perez
Jazmyn M. Petit-Frere
Carolyn Phillips
Shelia R. Powell
Mildred A. Price
Kayla Pyles
Quanita D. Rawls
Anneesia Reece-Fraser
Elizabeth Reyes
Heather L. Richison
Laura E. Riley
Kimberly D. Rizer
Karen A. Rodriguez
Stacy-ann N. Rolfe
Janet Romero
Ana Rosales
Zulema Salcido
Marian D. Sanders
Armida Saucedo
Kylie B. Schroeder
Denise D. Scruggs
Janete Smith
Sonia D. Smith
Eva Soperanez
Gabriela Soria
Faith Spelbring
Rebecca Spencer
Corina Stewart
Christine Swaw
Brianna L. Taylor
Jennifer H. Thompson
Patricia Torres
Maria Train
Courtney Turner
Chasity L. Utech-Haug
Guadalupe Velazco
Katie Vitale
Tonya L. Wallace
Misty M. White
Inger C. Williams
Crystal Womack
Rosario Zambrano

WHEN YOU REACH AN OBSTACLE, TURN IT INTO AN OPPORTUNITY./ CUANDO TE ENFRENES A UN OBSTÁCULO, CONVIÉRTELO EN UNA OPORTUNIDAD.

Mary Kay

GRAND ACHIEVERS GRAN GANADORAS

February qualifiers/Calificadas en febrero de 2020

Independent Sales Directors and Independent Beauty Consultants earning the use of a Career Car. Find Grand Achiever qualification requirements on *Mary Kay InTouch* under "Resources," "Publications" and "Advance Brochure."/Directoras de Ventas y Consultoras de Belleza Independientes que se ganaron el uso de un auto profesional. Para requisitos de calificación de Gran Ganadora visita Recursos Publicaciones y Folleto *Avance* en *Mary Kay InTouch*.

CONSULTANTS/CONSULTORAS

Judy Glucksman

**Denotes requalified driver.*

**Denota conductora recalificada.*

GOLD MEDALS MEDALLAS DE ORO

February/Febrero de 2020

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

New Team Members/Nuevas integrantes de equipo

174 GOLD MEDALS		93 GOLD MEDALS	
Brenda L. Gill*	16	Maria Elena Coyote*	5
147 GOLD MEDALS		84 GOLD MEDALS	
Clara Fuentes*	5	Rosa A. Sanchez-Duran*	5
140 GOLD MEDALS		77 GOLD MEDALS	
Elda Ventura*	7	Hilda Noemi Caballero*	5
114 GOLD MEDALS		69 GOLD MEDALS	
Janet L. Guimet*	7	Gloria J. Stanley*	6
107 GOLD MEDALS		65 GOLD MEDALS	
Eno Inoyo*	5	Ana R. Gomez*	5
103 GOLD MEDALS		60 GOLD MEDALS	
Deborah Riley*	6	Joycelyn B. Westbrooks*	7
98 GOLD MEDALS		58 GOLD MEDALS	
Katie D. Nichols*	7	Juana Contreras*	5

53 GOLD MEDALS Shirley P. Vargas* 7	25 GOLD MEDALS Lauren D. Coe* 5	Adelaide McKeever* Elva D. Reyes* 5	4 GOLD MEDALS Tina Earles, P. Jones Unit 5 Miguelina L. Ladino, O. Flores Velazquez Unit 10 Chelsea L. Lee* 6 Elsa Reyes* 5	Lisa McPherson- Rutledge, D. Beckett Unit 5 Jazmyn M. Petit-Frere, M. Claxton-Taylor Unit 10 Jose L. Reynoso, H. Garcia Unit 5 Wendy S. Rosales, M. Palacios Unit 9 Perfecta Rueda Leyva, M. Ramirez Unit 6 Lola Thomas, J. Westbrook Unit 5	Kelly R. Loveless, S. Lenard Unit 5 Maria R. Loya, E. Lyons Unit 7 Shaista Majid, E. Barahona Unit 6 Jennifer M. Martin, M. O'Neal Unit 5 Maria Moreno, C. Bello Leyva Unit 6 Teresa S. Parrish, C. Altman Unit 5 Myra W. Robins, K. Spriggs Unit 6 Ana Rosales, M. Martinez Unit 8 Aurora Sanchez* 5 Wendy Spruill* 5
45 GOLD MEDALS Virginia Vivas Damian* 11	24 GOLD MEDALS Reyna V. Alvarado Rivera* 6 Maricela Rodriguez* 5 Luz M. Soto* 5	11 GOLD MEDALS Lauren Boscoe* Bailey F. Gallo* Adrienne D. Hollifield* Melanie Schwartz*	3 GOLD MEDALS Erica J. Kennedy* 5 Patricia E. McCandlish, M. Boquin Unit 6 June Peters-Brown* 6 April J. Rodas, M. DuPont Unit 6 Gina Shannon, M. O'Neal Unit 5	1 GOLD MEDAL Anika Barber, C. Jones Unit 6 Mariana Becerril Lopez, L. Lopez-Velazco Unit 8 Devin Blakely, S. Fitzpatrick Unit 6 Hawa S. Chea, A. Kannah Unit 9 Maria I. Diaz, A. Saldana Unit 5 Olivia Flores, L. Magaña Unit 5 Judy Glucksman, J. Levitt Unit 7 Teresa A. Hopkins, D. Roberts Unit 5 Debra Howard, S. Purnell Unit 5	
41 GOLD MEDALS Arianna Anguiano* 6	23 GOLD MEDALS Kelly L. Erra* 9 Margarita I. Grados* 8	10 GOLD MEDALS Tehrie Ned*	2 GOLD MEDALS Zandra S. Brandon, K. Powell Unit 5 Rocio Contreras, L. Magaña Unit 5 Kristol Coward, B. May Unit 6 Mona C. Dixon* 6 Ashley A. Howard, J. Howard Unit 5 Catina M. Kridler, S. Mitas Unit 6 Crystal Lee, H. Redmon Unit 6		
34 GOLD MEDALS Guadalupe Moreno* 7	20 GOLD MEDALS Evelin M. Martinez* 5	9 GOLD MEDALS Maribel Orozco* Julianne O. Rowe*	8 GOLD MEDALS Lorena Salcedo*		
33 GOLD MEDALS Rocio Renteria* 9	19 GOLD MEDALS Maria G. Avila-Marrufo* 5	8 GOLD MEDALS Lorena Salcedo*	7 GOLD MEDALS Angelica Chaparro Estrella* Rachel Statile* Katrina Zurita*		
31 GOLD MEDALS Betty Alvarado* 6	18 GOLD MEDALS Janet Brito* 5 Geri L. Dennis* 5	5 GOLD MEDALS Taliah R. Brown- McCoy* Maria A. Sanchez*			
28 GOLD MEDALS Jennifer M. Ham* 5 Barbara Jackson* 7	15 GOLD MEDALS Martha Delgado* 5				
27 GOLD MEDALS Tess D. Caldwell* 5 Andrea R. Klahn* 6	13 GOLD MEDALS Janice F. Williams* 7				
26 GOLD MEDALS Wendy L. Sorensen* 5	12 GOLD MEDALS Ma Ana Lilia Benitez* 5				

*Denotes Independent
Sales Director.

*Denota Directora de
Ventas Independiente.

Calling all Independent Sales Directors

We need your photo for recognition in *Applause** magazine!
What we need:

- Color headshot — **no selfies please.**
- Solid background.
- Business attire (preferably Independent Sales Director suit).
- Minimum 300 dpi resolution.

Examples:



Please email your photo as an attachment to photos@mkcorp.com and be sure to include your **unit/Consultant number** and indicate if it's your first photo or a replacement.

IMPORTANT: If your photo was taken at a Company event, it will be sent to Mary Kay by the photographer. In that case, no action is needed from you. If your photo was not taken at a Company-sponsored event, your photographer must send an email to photos@mkcorp.com, granting usage permission. **We cannot publish your photo without permission.**

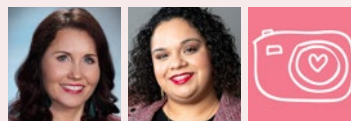
They can add I confirm that I, [NAME OF PHOTOGRAPHER], am the original photographer of the attached headshot of [NAME OF IBC] ("Image") and the sole and rightful owner of all rights, including the copyright, in the Image. I hereby grant Mary Kay Inc. the royalty-free, perpetual, worldwide, transferable right to use and reproduce the Image without limitation for [INSERT PURPOSE] purpose [OR use "any and all purposes, including advertising and publicity without time, use or other limitations"].

Un llamado Directoras de Ventas Independientes

¡Requerimos tu foto para fines de reconocimientos en la revista *Aplausos*! Lo que necesitamos:

- Foto de cara y hombros (busto) — **no enviar selfies**
- Fondo sólido un de solo color.
- Atuendo profesional (de preferencia el traje de Directora de Ventas Independiente).
- Resolución mínima de 300 dpi.

Ejemplos:



Envíanos por email tu foto como un adjunto a photos@mkcorp.com y asegúrate de que incluyes tu número de unidad/Consultora e indica si se trata de tu primera foto o de un reemplazo.

IMPORTANTE: Si te tomaron tu foto de Directora de Ventas en un evento de la Compañía, el fotógrafo la enviará directamente a Mary Kay. No se requiere ninguna acción adicional de tu parte. Si tu foto no fue tomada en un evento patrocinado por la Compañía, tu fotógrafo debe enviar un email a photos@mkcorp.com donde concede el permiso para usar la foto. **Sin este permiso NO podemos publicar tu foto.**

El fotógrafo puede añadir: "Confirmando que yo, [NOMBRE DEL FOTÓGRAFO], soy el fotógrafo original de la imagen adjunta de [NOMBRE DE LA CBI] ("imagen") y el único y legítimo propietario de todos los derechos, incluidos los derechos de autor (copyright) de la imagen. Por la presente otorgo a Mary Kay Inc. el derecho mundial perpetuo transferible sin regalías de usar y reproducir la imagen sin limitación para el propósito de [INSERTAR PROPÓSITO] [o bien, usa: "Cualquiera y todos los propósitos, incluidos los de publicidad y anuncios, sin limitaciones de tiempo, uso ni ninguna otra limitación"].

If just **one** more woman today discovers how great she really is, it will be a **great** day./Si tan solo **una** mujer más descubriera hoy lo grandiosa que es, sería un **gran** día.

Mary Kay

ACHIEVEMENT CIRCLE

CÍRCULO DE LOGROS

February/Febrero de 2020

The top 100 Independent Sales Directors in each Seminar area based on their February 2020 estimated unit retail production./Clasificación de las Primeras 100 Directoras de Ventas Independientes en el área de Seminario según su producción de unidad estimada al menudeo de febrero de 2020.

EMERALD/ESMERALDA

Melinda M. Balling	\$74,796
Nancy Boucher	74,492
Hollie R. Sherrick	72,867
Stacey Craft	72,394
Nicole L. McDaniel	71,607
Stacy D. Foust	68,380
Mary Strauss	65,560
Katy Goldstein	58,716
Deanna L. Spillman	58,652
Denise Peterson	56,874
Maggie Rader	56,149
Tina M. Dees	55,481
Elsi Coto	54,684
Heather D. Hulse	54,388
Jill Beckstedt	54,073
Jennifer A. Enloe	53,732
Leslie M. McKinney-Smith	53,701
Ashley N. Clinesmith	53,397
Amber L. Towne-Geehan	53,369
Betty McKendry	53,126
Michele S. Rankin	53,045
Christine D. Barrueco	52,954
Kijuana R. McKinnie	52,547
Denise G. Kucharski	50,738
Deirdre L. Eschauzier	50,095
Tammy West-Murrian	49,837
Denise M. Guthrie	49,747
Cindy Anderson	49,300
Alexandra R. Urdaneta Castro	49,025
Chris H. Teague	48,168
Janice B. Hull	47,823
Audrey L. Detesco-Nickell	47,461
Pam Kelly	47,420
Richelle V. Barnes	45,619
Marie Pfarr	45,597
Brenda Stafford	45,471
Kim I. Bessey	44,862
Bridgett L. Moore	44,181
Tammie M. Hanson	43,638
Leanne Parrino-Pheasant	43,444
Doreen Stevens	43,126
Jhona Cumare	43,102
GINNY B. O'Kain	43,088
Stephanie Piccini	43,031
Carol Mouradian	42,999
Jo M. Cotton	42,843
Breanne Sufirin	42,842
Audrey J. Doller	42,732
Michelle Williams	41,748
Jennifer L. Besecker	41,677
Kendri E. Burkett	41,250
Phyllis I. Pinsker	41,106
Lisa J. Mahoney	41,018
Maria J. Koo	40,656
Jill Drehmer	39,818
Saira Alconedo	39,582
Shauna L. Abbotts	39,497
Andrea L. Peters	39,391
Karen E. Ridle	39,083
Carolyn Thompson	39,039
Kenna L. Ervin	38,938
Tandy Fischer	38,526
Dina Aguilar Acuna	38,476
Bonnie White	38,377
Luisa Urena Mora	38,201
Tammy Steele	38,144
Sheri Farrar-Meyer	38,129
Antonia Miranda	38,104
Melissa A. Walczak	38,095
Nancy A. Berlin	37,896
Ana Cabrera	37,838
Laticia M. Henry	37,688
Nancy S. North	37,683
Anna M. Rowe	37,606
Mary-Beth Anderson	37,566
Yucdelin Pena Gonzalez	37,542
Becki Hackett	36,970
Linda Jackson	36,781
Shannon M. Palko	36,244
Menina M. Givens	35,948
Krista A. Johnson	35,905
Joslyn Eaton	35,904
Melissa M. Wilson	35,883
MaryAnn V. Knox	35,844
Jill A. McCoy	35,464
Harriett Sharpe	35,144
Margaret Neill	35,041
Paula Tyree Bowman	34,923
Keiko M. Nakao	34,899
Kathleen L. Holmberg-Botelho	34,888
Ann F. Smith	34,804
Linda Klein	34,780
Jacquelyn Dykstra	34,735
Kathryn L. Engstrom	34,418
Amie E. Kelly	34,382
Vickie D. Swinger	34,295
Sally Moreno	34,204
Liz Voran	34,081
Ma Socorro Arriaga Gomez	34,029
Karen D. Holland	34,015

DIAMOND/DIAMANTE

Mary Kathryn King	\$80,018
Susan M. McCoy	79,380
Suzanne T. Young	74,141
Deborah S. Bailie	72,704
Amy Kemp	72,129
Shelly Palen	71,142
Beverly Taylor	70,615
Kayla A. Holliday-Lamar	69,246
Karime Rosas	68,994
Gerrri Anne Morris	64,079
Sherrie C. Purvis	63,283
Terri Lewis	62,040
Priscilla McPheeters	61,970
Christi G. Campbell	61,496
Angela J. Fry	61,461
Tawnya Krempges	60,275
Terri J. Beckstead	60,253
Kim A. Messmer	60,027
Mileta K. Kinser	59,523
Megan N. Wilkes	59,307
Marsha Morrisette	57,795
Claudia C. Mendoza	55,815
Cindy Machado-Flippen	55,267
Christy Bigham	55,224
Crystal D. Gardner	54,024
Paula Kelsch	53,563
Kelly M. Freeman	52,871
Mary P. Creech	52,693
Kelly K. Johnsrud	51,172
Claudia Chavez	50,586
Billie Gillespie	50,371
Donna K. Smith	50,272
Kelly Willer-Johnson	50,028
Jenny Siemonsma	49,694
Nicki R. Hill	49,363
Shelly M. Smith	47,687
Marty T. Wynn	47,552
Deborah Dudas	47,528
Delmi C. Santos	46,452

Rita M. Krause	46,281
Cheryl A. Riead	45,975
Kathy R. Bullard	45,755
Dolly A. Metzger-Stearns	45,486
Ruth Alvarado	45,378
Celeste Byrd	45,305
Alicia Borkowska	45,199
Grace N. Lemke	45,177
Stephanie A. Mottaz	44,754
Alicia Kingrey-Lokai	44,601
Joan M. Farrell	44,198
Cassandra R. Chitwood	44,164
Blythe J. Egbert	44,157
Michelle Cape	43,625
Nancy F. Castro	43,504
Sylvia L. Martinez	43,176
Casey Goff-Martin	43,066
Audrey K. MacDowall	43,038
Julie Danskin	42,668
Susie Kopacz	42,575
Tanya L. Thatcher	42,538
Nadine Bowers	42,521
Mariann Biase Mason	42,286
Ashley S. Orr-Graves	42,235
Faith A. Gladding	42,017
Karen M. Bonura	41,989
Amy Hanifl	41,871
Irene Korobov	41,864
Helen M. Harlow	41,384
Lindsey D. Christenson	41,028
Susie Moore	41,005
Cheryl A. Searcy	40,916
Megan E. MacDowall	40,582
Corrina M. Langworthy	40,378
Jill Johnson	40,375
Linda T. Cartiglia	40,366
Joy H. Rentz	40,284
Christine Wittmann	40,192
Linda Johnson Thomas	39,920
Jessye R. Nichols	39,732
Constance Nugent Miller	39,498
Kathy M. Viola	39,495
Heidi Kenealy	39,466
Kathe Cameron	39,266
Stephanie A. Richter	39,130
Cindy S. Kriner	38,845
Beth Brinkley	38,598
Dayna L. Lemke	38,394
Pat Joos	38,148
Sara K. Turco	38,061
Anne Geertsen	37,978
Paula Grabau-Friedt	37,882
Robin L. Sailer	37,530
Sandra M. Munguia	37,429
Martha Kay Raile	37,387
Rochelle Collins	37,258
Allison Piro	37,006
Lindsay R. Stewart	36,541
Mary G. Gronholz	36,461
Patricia Carr	36,116
Beth L. Gallagher	36,021

RUBY/RUBÍ

Heather A. Daniel-Kent	\$91,295
Kellee L. Valerio	91,234
Donna Clark-Driscoll	85,038
Elizabeth K. Toupin	84,115
Kali DeBlander Brigham	81,141

Paula M. Kirkpatrick	73,210
Kaela L. Steinman	70,304
Patti Cornell	69,295
Laura V. Middleton	66,608
Maricruz Flores	66,465
Lisa Anne Harmon	64,614
Brenda Fenner	64,010
Lisa Hansen	62,620
Krystal D. Downey-Shada	61,124
Tshanna C. Diggan	60,058
Valerie A. Lucio-Polk	59,547
Terry Thole	59,004
Suzanne Moeller	58,442
Monique N. McIntyre	56,621
Amy Kitrell	54,199
Lauren N. Bloomer	53,055
Kenia K. Acosta	52,992
Susan C. Ehrnstrom	52,585
Laura A. Kattenbraker	52,560
Rachael M. Bullock	51,627
Amy C. Schule	50,994
Lori M. Langan	50,829
Stephanie L. Coker	50,113
Nikole M. Childress	49,958
Diane K. Lundgren	49,865
Karen E. Gardner	49,358
Heather J. McKinney	48,541
Bridgette R. Conley	48,397
Stephanie B. Silver	48,380
Maureen Shipp	48,201
Sonya F. Goins	48,003
Marnie R. Yunger	47,780
Jordan Twilley	47,660
Tamara M. Bradford	47,467
Andrea Jackson Berger	47,327
Susan Moore	46,889
Ginger J. Benedict	46,468
Mary A. Dell	46,390
Stephanie Audino	46,345
Judie Roman	46,210
Laura L. Waters Vazquez	46,101
Ryan A. Rives	44,870
Lisa V. Bauer	44,827
Patty L. Bojan	44,216
Sherri Ammons	44,118
Ruth Whiteleather-Orr	43,982
Randi S. Gleason	43,447
Amy J. Spence	43,307
Cleta Colson-Eyre	42,085
Elizabeth A. Kramer	42,057
Julie Smith	41,262
Christy M. Cox	40,915
Debbie A. Ellbrecht	40,771
Sylvia T. Barritt	40,214
Mary Beth Pfeifer	40,193
Stacey P. Nelson	39,672
Caitlin M. Griffo	39,423
Jan M. Moses	39,263
Tanya M. Johnson	39,194
Barbara Baty	38,999
Nancy Vickery	38,611
Kimberly Cavarretta	38,442
Rachel P. Kellogg	38,341
Gloria Moreno Medrano	38,295

Marjorie A. Reyes Iainez	38,202
Stacy S. Gilson	37,947
Jeanie K. Navrkal	37,508
Rose Mary Neel	37,477
Rocio N. Palomera Urena	37,418

Trudy D. Nikolas	37,045
Vicki O'Bannon	36,982
Lourdes Orozco Berber	36,727
Jeanie Ripley	36,611
Lisa D. Prescott	36,552
Nicole Medjesky-Dixon	36,431
Cissy E. Warren	35,747
Maria Hernandez	35,727
Charlotte Mantooth	35,675
Carmen J. Felix	35,651
Angel Rollyson	35,561
Thessy N. Nwachukwu	35,232
Brittany Mitchell	35,229
Julie B. Potts	34,983
Ronda Faber	34,732
Brenda K. Howell	34,702
Jenna M. Larson	34,637
Becky Goshorn	34,609
Melissa Nix Gill	34,371
Corrin Cresci	34,314
Barbara Pleet	34,240
Milagro Ventura Diaz	33,879
Connie A. Brinker	33,835
Marye Durrer	33,827
Laurie C. Cole	33,813
Amie Christly	33,571

SAPPHIRE/ZAFIGO

Jordan Eicher	\$90,041
Katherine L. Longley	70,096
Keita Powell	69,854
Moleda G. Dailey	63,256
Lady Ruth Brown	62,273
Debbie A. Weld	60,298
Jeanette M. Thompson	60,143
Michele M. Armes	58,539
Missy M. O'Neal	56,717
Linne' Lane	56,676
Vicki Piccirilli	56,416
Autumn R. Heble Britton	55,691
Tracy Potter	55,312
Randi Stevens	54,519
Charlene Grubbs	54,388
Dolores Keller	52,375
Maria Claxton-Taylor	50,010
Heather L. Bohlinger	49,420
Leslie A. Hall	47,784
Carol Lee Johnson	47,716
Mary K. White	47,319
Doris M. Quackenbush	47,181
Linda H. Rowsey	46,663
Candy I. Brown	46,489
Tommi Pleasure	46,225
Flor D. Maldonado	46,191
Taylor Moore-Fehring	45,980
Cynthia S. Sheppa	45,901
Jennifer Levitt	45,245
Brooke E. Bennett-Young	45,211
Jeanette E. Beichle	44,259
Jennifer J. McNulty	44,181
Krystal K. Hunsucker	44,146
Julie Neal	43,913

Erika D. Hulm	43,687
Sandi Gaither	43,503
Julie B. Sapp	43,497
Karla R. Plantan	43,292
Ann W. Sherman	43,258
Jerlene Vrana	43,148
Margarita Elisea	43,022
Nedra White Wartham	42,833
Robyn S. Cartmill	42,458
Christine M. Jessee	42,220
Bonnie Crumrin	41,922
Jeni Tjelle	41,821
Maria Montes	41,684
Barbara Jackson	41,571
Mariaelena Boquin	41,279
Julie A. Griffin	41,235
Elsie Jackson	40,813
Ashley R. Dornbos	40,711
Peggy Matish	40,709
Cindy Harness	40,639
Nancy W. Pettaway	40,540
Nocona L. Koenig	40,514
Cheri L. Taylor	40,323
Kristi M. Anderson	39,899
Stephanie L. Lenard	39,730
Larinda J. King	39,716
Tracy Foltz	39,542
Fraida M. Klein	39,414
Patty Webster	39,383
Jemma H. Imwalle	39,043
Kaye Yuen	38,610
Penny J. Jackson	38,470
Reyna V. Alvarado Rivera	38,458
Petie L. Huffman	38,417
Candace N. Holte	38,360
Christi Rossi	37,999
Jessica Holzbach	37,756
Sherri Reindl	37,438
Alyssa R. Epperson	37,334
Elizabeth J. Carlson	37,330
Jamie L. Lawrence	37,315
Hazel White	37,023
Casie Hembree	36,777
Marie E. Vlaminc	36,753
Debbie P. Roberts	36,327
Joyce A. Newell	36,156
Tracy Grodsky-Dunn	35,820
Jodi L. Feller	35,789
Jean A. Wilson	35,784
Carolyn I. Kelley	35,169
Sylvia Boggs	35,068
Kathy Lee	35,051
Kara J. Boucher	34,918
Natalie Reed	34,894
Sandra A. Zavoda	34,804
Amy E. Houseman	34,799
Joli A. Dockery	34,778
Linda A. Holmquist	34,775
Jennifer G. Bouse	34,718
Michele Stewart	34,683
Shelia Berry	34,471
Nannette G. Short	34,442
Michelle E. Bonner	34,116
Tonya Brown Jones	34,106
Lorena P. Ramirez	34,007
Kim Tarbet	33,987

NOTHING HAPPENS UNTIL
SOMEONE SELLS SOMETHING./
NADA PASA HASTA QUE
ALGUIEN VENDE ALGO.

Mary Kay

COMMISSION CIRCLE

CÍRCULO DE COMISIONES

February/Febrero de 2020

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in February 2020. Names in **bold** print earned the maximum 23 percent Sales Director commission plus the maximum 13 percent personal recruit commission./Las Directoras de Ventas Independientes que ganaron las Primeras 100 comisiones y gratificaciones en el área del Seminario en febrero de 2020. Los nombres en **negritas** son quienes ganaron la comisión máxima del 23 por ciento de Directoras de Ventas más el 13 por ciento máximo de comisión por reclutas personales.

EMERALD/ESMERALDA

Nicole L. McDaniel	\$11,315
Melinda M. Balling	10,320
Elsi Coto	10,252
Stacey Craft	10,085
Denise Peterson	9,949
Katy Goldstein	9,700
Nancy Boucher	9,528
Hollie R. Sherrick	9,481
Stacy D. Foust	8,872
Christine D. Barrueco	8,668
Janice B. Hull	8,338
Amber L. Towne-Geehan	8,303
Michelle S. Rankin	8,284
Betty McKendry	8,241
Jennifer L. Besecker	8,222
Jennifer A. Enloe	7,971
Mary Strauss	7,901
Jill Beckstedt	7,855
Denise M. Guthrie	7,760
Deirdre L. Eschauzier	7,689
Diane M. Detesco	7,687
Maggie Rader	7,625
Ashley N. Clinesmith	7,588
Heather D. Hulsey	7,586
Kendri E. Burkett	7,534
Karen E. Ridle	7,525
Leanne Parrino-Pheasant	7,406
Cindy Anderson	7,304
Liz Voran	7,266
Deanna L. Spillman	7,256
Kijuana R. McKinnie	7,223
Jill Drehmer	7,217
Audrey J. Doller	7,165
Pam Kelly	7,159
Denise G. Kucharski	7,158
Tammie M. Hanson	7,108
Shauna L. Abbotts	7,105
Sally Moreno	7,100
Antonia Miranda	7,088
Leslie M. McKinney-Smith	7,053
Alexandra R. Urdaneta Castro	6,990
Richelle V. Barnes	6,972
Luisa Urena Mora	6,959
Breanne Sufrin	6,952
Kim I. Bessey	6,914
Maria de La Luz Avila	6,909
Audrey L. Detesco-Nickell	6,855
Tina M. Dees	6,775
Laticia M. Henry	6,747
Ana Cabrera	6,686
Sheri Farrar-Meyer	6,663
Krista A. Johnson	6,640
Nancy O'Hara	6,632
Amy M. Alber	6,590
Kathryn L. Engstrom	6,539
Ebun Osaze	6,514
Tammy West-Murrian	6,508
Lesa R. Franken	6,484
Dircia Rodriguez	6,472
Ma Socorro Arriaga Gomez	6,458
Shawna D. Schneider	6,447
Saira Alconedo	6,439
Bridgett L. Moore	6,418
Carolyn Thompson	6,411
Angel Guerra	6,404
Michelle Williams	6,356
Luanne Stewart	6,352
Ann F. Smith	6,289
Melissa A. Walczak	6,285
Carol Mouradian	6,270
Stephanie Piccini	6,270
Menina M. Givens	6,239
Lisa J. Mahoney	6,207
Misty D. Guyre	6,179
Brenda Stafford	6,178
Shannon M. Palko	6,172
Melissa M. Wilson	6,122
LaKeshia M. Chisholm	6,086
Yucdelin Pena Gonzalez	6,085
Marie Pfarr	6,073
Shelley Money-Eldridge	6,065
Phyllis I. Pinsky	6,029
Kimbi L. Bartik	5,995
Maria J. Koo	5,981
Emily Stone	5,952
Mary-Beth Anderson	5,866
Harriett Sharpe	5,856
Chris H. Teague	5,853
Heather Wickstrom	5,811
Jhona Cumare	5,797
Tandy Fischer	5,737
Bonnie White	5,721
Damarys Leyva	5,711
MaryAnn V. Knox	5,686
Tammy Steele	5,645
Jo M. Cotton	5,607
Dulce M. Nunez	5,598
Linda Klein	5,555
Delmy A. Rivas	5,532
Lindsay E. Freisthler	5,517

DIAMOND/DIAMANTE

Karime Rosas	\$12,583
Shelly Palen	12,563
Delmi C. Santos	12,496
Mary Kathryn King	11,655
Deborah S. Bailie	10,914
Kathleen Koclanes	10,862
Susan M. McCoy	10,693
Celeste Byrd	10,315
Terri J. Beckstead	10,313
Sherrie C. Purvis	10,245
Amy Kemp	10,234
Claudia Chavez	10,142
Tawnya Krempges	10,114
Suzanne T. Young	10,000
Nadine Bowers	9,656
Megan N. Wilkes	9,139
Veronica J. Hyba	9,027
Mileta K. Kinser	8,967
Marsha Morrisette	8,757
Christy Bigham	8,724
Kelly M. Freeman	8,716
Kayla A. Holliday-Lamar	8,598
Beverly Taylor	8,426
Angela J. Fry	8,386
Terri Lewis	8,201
Kim A. Messmer	8,165
Gerri Anne Morris	7,979
Crystal D. Gardner	7,950
Paula Kelsch	7,904
Priscilla McPheeters	7,904
Martha Kay Raile	7,892
Audrey K. MacDowall	7,869
Nicki R. Hill	7,739
Michelle Cape	7,702
Alicia Kingrey-Lokai	7,603
Shelly M. Smith	7,587
Amy Hanifl	7,524
Christi G. Campbell	7,507

Anne Geertsen	7,472
Christina L. Frantz	7,455
Cindy Machado-Flippen	7,420
Blythe J. Egbert	7,335
Stephanie A. Richter	7,317
Ruth Alvarado	7,316
Deborah Dudas	7,253
Julie Danskin	7,233
Jenny Siemonsma	7,228
Rita M. Krause	7,224
Lisa Rada	7,212
Sandy Griffith	7,140
Kelly Willer-Johnson	7,110
Claudia C. Mendoza	7,097
Linda Johnson Thomas	7,034
Kathy R. Bullard	6,971
LaChelle M. Seleski	6,934
Mary P. Creech	6,912
Dolly A. Metzger-Stearns	6,904
Nancy F. Castro	6,900
Faith A. Gladding	6,862
Stephanie A. Mottaz	6,834
Cheryl A. Riead	6,786
Nancy M. Polish	6,762
Lindsey D. Christenson	6,755
Deborah Robina	6,722
Joan M. Farrell	6,718
Paula Grabau-Friedt	6,716
Sally K. Anderson	6,700
Heather M. Julson	6,677
Connie L. Russo	6,643
Kelly K. Johnsrud	6,597
Christine Wittmann	6,458
Donna K. Smith	6,447
Sandra M. Munguia	6,438
Grace N. Lemke	6,437
Patricia Carr	6,431
Taylor A. McKnight	6,409
Wendy Hayum-Gross	6,361
Cindy S. Kriner	6,357
Tanya L. Satcher	6,342
Alicia Borkowska	6,316
Megan E. MacDowall	6,306
Lindsay R. Stewart	6,303
Karen M. Bonura	6,290
Jamie V. Taylor	6,255
Virgen V. Ortiz	6,248
Maria Sanchez	6,241
Robin L. Sailer	6,219
Sheryl Peterson	6,206
Susie Kopacz	6,197
Joy H. Rentz	6,194
Corrina M. Langworthy	6,191
Jessye R. Nichols	6,181
Billie Gillespie	6,150
Mischell A. Byers	6,135
Sara K. Turco	6,119
Elizabeth Fernandez	6,116
Beth Brinkley	6,060
Katherine M. Ward	5,990
Heidi Kenealy	5,989
Annette Pace	5,987

RUBY/RUBÍ

Heather A. Daniel-Kent	\$14,145
Kellee L. Valerio	12,258
Donna Clark-Driscoll	11,767
Kali DeBlander-Brigham	10,883
Maricruz Flores	10,640
Paula M. Kirkpatrick	10,176

Elizabeth K. Toupin	9,982
Kenia K. Acosta	9,697
Patti Cornell	9,481
Amy Kittrell	9,132
Monique N. McIntyre	9,121
Jordan Twilley	8,934
Laura V. Middleton	8,906
Carmen J. Felix	8,811
Lisa Anne Harmon	8,707
Brenda Fenner	8,684
Marye Durrer	8,605
Jeanie K. Navrakal	8,479
Rachael M. Bullock	8,289
Kaela L. Steinman	8,287
Lauren N. Bloomer	8,217
Patty L. Bojan	8,214
Tshanna C. Diggan	8,138
Stephanie B. Silver	7,910
Maria Bautista	7,812
Ginger J. Benedict	7,778
Krystal D. Downey-Shada	7,721
Julie B. Potts	7,690
Valerie A. Lucio-Polk	7,666
Suzanne Moeller	7,661
Randi S. Gleason	7,657
Milagro Ventura Diaz	7,629
Lisa Hansen	7,612
Nikole M. Childress	7,603
Lori M. Langan	7,591
Laura A. Kattenbraker	7,510
Barbara Pleet	7,490
Laura L. Waters	7,404
Vazquez	7,397
Julie Smith	7,397
Karen E. Gardner	7,387
Bridgette R. Conley	7,278
Jacqueline N. Alford	7,148
Gloria Moreno Medrano	7,100
Tamaria M. Bradford	7,010
Ryan A. Rives	6,954
Susan C. Ehrnstrom	6,931
Stephanie L. Coker	6,926
Terry Thole	6,924
Susan Moore	6,888
Mary A. Dell	6,895
Amy C. Schule	6,796
Heather J. McKinney	6,766
Julie Roman	6,750
Debbie A. Elbrecht	6,730
Mary Beth Pfeifer	6,710
Jennifer L. Albertini	6,707
Marnie R. Yunger	6,677
Reyna N. Lepe	6,637
Tracey L. Chavez	6,598
Maureen Shipp	6,554
Diane K. Lundgren	6,531
Thesey N. Nwachukwu	6,514
Elizabeth A. Kramer	6,505
Sherry L. Martin	6,445
Caitlin M. Griffo	6,434
Amy Stokes	6,419
Cleta Colson-Eyre	6,404
Rocio N. Palomera Urena	6,350
Irlene Zapalac	6,325
Stephanie Audino	6,296
Marjorie A. Reyes Iainez	6,166
Jenn Kirkham	6,141
Sonya F. Goins	6,084
Diana Gutierrez	5,970
Elena Santos	5,940
Laurie T. Plyler	5,908

Sheryl J. Arena	5,906
Pat Z. Allen	5,900
Lisa V. Bauer	5,867
Rose Mary Neel	5,862
Amy J. Spence	5,834
Maria Hernandez	5,827
Ruth Whiteleather-Orrrell	5,809
Tanya M. Johnson	5,779
Rose Campbell	5,776
Ofelia Del Rio	5,753
Brenda K. Howell	5,741
Cissy E. Warren	5,732
Sherri Ammons	5,723
Liz Whitehouse	5,722
Christy M. Cox	5,681
Connie A. Brinker	5,651
Rachel P. Kellogg	5,644
Roxy H. Coursey	5,640
Elizabeth A. Elder	5,590
Linda Sigle	5,589
Martina Roman	5,569
Esther Cisneros	5,528
Stacy S. Gilson	5,521
Charlotte Mantooth	5,489

SAPPHIRE/ZAFIRO

Jordan Eicher	\$11,210
Brooke E. Bennett-Young	11,140
Lady Ruth Brown	10,775
Keita Powell	10,201
Vicki Piccirilli	9,521
Maria Claxton-Taylor	9,503
Katherine L. Longley	9,249
Carmen B. Jones	9,039
Julie B. Sapp	8,980
Reyna V. Alvarado Rivera	8,928
Erika D. Hulm	8,915
Missy M. O'Neal	8,877
Debbie A. Weld	8,745
Tracy Potter	8,732
Julie Neal	8,613
Linne' Lane	8,583
Moleda G. Dailey	8,550
Jeanette M. Thompson	8,413
Michelle M. Armes	8,365
Autumn R. Heble Britton	8,339
Jennifer J. McNulty	8,027
Linda Meier	7,860
Candy I. Brown	7,846
Tirza Llanes	7,824
Dolores Keller	7,745
Margarita Elisea	7,721
Jeanette E. Beichle	7,625
Nedra White Wartham	7,587
Maria Montes	7,552
Karla R. Plantan	7,497
Randi Stevens	7,367
Casie Hembree	7,252
Tommi Pleasure	7,217
Mariaelena Boquin	7,197
Marni M. Hendricks	7,139
Katie D. Nichols	7,105
Sylvia Boggs	6,910
Marita W. Campbell	6,887
Amy C. Hayes	6,860
Stephanie L. Lenard	6,839
Penny J. Jackson	6,781
Larinda J. King	6,765
Jennifer Levitt	6,759



Go-Give® Award



Mary Kay Ash said, "The **Go-Give® Award** is perhaps the greatest honor a Mary Kay Independent Sales Director can earn. Those who possess the Go-Give spirit are the heart of this Company and our shining hope for the future." These June award recipients best exemplify the Golden Rule – helping others unselfishly and supporting adoptees as much as unit members.



EMERALD

Melissa Duker

Independent Sales Director

Began Mary Kay Business
March 2000

Sales Director Debut
October 2002

National Sales Director
Mary Kay National Area

Honors Circle of Honor; eight-times Sales Director Queen's Court of Personal Sales; two-times Circle of Achievement; two-times Double Star Achievement

Personal Lives in Ventura, Calif. Husband, Billy; son, Hunter; daughter, Brooke

"I am motivated to help others because focusing on serving others in love, and action through the gift of Mary Kay brings glory to God and can change and bless others' lives in so many ways. It's the greatest way to do life. Praise God for Mary Kay!"

Independent Beauty Consultant Trudy Garner of Fillmore, Calif., says, "Melissa has a heart of gold. Her unit calls her Mama because of her nurturing spirit. She enriches the lives of her unit by sharing, teaching and encouraging all of us. She has taught us that every day is a gift to be lived to glorify God."



DIAMOND

Emily Franks

Independent Senior Sales Director

Began Mary Kay Business
February 2014

Sales Director Debut
August 2016

Offspring one first-line

National Sales Director
Mary Kay National Area

Honors Star Consultant; three-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; Circle of Achievement; two-times Double Star Achievement

Personal Lives in Prior Lake, Minn. Husband, Chris; sons: Liam, Eli; daughter, Rowan

"I am motivated to help others because God has called me to carry on Mary Kay Ash's legacy to authentically love women and instill confidence in them. Because confident women raise confident children, and those children will change future generations."

Independent Beauty Consultant Kassy Kueker of St. Louis Park, Minn., says, "Emily always shares the opportunity with those around her. She also helps her unit and other units excel. She is truly a loving individual of those in the Mary Kay family and out."



RUBY

Sandy Weiner

Independent Sales Director

Began Mary Kay Business
April 1981

Sales Director Debut
January 1983

National Sales Director
Mary Kay National Area

Honors Circle of Honor; two-times Sales Director Queen's Court of Personal Sales; 21-times Circle of Achievement

Personal Lives in Bethlehem, Pa. Husband, Bob; sons: Mark, David, Craig

"I am motivated to help others because I love and respect people, and I want them to see the full potential of themselves."

Independent Beauty Consultant Glenda Beck of Holmes Beach, Fla., says, "She is gracious, welcoming and treats everyone as if they were her own. She always has time to answer questions and give you the words of encouragement that you need to hear. She is definitely a top example of the Go-Give spirit."



SAPPHIRE

Marie Vlaminc

Independent Senior Sales Director

Began Mary Kay Business
July 1981

Sales Director Debut
August 1992

Offspring two first-line

National Sales Director
Mary Kay National Area

Honors Circle of Honor; three-times Beauty Consultant Queen's Court of Personal Sales; 15-times Sales Director Queen's Court of Personal Sales; 14-times Circle of Achievement; four-times Circle of Excellence; 14-times Double Star Achievement

Personal Lives in Marshall, Minn. Husband, Gary; son, Michael; daughters: Kayla, Amber

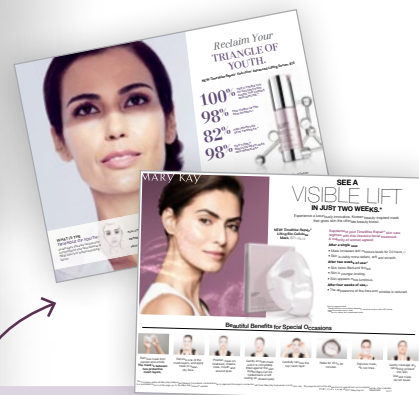
"I am motivated to help others because of the wonderful opportunity my Mary Kay business has given me. I believe in the Golden Rule and in helping others believe in their dreams."

Independent Sales Director Jena Skorczewski of Brandon, S.D., says, "Marie has the most genuine heart I have ever known. She lives, breathes and works kindness. If someone is hurting or rejoicing, she's the first to call. She's always doing things for others."

REPAIR TO THE RESCUE!

TIMEWISE REPAIR® VOLU-FIRM® SET, \$205

Powered by the *Volu-Firm®* Complex, *TimeWise Repair®* is the scientifically advanced regimen that targets the advanced signs of aging like never before. Set includes eye renewal cream, advanced lifting serum, foaming cleanser, day cream sunscreen broad spectrum SPF 30,* night treatment with retinol.



HELP IS HERE!

Skin Care for All has targeted education, downloadable fliers, place mats, product fact sheets and more *Mary Kay InTouch®* > Products.

SUPPLEMENTS

TIMEWISE REPAIR® LIFTING BIO-CELLULOSE MASK, \$70, PK./4

A pure, plant-based material derived from coconut water. Interlocking fibers form a highly absorbent, three-dimensional "fabric." A complex of beneficial ingredients includes oat kernel extract, orchid extract and sodium hyaluronate, known for its skin-conditioning benefits. Enjoy the face-hugging fit.

TIMEWISE REPAIR® REVEALING RADIANCE® FACIAL PEEL, \$65

Thanks to the power of glycolic acid, skin's own natural renewal process is enhanced as younger-looking, more radiant skin is revealed.

TIMEWISE REPAIR® VOLU-FILL® DEEP WRINKLE FILLER, \$48

Targeted formula immediately fills in deep wrinkles and helps improve their appearance over time.



SELLING TIMEWISE REPAIR®

INDEPENDENT FUTURE
EXECUTIVE SENIOR
SALES DIRECTOR
AMY STOKES,
KNOXVILLE, TENN.

"Women with visible signs of aging want a skin care line that packs a punch without the high price. When compared to other products in the market that have similar ingredients and benefits, the price of the *TimeWise Repair*® line is extremely affordable! These are my most loyal customers – especially with the **Advanced Lifting Serum**. It's my favorite!"

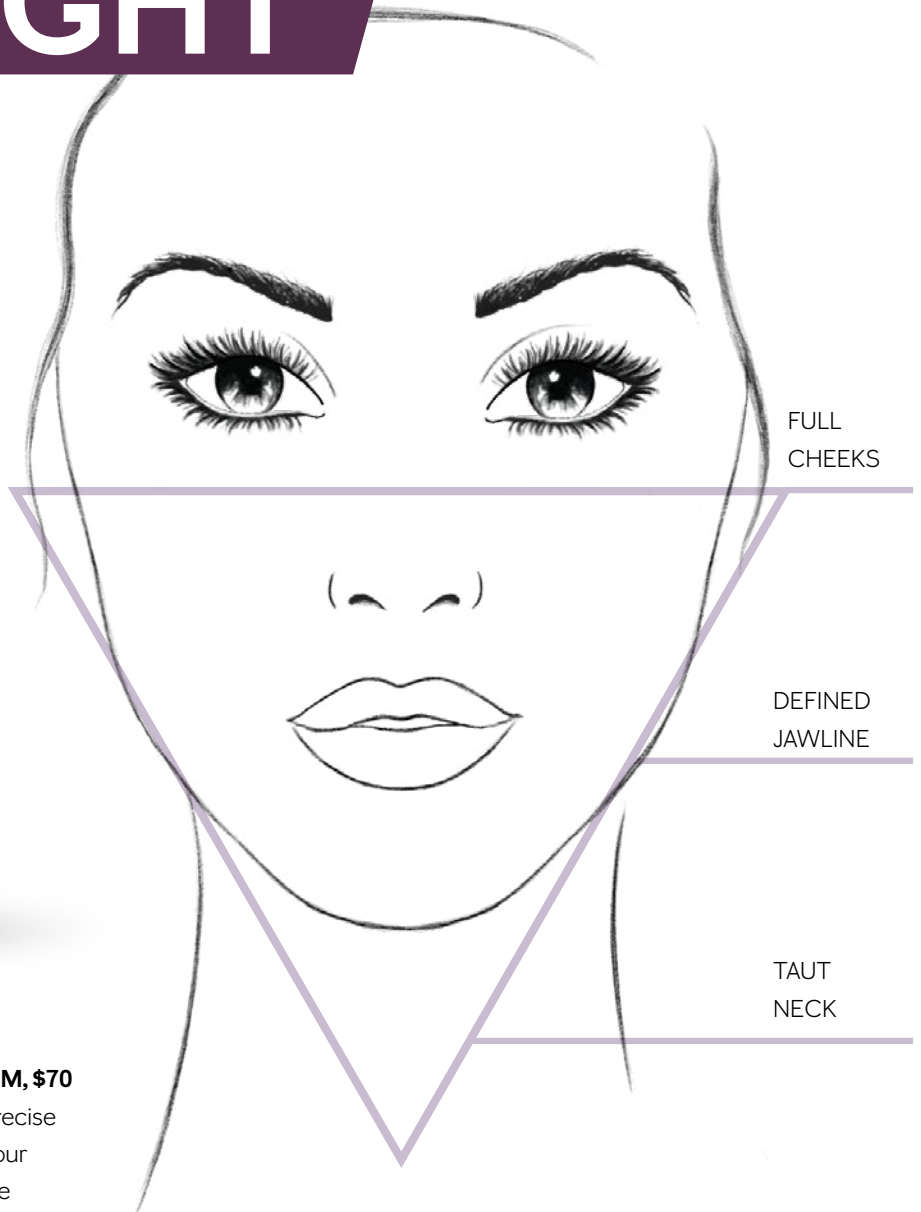


INDEPENDENT SENIOR
SALES DIRECTOR
CINDY ANDERSON,
CUSTER, S.D.

"We moved to South Dakota after living our entire life in Minnesota. I quickly realized that the small town of 1,800 people needed an

Independent Beauty Consultant! I set up one-hour Coffee Time Beauty Bar appointments for show and tell with *TimeWise Repair*®, *TimeWise*® **Moisture Renewing Gel Mask** and *Clear Proof*® **Deep-Cleansing Charcoal Mask**. I encouraged guests to bring a friend so I could get to meet more people. When we realized how dry the weather was in Custer and how damaging the sun can be at this altitude, my husband, Wayne, started using *TimeWise Repair*®. I began to ask my new customers about their husbands. Now, many of the guys use the day cream for the rich moisture and sun protection.

PRODUCT SPOTLIGHT



TIMEWISE REPAIR® ADVANCED LIFTING SERUM, \$70

Our **most precise and powerful serum ever**. Precise because of its innovative, targeted defense of your triangle of youth. Powerful because of the unique ingredient synergy designed to enhance the serum's visible lifting benefits.

We tested *TimeWise Repair® Volu-Firm®* Advanced Lifting Serum from every angle to show how it helps reclaim your triangle of youth. And the results speak for themselves – these impressive numbers reflect the percentage of panelists who showed improvement:

- Sagging skin along the cheeks and jawline is visibly lifted: 100%[†]
- Skin overall is visibly lifted: 98%[†]
- Skin firmness is improved: 82%[†]
- Deep lines and wrinkles are visibly reduced: 98%[†]
- Skin elasticity is enhanced: 78%[†]
- Skin moisture is immediately increased: 100%^{††}

Price is suggested retail.

[†]Based on one 12-week independent clinical study in which 45 women used the serum twice a day. Numbers reflect the percentage of panelists who showed improvement.

^{††}Based on bioinstrument testing. Number reflects percentage of panelists who showed improvement.

BEST-SELLERS



**MARYKAY® TRANSLUCENT
LOOSE POWDER, \$16**



**MARYKAY®
OIL-FREE
EYE MAKEUP
REMOVER, \$17**



**WHITE TEA
& CITRUS
SATIN HANDS®
PAMPERING SET, \$36**



**MARYKAY®
SUN CARE SUNSCREEN
BROAD SPECTRUM
SPF 50,* \$20**



**TIMEWISE REPAIR®
VOLU-FIRM®
ADVANCED
LIFTING SERUM, \$70**



**MARYKAY® CC
CREAM SUNSCREEN
BROAD SPECTRUM
SPF 15,* \$22**



**TIMEWISE®
FIRMING
EYE CREAM, \$32**



**CLEAR PROOF®
DEEP-CLEANSING
CHARCOAL MASK, \$24**



**MARYKAY
ULTIMATE
MASCARA™, \$15**



**LASH INTENSITY®
MASCARA, \$18**

FIND THESE AND MORE ON MARY KAY INTOUCH® > PRODUCTS.

For the Guys

Help your customers find the perfect gifts for him –
for Father's Day or any occasion!



MKMEN® SKIN CARE:

- DAILY FACIAL WASH, \$16
- SHAVE FOAM, \$14
- COOLING AFTER-SHAVE GEL, \$16
- ADVANCED EYE CREAM, \$26
- ADVANCED FACIAL HYDRATOR
SUNSCREEN BROAD
SPECTRUM SPF 30,* \$25

*Over-the-counter drug product



JUNE IS ACNE AWARENESS MONTH!

Help him clear the way with the
CLEAR PROOF® ACNE SYSTEM, \$45

PAMPERING LOOKS GOOD ON YOU.

FREE* GIFT WITH PURCHASE: Receive a
FREE* Mary Kay® Masking Towel when you
purchase the **CLEAR PROOF® DEEP-CLEANSING
CHARCOAL MASK, \$24**. While supplies last. 100%
cotton. 100% adorable.

CLEAR PROOF® DEEP-CLEANSING CHARCOAL MASK, \$24

Triple-action charcoal mask acts like a magnet to
deep-clean pores.



SCENTS *to* SUIT HIM

A range of scents and prices gives your customers great options.



DOMAIN® COLOGNE SPRAY, \$38

A fresh, aromatic fragrance.



TRUE ORIGINAL® COLOGNE SPRAY, \$36

A clean, contemporary scent with notes of Lemon, Fuji Apple and Amber.



MK HIGH INTENSITY® COLOGNE SPRAY, \$40

An ambery oriental with top notes of Fennel and Sage heightened by Crushed Coffee Beans.



MK HIGH INTENSITY® SPORT COLOGNE SPRAY, \$40

This fresh, invigorating fragrance stimulates the senses with an icy, adventurous scent.



MK HIGH INTENSITY OCEAN® COLOGNE SPRAY, \$42

A fresh, citrus-marine fragrance for the active man who loves the sea.



CITYSCAPE® COLOGNE SPRAY, \$50

A refined, masculine scent that speaks to a man's sense of elegance and simple sophistication.

GET SOCIAL!

MEN'S ECATALOG: Go to marykay.com > ECatalogs.

DIGITAL ASSETS: Find them on *Mary Kay InTouch*® > Resources > Digital Assets > Seasonal.



GIFTING FOR GUYS

INDEPENDENT SENIOR
SALES DIRECTOR CHARISSE
BURTON, ABILENE, TEXAS

"My four sons all use **Clear Proof®**, and my husband uses **MKMen®**. All of us ladies love the **MKMen®** Advanced Eye Cream because the **TimeWise Repair® Firming Eye Cream** stopped disappearing from

our bathroom drawers! Men also love **Clear Proof® Deep-Cleansing Charcoal Mask**, **White Tea & Citrus Satin Lips®** Lip Balm and **Mary Kay Naturally™** Nourishing Oil.

Idea! "At parties, I display a metal can from a craft store filled with **MKMen®** products and a razor along with brown, black or blue shred. I attach a sign that says 'MAN CAN.' You can also use a fragrance like **MK High Intensity® Sport Cologne Spray** with a pack of baseball cards and gum. I post pics of these products and ask followers to message me if they're interested. And something as simple as having men's fragrances available to sniff at my parties helps sell them. Customers can find their favorite to buy for their guy, and it gives them something to do while I hold individual consultations."

FUN AND REWARDS START HERE.

Earn more, gain confidence and ultimately help others change their lives. That's what you call a Mary Kay hat trick! And it can happen for you when you share the Mary Kay opportunity with eager new faces.



**INDEPENDENT FUTURE EXECUTIVE
SENIOR SALES DIRECTOR NIKOLE
CHILDRESS, MATTESON, ILL.**

"The more I practiced sharing my Mary Kay business, the more knowledgeable and confident I was. Early on, I knew the products practically sold themselves at my skin care parties, so

I shared the opportunity while my customers were excited." Anytime is a great time to share a Mary Kay business. Nikole shares her tips:

BRAND NEW

You're already pumped about this new adventure, and your enthusiasm is contagious! Share that excitement at your Grand Opening event. Ask others to join you. Tell them about the **Great Start Program** and its rich rewards. Remember, you don't have to be perfect in your delivery to make a positive difference. And your Independent Sales Director or Mary Kay mentor is always there to guide you if needed.

REIGNITED AND READY

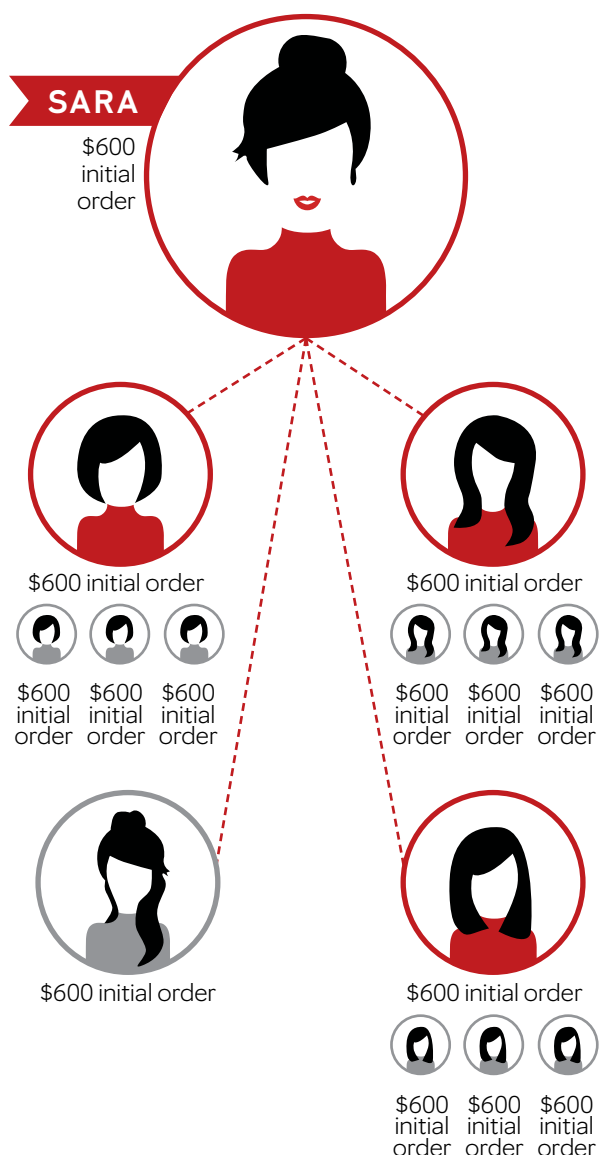
Maybe your "why" changed or something shifted and now you're ready to kick your Mary Kay business up a notch. Good news! It's not too late to build a team. Get a jump start with a Power Start – 30 faces in 30 days. This activity boost can not only bring you new customers but also can bring you new team members! Set your goal, share it with a Mary Kay girlfriend, and go for it!

HIT A WALL

Great news ... you're human! Remember there are ups and downs in any business. Try working with your Independent Sales Director or trusted Mary Kay mentor to help you pinpoint obstacles. Maybe it's a skill set like a table close that needs some refining. Whatever it is, remember you're surrounded by women with experience and knowledge who want to guide and support you. That's the Mary Kay difference. It's about growing and celebrating together.



DON'T LEAVE \$\$ ON THE TABLE!



Editor's note: This scenario demonstrates the power of team-building and being a Star Team Builder with three or four active personal team members. In this example, Sara is **Great Start**-qualified, placing her initial \$600 wholesale Section 1 order within her **Great Start** time frame.

SARA GETS:

- ☒ **50% EARNING POTENTIAL ON \$600 ORDER**
- ☒ **GREAT START ULTIMATE PRODUCT BONUS BUNDLE VALUE UP TO \$158 SUGGESTED RETAIL**
- ☒ ☒ **\$50 CASH BONUSES FOR EACH GREAT START-QUALIFIED NEW PERSONAL TEAM MEMBER YOU ADD. NO LIMITS!**
- ☒ ☒ **GREAT START TEAM-BUILDING PRODUCT BONUS BUNDLES**
CHOOSE UP TO A **VALUE OF \$220** SUGGESTED RETAIL
- ☒ **\$100 RED JACKET BONUS (ONE-TIME BONUS)**
- ☒ **UP TO 8 PERCENT COMMISSION ON YOUR PERSONAL TEAM PRODUCTION**
- ☒ ☒ **RED JACKET TEAM-BUILDING BONUS (\$100 BONUS, NO LIMITS)**
- ☒ **ON-TARGET FOR STAR CONSULTANT REWARDS**
- ☒ **ON-TARGET FOR *YOU CAN DO IT!* CHALLENGE PRIZES**

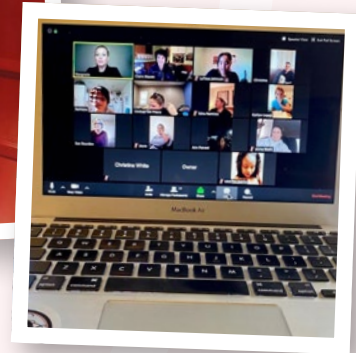


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