

MARCH 2006

Applause®

MARY KAY®
Enriching Women's Lives™

"enthusiasm must come
from the heart."

— mary kay ash



register for career conference 2006.



Dates to remember

F E B R U A R Y

M A R C H

"If a customer is lost,
it is usually due to faulty
follow-up. How many
times have you come
across someone who said,
'I used to use Mary Kay®
products, but I lost my
Independent Beauty
Consultant'? Don't let
your customers lose you.
Call them frequently
and keep in touch."

— Mary Kay Ash

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- 1: Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification Feb. 1. Career Conference 2006 early registration begins for Independent Sales Directors who registered for and attended Leadership Conference 2006, as well as their unit members and adoptees.
- 5: **PREFERRED CUSTOMER PROGRAM:** Last day to receive Spring 2006 Preferred Customer Program quarterly enrollment mail orders.
- 8: Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time. Career Conference 2006 registration opens to all independent sales force members.
- 10: Last day to submit online Sales Director-in-Qualification Commitment Form. Online Commitment Form available until midnight Central time.
- 14: Happy Valentine's Day! Last day for the Valentine virtual event.
- 15: Postmark deadline to earn the Month 2 bonus. **PREFERRED CUSTOMER PROGRAM:** Last day to enroll online for the Spring 2006 Preferred Customer Program mailing of *The Look* with TimeWise® Day Solution Sunscreen SPF 25* and TimeWise® Night Solution samplers and to qualify for early ordering of the new spring products.
- 16: Month 3 bonus begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.
- 20: Presidents Day. Postal holiday. January car qualifier paperwork due to Company.
- 27: Last day of the month for Beauty Consultants to place online and telephone orders (until midnight Central time).
- 28: Last 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 February production and Career Conference 2006 recognition. Last day to register for Career Conference 2006 and for full cancellation refund. Registrations submitted by mail must be received by Special Events Registration by 5 p.m. Central time. Telephone registrations accepted until 7 p.m. Central time. Online registrations accepted until midnight Central time. Last day to achieve the *Pink Power* Team-Building Challenge, *Good VIBerations* Challenge, *Book 10! Hold 10! Share 10!* Challenge and *Movin' On Up* Challenge for Career Conference 2006 recognition. *Bee Focused!* Challenge to receive pink sliding charm bracelet and second sterling silver and crystal bee charm ends.
- 1: Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification March 1.
- 8: Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.
- 10: Last day to submit online Sales Director-in-Qualification Commitment Form. Online Commitment Form available until midnight Central time. **PREFERRED CUSTOMER PROGRAM:** Early ordering of *Clearly Beautiful* spring promotion items available to Beauty Consultants who enrolled customers to receive the Spring 2006 issue of *The Look*.
- 15: Postmark deadline for Quarter 3 Star Consultant contest, *Discover and Experience* winter promotion and to earn the Month 3 bonus. Early ordering of the *Clearly Beautiful* spring promotion items available to all Beauty Consultants. **PREFERRED CUSTOMER PROGRAM:** Last day to enroll online for the Spring 2006 Preferred Customer Program gift-giving brochure and for customers to take advantage of the Winter 2005 MK Signature™ Mini Brush Set gift with purchase.
- 16: The *Clearly Beautiful* spring promotion, Quarter 4 Star Consultant contest and Month 1 bonus begin. *Beaut-e-News*™ e-newsletter begins e-mailing to customers. **PREFERRED CUSTOMER PROGRAM:** Personal Web Site can feature the gift with purchase, the Skin Refreshing Set.
- 17: Career Conference begins in 18 cities. Happy St. Patrick's Day.
- 19: Career Conference begins in five cities.
- 20: February car qualifier paperwork due to Company.
- 24: Career Conference begins in 21 cities.
- 25: **PREFERRED CUSTOMER PROGRAM:** Preferred Customer Program: Spring 2006 issue of *The Look* with TimeWise® Day Solution Sunscreen SPF 25* and TimeWise® Night Solution samplers mails. Allow 7-10 business days for delivery.
- 26: Career Conference begins in three cities.
- 30: Last day of the month for Beauty Consultants to place online and telephone orders (until midnight Central time).
- 31: Last 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 March production.

*Over-the-counter drug product



Now, it's even easier for you to go online and find additional information referenced in Applause® magazine. Just go to the Mary Kay InTouch® Web site and click on "Applause® Online."

MARY KAY'S MISSION IS TO ENRICH WOMEN'S LIVES.™

Get It Free WITH YOUR ORDER

FEB. 16 – MARCH 15, 2006

Try the Latest Anti-Aging Innovation Now!

Why wait? You can get an exciting preview of the latest in age-fighting skin care before you can order it. Try the reformulated TimeWise® Day Solution Sunscreen SPF 25[†] and TimeWise® Night Solution and the new TimeWise® Age-Fighting Lip Primer for yourself. Then spread the exciting news to all your customers! (Will be available for ordering on the March 16 Consultant order form.) For more information on the exciting benefits of these new products, go to the Mary Kay InTouch® Web site and click on "Applause® Online."

TimeWise® Day Solution
Sunscreen SPF 25[†]
and Night Solution
TimeWise® Age-Fighting
Lip Primer



TimeWise® Firming
Eye Cream Sampler



SUGGESTED USE:

What a great way to start a conversation. You can give potential customers a sampler of this new, luxuriously rich eye cream that does it all. Samplers are an easy way to get a woman's attention. You can use them at *On the Go* appointments or even send them through the mail. You'll receive six samplers.

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.

New Independent Beauty Consultant Bonus!

Although **this BizBuilders bonus** is not available to new Beauty Consultants **with their initial order**, they are eligible for other exclusive bonuses. For more information on how you can qualify for the *Ready, Set, Sell!* product bonus instead of BizBuilders when you place your initial order, go to Mary Kay InTouch® and click on "Applause® Online" or see Page 19.

Total Section 1	Month 3 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 TimeWise® Age-Fighting Lip Primer	\$22
\$1,200 sugg. retail/ \$600 wholesale	1 TimeWise® Age-Fighting Lip Primer 1 New TimeWise® Day Solution and Night Solution	\$82
\$1,600 sugg. retail/ \$800 wholesale	2 TimeWise® Age-Fighting Lip Primers 1 New TimeWise® Day Solution and Night Solution 1 TimeWise® Firming Eye Cream Sampler (pack of six)	\$104
\$2,400 sugg. retail/ \$1,200 wholesale	3 TimeWise® Age-Fighting Lip Primers 1 New TimeWise® Day Solution and Night Solution 1 TimeWise® Firming Eye Cream Sampler (pack of six)	\$126
\$3,600 sugg. retail/ \$1,800 wholesale	3 TimeWise® Age-Fighting Lip Primers 1 New TimeWise® Day Solution and Night Solution 1 TimeWise® Firming Eye Cream Sampler (pack of six) 1 Travel Roll-Up Bag	\$126
\$4,800 sugg. retail/ \$2,400 wholesale	3 TimeWise® Age-Fighting Lip Primers 1 New TimeWise® Day Solution and Night Solution 1 TimeWise® Firming Eye Cream Sampler (pack of six) 2 Travel Roll-Up Bags	\$126
\$6,000 sugg. retail/ \$3,000 wholesale	3 TimeWise® Age-Fighting Lip Primers 1 New TimeWise® Day Solution and Night Solution 1 TimeWise® Firming Eye Cream Sampler (pack of six) 3 Travel Roll-Up Bags	\$126
\$7,200 sugg. retail/ \$3,600 wholesale	3 TimeWise® Age-Fighting Lip Primers 1 New TimeWise® Day Solution and Night Solution 1 TimeWise® Firming Eye Cream Sampler (pack of six) 4 Travel Roll-Up Bags	\$126

*Independent Beauty Consultants will receive Seminar 2006 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 Feb. 16 through March 15, 2006, to qualify for this bonus.

† Over-the-counter drug product

it all adds up!

Great retailers know that new products create new opportunities to attract attention and help build sales. So what are you waiting for? These tips can help you start building your business one new product at a time.

Attract Attention With Color 101▶

With MK Signature™ Color 101 you always have a great reason to call customers who love to try the latest looks. Plus, Color 101 is a great way to attract the attention of new customers. And once you get it, you have a great opportunity to help your customers add even more wow to their new look by suggesting the new MK Signature™ Ultimate Mascara™ and Facial Highlighting Pen. They're must-have additions to make these new looks even more fabulous.

◀ Get the Ultimate Advantage

Women want big, bold, longer-looking lashes. And you can give them exactly what they want with the new MK Signature™ Ultimate Mascara™. You can get the word out by suggesting this must-have mascara every time you sell color – especially Color 101.

Charting Success

With three great mascaras, you'll want to "think like a retailer." That means knowing your products and your customers' needs. This handy guide will make it easy for you to suggest the right mascara to help make your customers loyal for life.

The Look She Wants in Just One Coat

Bigger, bolder, longer-looking lashes with up to five times the volume and intense color that lasts all day

Longer-looking lashes with a natural look, fortified with a vitamin B derivative for stronger-looking, softer lashes

Waterproof lashes that keep up with your day. This triathlon-tested formula delivers longer, thicker-looking lashes.

The Mascara She'll Love

MK Signature™ Ultimate Mascara™ **\$15**

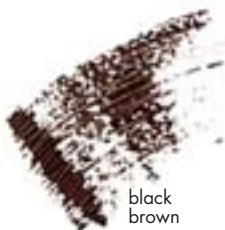
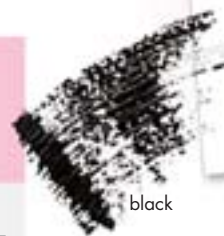
MK Signature™ Lash Lengthening Mascara™ **\$10**

MK Signature™ Waterproof Mascara, **\$10**

All three MK Signature™ mascara formulas feature our new Smart Wiper™ technology to deliver the exact amount of mascara needed for perfect, clump-free application.

pure energy

soft elegant





Color 101 Cards make it easy to show women the latest color looks based on the hottest new trends. You also can share these looks using Pages 14-17 of the Winter 2005 issue of *The Look* and with the application instructions on www.marykay.com and your Personal Web Site.

Color 101 Cards,
pack of four, **\$3.25**



dazzling diva

bold beauty



Use a Picture-Perfect Strategy

Show your customers how they can use the MK Signature™ Facial Highlighting Pen to optically "lift" the shadowy areas of the face and create a radiant look. Once they see the difference this product makes, they'll want to reorder it again and again to keep their look picture-perfect all day. For more information, go to Mary Kay InTouch® and click on "Applause® Online." **\$18**

◀ Add the Perfect Touch

MK Signature™ Liquid Eyeliner provides intense all-day color. Plus, from thin to thick, the new felt-tip applicator and the quick-dry formula make it easy to get the line you want. It's the perfect accent for any look. **\$11**



black

Make Sampling Fun ▶

These professional tools make it easy for your customers to try this fabulous new mascara formula safely and hygienically.

MK Signature™ Ultimate Mascara™ Sampler Card
(mascara samplers not included), pack of six, **\$1.50**

MK Signature™ Ultimate Mascara™ Sampler
(Black only), pack of six, **\$2.25**





Deliver Great Gifts

The Embrace Romance® Candle Set is a totally giftable treat from the Private Spa Collection™. These scented candles come in glass votive holders tucked inside beautiful organza bags decorated with beaded tassels. What a wonderful way for your customers to indulge their senses. Limited edition, while supplies last. **\$18**

Firm Up Every Sale

You can offer women everywhere a great new way to get the younger-looking eyes they want with TimeWise® Firming Eye Cream. This luxuriously rich eye cream does it all – firms, brightens and provides intense moisturization, plus fights fine lines and wrinkles. **\$30**

It all adds up. You can use the new limited-edition Embrace Romance® Candle Set to promote the entire Private Spa Collection™ and a relaxing customized collection your customers will love.

Create Excitement With Color

These adorable oh-so on-the-go compacts certainly do attract attention to Mary Kay and you. The MK Signature™ Color Collections give you a new reason to call your customers and show them these must-have looks. They were developed to go with this spring's hottest fashions. Each limited-edition collection includes three fresh eye colors, two lip colors (poured) and one creme-to-powder cheek color, plus applicators, instructions and tips.



Make Relaxation Work for You

Your customers will love the idea of creating their own customized gift sets. They can choose from four soothing Private Spa Collection™ products in four get-away-from-it-all fragrances including Embrace Romance®, Embrace Harmony®, Embrace Dreams® and Embrace Happiness®.

Body Wash, **\$12**
Moisture Lotion, **\$14**
Sheer Fragrance Mist, **\$18**
Sugar Scrub, **\$14**





let's talk about...

HOW TO KEEP YOUR BUSINESS GROWING

Today, there's no end to the choices women have when it comes to the beauty products they want and the places they can buy them. So how can you keep your business growing in the face of so much competition? "You need to make sure your customers think of you *first*," says **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development.** So what's the best way for an Independent Beauty Consultant to do that?

"By taking advantage of multichannel marketing," suggests Dr. Barker, "which means that you connect with your customers in more than one way – on your Personal Web Site, through promotional mailings and by phone – just like all successful retailers do."

"You can start by signing up for a Mary Kay® Personal Web Site With Shopping so your customers can see what's new and place an order when it's convenient for *them*," says Dr. Barker. "You also can send MKeCards® and the monthly *Beaut-e-News*™ newsletter that regularly feature online events and product news, with the added convenience of a direct link to your Personal Web Site or marykay.com. In today's busy world, women expect to be able to shop 24/7, and if you're thinking like a retailer, you'll want to have a 'store' that's always open."

"The Preferred Customer Program is another great way to keep in touch with your customers, and successful Consultants know that enrolling *every* customer *every* quarter is a smart business decision," says Dr. Barker. "Every issue of *The Look* has a product sampler, which gives you a great reason to place a follow-up call, *and* it showcases a different gift with purchase every quarter, which can be a great incentive for customers to place a \$40 order. It also includes your phone number and Mary Kay® Personal Web Site address so your customers know how they can contact you."

You also can use the myCustomers® program on the Mary Kay InTouch® Web site to help track customers' purchases so *you* can call *them* when it's time for them to place a reorder or shop for a special gift. "Never underestimate the power of personal contact," says Dr. Barker. "When you take the time to call a customer, you'll be reminding her of the unparalleled service that *only you* can provide."

A final thought from Dr. Barker: "Mary Kay was fond of saying, 'Nothing happens until somebody sells something.' Those words still ring true today, but you need to remember that selling can *only* take place when you contact your customers on a regular basis."



"I use the new TimeWise® Firming Eye Cream to create my firming Ultimate Miracle Set. It helps me highlight all the firming benefits in the set."

— Margi Eno
Independent Senior Sales Director
San Diego, Calif.

It all adds up. Now you can introduce your customers to the new TimeWise® Firming Eye Cream in a firming Ultimate Miracle Set. Each time you share this exciting new option for firmer, younger-looking eyes, you give your customers even more ways to fight the signs of aging. **From \$156**

It all adds up. Choose coordinating eyeliner, lip liner and nail enamel shades and MK Signature™ Ultimate Mascara™ to make these MK Signature™ Color Collections even more thrilling. For details, see "What's New" on your Mary Kay® Personal Web Site.

Enchanted Garden

Capture her playful spirit. **\$35**

Floral Fantasy

Celebrate her feminine side. **\$35**

Floral Fantasy includes Ivory Petal, Ginger Flower and Floral Plum eye colors, plus Copper Bouquet cheek color, and Rose Garden and Peach Blossom lip colors.

Enchanted Garden includes Natural Light, Cinnamon Shine and Enchanted Ivy eye colors, plus Russet Bloom cheek color, and Pink Petal and Vintage Rose lip colors.

it couldn't be easier!

It's easy to **"think – and act – like a retailer"** when you use these professional tools and programs. It works for these two Independent Sales Directors, and it can work for you, too!

Independent Senior Sales Director Andrea Shields, from the Diamond Go Give Area, gladly looks to Company programs to help accelerate and maintain healthy business growth. "The Preferred Customer Program is a wise investment and an essential tool in my customer service kit, providing the perfect reason for follow-up phone calls each quarter," Andrea says. She also depends on her Mary Kay® Personal Web Site to keep her accessible at all times.

Send This Gift-Giving Brochure

Enroll through the Preferred Customer Program for this spring gift-giving brochure now, and it will be mailed to your customers on April 25. You can be sure that moms will thank you for the wonderful Mother's Day presents this brochure suggests! Customers will appreciate the gift ideas that will arrive just in time to celebrate Mom, Dad, brides and graduates! Remember, you must enroll now to take advantage of the gift-giving potential this spring offers.

Enrollment ends March 15!



You Can "Promise" Great Eye Looks

A recent survey shows that 31 percent of American men feel that eyes are a woman's best feature. At Mary Kay, we know the easiest way to get noticed is to create an eye-catching look. And, with the new interactive "Eye Promise" feature available on your Personal Web Site, your customers will see how simple it can be to create attention-grabbing looks for their eyes. They'll find demonstration videos and audio tips for applying MK Signature™ Eye Color (depending on their eye shape) and the new MK Signature™ Liquid Eyeliner, as well as recommendations for the perfect choice of MK Signature™ Mascara – Ultimate, Lash Lengthening or Waterproof! Once they've seen the exciting online demos, they can print out the tips to keep for easy reference.



Independent Senior Sales Director Lois Humbert, from the **Anita Mallory Garrett-Roe** National Area, learned customer service at the knee of an expert. "Mary Kay taught us that if you take care of your customers, they will take care of you. Follow-up is one way we show we care." A consistent charter member of the Star Consultant program – 115 quarters in a row – Anita relies on the Preferred Customer Program to keep her name in front of customers. "I always receive a surge of orders right after *The Look* is mailed. Women want the featured 'look' for themselves. And with my Mary Kay® Personal Web Site, customers know my business is always 'open,'" she adds.

Six Mary Kay Best Practices for "Thinking Like a Retailer"

- 1 You can meet your customers' needs – immediately – when you always **have a healthy inventory to sell from**.
- 2 Get a customer excited about the Mary Kay® products that are perfect for her! It's easy when you **know your products**.
- 3 Customers want to know they count! **Offering personalized service** tells them they're important and builds loyalty.
- 4 When you make both initial purchases and reorders easy for customers, they'll return again and again. Keep convenience in mind and **be accessible to your customers by having a Personal Web Site**.
- 5 Once you've found a new customer, you'll want to keep her! Follow-up phone calls and e-mails can **keep your Mary Kay business at the front of your customer's mind**.
- 6 Experts agree that frequent communication with customers leads to frequent buying! So **get *The Look* into your customers' hands** each and every quarter.

this look's for you and your customers!



Independent Future Executive
Senior Sales Director Denise Kucharski

As she searched for a way to re-energize her Mary Kay business, Independent Future Executive Senior Sales Director Denise Kucharski found a fun, new use for the signature look demo on the Mary Kay InTouch® Web site. This easy technique has filled her calendar with bookings and given her color sales a boost – and it can do the same for you!

First, says Denise, “I approach one of my regular customers. I ask her, ‘What if you could meet with a famous makeup artist, one who works with celebrities and models, and have a look created just for you? Of course, an appointment like that would normally cost you hundreds of dollars, if you could even get one! But I’ll tell you what: I can offer you the same thing! So be prepared to be pampered.’”

What Denise is planning to do is create a color cosmetics look for her customer using the signature look demo on the Mary Kay InTouch® Web site. Each signature look in the demo has, in fact, been created by professional makeup artists, and all looks are designed to flatter a woman’s exact combination of eye color, eye shape, hair color, skin tone and lip shape.

“When I hold appointments and classes at my home, it’s easy for me to sit down at the computer with a customer and enter the information to create the look. Of course, if you are going to a customer’s home, you can enter the information yourself ahead of time, then print out the look and bring it with you to the appointment. I tell each woman, ‘I know five questions might not seem like much, but it’s exactly the information a professional makeup artist would need to create the look that’s most flattering for you.’”

The results are dramatic. “Every one of my customers who has tried this loved their look. They just can’t put the mirror down! Some of them seem as many as five years younger.” Those kinds of results have led to an increase in bookings for Denise. “I only create a signature look for one woman in each class, the hostess. I tell her, ‘You are going to look your best ever, and you don’t want to enjoy it alone, do you? Invite some friends over – you are going to want everyone to see how great you look!’ Other women at the class still feel special because of the wonderful skin care they are treated to, and when they see how beautiful the hostess looks, they want a signature look for themselves. They book a class just to get one.”

Sales and bookings aren’t the only benefits of this presentation, according to Denise. “I also have several new team members. They see how simple this tool would be to use themselves, and that really opens them to the opportunity!”

Using the signature look demo is easy.

“Even though I’ve had years of color experience, this simple tool has made me feel much more confident,” says Denise.

“It allows you to offer something of substance to your customers that they can’t get anywhere else, something new that you both can get excited about.”



Ideas like this one help you:

- Offer personalized service — you can give your customer a look that’s tailored to her!
- Show customers that you know your products — providing expert cosmetics advice adds to your professional impression!



The signature look demo tool was originally created so that Independent Beauty Consultants could walk their new team members through the process of choosing their own signature look. It’s available for all independent sales force members. Simply log on to the Mary Kay InTouch® Web site and select the “Signature Look Demo” link under “LearnMK®.”



career confidence!

register today

Do It for You

You and your Mary Kay business can be better than ever after a trip to *The Power of Pink Career Conference 2006*. It's a chance to make new friends, get excited and prioritize your own goals and dreams. You'll learn how you can "think like a retailer," sell more successfully and build a team that's stronger than ever. You'll go home inspired, motivated and on the path to finishing up the Seminar year strong. With conferences in over 40 cities nationwide held over a span of two weekends, the road to success starts right at your doorstep!



members who are working their businesses to success. Independent Beauty Consultants who, from Dec. 1, 2005, through Feb. 28, 2006, achieve and maintain a new higher status on the career path of Star Recruiter, Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification will be invited, along with their Independent Sales Director, to **attend this exclusive luncheon**. The top three Team Leaders, Future Sales Directors or Sales Directors-in-Qualification with the highest personal team commissions earned during the contest period will be seated, along with their Sales Directors, at the prestigious head table.



Catch the Vision

This year, Career Conference will feature more education than ever before! It's a chance to learn from the experience of sister independent sales force members and a chance to find out what's new. Independent Beauty Consultants and Senior Consultants who attend Career Conference will be among the first to view the new *Skin Care Class DVD*. This tool will teach the basics and refresh even the most polished presentation.

And perhaps best of all, at Career Conference you'll catch the vision of how a Mary Kay business can enrich your life when top-notch Independent Sales Directors share their tips for success. In fact, if you achieve Star Recruiter status by Feb. 28, you can attend special classes designed just for you. You'll learn how to motivate your team members and how to keep them on track for career success.



Drive On!

Excited about earning the use of a car? You should be! And you'll be even more excited to **earn the use of a special platinum *Power of Pink Pontiac Vibe***. Remember, you must be present at Career Conference to earn this honor! As part of the *Good VIBERations* Challenge, Independent Beauty Consultants (and Independent Sales Directors who debut between Dec. 1, 2005, and March 1, 2006) who are Grand Achievers by Feb. 28, 2006, and have a minimum of \$18,000 net adjusted team wholesale production during the contest period (Nov. 1, 2005, through Feb. 28, 2006) will receive an exclusive scarf and onstage recognition at Career Conference 2006.



Let's Do Lunch!

Ready to take your business to the next level? Take the *Movin' On Up Challenge*, and you could lunch with other independent sales force



The top qualified Grand Achiever Beauty Consultant (or Sales Director who debuts between Dec. 1, 2005, and March 1, 2006) at each Career Conference site with the highest net adjusted team wholesale production during the contest period (Nov. 1, 2005, through Feb. 28, 2006) will receive onstage recognition and earn the use of a customized platinum Pontiac Vibe with special equipment and logo. The top achiever also must be registered for Career Conference by Feb. 28, 2006, to qualify for this recognition.*

for the power of pink!

Shine Onstage

You could be recognized onstage for any or all of these achievements:

- On-Target Seminar 2006 Courts and Unit Circles (based on achievements from July 1, 2005, through Feb. 28, 2006.)
 - Queens' Courts of Personal Sales
 - Bee Focused!* Queen's Court of Sharing
 - Circle of Achievement and Circle of Excellence
 - Double and Triple Star Achievement
- Book 10! Hold 10! Share 10! Challenge
- Class of 2006 (Aug. 1 2005, through March 1, 2006)
- Movin' On Up Challenge
- Pink Power Team-Building Challenge (Dec. 1, 2005, through Feb 28, 2006)
- Good VIBerations (Nov. 1, 2005, through Feb. 28, 2006)
- Cadillac Units
- Top 10 Sales Directors in Unit Building
- Top 10 Sales Directors in Unit Sales
- Independent Executive and Elite Executive Senior Sales Directors



the essentials:

how much does it cost?

- \$75 if you register by Feb. 28
- \$85 on-site, space permitting
- \$75 for Independent Beauty Consultants who submit their Independent Beauty Consultant Agreements in March

how do I register?

Online: Select "Career Conference 2006" from the home page of the Mary Kay InTouch® Web site, then select "Registration."

Telephone: Call (800) 338-3680. Available from 8:45 a.m. until 7 p.m. Central time, Monday through Friday (except holidays).

Mail: Use the printer-friendly form available on the Mary Kay InTouch® Web site.

remember this date

Tuesday, Feb. 28, is the deadline to register and the last day to qualify for Career Conference recognition.

need to know more?

Log on to the Mary Kay InTouch® Web site and click on the "Career Conference 2006" link under "Events."

For a complete list of Independent Beauty Consultant and Independent Sales Director recognition and qualifications, see the February issue of *Applause*® magazine or go to the Mary Kay InTouch® Web site and click on the "Career Conference 2006" link under "Events."



the power of **Pink**
careerconference2006

*Grand Achievers also must meet the requirements of the Car Insurance program and possess a valid U.S. driver's license and either a Social Security card or Individual Taxpayer Identification Number (ITIN) in order to qualify for the Good VIBerations Challenge.

three women, one confere

Are you looking to **capture your dreams, ig**
Then why not make the choice to attend Career Conference? These thr



First Impressions

Independent Executive Senior Sales Director Charlene Grubbs had been an Independent Beauty Consultant for nearly three years when **Independent Elite Executive Senior Sales Director Cathy Littlejohn** of St. Petersburg, Fla., convinced her to attend a Career Conference. "Cathy talked me into going to Atlanta, about a five-hour drive from our home in Hendersonville, Tenn.," says Charlene. "I didn't know anyone who was going, so I convinced my husband, Jim, to go with me."

Charlene immediately felt intimidated when she saw professional-looking women in their Sales Director suits and red jackets. Jim was a little distressed when he saw there were very few men in line. So Charlene seized the opportunity and suggested they return home. But Jim said, "No!" adding, "We're going to stay and find out more about Mary Kay."

Charlene found a seat in the back row of the auditorium and let the tears flow, afraid that the trip was going to be a waste of money and time. Then something happened that would change her life forever.

Music filled the room, and the women around her began to clap and sing. Charlene recalls thinking, "It was something to the tune of *I've Got the Joy*, but with different words – something about having Mary Kay enthusiasm down in their hearts." The house lights dimmed and Mary Kay Ash appeared on the video screens positioned by the stage.

Charlene was captivated by Mary Kay's inspirational message. Then she listened intently as women from different walks of life shared stories of how they overcame obstacles that would seem insurmountable to others. She heard about lives changed and dreams come true. And she noticed that they all gave the credit for their accomplishments to one woman – Mary Kay Ash – and her dream of giving women the opportunity to do anything they wanted to do.

Seated in the back of that overflowing Atlanta auditorium in 1991, Charlene began to see the true power of the Mary Kay opportunity. She began to believe she could sell more, build a team and maybe even earn the use of a car.

“

Was that trip to Career Conference worth the money? Was it worth the time?
“You bet it was!” exclaims Charlene.

Was that trip to Career Conference worth the money? Was it worth the time? “You bet it was!” exclaims Charlene. “Later I earned the use of my first car. And I have since earned the use of seven more – six of them pink Cadillacs! I have received onstage recognition at Seminar, earned diamonds and top Sales Director trips to Alaska and Switzerland. And my business gave Jim the opportunity to retire 10 years ago. We are truly living the dream!” ■



Moving Matters

The move from Los Angeles to Wichita, Kan., was the sixteenth in almost as many years for **Kristen Voyles**, now an **Independent Senior Sales Director**, and her family. Considering the culture shock (she had moved from a city with a population of more than 15 million to one of less than 600,000) and the discovery that she was expecting her fifth child, it's no surprise that Kristen was feeling a little stressed.

With her husband, Jim, at work all day as an environmental attorney, Kristen felt a void in her life. Her days were spent changing diapers and chauffeuring the older children from one activity to the next. “I didn't know anyone in Wichita,” says Kristen. “I wanted a friend with whom I could have adult conversation. And I needed to get out of the house for some ‘me’ time!”

Kristen met **Independent Executive Senior Sales Director Dana Chamberlin** while waiting to pick up her son from football practice. They quickly became close friends, but it took a lot of encouragement from Jim, patience and persistence from Dana, as well as countless prayers, for Kristen to sign her Independent Beauty Consultant Agreement.

nice, countless memories

nite your business and make new friends?

ee women can tell you that it's fun, educational, motivational and inspirational.

Kristen made friends and worked her business. She earned a red jacket and her first commission check. But then Jim was transferred once more, this time to Eagan, Minn. Kristen felt like she was back in the same place she had been the year before – except this time, she had a lot of Mary Kay® products. She soon lost all desire to work her business.

Kristen says her “self-imposed pity party” lasted several months until she realized she had to make a decision. The decision came when she attended Career Conference in Minnesota.

Independent National Sales Director Kay Elvrum, the No. 1 Sales Director at that conference, told a touching story of tragedy and triumph that was a turning point for Kristen. Kay spoke about record-setting snowstorms in 1997 that left people stranded in their homes for weeks and of the floods caused by the melting snow that destroyed homes and businesses for miles and miles. Through it all, independent sales force members in North Dakota and the surrounding areas refused to let this destroy their dreams or keep them from reaching their goals.

“Kay’s story made me realize if people in North Dakota who lost almost everything they owned could rise above tragedy, then I could rise above my obstacles and challenges,” says Kristen.

Kristen returned home with renewed confidence and goals. She still faced her fair share of obstacles, failures and cancellations, but she kept her faith.

“

“Kay’s story made me realize ... I could rise above my obstacles and challenges,” says Kristen.

Kristen has reached many achievements since then, from the use of a pink Cadillac to exquisite Seminar Awards jewelry. And though the tangible rewards are great, the one she cherishes most is watching the influence of Mary Kay’s principles on her children: self-confidence, optimism, determination and an understanding of the value of hard work. “When I began my Mary Kay business, my children ranged from four months to 12 years. Now they are 21, 18, 16, 12 and 9,” says Kristen. “My advice: Don’t use your children as an excuse not to do this business. Use your children as a reason to succeed.” ■



Driving Home

When she was 19, **Independent Sales Director LaChelle Seleski** of Hastings, Minn., was your stereotypical college student. She had little money, no car and a schedule filled with classes, homework and tests. She felt the Mary Kay opportunity was just what she was looking for. It was a chance to earn extra money, set her own schedule and possibly even earn the use of a car.

She began with a Perfect Start and booked appointments whenever she had a free moment.

“

“Career Conference is a professional event, and the Company does a great job of sharing information about new products, promotions and more,” says LaChelle.

At an event in January 1998, attendees were challenged to bring three guests with them. “As I walked across stage with my three guests, **Independent Executive National Sales Director Emeritus Arlene Lenarz** congratulated me and said, ‘You’re on your way to earning the use of a car, aren’t you?’” says LaChelle. “I thought to myself, ‘Yes, I am. And if Arlene believes I can do it, I know I can.’”

That year, the top Grand Achiever at each Career Conference site would receive the keys to her car onstage. By the end of February, LaChelle had finished qualifications for Grand Achiever status. “But I never dreamed I would be the person to win the challenge,” she says. “It was such a thrill to receive the keys to my new wide-track Grand Am onstage at the St. Paul Career Conference, then drive it home to show my parents.” (A consistent achiever, LaChelle was recognized this past June as the one hundred-thousandth car qualifier.)

“Career Conference is a professional event, and the Company does a great job of sharing information about new products, promotions and more,” says LaChelle. “It’s like being in a little pink bubble filled with the excitement and enthusiasm that gives you the added motivation you might need to cross the finish line and achieve your Seminar goals. Of course, the education, inspiration and motivation are wonderful, but an added perk about Career Conference is the people you meet and the friends you make.” ■

Steps to Success

Work Your Business – Smarter!

We don't have to tell you that it's a busy, busy world! Women today juggle more than they ever have. So here are some simple suggestions – and resources for more information – that can help you work your Mary Kay business smarter than ever.

Make the Most of Your Time

“A striking characteristic of a successful person is the ability to determine the relative importance of different things. We must decide which of our daily tasks are most important. As women, we wear so many hats that it is absolutely necessary to be organized and do those things which move us toward the goals we have set for ourselves.”

– Mary Kay Ash



Dawn Dunn

On the CD *Weaving It All Together*,*

Independent National Sales Director Dawn Dunn (a mother

of four) emphasizes that you should find time to work your business – then make it non-negotiable. She feels that it's important to keep 10 appointments on your calendar at all times so that you can hold at least

two to three appointments per week. She says, “My aim (as an Independent Beauty Consultant) was always to do eight to 10 new facials a week, three to five team-building appointments a week and keep in contact with my Independent Sales Director.”

Dawn also recommends that Independent Beauty Consultants look for ways to simplify their Mary Kay businesses. A few time-savers she mentions are enrolling in the Preferred Customer Program, sending MKeCards®, using myCustomers® and having a Mary Kay® Personal Web Site.

Quick Tips From Dawn:

If you only have 15 minutes, make phone calls:

- 1 First, call to follow up on team-building appointments.
- 2 Then, follow up with hostesses and coach them to ensure that their classes hold.
- 3 Next, book new classes. If you don't have 10 classes booked already, you can call people you've warm chattered recently.
- 4 Return phone calls. Dawn says to return calls within 24 hours.
- 5 Call your Sales Director or your team members – but do this after 9 p.m.
- 6 Make customer service calls. Even if you can't talk to customers in person, leave a message.

Get Organized!

"Stay organized because 'a place for everything and everything in its place' saves countless hours each week. Rearrange your work space to save unnecessary steps. Remember that success depends on what we do with each of our 24 hours each day. The President of the United States, the top Independent National Sales Director and the Independent Sales Director of the No. 1 unit all have exactly the same 1,440 minutes each day that you do. Use them as wisely as they do."

– Mary Kay Ash

Getting organized is vital to your home-based business. You don't need a fancy home office, but it is helpful to have a space that you view as your "business space." If you can, choose a space that's out of the path of distractions. Mary Kay once said, "Master the art of deskmanship. Organize your desk for efficiency. Clutter hinders concentration and creates frustration and tension. Think of your desk as a business tool, not as a paper container. Handle every single piece of paper only one time, then be finished with it. Clear your desk each evening and get the next day off to a productive beginning."

Quick Tip

If you can only carve out an hour of office time a day for your Mary Kay business, make it quality time – not time spent trying to find what you were working on the day before.

The Importance of Inventory

"You cannot sell from an empty wagon."

– Mary Kay Ash



SuzAnne Brothers

Mary Kay often pointed out that when a woman is ready to purchase cosmetics, she wants them now. In the *Money Matters for Dream Achievers CD**, Independent Senior National Sales Director SuzAnne Brothers and Future Executive Senior Sales Director Marie Pfarr of Kenosha, Wis., offer these

thoughts on maintaining a strong inventory:

* CDs mentioned in this article are available on the LearnMK® Media Source on the Mary Kay InTouch® Web site.

- 1 You'll probably sell more products if you have them readily available.
- 2 It's good customer service to have what customers want when they want it.
- 3 It saves time! If you have it now, there's no extra delivery service needed.
- 4 Inventory sparks mental motivation and commitment – you'll feel like you're really in business, and you'll be more likely to set goals and reach them.

You'll also find a few suggestions on the CD for funding your inventory:

- 1 You could use some of your own personal savings.
- 2 You could ask your bank or credit union for a small loan. While a loan would create a financial obligation to you, that could keep you motivated and selling strong.
- 3 Credit cards are usually convenient and are best if they can be paid off each month to avoid paying high interest charges. (You may want to reconsider this option if you can't pay off your account quickly.)

Quick Tip

Remember the "Get It Free" BizBuilders bonus products that you can earn with your product order (see the inside front cover of this issue of Applause® magazine). They can help you get more inventory bang for your buck.

Booking Made Simple!

"I used to challenge myself each week to top my previous week's total number of skin care classes, bookings and pink ticket sales. You can do this, too."

– Mary Kay Ash



Cindy Williams

On the new *Your Next Steps to Success* CD* featuring Independent National Sales Director Cindy Williams, Cindy suggests you look at the people around you for those who have energy and joy. Cindy shares that when she notices these people, she says something like, "I couldn't help but noticing you. You are such a warm person." Then she

offers them a sampler as a gift, saying, "I'm a Mary Kay Independent Beauty Consultant, and I have presents in my purse. I have a little hand cream, and I have a little fragrance. I've got a little color card or skin care. Which of those four things would you enjoy most?" Cindy then eases into a booking scenario. Here are a few pointers from Cindy that you could use to craft your own booking script:

You could say, "I'd love to make a new friend, get to know you better and get your opinion of my products." Then schedule an appointment to get together. Cindy takes another step and says, "You know what, Susie? You are so warm and fun to be with. If you've got some friends as fun as you are, we can invite them over! We'll do a little makeover session."

Quick Tip

Always give her the opportunity to let you know if she's already a Mary Kay customer. You might say, "Are you familiar with Mary Kay?" and if she answers, "Yes," you can say, "Great!" and then ask what products she uses. Cindy says, "Keep asking questions to determine if she's an established Mary Kay customer or just someone who bought a product 20 years ago."

Selling Essentials

"Nothing happens until somebody sells something."

– Mary Kay Ash



Kathy Goff-Brummett

On the *Making Classes Your Business* CD*, Independent National Sales Director Kathy Goff-Brummett shares these tips on selling at skin care classes:

- 1 Sell product. Not just to that class, but build for future sales. Make it your goal to make the customers at your class customers for life.
- 2 Book every person at the class. If she buys basic skin care products, book her for a check-up facial. If she doesn't buy basic skin care products, book her for a class so she can earn free products.
- 3 Rebook every hostess for other classes: spa classes, color classes, collection previews, holiday classes and so on.

Quick Tips From Kathy

- ▶ Perfect your skin care classes because they offer a great selling foundation. Be a professional.
- ▶ Be sure to preprofile every guest. When you preprofile, you'll have a greater chance of your class holding.

* CDs mentioned in this article are available on the LearnMK® Media Source on the Mary Kay InTouch® Web site.

Team-Building Basics

"Our Company has brought financial security to [women's] homes and stability to their families. We are indeed changing this old world for the better. I've often said that we are doing something far more important than just selling cosmetics – we are changing lives."

– Mary Kay Ash

In one of her newsletters, **Independent Senior Sales Director Mary Ann Perkins** of Miller Place, N.Y., shared the following answers to basic team-building questions:

1. With whom do you share the opportunity?

- ▶ Established customers. You know them well; plus, they like the products.
- ▶ Women who are sellers. Look for women you think would be good selling Mary Kay® products.
- ▶ Women who want to earn extra money.
- ▶ Class attendees. Listen to what each of your guests is saying. Does she wish she could stay home with her children?

2. What can you say to get a team-building appointment?

- ▶ You may not want to tell your prospect the entire marketing plan at once. If you rush through it, she may not understand or care to hear it again. Try to sell the appointment first by explaining what the Mary Kay business opportunity can do for her.
- ▶ You could say, "I think you'd be so good doing what I do. Why don't we get together so I can tell you about this opportunity? That way you can make an educated decision. I really think it would be worth your time."

3. What can you say at the appointment?

- ▶ Try to keep your introduction short. Tell her a little about yourself, including why you started your Mary Kay business. Then ask about her, what she does and what is important in her life. People would much rather talk about themselves than listen to others, so let her talk! Next, explain the marketing plan and describe the products.

Quick Tip

If you haven't ordered your team-building notebook, what are you waiting for? This handy and oh-so-cute little number is perfect to help you illustrate to prospective team members the benefits of a Mary Kay business. It comes complete with cards to help you share the opportunity – use it as is or customize to share information about yourself.



Six Things You Can Do Today to Start Working Smarter

1. Establish your "business hours" and put them on your calendar, then stick to them. Carve out phone time and prioritize your calls. Keep your calls friendly but efficient.

Take advantage of the business tools the Company offers to help simplify your time and your business. Sign up for a Personal Web Site With Shopping if you don't already have one. Enroll your customers in the Preferred Customer Program – there's no easier way to get *The Look* into your customers' hands. Log onto myCustomers® to help make customer service and customer contacts easy.

2. Check out the CDs available through the LearnMK® Media Source on the Mary Kay InTouch® Web site. You'll find inspiration on topics like these, and they are perfect to listen to on a commute, during your exercise sessions or while you're working around the house.

3. Make it your goal to keep at least 10 classes on your calendar at all times. Spend 15 minutes this evening making the necessary phone calls to make that happen.

4. Know your products. Call your Independent Sales Director and let her know that you'd like to see the product knowledge segments of the *Pink Link*™ DVD she can order each quarter. You can also check out the "Product Knowledge" link under LearnMK® on the Mary Kay InTouch® Web site.

5. Set goals. If you want to succeed in your Mary Kay business, it's good to know your goals – in selling, team building, booking and more. To start, you could write them down, discuss them with your Sales Director and then do everything in your power to reach them. As Mary Kay always said, "You can do anything in this world that you want to do if you want to do it badly enough and you are willing to pay the price."

- 6.

Dimensions of

care

In a time when values can seem negotiable, a different kind of business philosophy is capturing attention. The human touch, that unique dimension of caring that defines the Golden Rule approach at Mary Kay, is changing lives in ways traditional businesses can't match. The young woman who shares her story here was unaware of that difference at first. Then one day she attended a gathering of Mary Kay sisters, and she caught the "values vision." From that moment, her life – and her life's work – were transformed.

She had a baby during her senior year in high school. Then life got really busy. The next year she found herself mothering her 1-year-old son, carrying a full college course load, holding down two part-time jobs, and managing the family while her husband, a military policeman in the National Guard, was assigned four hours away from home. For this determined young woman, the Mary Kay opportunity was just a stopgap way to bring in extra cash for child care.

"In the beginning, I didn't know anything about the Company's mission to enrich women's lives," admits **Independent Executive Senior Sales Director Stephanie Valure**, from the **Independent Senior National Sales Director Scarlett Walker** Area. "I only knew about the sales part, and that was all I needed, or wanted, at the time."

She may have been unaware of the Company's mission to enrich lives, but the



ing

drive to help others already was part of Stephanie's mind-set. Her mother, grandmother and great-grandmother were all nurses. When Stephanie followed in their footsteps and entered nursing school, she never dreamed she would wake up one day to another profession. "Mary Kay was appealing because I could work the business into my college schedule," she says. "I figured I could take samples to school and maybe do one skin care class each week until graduation."

Then, shortly after starting her Mary Kay business, Stephanie attended a retreat. She didn't really know why she was there. But she was about to discover more value in herself, and in the Company, than she ever thought possible.

"The whole first night I sat there starry-eyed and stunned, watching Scarlett; Scarlett's daughter, **Independent National Sales Director Kimberly Walker-Roop**; and **Independent National Sales Director Kelly McCarroll**. Such incredible women," remembers Stephanie. "That was the night Mary Kay truly came into my heart. That was when I realized that this business is about *so much more* than selling lipstick. I knew that night that I wanted to follow them, that I wanted to be an Independent National Sales Director. Now I'm working hard to make that happen, so I can lift up as many women as possible."

As she learned about the Mary Kay Ash Charitable Foundation and its goals, Stephanie's impression grew even more positive. "I feel so proud to represent a company that makes a difference in ending domestic violence and finding cures for cancers that affect women. A close family member experienced abuse, and my grandmother was a breast cancer survivor. What a difference

we can make working together to achieve the personal mission of Mary Kay Ash."

Stephanie's mother, **Independent Senior Sales Director Toni Hutchinson**, says seeing how her daughter has been touched by the Mary Kay influence has been a blessing in her own life. "We had a rocky relationship during Stephanie's teen years. She always had been smart and headstrong, but during high school she lost confidence and focus. Then she started her Mary Kay business, and I became her team member. We drove to our first Seminar and realized we never had been alone together at one time for that long. It was incredible. If nothing else ever came from my Mary Kay business, it was worth it just to spend that time with Stephanie."

Now the two, who both live in Houma, La., share their businesses and events, their hopes and dreams. "Mary Kay Ash changed our lives forever," says Stephanie. "I only wish I could have known her."

Although grateful for her Mary Kay mentors, Stephanie proudly credits Toni, too. "Mom always has been my inspiration," she says. "Her incredible work ethic had an enormous impact on my life and business. My father was disabled, and while he cooked and cleaned and helped us with our homework, she took care of us financially. Before I started my Mary Kay business, I was following in Mom's footsteps. Now she's following in mine!"

The Mary Kay experience has improved Stephanie's relationship with other members of her family, too. "My husband, Ross, and I have drawn closer to each other and to God, and we're spending more

time with our little boy, Brice. He's a Mary Kay kid through and through. I'm so proud of him!" she beams. "At just 3, he's already an encourager. Recently I overheard him say to our 1-year-old godchild, 'Great job! You're doing awesome!'"

A lifelong leader, Stephanie has discovered new meaning in that role. "I love working with the women in my unit. It's such a joy to help them discover their dreams, to be there as they overcome their fears, to watch them bloom into all God designed them to be." Hoping to pass on what she's learned from her Mary Kay mentors, she praises the Go-Give® spirit of **Independent Future Executive Senior Sales Director Staci Venable**. "Staci is a 'Gen Y' gal like me! She's helped me every step of the way, and now we're best friends. It's such a privilege to form relationships with women of integrity."

Despite her early success, the young woman with the big dreams never loses sight of the greatest gift of all. "The biggest reward so far has been all the things this business has done for my family," she shares. "I love helping Ross get through college, and I love 'being there' for Brice, all at the same time." Stephanie pauses for a moment, then continues softly. "I always wanted a big family, but I thought I'd have to work and leave my children at day care. When I

discovered you can have it all, you can make a difference in women's lives, and you can be part of something with a unique purpose, I could hardly believe it. I *still* can hardly believe it. *Thank you, Mary Kay.*"

All in Good Time

Stephanie's mom, Toni, admits she resisted the whole idea of "doing Mary Kay." "I told Stephanie to stop making me go to all those doggone meetings!" she laughs. Eventually the message "caught," and when she had seen Stephanie consistently bringing in impressive commission checks and earning the use of two cars, while being essentially a stay-at-home mom, Toni started team building in earnest. "Within two months I saw how easily the products sold themselves, and I had received a really substantial commission check," she says. "And I was still working my business only part time. With Stephanie's leadership and encouragement, I earned the use of my first car within three months, became an Independent Sales Director in five months, and resigned from nursing only eight months after signing my Independent Beauty Consultant Agreement!"

"Before you ever receive the wonderful treasures of a happy life, you must first give."
— Mary Kay

Heart and Heritage

Mary Kay's surprise was a feast for her eyes

It would have been about 1970, and members of the still-novel Mary Kay independent sales force were hard at work building businesses that would reward many of them for decades to come. Always seeking tasteful ways to recognize and motivate, Mary Kay had been presenting consistent performers with golden water goblets for several years. When she heard that accumulating stemware was posing storage issues, she asked a china manufacturer in Los Angeles to create a unique pattern to go with the goblets.



**Independent Executive
National Sales Director
Emeritus Carolyn Ward**

was one of Mary Kay's top performers. She recalls how special that china was – and

something more.

"I had 16 goblets and was looking forward to collecting a coordinating pattern that was ours alone. I was thrilled when I finally saw it!" reminisces Carolyn.

"Mary Kay personally chose the colors and approved the design. It looked like fine Lennox china, with a pale cream background, the palest of pink flowers and a thin gold band of trim with a laurel leaf running through it. Each piece was stamped on the back with 'Mary Kay Cosmetics China – 24 karat gold.' I proudly earned five complete sets."

And then the earthquake happened. Overnight, the company, the factory and the inspiring pieces it produced were gone.

Undaunted, Mary Kay contracted with another firm for another pattern – this one white, pink and gold. Carolyn collected a finished set but didn't feel the same way as she had about the initial pattern. One day she was chatting with Mary Kay and told her she was heartbroken that she never completed eight place settings in "her" pattern. "Do you know anyone with a partial set who's willing to sell?" she asked. "I'll check for you, honey," promised Mary Kay.

Months passed and Mary Kay went to New Orleans, where Carolyn lived at the

time, to conduct a workshop. Carolyn met her at the airport, spotted her luggage and thought they were ready to leave. "No, I'm waiting on a box," Mary Kay said slyly, and smiled at her. A few minutes later a large, plain box did appear. "Open it," prompted Mary Kay. Mystified, Carolyn tore open the top, looked inside and jumped back. She laughs as she recalls the moment. "I literally shrieked!" she exclaims. "There inside were my three missing sets, taken from Mary Kay's own collection of the same pattern! She hadn't found anyone willing to sell, so she was giving me everything I needed to complete a service for eight, except for one missing salad plate."

As awestruck as she was, Carolyn told Mary Kay she couldn't accept her gift. "It's your own china," she insisted. She's never forgotten Mary Kay's reply. "'Honey, I want you to have this set more than I want to keep it,' and that was the heart of Mary Kay," says Carolyn. A few years later they went to Hong Kong, and Carolyn told Mary Kay she wanted a pink linen tablecloth and napkins to showcase her treasured china. The two shopped together until they finally found the perfect pieces.

All these years down the road, Carolyn is still touched to tears by Mary Kay's generous spirit, remembering how her mentor and friend did so much for so many. Is there anything she would like to add? "Just one thing," she says hopefully, and laughs again. "Does anyone have one of those salad plates?"

Your product update

- Watch for exciting changes to our current TimeWise® Day Solution With Sunscreen SPF 15 and Night Solution on the March 16 Consultant order form! In the meantime, you can log on to the Mary Kay InTouch® Web site, go to "LearnMK" and select "Product Knowledge" to get a jump-start on all the scoop!
- Your customers will love the chic new pattern on the merchandising bags, which happens to coordinate with the fabulous floral pattern of this year's hostess gifts. When your customers receive their products in a bag that coordinates with the gifts they'll enjoy for hosting a party, their impression will be that much more positive! Watch for the new pattern later this spring!

Bubble-Lite Bag price increase

It's easy to forget just how value-packed our bubble-lite padded shipping envelopes are, until we remember we haven't had a price increase since 1995! Beginning with the March 16 Consultant order form, the price of small and large Bubble-Lite Bags increases by 50 cents for both sizes. And the best part? Even with the change, the bags you buy through Mary Kay will cost about 30 percent less than comparable packs of 10 bags at retail office supply stores. Now that's packing in the value!

No Freight Increase This Year!

As you know, each year the Company evaluates costs to ensure you receive the best possible shipping value. The great news for 2006 is that even with a historic hurricane season that has resulted in unprecedented spikes in fuel prices and many other expenses, there will be *no* increase to freight charges in 2006. We've successfully negotiated with United Parcel Service (UPS) to maintain the 2005 shipping and handling charges for one more year. (Of course, each year stands on its own and presents its own cost structure and considerations.)

That means charges for mainland U.S. orders will remain at \$8.35, and for destinations outside of the continental United States – specifically Alaska, Hawaii, Guam, Puerto Rico, the Dominican Republic and the U.S. Virgin Islands – freight charges will remain at the current rate of \$30.

Get Your New Order Form Sooner!

Effective with the March 16 Consultant order form, all requests for Consultant order forms in outgoing orders will be filled with the new promotion order form beginning on the 10th of the new promotion month.

Ready, Set, Sell! Bonus Values

Have your new team members boosted their businesses with a *Ready! Set! Sell!* New Consultant Product Bonus? These are the suggested retail values of the bonuses available from Feb. 16 through June 15, 2006. Refer to the *Ready! Set! Sell! Inventory Options for New Consultants* brochure for full details. Remember, sales tax is required on the suggested retail value of the bonus. Qualify for the signature look gift? Please add the \$110.50 suggested retail value to the bonus value. Include the total bonus value in the amount subject to sales tax on the Consultant order form.

INITIAL WHOLESALE SECTION 1 ORDER:	NEW CONSULTANT PRODUCT BONUS SUGGESTED RETAIL VALUE:
\$3,600	\$603.50
\$3,000	\$517.50
\$2,400	\$401.50
\$1,800	\$328.50
\$1,200	\$225.50
\$600	\$114.00

Notes About

It's time to make the most of your Mary Kay business! The latest Sales Force *Power Hour*® CD, available on the March 16 Consultant order form, will help you see your success more clearly with scintillating segments on "thinking like a retailer," power selling with ease, ways to build your sales and your team, new Independent Beauty Consultant materials and much more – all for just \$1. Join our exciting hosts and guests for all the info your head can hold!

Working Smarter

Tools for Greater Efficiency

WORK SMARTER, NOT HARDER – ONLINE!

You're going to love this hot addition to our suite of Web tools! A new section in Online Ordering features "Custom Reusable Orders" to streamline your online ordering process. Discover the ease of creating an order "template" or sample order and the time you'll save when you don't have to rekey an entire order at the end of the month! You can create a new Custom Reusable Order from a new cosmetics order. To edit in the future, simply add or delete products. You also can save a sample order as a Custom Reusable Order, and your Independent Sales Director can share her recommended product orders with her unit members. You can even use this feature to assign an order to your Sales Director for her to review and submit on your behalf. This saves both of you time and effort. And time is money! What's not to love?

RECOGNITION **Congratulations to the winners for November 2005.**

On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1 through Nov. 30, 2005. (This includes NSD commissions earned on all foreign countries through October.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

SAPPHIRE



Gayle Gaston

EMERALD



Anne Newbury

PEARL



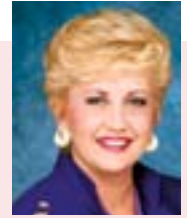
Jan Harris

DIAMOND



Barbara Sunden

RUBY



Pat Fortenberry

On-Target for Diamond/Inner Circle

On-Target for \$1,000,000

Anne Newbury \$425,238.70

On-Target for \$750,000

Pat Fortenberry \$336,133.54
Barbara Sunden 331,154.30
Gayle Gaston 313,785.72

On-Target for \$500,000

Christine Peterson \$291,365.29
Carol Anton 253,460.14
Karen Piro 216,853.06
Jan Harris 215,116.41
Kathy Helou 210,742.22
Marilyn Welle-Villella 210,240.25

On-Target for \$300,000

Lisa Madson \$207,274.41

Rena Tarbet 194,318.80
Nan Stroud 193,387.15
Mollye Morrow 185,909.11
Karlee Isenhardt 185,510.25
Joanne Holman 180,951.40
Gloria Mayfield Banks 179,718.28
Stacy James 170,469.34
Pat Danforth 164,051.96
Cheryl Warfield 157,930.68
Ronda Burnside 156,630.62
Linda McBroom 150,894.28
Nydia Payan 149,864.51
Sue Kirkpatrick 147,260.74
Sherry Giancristoforo 145,142.36
Holly Zick 143,042.31
Lupita Ceballos 140,198.02
Johnette Shealy 139,140.57
Julianne Nagle 138,518.66
Rosa Enriquez 137,503.54

Cindy Williams 131,420.71
Pamela Waldrop Shaw 129,799.69
Debi Moore 126,262.55
Joan Chadbourne 125,315.03
Jackie Swank 125,154.29

On-Target for Diamond Circle

On-Target for \$250,000

Helene Reiners \$124,240.46
Pam Gruber 123,358.64
Kathy Z. Rasmussen 123,039.19
Rosa Jackson 122,157.19
Doris Janne 121,831.86
Asenath Brock 119,350.56
Mary Diem 118,893.30
Anita Mallory Garrett-Roe 118,774.34
Judie McCoy 118,659.75
Linda Toupin 117,479.07
Gloria Castaño 116,964.11

SuzAnne Brothers 116,116.46
Diane Underwood 115,975.28
Darlene Berggren 115,786.79
Wanda Dalby 115,693.31
Shirley Oppenheimer 114,942.67
Donna Floberg 114,037.76
Nancy Perry-Miles 113,471.29
Jana Cox 111,674.33
Sonya LaVay 111,211.73
Jeanne Rowland 106,246.79

On-Target for \$200,000

Kerry Buskirk \$103,410.72
Ronnie D'Esposito Klein 103,358.12
Rita Potter 99,875.79
Martha Langford 99,492.66
Kay Elvrum 95,901.04
Tammy Cray 93,420.95
Elizabeth Fitzpatrick 93,419.53

Nancy Bonner 91,128.15
Patricia Rodriguez-Turker 89,779.24
Jo Anne Cunningham 89,395.11
Maureen Ledda 89,160.87
Martie Sibert 88,563.19
Mary Cane 87,614.48
Judy Newton 87,337.87
Anita Tripp Brewton 86,775.71
Shannon Andrews 86,407.78
Margaret Winner 86,325.16
Joyce Z. Grady 85,825.68
Valerie Bagnol 85,471.86
Dawn Dunn 85,026.86
Scarlett Walker 84,869.15
Pam Ross 84,712.69
Jamie Cruse-Vrinios 84,530.24
Pamela Fortenberry-Slate 84,219.42
Lily Orellana 83,466.78

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

SAPPHIRE

Gayle Gaston \$71,669**
Christine Peterson** 65,563
Rena Tarbet* 45,177
Jana Cox* 41,642
Joanne Holman* 41,337
Lupita Ceballos 36,949
Helene Reiners* 35,446
Asenath G. Brock* 33,461
Valerie J. Bagnol* 31,512
Anita Mallory Garrett-Roe* 30,740
Shannon C. Andrews 29,505
Donna Floberg* 29,232
Judie McCoy* 29,146
Rosa Enriquez* 29,101
Sonya LaVay* 25,560
Mary L. Cane 22,472
Martha Langford* 21,923
Jo Anne Barnes 20,119
Alia L. Head 19,268
Martie Sibert* 18,508
Ann Robinette 17,447
LaQueta McCollum 17,393
Sharon L. Buck 17,168
Nancy A. Moser 17,031
Gloria Baez 16,742
Jeanne Curtis 16,310
Sherril L. Steinman 16,211
Karen Kratochvil 14,501
Jan L. Thetford 14,359
Vernella Benjamin 14,095
Carol L. Stoops 13,653
Karen B. Ford 13,618
Davanne D. Moul 13,115
Mattie Dozier 12,985
Gillian H. Ortega 11,352
Kendra Crist Cross 11,005
Jo Ann Blackmon 9,023
Jill Moore 8,833
Ann Brown 7,871

EMERALD

Anne Newbury \$80,594**
Gloria H. Mayfield Banks** 47,793
Kathy S. Helou* 46,853
Mollye Morrow** 42,870
Marilyn Welle-Villella** 39,675
Pat Danforth* 38,257
Dacia Wiegandt 34,515
Ronda Burnside* 33,873
Debi R. Moore* 31,872
Nydia Payan* 30,818
Sherry Giancristoforo* 29,644
Doris Janne* 26,513
Kay E. Elvrum 26,098
Joanne R. Bertalan* 25,479
Pamela Tull 24,894
Lily Orellana 23,168
Kerry Buskirk* 21,739
Janet Tade* 21,048
Cindy Fox 20,831
Jamie Cruse-Vrinios 18,310
Cathy Bill-Malpica* 17,818
Cathy Phillips 17,501
Consuelo R. Prieto 17,449
Jackie LaPrade 17,198
Mona Butters 17,043
Judy A. Rohde 16,869
Sherry A. Alexander 16,630
Shelly Gladstein 15,815
Miriam Gomez-Rivas 14,294
Kym A. Walker* 13,393
Irene A. Shea 12,236
Jo Reynal 11,912
Sonya Gregian 11,705
Regina Hoque 11,639
Crisette M. Ellis 11,121
Dawn Otten-Sweeney 10,874
Joyce Schult 10,598
Joanne Hollingsworth 10,442
Esther Whiteleather 10,072
Francie McBeth 9,710
Sabrina Goodwin Monday 9,089
Nora L. Shariff* 8,424
Carmen Rios 8,178
Natalie Privette-Jones 7,041
Pamela Cheek 6,546
Phyllis R. Sammons 6,177

PEARL

Jan Harris \$51,107**
Cindy A. Williams 38,779
Nan Stroud** 37,748
Cheryl Warfield* 36,900
Stacy L. James* 36,307
Pamela Waldrop Shaw 34,018
Diane Underwood 28,085
Darlene Berggren 26,846
Nancy Perry-Miles* 26,134
Joan B. Chadbourne* 25,836
Ruth Theodocion 21,988
Maureen S. Ledda* 21,602
Rita Potter 21,542
Anita Tripp Brewton 21,381
Nancy Bonner* 20,631
Elizabeth Fitzpatrick* 19,797
Rosa Jackson** 19,705
Lise T. Clark* 19,081
Wilda DeKerlegand* 18,516
Julie Krebsbach 17,621
Sandy Miller 16,373
Sylvia Kalicak 15,339
Robin Rowland 15,154
Bett Vernon 15,019
Pat Campbell 14,836
Shirley M. Oshiro 14,275
Lyndia Jackson* 14,052
Linda Kirkbride 13,950
Monique D. Todd 13,902
Kathy C. Goff-Brummett 13,343
Barbara Faber 13,230
Maureen Myers 13,110
Wadene Claxton-Prince 12,932
Anabell Rocha-Pedraza 12,721
Beatrice Powell 11,853
Gilda McGuire 11,746
Gloriann Koester 9,962
Kathy Jones 9,334
Linnie Woods-Stewart 9,070
Deb Pike 8,961
Mary Pat Raynor 8,409
Connie Phillips 7,701
Sonja Hunter Mason 7,362
Bettye M. Bridges 4,569

DIAMOND

Barbara Sunden \$64,045**
Lisa Madson 53,619
Karen Piro** 46,191
Pam Gruber* 37,096
Julianne Nagle* 31,758
Holly Zick** 29,526
SuzAnne Brothers* 28,064
Diane Underwood 28,044
Linda C. Toupin 27,961
Gloria Castaño** 27,577
Mary Diem* 27,256
Dawn A. Dunn 24,197
Patricia Rodriguez-Turker* 23,372
Joyce Z. Grady 23,368
Kathy Z. Rasmussen** 23,019
Tammy Cray 22,647
Jo Anne Cunningham 21,182
Judy Newton 20,635
Sharon Kingrey 19,589
Sandy Valerio 19,118
Sharon Z. Stempson* 17,636
Diana Heble 15,393
Sonia Paez 14,454
Linda O. Scott 12,742
Diana Sumpter 12,619
Connie A. Kittson 12,059
Kay Z. Hall 11,570
Jo McKean 11,070
Betty Gilpatrick 10,477
Isabel Venegas 9,913
Jan Mazzioti 9,843
Naomi Ruth Easley 9,587
Charlotte G. Kosena 9,180
Carol Lawler 8,472
Andrea C. Newman 7,795

RUBY

Pat Fortenberry \$82,890**
Carol Anton* 51,892
Karlee Isenhardt** 51,084
Sue Kirkpatrick* 41,843
Linda McBroom* 32,998
Johnette Shealy* 31,299
Ronnie D'Esposito Klein 26,080
Shirley Oppenheimer 25,980
Wanda Dalby** 23,451
Jeanne Rowland* 23,377
Scarlett Walker* 22,588
Eileen Dunlap 21,458
Margaret Winner* 20,808
Michelle L. Sudeth 20,196
Pam Ross* 20,030
Janis Z. Moon 19,529
Pamela A. Fortenberry-Slate* 18,757
Jean Santin* 17,675
Joan Watson 17,408
Vicky L. Fuselier 17,338
Ceryl J. Davidson 17,235
Judy Kawiecki 17,167
Rebecca Evans 16,945
Elizabeth Sapanero 16,746
Dianne Veldt* 16,386
Jessie Hughes Logan* 16,202
Kate DeBlander 15,745
Lynne G. Holliday 15,661
Kirk Beuregard Gillespie 15,405
Amy Dunlap 15,319
Bea Millislagle 15,280
Toni A. McElroy 15,200
Carol O. Robertson 14,471
Patricia Lane 14,389
Maria Aceto 14,350
Rhonda L. Fraczkowski 13,870
Nancy West Junkin* 12,885
Cindy Z. Leone 11,674
Cindy Towne 11,548
Nancy M. Ashley* 11,530
Cyndee Gress 11,090
Gay H. Super 11,009
Kelly McCarroll 11,002
Sue Z. McGray 10,969
Kimberly R. Walker-Roop 10,907
Sharilyn G. Phillips 10,560
Phyllis Chang 10,092
Katie Walley 9,135
Renee D. Hackleman 8,414
Margaret M. Bartsch 7,623

* 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 November 2005 estimated unit retail production.

SAPPHIRE

Paola B. Ramirez 114,611
Melya M. Slythe 96,090
Julie Weaver 80,258
Kristi M. Nielsen 79,894
Randi Stevens 75,454
Robin Blackmon-Dunda 74,614
Peggy B. Sacco 74,167
Joy L. Epps Breen 71,056
Tasha Bergman 69,019
Tracy Potter 68,352
Sherrian Beagle 66,939
Lady Ruth Brown 66,758
Eileen Fricke 66,302
Judy Pennington 66,256
Ann W. Sherman 65,921
Pam Kliczna 65,490
Marsha Morrisette 65,240
Sandra A. Zavoda 64,696
Tammy Romage 64,501
Janelle A. Ferrell 63,613
Kathy R. Bullard 62,542
Cheri L. Taylor 61,287
Linda Klein 60,356
Jill Beckstedt 59,595
Joanna Helton 59,539
Jami B. Hovey 59,382
Judy K. Johnson Englund 58,762
Julie Danskin 58,737
Linne Lane 57,658
Jennifer Bessey 56,119
Angie S. Day 55,445
JoAnna P. Shipe 54,656
Ana M. Barba 53,844
Shirley Stone 53,715
Linda L. Quillin 53,522
Moleda G. Dailey 52,772
Barbara D. McKneely 52,397
Frances Woodham 52,326
Julie J. Fox 52,223
Terry A. Hensley 52,199
Cheryl T. Anderson 52,174
Mary G. Gronholz 51,725
Norma Hood 51,570
Elizabeth McCandless 51,431
Rita E. Siqueiros-Avila 51,398
Lynn Baer Roberts 51,219
Angelee R. Murray 50,588
Leann Elaine Zondag 50,569
Therese E. Simon 50,198
Julie Neal 50,076
Julie M. Moreland 49,800
Jeannie Helm 49,391
Lorraine B. Newton 49,307
Bonnie Crumrin 48,901
Jodi L. Feller 48,751
Sylvia Boggs 48,750
Marilynne H. Rowland 48,557
Margaret Neill 48,194
Holly V. Crumley 47,715
Bea Heath 47,656
Kim Williams 47,528
Lynnette R. Bickley 47,507
Lorraine S. Kigar 46,960
Jenny R. DeMell 46,401
Agnes Stewart 45,918
Marti Louise Andersen 45,216
Ruby Garner 45,201
Brynn M. Blalock 45,200
Julia Mundy 44,799
Barbara Olesen Randall 44,367
Pam Garner Moore 43,971
Stacey Lynn Billiter 43,923
Shirley Jenkins 43,877
Kit W. Dupree 43,850
Andrea I. Zajac 43,833
Nannette G. Short 43,714
Ann Ferrell Smith 43,507
Elizabeth A. Poole 43,061
Sharee Munger 42,970
Betty H. Schuler 42,847
Janet S. Chapman 42,835
Mary C. Bernhardt 42,748
Kathleen Bonadie 42,688
Debbie A. Weld 42,152
Jennifer G. Bouse 42,090
Ellen Ezekiel Farquharson 41,899
Diana E. Fraustro 41,652
Jim Cundiff 41,414
Gayle J. Green 41,287
Marjorie S. Haun 41,009
Roxanne McInroe 40,561
Sara Bennett-Moore 40,499

Brenda L. Curry 40,445
Cindy Harness 39,835
Jennifer L. Semelsberger 39,527
Phyllis I. Pinski 39,486
Debra M. Wehrer 39,476
Maribel Barajas 39,363
Barbara Bushell 39,275
Theresa Kusak-Smith 39,225

EMERALD

Elaine Oatmeyer \$104,902
Auri Hatheway 88,008
Tanya Olivia King 80,326
Candice M. Johnson 78,210
Rosemary Mitchell 77,978
Kathy P. Oliveira 74,824
Hollie R. Sherrick 74,330
Vicki Powell 73,376
Denise G. Kucharski 70,598
Nancy Ashton 69,922
Zenelia Wheeler 68,437
Linda Bradley 66,069
Ann Shears 65,923
Caterina M. Harris 65,693
Maricarmen Gonzalez 63,271
Antonia Miranda 61,317
Lori M. Langan 60,688
Brenda D. Elliott 60,656
Sherry L. Crews 60,620
Kathy Rodgers-Smith 60,451
Kimberly R. Parker 59,602
Luz Fernandez 58,241
Marcia Neyra 57,278
Haydee Guzman 57,259
Heather A. Carlson 55,788
Silvia Ramos 54,767
Traci L. Smith 54,469
Mary Strauss 54,368
Susan Hattlem Weeks 54,080
Toya M. Drew 53,922
Hope S. Pratt 53,169
Mary Brandenburgh 53,166
Nancy A. Coleman 53,064
Carolyn Thompson 52,671
Candy Jackson 51,856
Paula Vander Vorste 51,822
Pamela J. Borghesani 51,721
Kimberly Dawn Reed 51,669
Pam Robbins 51,448
Barbara Gizzo 51,263
Rose Campbell 51,179
Valerie Cashin 51,030
Maureen Yantzer 50,402
Julie A. Griffin 50,277
Dana G. Berry 50,221
Lynn F. Huckels 50,056
Nancy Graham 49,835
Nancy Harder 49,811
Peggy E. Sargenti 49,739
Annette D. Oxley 49,455
Sheri L. Farrar-Meyer 49,075
Catherine Virginia Slezak 48,893
Lois R. Humbert 48,543
Andrea Steinmetz 48,354
Denise M. Sowder 48,334
Nancy A. Berlin 47,827
Valerie Yokie 47,650
Karen E. Riddle 47,468
Kim E. Manire 47,023
Elaine Jegi 46,975
Yolanda Maria Leon 46,620
Peggy Sperling 46,475
Debbie L. Bower 46,450
Karen A. Jorgenson 46,356
Sue Uibel 46,150
Shari Schlappan 46,079
Michele Martella Armes 45,902
Sheri L. Henderson 45,829
Brendaliz Cajigas 45,530
Aida Ramallo DeScribano 45,511
Nancy J. Romshek 45,373
Marianne L. Anderson 45,159
Judy Harmon 45,116
Julie B. Potts 45,061
Barbara Pleet 45,016
Blanca E. Arroyo 44,928
Elaine K. Williams 44,842
Kathy Kazzi 44,807
Kameli Fredericks 44,693
Danyelle A. Jervy 44,688
Vicki Hunter 44,661
Stephanie Ann Sims 44,465
Yvonne S. Lemmon 44,410

Anne Louise Goodman 43,958
Trish Reuser 43,904
Stacy D. Foust 43,902
Joyce Trafford 43,855
Nikki Knott 43,795
Heather Shea Catts 43,771
Carol Taylor 43,671
Caren C. Fields 43,436
Patricia Schneider 43,405
Cheryl L. Honesty 43,373
Mariza Lanuza 43,095
Dana M. Chamberlin 42,869
Karen Pappas 42,753
Gale H. Slater 42,650
Barbara Whitaker 42,535
Amanda Blair Stokes 42,481
Rosalinda Zrinsky 42,452

PEARL

Allison Lee LaMarr \$122,423
Kim L. McClure 114,539
Patty Webster 90,387
Victoria Rachel Piccirilli 86,779
Holly L. Ennis 84,974
Amie N. Gamboian 83,014
Jeanie Martin 82,902
Tracey L. Chavez 82,813
Lisa Allison 81,248
Tanya M. Vavala 81,044
Cindy Machado 80,492
Buffy L. Kamery 72,089
Leah G. Nelson 71,142
Rita Schaefer 70,458
Maureen Shipp 67,723
Janice Baxter Hull 67,180
Alma Orrosteria 64,616
Patricia Fitzgerald 62,035
Cathy E. Littlejohn 61,406
Marla Bolling 61,381
Jenny Spain 61,138
Renee Conn 60,996
Dorothy D. Boyd 60,491
Laurie C. Cole 60,395
Betsy C. Richard 58,932
Ella M. Chick-Power 58,569
Kathryn L. Engstrom 58,169
Halina Rygiel 55,321
Debbie A. Thomas 54,990
Michelle Annesse-Bleichert 54,674
Hollie Thompson Lowe 54,091
Betty B. Lucido 54,031
Vashti Day 53,964
Denise E. Crosby 53,798
Harriett Sharpe 53,432
Sandra M. Munguia 53,238
Angel B. Toler 53,227
Linda H. Rowsey 53,225
Amie J. Bennett 53,097
Krista Lynnette Shepard 51,796
Ginger J. Benedict 51,342
Laura Poling 51,284
Pat Ringnalda 51,063
Lisa Olivares 50,941
Jill Derrell 50,173
Susan Moore 49,610
Anita N. Conley 49,458
Joyce A. Bruggeman 48,818
Nancy J. Grojean-King 48,741
Barbara Stimach 48,366
Tammy D. Glunz 48,219
Kathy Eckhardt 48,040
Candy Connert Bamberger 47,564
Shari M. Kirschner 47,447
Debbie P. Grant 47,189
Tamarie M. Bradford 46,788
Sherry S. Hanes 46,711
Constance Nugent Miller 46,518
Collette Parker 46,325
Susan T. West 46,163
Patti Cornell 46,071
Kyla Jean Dodson 46,059
Kathleen Deal 45,515
Shelly Lynn Huseby 45,131
Judi Tapella 44,454
Diane A. Andrews 44,176
Sharon S. Levan 43,915
Nadine Bowers 43,892
Cindy Keske 43,733
R. Sue Miller 43,722
Irene K. Foster 43,664
Jane Studrawa 43,624
Crystal M. Trudell 43,598
Elizabeth Bih Fri Muna 43,265

April Dionne Thomas 43,237
Lori L. Kreh 43,161
Roya M. Mattis 43,119
Lucia Fernandez 42,940
Amy Kirtrell 42,914
Sue Ann Hill 42,882
Joyce Recenello 42,687
Joyce Bruder 42,608
Sherry Kostner 42,590
Julie Sander Burnett 42,541
Jeanie K. Navkal 42,410
Sandra M. Lee 42,203
Mary S. Campbell 41,922
Sherry L. Fields 41,828
Heather Marie Erbe 41,807
Sherry Lojewski 41,725
Delores A. Millsaps 41,400
Tracy Foltz 41,305
Doreen J. Pavinski 41,252
Darlene Bryan 41,108
Susan K. Janish 40,950
Maria Claxton-Dickerson 40,726
Peggy A. Rooney 40,639
Sherry L. Belisle 40,539
Diane M. Terwilliger 40,443
Nicole J. Canamare 40,425

DIAMOND

Vivian Diaz \$115,645
Lesley A. Coppock 93,211
Andrea Costley-Shields 89,773
Pat A. Nuzzi 89,451
Kim I. Cowdell 87,090
Evelita Valdez-Cruz 85,718
Randy Patterson 83,879
Karen L. Kunzler 77,520
LaRonda L. Daigle 76,218
Sharon B. Carney-Wright 68,820
Jeanette E. Beichle 67,261
Kari Griffin 66,426
Kelly Willer-Johnson 66,354
Pat Joos 65,752
Eileen M. Huffman 65,727
Donna J. Saguto 65,180
Deanna L. Spillman 65,079
Marianne Rossen 64,414
Evelinda Diaz 63,359
Ada Y. Garcia-Herrera 62,254
Audrey K. MacDowall 61,932
Melinda M. Balling 61,474
Joy Higgins 61,431
Linda C. Weniger 56,974
Mariann Biase Mason 56,774
Barbara J. Fishman 56,466
Connie L. Russo 56,421
Nita Kathyeen Heid 56,304
Susan K. Carlson 55,198
Joyce M. Conant 55,099
Lara F. McKeever 54,603
Shelly Palen 54,359
Donna K. Smith 54,241
Mary P. Creech 53,869
Lisa Rada 53,724
Lisa Hackbarth 53,722
Deborah Dudas 53,719
LaChelle M. Seleski 53,375
Ana X. Solis 52,116
Gina Rodriguez 51,966
Kim A. Messmer 51,469
Melissa R. Hennings 51,309
Barbara H. Peterson 50,808
Nancy Fox Castro 50,740
Melody P. Lemon 50,511
Tania Alcala 50,018
Ann M. Jones 49,887
Betty McKendry 49,784
Kathy M. Viola 49,771
Patti Flaherty 48,875
Candy L. Kelly 48,610
Vicki O'Bannon 48,410
Gerri Anne Morris 48,049
Debbi Banker 47,632
Lisa A. Stengel 47,535
Allison M. Nielsen 47,436
Joanne Fraraccio 47,222
Lisa Bonadonna Madden 47,188
Maria I. Monarrez 47,157
Heather M. Julson 46,876
Terri J. Beckstead 46,825
Robin S. Lantz 46,777
Brenda L. Tholin 46,461
Araceli Ponce 46,280
Brenda K. Howell 45,948

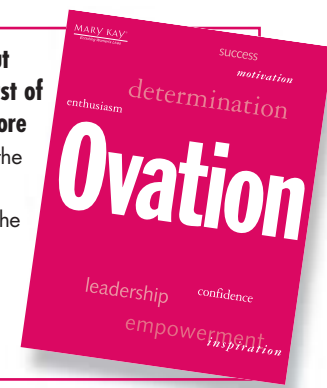
Lady Carol Campbell 45,833
Joyce A. Adkins 45,825
Rosa C. Fernandez 45,729
Theresa J. Popham 45,488
Lynnea E. Tate 45,485
Chris Krabbe-Landaker 45,167
Stephanie A. Richter 45,147
Mary Jacobson 45,018
Barbara Thompson 44,964
Rubiea Palacio 44,873
Elaine M. Veerman 44,702
Trudy J. Poor 44,368
Norma Lee Shaver 44,324
Denise Goodwin-Nygard 43,811
Marge Heard 43,703
Christine D. Holmgren 43,004
Maria Teresa Lozada 42,873
Virginia Rowell 42,804
Jan K. Siesky 42,762
Tammie M. Hanson 42,587
Rose Rodriguez 42,531
Rhonda Hashman 42,446
Diana Shroll 42,341
Cherie L. Smith 42,238
Audrey J. Doller 42,117
Priscilla McPheeters 42,002
Jan L. Filkins 41,875
Linda R. Walker 41,826
Robbie L. Brannon 41,796
Sharon Rath 41,758
Lila DeWeber 41,476
Joye Z. Stephens 41,456
Morayma Rosas 41,386
Cindy S. Kriner 41,309
Connie J. Lamp 41,291

RUBY

Lisa Anne Harmon \$87,783
Ekene S. Okafor 77,578
Roli Akperi 74,517
Terri A. Oppenheimer-Schafer 72,170
Debbie A. Elbrecht 70,309
Donna B. Meixsell 69,534
Colleen Robustelli 69,230
Kathleen C. Savorgnan 69,092
Deborah K. Hack 68,574
Jeanette M. Thompson 68,104
Lori Flowers Burrell 67,624
Kali DeBlander Brigham 64,580
Judie Roman 63,746
Candy D. Lewis 61,303
Marnie R. Yungler 60,533
Kathy Monahan 60,218
Vicki Jo Auth 59,728
Krystal D. Downey 59,374
Margi S. Eno 57,200
Christy M. Cox 56,865
Connie A. Brinker 56,516
Gina Beekley 56,464
Jennifer Williams 54,838
Suzanne Moeller 54,799
Gena Rae Gass 54,471
Jennifer Farley 54,454
Elizabeth Medernach 53,874
Barbara L. Harrison 53,705
Dawn Stanford 53,666
Janet M. Gammill 53,498
Deborah J. O'Leary 52,876
Diane Covington 52,672
Julie Smith 52,399

Maria Salazar Ibarra 51,684
Michelle R. Laramore 50,951
Mary Sharon Howell 50,851
Natalie K. McNeill 50,835
Gloria Dominguez 50,669
Maureen A. Cohn 50,545
Elena D. Lepley 50,277
Suzanne P. Eaton 50,073
Corrin Cresci 49,778
Beth E. Morales 49,330
Regina M. Busca 49,041
Debra J. Sims 48,821
Brenda Fenner 47,921
Jill E. Garrett 47,798
Patti Maxwell 47,607
Alanna E. Schmidt 47,453
Sonya U. Riske 47,265
Gaynell L. Kennedy 47,156
Linda Leonard Thompson 46,945
Debra Layne Lewing 46,896
Phuong L. White 46,780
Kimberly Cavarretta 46,665
Alexa Tarby 46,558
Sherrie L. Clemons 46,551
Brittany Mitchell 46,434
Lynne M. Telger 46,351
Laura A. McLaughlin 45,768
Jacqueline N. Alford 45,725
Amber L. Faulk 45,497
Tiffney S. Maxwell 45,459
Mary Lou Ardohain 45,378
Gale Elliott 45,367
Laura L. Morgan 44,902
Teri A. Nichols 44,650
Alanna Marie Chauvin 43,754
Cathleen Walter 43,701
Heather Anne Doughty 43,477
Sandra Braun 43,391
Jude-Ann B. Gargiula 43,134
Gina Renea Ross 42,701
Denise Nelson Parnely 42,669
Barbara Cook 42,541
Helen Annato 42,502
Donna Clark 42,451
Linda C. Martinez 42,338
Maryann Clark-Durell 42,245
Delinda Larson 42,177
Natalie A. Rivas 42,152
Eleanor M. Reigel 42,041
Stacey Hoover 41,996
Maurie Traylor 41,706
Tongbai Mason 41,702
Judy Lund 41,475
Belva Fritz 41,275
Cindi Anderson 41,211
Jami Lynn Jablonski 41,110
Maggie G. Shake 40,998
Olufunke Monisola Akinokun 40,826
Karen E. Gardner 40,803
Eusebia Bonilla Flete 40,728
Sylvia Limon Martinez 40,459
Kellie Anderson 40,416
Anna M. Sempeles 40,272
Jan Martino 40,209
Janet S. Pavey 39,976
Staci Lynn Venable 39,969
Peggy Dousay-Stollsteimer 39,967

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Web site. Click on the
"Applause® online"
link. Then click on
the "Ovation®
online" link.



Commission Circle

Listed below are the Independent Sales Directors who earned the top 100 commissions and bonuses in November 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.

SAPPHIRE

Paola B. Ramirez \$13,503.98
Julie Weaver 13,445.49
Joy L. Epps Breen 13,433.93
Melva M. Slythe 13,309.43
Robin Blackmon-Dunda 12,929.50
Lady Ruth Brown 12,683.84
Pam Klickna 12,518.21
Randi Stevens 12,325.21
Marsha Morrisette 11,972.04
Maribel Barajas 11,431.92
Kristi M. Nielsen 11,260.00
Peggy B. Sacco 11,032.50
Jennifer Bessey 10,928.16
Ana M. Barba 10,855.55
Tracy Potter 10,871.77
Ann W. Sherman 10,807.00
Pam I. Higgs 10,770.98
Julie Danskin 10,739.34
Julia Mundy 10,726.00
Tammy Romage 10,697.41
Kathy R. Bullard 10,356.60
Ruby Garner 10,201.96
JoAnna P. Shippe 10,111.31
Sandra A. Zavoda 10,029.80
Jill Beckstedt 9,985.56
Linda Klein 9,614.50
Sherrian Beagle 9,610.17
Angie S. Day 9,567.76
Joanna Helton 9,514.36
Lorraine B. Newton 9,509.13
Cheri L. Taylor 9,461.79
Elizabeth McCandless 9,201.29
Ellen Ezekiel Farquharson 9,111.16
Eileen Fricke 9,039.42
Linne' Lane 8,869.86
Rosario Dagenais 8,846.24
Julie Neal 8,831.29
Gladis Elizabeth Camargo 8,824.31
Tasha Bergman 8,765.49
Janelle A. Ferrell 8,763.91
Lynn Baer Roberts 8,755.85
Natalie Reed 8,745.24
Sylvia Boggs 8,730.03
Dolores Keller-Wills 8,721.43
Shirley Stone 8,651.47
Norma Hood 8,591.85
Judy Pennington 8,546.03
Debra M. Wehrer 8,485.80
Julie J. Fox 8,479.87
Judy K. Johnson Englund 8,432.87
Phyllis I. Pinsker 8,300.26
Jami B. Hovey 8,262.17
Bea Heath 8,241.41
Ann Ferrell Smith 8,102.29
Trudy Miller 8,051.12
Moleda G. Dailey 8,024.31
Delmy Ana Torrejon 7,960.63
Roxanne McInroe 7,934.03
Frances Woodham 7,843.29
Jeannie Helm 7,819.04
Cheryl T. Anderson 7,800.95
Barbara D. McKneely 7,753.63
Carol Lee Johnson 7,674.57
Therese E. Simon 7,672.59
Patie L. Huffman 7,671.78
Mary Burnett 7,620.37
Agnes Stewart 7,561.55
Rita E. Siqueiros-Avila 7,516.82
Nannette G. Short 7,486.50
Mary G. Gronholz 7,483.75
Maria Aguirre 7,459.37
Candy I. Johnston 7,451.35
Julie M. Moreland 7,423.80
Kim Williams 7,401.58
Mirna Mejia 7,348.34
Janet S. Chapman 7,326.05
Debra J. Witmer 7,293.89
Lynette R. Bickley 7,253.67
Andrea I. Zajac 7,231.32
Betty Wilson 7,222.72
Holly V. Crumley 7,212.72
Angelee R. Murray 7,204.32
Theresa Kusak-Smith 7,172.62
Marjorie S. Haun 7,161.03
Leann Elaine Zondag 7,160.98

Wendy Clausen 7,143.81
Diana E. Fraustro 7,101.32
Danice C. McElowney 7,066.71
Joanne V. Price 7,033.13
Eve S. Jones 7,032.47
Judy L. Staats 6,971.85
Elizabeth Sanchez 6,934.43
Kimberly D. Starr 6,927.20
Terry A. Hensley 6,923.42
Jenny R. DeMeil 6,895.49
Catalina T. Barahona 6,820.04
Konie Slipy-Justus 6,789.42
Satarro Purnell 6,756.72
Elizabeth A. Poole 6,720.01
Margaret Neill 6,707.41

EMERALD

Elaine Oatmeyer \$15,150.63
Kathy Rodgers-Smith 12,967.06
Nancy Ashton 12,923.24
Yvonne S. Lemmon 12,447.79
Maricarmen Gonzalez 11,837.30
Candice M. Johnson 11,780.38
Auri Hatheway 11,554.00
Linda Bradley 11,345.49
Hollie R. Sherrick 11,345.19
Kathy P. Oliveira 10,996.16
Judy Harmon 10,892.22
Rose Campbell 10,886.22
Debbie L. Bower 10,880.56
Haydee Guzman 10,824.89
Zenelia Wheeler 10,754.91
Barbara Whitaker 10,608.69
Rosemary Mitchell 10,525.79
Traci L. Smith 10,374.82
Denise G. Kucharski 10,147.60
Kimberly R. Parker 9,987.71
Vicki Powell 9,984.03
Jo M. Cotton 9,948.70
Sherry L. Crews 9,741.57
Peggy Sperling 9,647.83
Sheri L. Farrar-Meyer 9,593.27
Caterina M. Harris 9,516.53
Michele Martella Armes 9,421.93
Paula Vander Vorste 9,418.10
Juanita Gudino 9,387.80
Tanya Olivia King 9,375.57
Ann Shears 9,358.85
Annette D. Oxley 9,301.09
Nancy A. Berlin 9,235.91
Cristi Ann Millard 9,190.91
Pam Robbins 9,166.79
Evalina Chavez 9,109.73
Heather A. Carlson 9,104.13
Mary Brandenburgh 9,012.82
Karen A. Jorgenson 8,835.75
Nancy A. Coleman 8,808.74
Brenda D. Elliott 8,765.44
Helen M. Harlow 8,630.22
Stacy D. Foust 8,507.12
Mary Strauss 8,505.24
Julie A. Griffin 8,456.14
Barbara Gizzo 8,382.90
Maureen Yantzer 8,289.20
Antonia Miranda 8,229.16
Elaine K. Williams 8,199.67
Catherine Virginia Slezak 8,133.48
Marcia Neyra 8,117.68
Andrea Steinmetz 8,113.82
Silvia Ramos 8,066.94
Margarita Guerra 8,033.54
Blanca E. Arroyo 8,028.97
Melody Ann Fox 8,014.50
Eva M. Hall 8,009.38
Lori M. Langan 8,001.37
Nancy Harder 7,967.11
Toya M. Drew 7,932.61
Barbara Pleet 7,897.82
Brenda Segal 7,862.62
Nancy Graham 7,836.42
Pamela J. Borghesani 7,835.09
Dana M. Chamberlin 7,815.33
Sue Uibel 7,776.54
Carolyn Thompson 7,765.63
Mary Beth Pfeifer 7,762.71
Trisha Taylor 7,719.15

Claudia Maria Velez 7,641.95
Marianne L. Anderson 7,637.58
Mayra Smalley 7,628.43
Cheryl L. Honesty 7,595.66
Candy Jackson 7,589.97
Maria Sanchez 7,574.77
Trish Reuser 7,554.89
Kimbi L. Bartik 7,449.36
Anne Louise Goodman 7,442.14
Aida Ramallo DeEscobedo 7,429.20
Hope S. Pratt 7,398.83
Susan Hattem Weeks 7,352.39
Dana G. Berry 7,346.41
Christine J. Kurzawa 7,333.35
Carol M. Fulton 7,317.83
Stacy S. Gilson 7,308.64
Karen E. Ridle 7,220.79
Maria Beddick 7,140.39
Maritza Lanuza 7,105.75
Carmen O. Encarnacion 7,094.16
Gomez 7,047.73
Elaine Jegi 7,039.86
Charlotte Mantooth 7,024.81
Lynn F. Huckles 7,021.42
Valerie Cashin 7,021.42
Marina Sanchez Ramirez 7,021.33
Karen Pappas 7,018.39
Shari Schlapman 7,014.34
Beatriz Perez 6,987.33
Denise M. Sowder 6,922.85
Yolanda Lopez 6,891.70
Cathy Kazzi 6,826.10

PEARL

Allison Lee LaMarr \$17,997.85
Kim L. McClure 16,684.02
Tammy A. Vavala 14,765.16
Cathy E. Littlejohn 14,703.10
Amie N. Gamboian 13,836.96
Lisa Allison 13,607.88
Tracey L. Chavez 13,536.00
Patty Webster 13,329.48
Cindy Machado 12,624.58
Jeanie Martin 12,305.74
Jeanie K. Navkal 12,226.15
Alma Orrostieta 11,510.29
Rosalie Medjesky 11,135.81
Jane Studrawa 11,113.19
Dorothy D. Boyd 11,056.58
Janice Baxter Hull 11,001.79
Holly L. Ennis 10,951.87
Nadine Bowers 10,858.56
Maria Bolling 10,763.51
Lita Schaefer 10,531.43
Halina Rygiel 10,521.54
Victoria Rachel Piccirilli 10,201.08
Leah K. Nelson 10,125.83
Irene K. Foster 9,902.00
Maureen Shipp 9,891.55
Anita N. Conley 9,681.31
Kathryn L. Engstrom 9,324.20
Ginger J. Benedick 9,298.54
Carmen J. Felix 9,263.54
Betty B. Lucido 9,260.30
Kathy Eckhardt 8,972.18
Sandra M. Munguia 8,926.95
Buffy L. Kamery 8,801.40
Harriett Sharpe 8,721.12
Patricia Fitzgerald 8,701.50
Judi Tapella 8,695.64
Michelle Anness-Bleichert 8,651.79
Betsy C. Richard 8,586.54
Barbara Stimach 8,495.91
Ella M. Chick-Power 8,448.94
Lisa Olivares 8,331.52
Darlene Rutledge 8,302.28
Pat Ringnald 8,245.03
Susie Kopacz 8,224.69
Kathleen Deal 8,221.13
Susan Moore 8,148.29
Maria Claxton-Dickerson 8,112.03
Amy Kirell 8,070.63
Nancy J. Grojean-King 8,063.49
Denise E. Crosby 8,053.54
Vicki B. Crank 8,032.55

Krista Lynnette Shepard 8,024.66
Joyce Bruder 7,995.66
Nadine H. Huckabee-Stanley 7,919.72
Renee Conn 7,817.39
Debbie A. Thomas 7,811.51
Judy Brack 7,777.05
Patti Cornell 7,727.79
Jenny Spain 7,711.06
Keita Powell 7,707.76
Susan M. Hohlman 7,676.03
Cindy Keske 7,654.18
Laurie C. Cole 7,651.05
Kyla Jean Dodson 7,649.96
Mara C. Lane 7,587.61
Sherrree E. Koehler 7,511.58
Fern M. Gerdes 7,468.14
Amie J. Bennett 7,457.91
Sue Ann Hill 7,455.32
Linda H. Rowsey 7,449.76
Sally Moreno 7,370.07
Vashti Day 7,349.56
Susan P. Grant 7,346.63
Angel B. Toler 7,270.07
Shari M. Kirschner 7,256.54
Sandra Tatzert 7,166.53
Joyce Recenello 7,159.99
Barbara J. Fishman 7,054.72
Tania Alcala 7,048.79
Kathy Lee 7,032.84
Collette Parker 7,014.77
Susan T. West 7,003.82
Penny J. Jackson 6,962.28
Mary Beth Slatum 6,959.04
Sharon S. Levan 6,898.92
Holly Thompson Lowe 6,893.68
Francene M. Anderson 6,845.91
Diane A. Andrews 6,792.83
Mindy Donovan 6,772.57
Nicole J. Canamare 6,743.02
Sandra M. Lee 6,721.75
Lisa Sander Burnett 6,709.58
Rhona C. George 6,672.80
Peggy Matish 6,663.86
Jill Derrell 6,652.00
Charlene Grubbs 6,631.14
Maria S. Campbell 6,630.21
Marye Durrer 6,601.41
Sherry R. Marze 6,574.98
Anna Marie Rowe 6,566.34

DIAMOND

Vivian Diaz \$15,000.82
Randy Patterson 12,655.27
Evelita Valdez-Cruz 12,631.02
Pat A. Nuzzi 12,497.67
Lesley A. Coppock 12,206.52
Deanna L. Spillman 11,974.47
LaRonda L. Daigle 11,908.16
Andrea Costley-Shields 11,532.32
Kim I. Cowdell 11,428.86
Evelinda Diaz 11,289.96
Melinda M. Balling 11,170.64
Lisa Hackbarth 10,710.22
Connie L. Russo 10,653.70
Karen L. Kunzler 10,556.66
Priscilla McPheeters 10,527.12
Eileen M. Huffman 10,526.42
Terri J. Beckstead 10,371.62
Susan K. Carlson 10,311.40
Martha Kay Raile 10,120.58
Pat Joos 10,088.73
Marianne Rosen 10,084.15
Maria I. Monarez 10,033.58
Heather M. Julson 9,939.24
Lila DeWeber 9,902.99
Jeanette E. Beichle 9,811.95
Sharon B. Carney-Wright 9,786.87
Deborah Dudas 9,739.86
Audrey J. Doller 9,642.26
Gina Rodriguez 9,627.07
Mariann Blase Mason 9,616.80
Donna J. Saguto 9,522.20
Kelly Willer-Johnson 9,516.81
Sandy Lasso 9,415.68
Linda C. Weniger 9,400.81

Ann M. Jones 9,328.58
Mary P. Creech 9,319.32
Betty McKendry 9,287.84
Melissa R. Hennings 9,255.23
Morayma Rosas 9,230.89
Lara F. McKeever 9,219.01
Lisa Rada 8,974.60
Ana X. Solis 8,896.90
Nellie R. Anderson 8,872.14
Donna K. Smith 8,842.64
Char Griffin 8,660.89
Judy Higgins 8,599.05
Brenda K. Howell 8,532.22
Rose Rodriguez 8,525.00
Ada Y. Garcia-Herrera 8,503.19
Lesa Rae Franken 8,465.84
Barbara H. Peterson 8,443.19
Martha Brown 8,395.23
Mary Jacobson 8,357.21
Kathy M. Viola 8,190.07
Audrey K. MacDowall 8,162.96
Julie Garvey 8,162.24
Rosa C. Fernandez 8,113.58
Julie Schlundt 8,097.41
Nancy Fox Castro 8,088.08
Lady Carol Campbell 8,064.54
Tami S. Hartley 8,011.45
Barbara J. Fishman 7,890.72
Tania Alcala 7,884.53
Barbara Thompson 7,808.20
Lou Cinda Ulley 7,714.77
Joyce M. Conant 7,710.20
Norma Lee Shaver 7,685.83
Tammie M. Hanson 7,677.93
Rusty Kurtzrock 7,639.00
Lisa A. Stengel 7,638.86
Susan J. Pankow 7,561.76
Sheryl Peterson 7,554.08
Julie Hattabaugh 7,486.68
Sandy K. Griffith 7,428.04
LaChelle M. Seleski 7,409.93
Brenda L. Tholin 7,371.12
Shelly Palen 7,366.11
Heidi Goelzer 7,357.07
Amy Zietlow 7,355.58
Maria Flores 7,329.31
Annette Pace 7,327.15
Jade T. Wunderly 7,303.71
Virginia Rowell 7,191.28
Josie E. Abrado 7,190.70
Faith A. Gladding 7,172.55
Krista A. Johnson 7,137.11
Silvia Sanchez 7,099.50
Maria Teresa Lozada 7,089.84
Linda J. Wicks 7,077.94
Nancy Polish Brock 6,970.41
Vicki O'Bannon 6,961.07
Debbie Larson 6,955.15
Robin S. Lantz 6,941.89
Nita Kathyleen Heid 6,936.44
Barbara E. Roehrig 6,918.33
Kim A. Messmer 6,847.68
Sonia Arriola 6,837.33
Chris Krabbe-Landaker 6,806.25
Patty Flaherty 6,785.58
Stephanie A. Richter 6,771.68

RUBY

Lisa Anne Harmon \$14,919.89
Vicki Jo Auth 12,742.85
Jeanette M. Thompson 11,737.75
Ekene S. Okafor 11,470.24
Terri A. Oppenheimer-Schafer 10,903.46
Gena Rae Gass 10,783.53
Thessy Nkechi Nwachukwu 10,778.20
Marnie R. Yunger 10,540.42
Judie Roman 10,514.05
Colleen Robustelli 10,176.50
Gaynell L. Kennedy 9,878.76
Candy D. Lewis 9,793.10
Donna B. Meixsell 9,418.64
Diane Covington 9,388.16
Gina Beekley 9,362.73
Kathleen C. Savorgnan 9,338.84

Deborah K. Hack 9,321.80
Kathy Monahan 9,217.34
Debbie A. Elbrecht 9,031.26
Roli Akperi 9,018.75
Staci Lynn Venable 8,913.54
Barbara L. Harrison 8,899.30
Lori Flowers Burrell 8,884.59
Suanne P. Eaton 8,837.98
Michele Semper 8,835.01
Kali DeBlander Brigham 8,788.89
Laura A. McLaughlin 8,498.58
Mary Alice Dell 8,355.29
Krystal D. Downey 8,333.79
Donna Clark 8,214.76
Connie A. Brinker 8,199.15
Brenda Fenner 8,189.79
Rose Mary Neel 8,085.20
Janet M. Gammill 8,081.94
Thea Elvin 8,036.55
Michelle M. Visco 7,938.93
Christy M. Cox 7,873.30
Deborah J. O'Leary 7,870.72
Sonya U. Riske 7,824.96
Julie Smith 7,783.62
Gloria Dominguez 7,655.86
Tonghai Mason 7,652.38
Corrin Cresci 7,639.95
Sylvia Limon Martinez 7,635.47
Mary L. Morgan 7,613.40
Mary Sharon Howell 7,592.62
Margi S. Eno 7,585.98
Mary Lou Ardohain 7,583.03
Suzanne Moeller 7,543.02
Laurie Hallock 7,520.29
Maryann Clark-Durell 7,506.82
Elizabeth Medernach 7,463.68
Amber L. Faulk 7,452.84
Gale Elliott 7,420.35
Phuong L. White 7,373.99
Laura A. Schmidt 7,373.64
Susan C. Dunlap 7,361.62
Jill E. Garrett 7,349.47
Gail Bauer 7,340.44
Maurie Traylor 7,311.17
Pat Z. Allen 7,304.34
Sherrie L. Clemons 7,255.56
Teri A. Nichols 7,244.81
Lynne M. Telger 7,212.81
Maria Salazar Ibarra 7,193.28
Helen Amato 7,190.49
Dawn Stanford 7,174.70
Sylvia Viccarone 7,146.09
Cindy Anderson 7,127.70
Dorothy C. Ibe 7,096.98
Shirly J. Lovegren 7,016.47
Trudy Gibbs 6,945.43
Patti Maxwell 6,943.96
Chick Stamschror 6,931.50
Jennifer Williams 6,903.25
Natalie K. McNeill 6,897.71
Jacqueline N. Alford 6,886.68
Delinda Larson 6,862.20
Jennifer Farley 6,861.12
Kimberley Victor 6,811.68
Lisa A. DeLucia 6,808.10
Debra J. Sims 6,764.12
Pansy L. Pierce 6,711.92
Janet S. Pavey 6,709.83
Eusebia Bonilla Flete 6,695.32
Jude-Ann B. Gargiula 6,679.72
Kimberly Cavarretta 6,673.67
Sarah J. Steffer 6,648.75
Peggy Dousay-Stollsteimer 6,626.67
Alicia Bivens-Jones 6,611.21
Penny Regina Hurd 6,601.78
Jami Lynn Jablonski 6,600.00
Beth E. Morales 6,576.03
Wanda Metzger 6,569.12
Judy Lund 6,568.26
Michelle R. Laramore 6,534.55
Debbie Deets 6,532.04
Karen M. Getty-Hopkins 6,529.74
Patia A. Curry 6,479.28
Sylvia J. Cook 6,478.43

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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 November 2005.

TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



Gayle Gaston
\$71,669
SAPPHIRE



Anne Newbury
\$80,594
EMERALD



Jan Harris
\$51,107
PEARL



Barbara Sunden
\$64,045
DIAMOND



Pat Fortenberry
\$82,890
RUBY

TOP UNIT — ESTIMATED RETAIL PRODUCTION

SAPPHIRE — Paola B. Ramirez, L. Ceballos Area.....	\$114,611
EMERALD — Elaine Oatmeyer, D. Wiegandt Area.....	\$104,902
PEARL — Allison Lee LeMarr, D. Berggren Area.....	\$122,423
DIAMOND — Vivian Diaz, B. Sunden Area.....	\$115,645
RUBY — Lisa Anne Harmon, S. Kirkpatrick Area.....	\$87,783

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 November.

SAPPHIRE

Sales Director Ellen Ezekiel Farquharson.....	\$2,130.83
Sales Director Ana M. Barba.....	1,931.80
Sales Director Rosario Dagenais.....	1,835.18
Kimberly D. Wade, P. Sutton Unit.....	1,715.64
Sales Director Linda Klein.....	1,511.15
Sales Director Pam I. Higgs.....	1,435.46
Sales Director JoAnna P. Shipe.....	1,423.27
Sales Director Pam Klickna.....	1,367.83
Sales Director Lynette R. Bickley.....	1,349.60
Sales Director Debra J. Witmer.....	1,344.95
Leigh Moorman, S. Billiter Unit.....	1,327.63
Sales Director Natalie Reed.....	1,316.74
Sales Director Andrea I. Zajac.....	1,295.03
Lynnel Queen, T. Potter Unit.....	1,284.60
Sales Director Ann W. Sherman.....	1,278.91
Sales Director Svetlana Lipsey.....	1,268.41
Sales Director Sandra A. Zavoda.....	1,260.42
Sales Director Elizabeth A. Poole.....	1,237.28
Sales Director Irma Isolina Mendoza.....	1,236.82
Sales Director Morgendee Meacham Flannery.....	1,236.33
Sales Director Lorraine B. Newton.....	1,229.74
Sales Director Maria Dolores Plascencia.....	1,224.50
Sales Director Kathy R. Bullard.....	1,224.50
Sales Director Phyllis I. Pinski.....	1,221.58
Sales Director Julie M. Moreland.....	1,208.87

EMERALD

Sales Director Mary Brandenburg.....	\$2,902.51
Sales Director Julie A. Griffin.....	2,121.93
Sales Director Margarita Guerra.....	2,040.97
Sales Director Traci L. Smith.....	2,006.00
Sales Director Haydee Guzman.....	1,861.57
Sales Director Michele Martella Armes.....	1,786.17
Sales Director Mayra Smalley.....	1,758.87
Sales Director Blanca E. Arroyo.....	1,743.40
Elaine McQuay, T. Drew Unit.....	1,684.31
Sales Director Peggy Sperling.....	1,678.82
Sales Director Jo M. Cotton.....	1,616.91
Sales Director Jeannine R. DeVore Harris.....	1,591.79
Sales Director Kathy Rodgers-Smith.....	1,571.83
Sales Director Helen M. Harlow.....	1,544.56
Sales Director Vicki Powell.....	1,492.95
Sales Director Christina O'Rourke.....	1,488.83
Sales Director Pam Robbins.....	1,453.40

Sales Director Marilyn J. Suter.....	1,431.98
Sales Director Zenelia Wheeler.....	1,420.38
Sales Director Sandy Malkin.....	1,416.25
Sales Director Amanda Blair Stokes.....	1,414.50
Sales Director Amy Davis.....	1,368.12
Sales Director Nancy Ashton.....	1,365.81
Sales Director Debbie L. Bower.....	1,358.24
Sales Director Andrea Steinmetz.....	1,335.72

PEARL

Christine Elizabeth Krott, A. Thomas Unit.....	\$1,882.01
Sales Director Sue Ann Hill.....	1,754.19
Sales Director Kathleen Deal.....	1,673.85
Sales Director Rita Schaefer.....	1,656.59
Sales Director Tammy L. Czarasty.....	1,608.62
Sales Director Rosalie Medjesky.....	1,504.23
Sales Director Jeanie Martin.....	1,502.12
Sales Director Maureen Shipp.....	1,481.35
Sales Director Krista Lynnette Shepard.....	1,474.43
Sales Director Vicki B. Crank.....	1,463.25
Sales Director Anna Marie Rowe.....	1,410.96
Sales Director Francene M. Anderson.....	1,406.21
Sales Director Pat Ringnald.....	1,379.20
Sales Director Alma Orrostieta.....	1,375.53
Sales Director Rhona C. George.....	1,366.33
Sales Director Roya M. Mattis.....	1,355.28
Tara Lynn Garza, L. Poling Unit.....	1,339.78
Sales Director Sharon S. Levan.....	1,338.81
Sarah Renee Rahija, J. Derrell Unit.....	1,309.82
Sales Director Maria Elvia Duran.....	1,304.88
Sales Director Joanne Gardner.....	1,296.85
Sales Director Kim L. McClure.....	1,287.59
Sales Director Maria S. Campbell.....	1,285.25
Sales Director Nancy J. Grojean-King.....	1,273.29
Danielle Lois Desiante, V. Piccirilli Unit.....	1,269.39

DIAMOND

Sales Director Lisa Rada.....	\$1,889.81
Sales Director Marianne Rosen.....	1,760.59
Sales Director Silvia Sanchez.....	1,708.33
Sales Director Ana X. Solis.....	1,628.51
Sales Director Ann M. Jones.....	1,507.22
Sales Director Liz Van Ingen.....	1,417.78
Sales Director Evtelia Valdez-Cruz.....	1,396.56
Sales Director Antonella Anna Miccarelli.....	1,384.57

TOP SALES DIRECTOR-PERSONAL SALES

SAPPHIRE — Wendy Williams Watts, H. Reiners Area.....	\$10,200
EMERALD — Shirley D. Rice, Go Give Area.....	\$12,663
PEARL — Cherise B. Czaban, Go Give Area.....	\$9,996
DIAMOND — Daneice Lettow-Hage, Go Give Area.....	\$18,888
RUBY — Vicki C. Beckman, E. Sapanero Area.....	\$12,726

TOP BEAUTY CONSULTANT-PERSONAL SALES

SAPPHIRE — Lynn Marguerite Shives, C. Miller Unit, S. Steinman Area.....	\$12,019
EMERALD — Yuko Yasuma, M. Brandenburg Unit, M. Morrow Area.....	\$41,671
PEARL — Rachel Karis Proffitt, M. Shipp Unit, C. Williams Area.....	\$17,308
DIAMOND — Percy Edward Lee, V. Strong Unit, J. Grady Area.....	\$15,546
RUBY — Suann W. McGhee, A. Palmer Unit, Go Give Area.....	\$13,434

TOP TEAM BUILDER

SAPPHIRE — Sales Director Nadia D. Bailey, Go Give Area.....	24 New Team Members
EMERALD — Kimberly Richardson-Edwards, N. Privette-Jones Unit, N. Privette-Jones Area.....	16 New Team Members
PEARL — Sales Director Mildred L. Forbes, B. Powell Area.....	19 New Team Members
DIAMOND — Tracy Marie Hollstadt, P. Flaherty Unit, Go Give Area.....	17 New Team Members
RUBY — Sales Director Jeanie Ripley, Go Give Area.....	27 New Team Members

Sales Director Heather M. Julson.....	1,346.18
Sales Director Judy Higgins.....	1,338.51
Sales Director Randy Patterson.....	1,329.32
Sales Director Teresa A. Lischwe.....	1,328.67
Sales Director Mary P. Creech.....	1,327.04
Sales Director Kathy M. Viola.....	1,317.58
Sales Director Pamela Stinnett.....	1,291.10
Sales Director Darlene K. Portner.....	1,285.60
Olivia Louise Marinelli, N. Morabito Unit.....	1,265.13
Sales Director Virginia Rowell.....	1,257.00
Sales Director Heidi Goelzer.....	1,246.47
Sales Director Julie Hattabaugh.....	1,239.16
Rose Ghenov Paschoaletto, H. Ritz Unit.....	1,223.63
Sales Director Linda C. Weniger.....	1,222.16
Sales Director Emily Sims.....	1,206.43
Cherrine Beth Wheeler, J. Japenga Unit.....	1,188.30
Sales Director Pam R. Hilliard.....	1,181.51

RUBY

Lori Brooke Templeton, J. Thompson Unit.....	\$1,959.82
Sales Director Marnie R. Yunger.....	1,787.53
Sales Director Colleen Robustelli.....	1,779.54
Leslie Dishman, A. Chauvin Unit.....	1,759.58
Sales Director Tongbai Mason.....	1,748.14
Shannon Renee Berg, K. McCarroll Unit.....	1,629.03
Sales Director Vicki Jo Auth.....	1,612.88
Sales Director Minerva J. Balizan-Diaz.....	1,597.96
Sales Director Sylvia Viccarone.....	1,544.92
Sales Director Kimberley Victor.....	1,533.12
Sales Director Lisa Anne Harmon.....	1,514.76
Dale Bell, M. Lucas Unit.....	1,461.92
Sales Director Penny Regina Hurd.....	1,404.78
Sales Director Jami Lynn Jablonski.....	1,402.73
Georgia Lynn Whalen, D. O'Leary Unit.....	1,388.40
Sales Director Donna Magnusson.....	1,354.37
Sales Director Maryann Clark-Durrell.....	1,328.02
Sales Director Susan C. Dunlap.....	1,315.70
Sales Director Eusebia Bonilla Flete.....	1,313.62
Sales Director Annette Olinde.....	1,305.69
Sales Director Helen Kuoha-Torco.....	1,298.54
Sarah L. Muehls, B. Mitchell Unit.....	1,289.99
Sales Director Constance Lynn Best.....	1,283.13
Sales Director Lisa Bird.....	1,280.18
Sales Director Rebecca Tilley.....	1,254.24

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s Independent contractor sales organization, Independent National Sales Directors ("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. ©2005 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association; Acapella, Angellie, Applause, Beauty Blotters, Belara, Calming Influence, Daily Benefits for Men, Daily Benefits for Women, Day Radiance, Domain, Elige, Eyesides, Footsteps, Genji, Instant-Action, Journey, Mary Kay, Mary Kay Intouch, Mary Kay Spot Solution, Mary Kay Tribute, MKConnections, Moisture Renewal, Nutribeads, Nutrinewal, Perfect Surface, Powder Perfect, Power Hour, Quattro, Salon Direct, Satin Hands, Satin Hands & Body, Satin Lips, Skin Management, Speed Set, Stress Free, Sun Essentials, Terme d'Isola, TimeWise, Tribute, Triple-Action, Velocity and Visible-Action are registered trademarks; and chiliti, Daily Benefits, Embrace Dreams, Embrace Harmony, Embrace Romance, Embrace Total, End2End, Heart to Heart, Go-Give Award, Inspire, Inspiring Beauty, Enriching Lives, LearnMK, Make it Matter, Mary Kay Lumineyes, MK Signature, MicroCard, MyCustomer, Ovation, Private Spa, Private Spa Collection, Sea Level, shine it! and Visibly Fit are trademarks of Mary Kay Inc., 16251 Dallas Parkway, PO Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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GO-GIVE® AWARD

Congratulations to the winners for March 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."



Carol Fehr

Ruby Senior Sales Director

Began Mary Kay January 1992

Sales Director Debut April 1995

Offspring one first-line;
one second-line

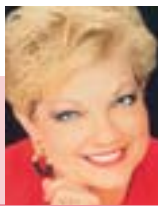
National Sales Director
Rebecca Evans

Honors Cadillac qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$63,037; five-times Double Star Achievement; Triple Star Achievement; Queen's Court of Recruiting; two-times Consultant Queen's Court of Personal Sales; nine-times Sales Director Queen's Court of Personal Sales; six-times Circle of Achievement

Personal Lives in Oceanside, Calif. Husband, Walt Bratten

Favorite Quote "If you have faith as a grain of mustard seed, nothing shall be impossible unto you."
Matthew 17:20

Independent Sales Director Terri Hobbs of Oceanside, Calif., says, "Carol gives of herself willingly and provides her own unit members as well as her 'adorables' (Carol's name for her adoptees) education, motivation and fun that's organized and consistent."



Margaret Neil

Sapphire Future Executive Senior Sales Director

Began Mary Kay July 1974

Sales Director Debut
September 1978

Offspring three first-line;
one second-line

National Sales Director
Martha Langford

Honors Cadillac qualifier; Circle of Honor; gold medal winner; estimated highest monthly unit retail: \$81,442; Double Star Achievement; Queen's Court of Recruiting; Sales Director Queen's Court of Personal Sales; 17-times Circle of Achievement; three-times Circle of Excellence

Personal Lives in Cary, N.C. Husband, Kemp; Sons: John, David; Daughter, Marci

Favorite Quote "Put your big girl panties on and deal with it!"

Independent Future Executive Senior Sales Director Debbie Meadows of Highlands, N.C., says, "Margaret always has a positive outlook. Her support of the Company and the Golden Rule has never wavered."



Mary K. Reed

Emerald Sales Director

Began Mary Kay September 1990

Sales Director Debut May 1992

National Sales Director
Go Give Area

Honors Cadillac qualifier; Circle of Honor; gold medal winner; estimated highest monthly unit retail: \$87,866; seven-times Double Star Achievement; three-times Queen's Court of Recruiting; 14-times Sales Director Queen's Court of Personal Sales; six-times Circle of Achievement

Personal Lives in Richmond, Va. Daughter, Taylor Reed

Favorite Quote "If one more woman today discovers how great she really is, it will be a great day!" Mary Kay Ash

Independent Sales Director Debbie Brown Piszcz of Midlothian, Va., says, "Mary's unconditional love, her smile of encouragement, her supporting embrace and her complete presence symbolizes the Go-Give® spirit."



Virginia Rocha

Pearl Executive Senior Sales Director

Began Mary Kay April 1997

Sales Director Debut June 2000

Offspring five first-line;
three second-line

National Sales Director
Anabell Rocha-Pedraza

Honors Premier Club qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$51,963; Fabulous 50s; two-times Circle of Achievement

Personal Lives in Carrollton, Texas Husband, Abelardo Saldana Ramos; Son, Guillermo; Daughter, Angela

Favorite Quote "Remember, God is with you and with Him you lack nothing. Faith means 'God within,' and with God within you can have it all, and you can achieve it all."

Independent Sales Director Minerva Ledezma Gonzalez of Houston, says "Virginia is always there to help out and encourage."



Johnnie Beatty

Diamond Senior Sales Director

Began Mary Kay March 1994

Sales Director Debut October 1996

Offspring one first-line;
five second-line

National Sales Director
Go Give Area

Honors Premier Club qualifier; Circle of Stars; gold medal winner; estimated highest monthly unit retail: \$32,552; eight-times Sales Director Queen's Court of Personal Sales

Personal Lives in Palm Desert, Calif. Son, Rick

Favorite Quote "Whatever you do, work at it with all your heart, as working for the Lord, not for men, since you know that you will receive an inheritance from the Lord as a reward. It is the Lord Christ you are serving." Colossians 3:23-24

Independent Executive National Sales Director Emeritus Colene Shadley of Anthem, Ariz., says, "Johnnie is a great team player with an outstanding spirit."

a site for beautiful eyes



Now you can give your customers what they want – a Web site feature with video demonstrations of eye color applications customized for their eye shape. And it's all right at their fingertips.

So invite your customers to discover the excitement available on your Mary Kay® Personal Web Site and at www.marykay.com. It's a fun way for them to create customized professional eye looks with mascara, eyeliner and eye color – for gorgeous results.



Once they see this incredible feature, your customers will fall in love. Plus, you can make it easy for them to get the products they fall in love with at your Mary Kay® Personal Web Site With Shopping. So sign up for your Web site today. Go to Mary Kay InTouch® and click on "Applause® Online." You'll be "thinking like a retailer" by giving your customers a unique service they'll want to share with all their friends.

Perfect results are only **a click away.**

drive on! in *The Power of Pink Vibe!*

You can turn your success into the ultimate recognition – the exclusive platinum Pontiac Vibe. The top Grand Achiever* in the *Good VIBERations* Challenge at each Career Conference location will be recognized onstage and could drive away in this special-edition Vibe,** which features *The Power of Pink* logo. So, start your engines.

That Grand Achiever could be you!

And the recognition doesn't end there. Independent Beauty Consultants who are Grand Achievers* by Feb. 28, 2006, and have a minimum of \$18,000 net adjusted team wholesale production during the contest period will receive onstage recognition and an exclusive *Good VIBERations* scarf.

So what are you waiting for?

To register for Career Conference, see Pages 8-9 of this issue of *Applause*® magazine or go to "Applause"® Online" for more information.



*A top Grand Achiever is the Grand Achiever at each Career Conference site with the highest net adjusted team wholesale production (minimum \$18,000) from Nov. 1, 2005, to Feb. 28, 2006. A Grand Achiever is an Independent Beauty Consultant or Independent Sales Director who debuts Dec. 1, 2005, Jan. 1, Feb. 1 or March 1, 2006. You must be registered for Career Conference by Feb. 28, 2006, to qualify.

**To select the Grand Achiever car, you must meet the requirements of the Car Insurance program and at the time of qualification possess a valid U.S. driver's license. In addition, you must possess a Social Security card or Individual Taxpayer Identification Number (ITIN).

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