

# MARY KAY applause®

MARCH 2013



## Career Conference 2013

### Beauty **BASH**

**Be part of the world's  
largest makeover!**

MARY KAY  
**one  
woman  
can™**  
50 YEARS

**Botanical  
Effects®** Learn to Sell Simple Beauty.





## Q: My customers love the new

Mary Kay® Brush Collection but are unsure how to use them all and clean them with the new

Mary Kay® Brush Cleaner. Help! **A:** You'll find a

great video on Mary Kay InTouch® under **Product Central** with instructions on proper usage and care for all your Mary Kay® brushes.

## Q: Can you give me some good ideas to market my Mary Kay business through

Facebook? **A:** One great way is by sharing Mary Kay eCatalogs.

It's easy. Click the "Share" function within each eCatalog and select where you want to post. You can post to your Facebook timeline or the timeline of selected friends. For instance, if you see a friend post about her engagement, you could share the Mary Kay® Bridal eCatalog on her Facebook timeline. Be sure to share the eCatalog from your Mary Kay® Personal Web Site so your customers are directed there to place an order rather than MaryKay.com. There are many Mary Kay® eCatalogs to choose from, including Sun Care, Bridal and TimeWise Repair™ – all targeted to different markets so you can customize your marketing.

## march dates to remember

1

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

■ International Women's Day.

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

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- Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.
- Early ordering of the new Spring 2013 promotional items begins for Star Consultants who qualified during the Sept. 16–Dec. 15, 2012, quarter and Independent Beauty Consultants who enrolled in *The Look* for Spring 2013 through the Preferred Customer Program<sup>SM</sup>.

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- Week 1 of Career Conference 2013 begins.
- Postmark deadline for Quarter 3 Star Consultant quarterly contest.
- Deadline to make Quarter 2 Star Consultant prize selections.
- Postmark deadline for Winter 2012 promotion.
- Last day for customers to take advantage of the Winter 2012 gift-with-purchase offer.
- Last day to enroll online for the Spring 2013 Preferred Customer Program<sup>SM</sup> Month 2 mailer.
- Early ordering of the new Spring 2013 promotional items available for all Independent Beauty Consultants.

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- Quarter 4 Star Consultant quarterly contest begins.
- Spring 2013 promotion begins.

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- Spring 2013 Preferred Customer Program<sup>SM</sup> customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.)
- Online prize selection available for Quarter 3 Star Consultant quarterly contest.

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Week 2 of Career Conference 2013 begins.

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

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

Good Friday. Company holiday. All company and branch offices closed.

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- Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time).
- Online Independent Beauty Consultant Agreements accepted until midnight Central time.

## Mary Kay said it best

*Success begins with a dream, and the first step in making dreams come true is to know what you want. Have a mental picture of your goals. The mind's eye must see the things you want. When it has a strong mental picture, it will begin to change your dreams into realities.*

# InsideTHIS ISSUE



**one woman can™  
MAKEOVER CONTEST**

## MAKEOVER CONTEST

This year, east meets west and everywhere in between! It's the first **Mary Kay® One Woman Can™ Global Makeover Contest** and a fun, interactive way to get Mary Kay® products into the hands of your new and existing customers. Check out other "firsts," exciting events and prizes planned!

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## SMILE SKIN

Consumers are all smiles thanks to the **Botanical Effects® Skin Care** launch a little over a year ago! Learn more about who's benefiting from this **great skin care line** and effective ways you can **market it to your customers!**



# 2013

## CAREER CONFERENCE

Just when you think it can't get any better, it does! This year's **Career Conference** is jam-packed with **inspiring speakers, great tips and recognition**, plus a **few surprises** you'll just have to wait and see for yourself!

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find it online: check out **Mary Kay InTouch®** to see what's hot.



### CAREER CONFERENCE

Are you on target for the **Glitter & Gold Luncheon**? There's still time to achieve your Career Conference goals! Visit the **Career Conference Recognition** page to learn all the ways you can be recognized. Let's see you march across the stage!



### MARY KAY MOBILE INTOUCH™

Convenience is the name of the game! Now we've got even more ways for you to work your Mary Kay business whenever and wherever you are, thanks to Mary Kay Mobile InTouch®. You can find it at [m.marykayintouch.com](http://m.marykayintouch.com) on your smartphone.



### VIDEOS

Beautiful and inspiring Mary Kay® videos are just a click away. Select **Mary Kay® Videos** from the **Business Tools** drop-down menu to watch Mary Kay Wisdom, get product sneak peeks and learn selling tips!



### ALL-STAR CONSULTANT

Being a Star Consultant every quarter has its perks! Visit the **Star Consultant Q3 Contest** page to learn how you can earn special prizes.

**Applause® Magazine Team:** EDITOR-IN-CHIEF: **LAURA RIVERA** MANAGING EDITOR: **ALESIA RITENOUR** WRITER/EDITOR: **ELIZABETH ARTTUS** ART DIRECTOR: **LIZ LEDESMA** ACCOUNT MANAGERS: **ANITA HAYS**  
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MARY KAY®

**one woman can™**

## MAKEOVER CONTEST

The best part about any makeover is seeing the confidence that comes with the change. Right now you can give more than a makeover; you can help change the lives of women and children around the world. **To kick off the Company's 50th Anniversary**, Mary Kay is launching its **first-ever global makeover contest** in its efforts to help introduce Mary Kay® products to consumers around the world. (See story on Page 4.)

In the U.S., the **Mary Kay® One Woman Can™ Makeover Contest** is a great way to **garner excitement, book new and existing customers, reach your sales goals and recruit new team members!** And remember, everyone's a winner here! Your customers get hot new looks, and you can get customers for life! In fact, at Mary Kay:

**41%\*** of makeover contest participants said the contest influenced their decision to schedule a makeover.

**34%\*** were NEW to Mary Kay® products.

**31%\*** had an Independent Beauty Consultant but had never experienced a color makeover.



**The Color Your World Month 2 mailer** is a great way to help you promote the makeover contest! Enroll your customers today. Enrollment deadline is **March 15.**

## Game on!

To make this contest even more fun and rewarding, the Mary Kay **sales force unit that holds the most makeovers AND the unit with the highest number of makeovers per unit member** will each receive **\$500 FOR A 50TH ANNIVERSARY MAKEOVER CONTEST CELEBRATION** of their choice. What's more, **every unit that conducts 50 makeovers or more gets name badge recognition** at Seminar. Complete details are on Mary Kay InTouch®.

**Start** **BOOKING YOUR MAKEOVERS NOW! FIRST DAY TO ENTER IS MARCH 8.**







# Color **COUNTDOWN!**



## **NOW – MAY 10**

### **WHAT**

### **Conduct Makeovers**

### **WHY**

Bring out the best in your customers. Treat them to fabulous color makeovers!

## **MARCH 8 – MAY 10**

### **WHAT**

### **Post Entries**

### **WHY**

Visit **www.mkmakeovercontest.com** to upload before-and-after photos and get complete contest rules. Once photos are uploaded, your customer will receive an email asking her to complete her entry.

## **MAY 12 – 27**

### **WHAT**

### **Vote**

### **WHY**

Vote now and vote often. Your customer should encourage her friends and family to vote. She can post the contest link on her Facebook page, send emails, text messages or tweets! Individuals can vote up to five times a day.

## **SEMINAR 2013**

### **WHAT**

### **Winners Announced**

### **WHY**

Find out if you and your customers won!

# Prizes **GALORE**

## **For YOU**

■ **Top FIVE Independent Beauty Consultant Grand Prize Winners** (one per Seminar) with the most number of entries receive:

– **\$5,000 donation to your**

**favorite charity\*** benefiting women

and children. Mary Kay Ash started her Company with \$5,000. Now you have a chance to make a difference in people's lives with your donation.

– **Stunning Badgley Mischka Purse** (\$400 value)

– **Insulated Carrier System** from MKConnections® (\$219 value)



Look for more exciting details on Mary Kay InTouch® under the Mary Kay® **One Woman Can™** Makeover Contest tab.

## **For YOUR Customers**

■ **One Super Grand Prize Winner** receives a \$4,000 voucher for an international dream trip.

■ **50 Grand Prize Winners** receive a \$5,000 donation to their favorite charity\* that benefits women and children.

■ **Top 250 most voted for** makeover contestants receive the **Special Edition† Beauty That Counts®**

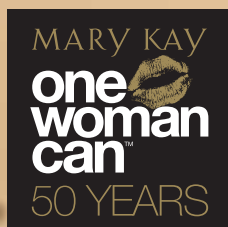
**Mary Kay® Compact Mini††** filled with a great Mary Kay® color look.

# Say **CHEESE!**

- 1 Consider saving your customers' **before-and-after photos** in a separate folder on your **home computer** for easy access. Name each photo. Example: AnnSmithbefore and AnnSmithafter
- 2 Use a **digital camera** for **higher resolution images**.
- 3 Keep **clothing** and **background** simple.
- 4 Take pictures from the **shoulders up**.
- 5 Find the **best natural light**.
- 6 Relax and have fun!



**WATCH THE MARY KAY® ONE WOMAN CAN™ MAKEOVER CONTEST VIDEO!**  
Get the free mobile app at <http://gettag.mobi>



# Mary Kay® **GLOBAL** Makeover Day — March 8



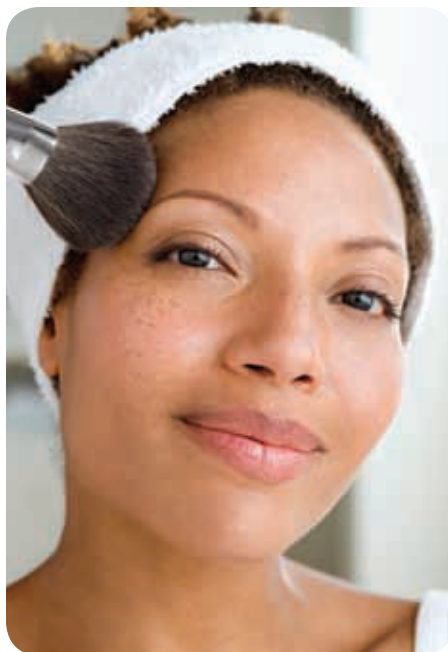
ONE DAY set aside to celebrate Mary Kay's global presence. Imagine Mary Kay makeovers from Mississippi to Malaysia to Moldova!



March 8 is the date Mary Kay has set for its **Mary Kay® Global Makeover Day**, designed to **create buzz and enthusiasm around Mary Kay's 50th Anniversary** and to help you have a fun, interactive way to get Mary Kay® products into the hands of your new and existing customers. It's also **International Women's Day** – the perfect time to **officially kick off the Mary Kay® One Woman Can™ Makeover Contest** in the U.S.!



Mary Kay will stage mass makeovers in several U.S. cities to gain positive media exposure.



## Elevate the Mary Kay® Brand

With 50 years of enriching women's lives, Mary Kay has lots to celebrate! The **Mary Kay Global Makeover Day** features members of the **Mary Kay Global Makeup Artist Team** who will stage mass Mary Kay® makeovers in major **metropolitan cities** on March 8 and garner positive media exposure. They'll show tips and trends, and women can sample Mary Kay® products, get a signature color look and be part of Mary Kay's goal of the world's largest makeover.

## DIY Beauty Bash

Independent sales force members are encouraged to **host smaller scale events and parties on March 8**. Whether it's a thank-you for your customers who have already participated in a makeover, a celebration of women in honor of International Women's Day, a makeover party, or the like, what a great way to **connect with your existing customers and introduce your new customers to Mary Kay!** Talk to your Independent Sales Director about ways you can create your own beauty bash. You'll also find great celebration ideas on Mary Kay InTouch®.







## DIY Beauty Bash Tips



- **Dig deep!** You probably know lots of women who would love to be pampered and get a new color look, so think outside the box! Schools, church, work, local salons and retail stores, assisted living communities – the sky's the limit.
- **Start now!** Get your customers excited by asking them what they're eager to try.
- **Pack your bag** with sample color products and applicators. Your customers will have a blast trying new colors and getting creative!

**Special-Edition†**  
**Beauty That Counts®**  
**Mary Kay® Compact**  
**Mini™ (unfilled), \$16**  
**Part # 10054125.**

An eye-catching Swarovski® crystal sparkles with modern brilliance.



In honor of **Mary Kay's 50th Anniversary**, you can join Mary Kay and change the lives of women and children worldwide. In the U.S., from **Jan. 16 – May 15, 2013**, **\$1 will be donated from each sale of the 50th Anniversary Special-Edition† Beauty That Counts® Mary Kay® Compact Mini™** to [loveisrespect.org](http://loveisrespect.org). Mary Kay is the lead sponsor of the **loveisrespect "text for help"** initiative designed to educate and assist young people seeking healthy relationships.

The program is a safe, anonymous way for young people to text with a peer advocate about healthy relationships. For help, text "loveis" to 77054.



Just as this compact can transform to create countless looks, one woman can™ do amazing things to transform the lives of many. The **golden Swarovski® crystal nestled amid a wave of ripples** reminds us that **when you touch someone's life, you create a ripple effect that carries far beyond that one act.** In honor of Mary Kay Ash, we celebrate all women and their abilities to inspire a more beautiful world.



To learn more about how The Mary Kay Foundation™ is making a difference in women's lives, please visit [marykayfoundation.org](http://marykayfoundation.org).



**ONE COMPACT. MULTIPLE COMBINATIONS. COUNTLESS LIVES CHANGED. LEARN HOW BEAUTY GIVES BACK.** Get the free mobile app at <http://gettag.mobi>

# Botanical Effects®

## Skin Care

The goodness of botanicals.  
It's what skin craves.



### Ideal Customers

- Younger women who aren't yet concerned with aging.
- Those with sensitive skin.
- Value-conscious consumers.
- Women who want to care for the planet.

Botanical Effects® Skin Care is a **simple regimen** infused with the **goodness of botanicals personalized to your customers' skin types** to bring out a **healthy radiance**.

The regimen is **hypoallergenic, fragrance-free, dermatologist-tested** and contains **no synthetic dyes** so your customers with **sensitive skin will love it**. Plus, it's a **terrific value!**

Available in dry, normal and oily formulas.

Botanical Effects® is great for your skin, the planet and your budget. Now doesn't that just feel good?



**WATCH THE BOTANICAL EFFECTS® VIDEO AND GET READY TO MAKE YOUR SKIN SMILE.**

Get the free mobile app at <http://gettag.mobi>





## Great tools to help you sell!

- Samplers
- Botanical Effects® MKeCard®
- Mary Kay® Facebook page
- Botanical Effects® place mat
- *Beauty Book/Instructor's Guide*
- YouTube videos

Your customers can find their botanical match, get tips on easy everyday looks, watch videos and more in the **Mary Kay® Botanical Effects® eCatalog**. Send it today!



## Your Botanical Effects® customers may like:

- Oil-Free Eye Makeup Remover
- Acne Treatment Gel\*
- Beauty Blotters® Oil Absorbing Tissues
- Oil Mattifier
- Indulge® Soothing Eye Gel
- A Three-Minute Look: Mary Kay® Compact Mini with Mary Kay® Mineral Eye Colors and Mineral Bronzing Powder. Add Mary Kay® Lash Love® Mascara and a Mary Kay® NouriShine Plus® Lip Gloss.

## Choosing the Right SKIN CARE!

With the variety of skin care options available today, customer profiling is essential. Try these tools to help you select the regimen that's just right for your customers.

**MK Regimen Advisor™ App.** A new free app for your iPhone that directs you through a series of questions to help you select the best skin care options. It's a perfect pocket reference guide when you need a recommendation on the go.



**Customer Profile.** Available in the Starter Kit and on Section 2 of the Consultant order form, the Customer Profile also is great to gain information regarding your customers' skin. Save the info in myCustomers<sup>SM</sup> on your Mary Kay® Personal Web Site for easy access.

**Personal Profile on myMK™.** Register your customers on your Mary Kay® Personal Web Site and save the information in myCustomers<sup>SM</sup> for easy reference.

**customer profile** As your Mary Kay Independent Beauty Consultant, you need this information all the time.

1. Check one statement that best describes your skin type:

☐ Dry -- small pores and dry skin. No or no oil on skin.

☐ Normal -- smooth skin, balance of oil and moisture, infrequent blemishes.

☐ Combination -- smooth skin, oiliness in T-zone and dryness on outer edges of face.

☐ Oily -- large pores and oily skin.

2. What skin care products / brands are you currently using?

3. My skin tone is:

☐ Very fair ☐ Fair (medium) ☐ Brown (dark)

For foundation coverage, I prefer: ☐ Full ☐ Light

☐ Matte ☐ Shiny

4. Check one statement that best describes what you want to do:

☐ Reduce signs of aging



### A sensitive issue

A sensitive skin type herself, **Shannon Buckmaster, Independent Senior Sales Director, Newberg, Ore.**, knows the difficulty in finding the right regimen,

so when the Botanical Effects® Skin Care line launched last year, she was quick to learn as much as possible about the product line.

"In addition to all the education on Product Central, I sought additional information via Consultant Medical Relations and got all my questions answered," she says. "Being in the know about the ingredients and product claims, **I gained confidence selling the regimen to my sensitive skin customers.** I always start by asking if they'd try it and give me their opinion. I let them know that **all the products come with the Mary Kay® Satisfaction Guarantee**, so there's nothing to lose!"

Shannon says her customers also like the **value pricing and the gentle-on-the-planet packaging**, especially her Gen Y customers. "I'm in a college town, and I find **young women love skin care parties** and are **eager to share customer referrals in exchange for samples,**" she says. "If it's free, it's for me" is their attitude. These women are great for trying new products, establishing relationships and building new customers and team members."

### Switch-a-roo



**Becky Goodrick, Independent Senior Sales Director, Columbia, Mo.**, started introducing Botanical Effects® to her **Mary Kay® Classic Basic®** customers from the start. "I found

**most of those customers were receptive to the change** after I explained that Botanical Effects® contained updated ingredients that Classic Basic® did not. They want **the latest and the greatest**, and they like the comparable price point and the fact that it's **made for sensitive skin.**"

Becky also lives in a college town and takes advantage of meeting young women every chance she gets. "**Gen Ys love how Botanical Effects® makes their skin feel.** They aren't interested in age-defying products yet. In fact, their eyes glaze over if you mention that!" she says. "I've held Botanical Effects® parties in the community room of a dorm with 18- and 19-year-olds. I offer a free foundation to my customers if they purchase the entire set," says Becky. "They love that! They can make anything fun and entertaining."

# Recognition

Congratulations to the winners for November 2012

## Top NSDs Year-to-Date

Pictured here are the top 10 NSDs year-to-date.



Barbara Sunden



Anita Mallory  
Garrett-Roe



Carol Anton



Karen Piro



Kathy Helou



Jan Harris



Lisa Madson



Gloria Mayfield Banks



Gloria Castaño



Pat Danforth

## On-Target Inner/Diamond/Gold Circle

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and a member of the exclusive Inner Circle when they earn \$325,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for November 2012, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for October 2012.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1 through Nov. 30, 2012.

**On-Target for \$1,100,000 Inner Circle**  
Barbara Sunden.....\$462,446.87

**On-Target for \$800,000 Inner Circle**  
Anita Mallory Garrett-Roe.....\$348,680.67

**On-Target for \$550,000 Inner Circle**  
Carol Anton.....\$237,095.00

**On-Target for \$500,000 Inner Circle**  
Karen Piro.....\$222,245.78  
Kathy Helou.....\$220,790.53  
Jan Harris.....\$218,669.58  
Lisa Madson.....\$218,049.53  
Gloria Mayfield Banks.....\$213,461.46

**On-Target for \$450,000 Inner Circle**  
Gloria Castaño.....\$188,516.85

**On-Target for \$350,000 Inner Circle**  
Pat Danforth.....\$166,201.23  
Cheryl Warfield.....\$158,536.59  
Stacy James.....\$157,197.88  
Karee Isenhardt.....\$146,042.15  
Lupita Ceballos.....\$146,032.37

**On-Target for \$325,000 Inner Circle**  
Sonia Páez.....\$140,535.99  
Halina Rygiel.....\$139,577.59  
Debi Moore.....\$139,287.12  
Cindy Williams.....\$139,139.48  
Patricia Turker.....\$137,503.65

**On-Target for \$300,000 Diamond Circle**  
Sue Kirkpatrick.....\$134,415.80  
Sherry Windsor.....\$133,846.64  
Pamela Waldrop Shaw.....\$125,092.50

**On-Target for \$250,000 Diamond Circle**  
Dacia Wiegandt.....\$117,013.44  
Mary Diem.....\$113,934.04  
Judit McCoy.....\$112,557.10  
Dayana Polanco.....\$109,037.22  
Suzanne Brothers.....\$107,243.74  
Julianne Nagle.....\$104,859.21

**On-Target for \$200,000 Diamond Circle**  
Linda Toupin.....\$104,012.47  
Diane Underwood.....\$100,971.64  
Mary Estupian.....\$100,395.98  
Kerry Buskirk.....\$99,054.77  
Anita Tripp Brewton.....\$97,619.80

Sandy Valerio.....\$95,300.56  
Pamela Fortenberry-Slate.....\$94,609.75  
Sandy Miller.....\$92,300.19  
Shannon Andrews.....\$92,144.18  
Sara Pedraza-Chacón.....\$89,662.83  
Julia Burnett.....\$89,431.66  
Cindy Fox.....\$88,607.87  
Ronnie D'Esposito Klein.....\$87,363.94  
Jeanne Rowland.....\$86,762.05  
Nancy Bonner.....\$85,664.18  
Connie Kittson.....\$85,310.19  
Julie Krebsbach.....\$83,519.28

**On-Target for \$150,000 Gold Circle**  
Dawn Dunn.....\$81,874.02  
Maureen Ledda.....\$81,417.74  
Lily Orellana.....\$81,069.36  
Cyndee Gress.....\$80,680.44  
Dalene Hartshorn.....\$79,964.86  
Auri Hatheway.....\$79,777.61  
Lisa Allison.....\$78,428.37  
Kay Elvrum.....\$78,152.12  
Janet Tade.....\$76,799.30  
Tammy Crayk.....\$74,995.14  
Maria Monarrez.....\$74,898.63  
Yvonne Lemmon.....\$74,743.13

Elizabeth Fitzpatrick.....\$74,405.37  
Lise Clark.....\$73,717.14  
Vivian Diaz.....\$73,614.65  
Consuelo Prieto.....\$73,422.25  
Anabel Rocha.....\$73,388.54  
Rebecca Evans.....\$73,204.00  
Valerie Bagnol.....\$71,960.70  
Judy Brack.....\$71,289.79  
Susan Hohman.....\$70,910.65  
Jan Thetford.....\$70,304.81  
Jamie Cruse-Vrinos.....\$70,183.20  
Kim McClure.....\$69,100.33  
Davanne Moul.....\$67,097.61  
Pam Ross.....\$66,381.46  
Jeanie Martin.....\$66,302.15  
Mona Butters.....\$65,553.17  
Candace Laurel Carlson.....\$65,429.51  
Joanne Bertalan.....\$65,195.50  
Alia Head.....\$64,911.36

**On-Target for \$125,000 Gold Circle**  
Monique Todd Balboa.....\$61,188.09  
Vicki Jo Auth.....\$61,160.86  
Kristin Myers.....\$60,529.50  
Juanita Gudino.....\$60,431.76  
Cathy Bill.....\$60,173.74

Gloria Báez.....\$59,096.32  
Kate DeBlander.....\$58,687.02  
Shirley Oshiro.....\$58,547.16  
Janis Z. Moon.....\$57,959.52  
Pam Klickna-Powell.....\$57,698.59  
Bea Millsagle.....\$57,644.23  
Mayuli Rolo.....\$57,174.10  
Noelia Jaimes.....\$56,944.81  
Roxanne McInroe Williams.....\$56,512.51  
Scarlett Walker-Simpson.....\$56,417.48  
Evelinda Diaz.....\$55,699.72  
Paola Ramirez.....\$54,720.17  
Elizabeth Muna-Mudsi.....\$54,188.84  
Morayma Rosas.....\$53,859.19  
Kirk Gillespie.....\$53,718.10  
Kathy Rodgers-Smith.....\$53,692.42  
Shelly Gladstein.....\$53,567.63  
Kimberly Copeland.....\$53,093.10  
Maribel Barajas.....\$52,923.26  
Evalina Chavez.....\$52,302.10  
Glinda McGuire.....\$52,227.25

## Monthly Commissions and Bonuses

Listed are NSD commissions above \$10,000 earned in November by Independent National Sales Directors as defined above **plus** the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc., are **not** included in these amounts.

### Diamond

1. Barbara Sunden\*\*\*.....\$106,592  
2. Anita Mallory Garrett-Roe\*\*\*.....\$71,843  
3. Lisa Madson.....\$58,565  
4. Gloria Castaño\*\*\*.....\$33,390  
5. Patricia Turker\*\*.....\$32,642  
6. Linda C. Toupin.....\$29,343  
7. Mary Diem\*.....\$25,907  
8. Diane Underwood.....\$25,552  
9. Sonia Páez\*\*.....\$25,402  
10. Connie A. Kittson.....\$22,240  
11. Dayana Polanco\*.....\$20,051  
12. Maria Monarrez.....\$18,431  
13. Susan M. Hohman\*.....\$18,211  
14. Dalene Hartshorn.....\$17,725  
15. Elizabeth Muna-Mudsi.....\$16,086  
16. Vivian Diaz.....\$15,518  
17. Mayuli Rolo\*.....\$14,526  
18. Evelinda Diaz\*.....\$13,841  
19. Heidi Goelzer.....\$13,286  
20. Diana Heble.....\$12,570  
21. Juanita Gudino.....\$12,047  
22. Noelia Jaimes\*.....\$10,941  
23. Maria Flores.....\$10,781  
24. Ada Garcia-Herrera.....\$10,576  
25. Diane L. Mentiply.....\$10,112

5. Pamela A. Fortenberry-Slate\*.....\$20,522  
6. Rebecca Evans\*.....\$18,300  
7. Candace Laurel Carlson\*.....\$17,883  
8. Jeanne Rowland\*.....\$17,772  
9. Donna B. Meixsell.....\$17,418  
10. Ronnie D'Esposito Klein\*.....\$16,269  
11. Kirk Gillespie.....\$15,728  
12. Terri Schafer.....\$15,383  
13. Cyndee Gress.....\$15,345  
14. Michelle L. Sudeth\*.....\$14,825  
15. Pam Ross\*.....\$14,658  
16. Bea Millsagle.....\$13,909  
17. Somer Fortenberry.....\$13,711  
18. Kimberly R. Copeland.....\$13,419  
19. Vicki Jo Auth.....\$13,325  
20. Kate DeBlander.....\$13,310  
21. Scarlett S. Walker-Simpson\*.....\$13,030  
22. Janis Z. Moon.....\$12,961  
23. Gena Rae Gass.....\$12,825  
24. Judy Kawiecki.....\$11,478  
25. Lynne G. Holliday.....\$11,080  
26. Margaret M. Bartsch.....\$11,073

10. Tammy Crayk.....\$19,843  
11. Jan L. Thetford.....\$18,793  
12. Paola Ramirez.....\$18,464  
13. Pam L. Higgs.....\$16,433  
14. Davanne D. Moul\*.....\$16,026  
15. Pam Klickna-Powell.....\$15,552  
16. Gloria Báez\*.....\$15,287  
17. Tammy Romage.....\$15,175  
18. Sharon L. Buck.....\$14,653  
19. Roxanne McInroe Williams.....\$14,028  
20. Alia L. Head.....\$13,971  
21. Jill Moore.....\$13,436  
22. Sherril L. Steinman.....\$13,266  
23. Maria Aguirre.....\$12,969  
24. Gillian H. Ortega.....\$12,624  
25. Lorraine B. Newton.....\$12,471  
26. Nancy A. Moser.....\$12,348  
27. Maribel Barajas.....\$12,286  
28. Carol L. Stoops.....\$12,075  
29. Kendra Crist Cross.....\$11,445  
30. Kimberly D. Starr.....\$11,288  
31. Lara F. McKeever.....\$10,885  
32. Debra M. Wehrer.....\$10,296  
33. Magdalena Nevarez\*.....\$10,074

8. Dacia Wiegandt\*.....\$23,529  
9. Kerry Buskirk\*.....\$22,694  
10. Cindy Fox\*.....\$22,569  
11. Janet Tade\*.....\$20,488  
12. Yvonne S. Lemmon.....\$19,311  
13. Auri Hatheway.....\$19,166  
14. Kay E. Elvrum.....\$18,702  
15. Lily Orellana.....\$18,153  
16. Dawn Otten-Sweeney.....\$16,483  
17. Brenda Segal\*.....\$15,891  
18. Mona Butters.....\$15,691  
19. Pamela Tull.....\$14,943  
20. Cathy Bill\*.....\$14,902  
21. Jamie Cruse-Vrinos.....\$14,592  
22. Kym A. Walker\*.....\$14,399  
23. Jackie LaPrade.....\$14,021  
24. Morayma Rosas.....\$13,480  
25. Kathy Rodgers-Smith.....\$13,168  
26. Shelly Gladstein.....\$12,801  
27. Crisette M. Ellis.....\$12,575  
28. Cristi Ann Millard.....\$12,283  
29. Evalina Chavez.....\$11,270  
30. Candy Jackson.....\$10,940  
31. Sabrina Goodwin Monday.....\$10,441

8. Anita Tripp Brewton\*.....\$22,387  
9. Kristin Myers.....\$21,202  
10. Sandy Miller\*.....\$20,439  
11. Lisa Allison.....\$20,339  
12. Julia Burnett\*.....\$19,646  
13. Kim L. McClure.....\$18,926  
14. Maureen S. Ledda\*.....\$18,921  
15. Amie N. Gambolan.....\$18,587  
16. Elizabeth Fitzpatrick\*.....\$18,446  
17. Jeanie Martin.....\$18,013  
18. Julie Krebsbach.....\$17,883  
19. Lise T. Clark\*.....\$17,495  
20. Nancy Bonner\*.....\$17,405  
21. Monique Todd Balboa.....\$17,372  
22. Anabel Rocha.....\$17,173  
23. Judy Brack.....\$15,869  
24. Leah Lauchlan.....\$15,368  
25. Linda Kirkbride.....\$14,528  
26. Lynda Jackson\*.....\$14,519  
27. Glinda McGuire\*.....\$13,305  
28. Shirley M. Oshiro.....\$13,218  
29. Jane Studrawa.....\$13,060  
30. Bett Vernon.....\$13,004  
31. Dorothy D. Boyd.....\$12,485  
32. Alma Orrostieta.....\$12,373  
33. Robin Rowland.....\$12,281  
34. Deb Pike.....\$12,259  
35. Sylvia Kalicak.....\$12,106  
36. Cathy E. Littlejohn.....\$11,648  
37. Kathy C. Goff-Brummett.....\$11,262  
38. Maureen Myers.....\$10,955

### Sapphire

1. Karen Piro\*\*.....\$49,516  
2. Lupita Ceballos\*\*.....\$40,686  
3. Judie McCoy\*.....\$26,400  
4. Shannon C. Andrews\*.....\$25,763  
5. Julianne Nagle\*.....\$23,343  
6. Valerie J. Bagnol\*.....\$23,099  
7. Dawn A. Dunn.....\$22,524  
8. Sara Pedraza-Chacón\*.....\$21,677  
9. Sandy Valerio\*.....\$20,109

### Emerald

1. Gloria Mayfield Banks\*\*\*.....\$60,655  
2. Kathy S. Helou\*.....\$55,549  
3. Debi R. Moore\*.....\$34,517  
4. Sherry Windsor\*\*.....\$28,682  
5. Consuelo R. Prieto\*.....\$28,025  
6. SuzAnne Brothers\*.....\$27,530  
7. Joanne R. Bertalan\*.....\$25,780

### Pearl

1. Jan Harris\*\*.....\$54,177  
2. Halina Rygiel\*.....\$44,224  
3. Stacy I. James\*\*.....\$42,138  
4. Pamela Waldrop Shaw\*.....\$38,912  
5. Cindy A. Williams.....\$31,344  
6. Cheryl Warfield\*\*.....\$29,948  
7. Mary C. Estupian\*.....\$22,634

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



# Recognition

## Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in November 2012. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Diamond

Amelie Kemogne	\$17,093.05
Kristin Jenae Rogers	14,540.50
Marsha Morrisette	13,493.44
Irene Olebara	12,005.08
Priscilla McPheeters	11,655.48
LaRonda L. Daigle	11,570.98
Melinda M. Bailing	11,502.99
Amy Allgood	11,424.79
Stephanie A. Richter	10,431.37
Stephanie Audino	10,424.38
Lisa Rada	10,377.13
Shelly Palen	10,375.89
Julie Neal	10,370.47
Kim A. Messmer	10,361.73
Nancy Fox Castro	10,353.38
Deborah Dudas	10,312.33
Mary Strauss	10,151.41
Tawnya Kremppes	9,983.10
Melissa R. Hennings	9,900.10
Martha Kay Raile	9,890.58
Julie Schlundt	9,827.21
Karime Rosas	9,749.13
Maggie Rader	9,578.86
Andrea Whitcomb	9,578.13
Sandy Griffith	9,557.16
Ngozi Onuoha	9,510.44
Cecilia C. James	9,385.71
Ruth L. Everhart	9,178.71
Jill D. Davis	9,169.35
Oyindamola Ogundana	9,157.97
Sheryl Peterson	9,095.59
Jennifer Levitt	9,049.77
Annaka Krafka	8,900.54
Jessica Marie Anderson	8,873.91
Carol Lee Johnson	8,760.30
Jenny Siemonsma	8,610.01
Gerri Anne Morris	8,526.11
Linda T. Cartiglia	8,523.68
Jacquelyn Dykstra	8,460.94
Susie Kopacz	8,383.46
Lisa A. Stengel	8,346.66
Mary Beissel	8,313.13
Rose Rodriguez-Capone	8,305.84
Anne Newcomb	8,245.43
Chazney Gelfius	8,212.73
Lori M. Langan	8,145.59
Shelley Olson	8,143.97
Betty McKendry	8,101.20
Rebbi L. Brannon	8,097.33
Meg Booker Steward	8,077.05
Bisola Gbadamosi	8,056.05
Nancy Ashton O'Hara	7,946.23
Pat A. Nuzzi	7,911.69
Nancy Polish Dove	7,909.31
Virginia Rowell	7,892.85
Maricarmen Gonzalez	7,879.10
Mary P. Creech	7,877.88
Sonia Ariola	7,825.84
Terri J. Beckstead	7,798.23
Lesa Rae Franken	7,787.77
Susan K. Carlson	7,772.28
Maggie Butcher	7,756.00
Sharon B. Carney-Wright	7,672.59
Lisa Peterson	7,665.62
Linda J. Wicks	7,665.61
Petie L. Huffman	7,594.43
Lou Linda Utley	7,575.58
Evitelia Valdez-Cruz	7,500.63
Mariaelena Boquin	7,486.10
Mary Kathryn King	7,442.80
Natalie J. Murphy	7,434.42
Suzanne T. Young	7,381.05
Julie Danskin	7,332.21
Susan J. Pankow	7,298.61
Mary Jacobson	7,212.43
Robin L. Sailer	7,209.63
Carmen Hernandez	7,189.43
Michelle Cape	7,185.80
JoAnn Andriese	7,162.93
Maritza Estela Gonzalez	7,132.87
Kelly Miller-Johnson	7,112.86
Delmi Cristina Santos	7,081.37
Sandy Lasso	7,077.34
Marlene Davitt	7,070.88
LaChelle M. Seleski	7,070.00

Vicki Cussans	7,056.15
Susan M. McCoy	7,045.88
Cassandra Renee Chitwood	7,016.97
Sofia Aguilar	6,968.38
Christine DeGrammont	6,959.21
Susana Pereira-Morales	6,952.16
Joy H. Rentz	6,901.93
Bonita A. Meniru-Hudson	6,889.99
Chaya Suri Klein	6,873.53
Nicki R. Hill	6,872.45
Alicia Borkowska-Sattler	6,844.13
Mariann Biase Mason	6,794.48
April Ann Townsend	6,768.55
Jodi Carlson	6,742.13
Margarita Velez	6,716.91

### Ruby

Suzanne Wallace	\$14,490.32
Krystal D. Downey-Shada	12,292.67
Brenda Fenner	11,425.20
Laura A. Kattenbraker	10,343.82
Thessy Nkechi	
Nwachukwu	10,289.47
Barbara L. Harrison	9,637.95
Deborah S. Barker	9,433.03
Lisa Hansen	9,339.63
Mary Sharon Howell	9,181.06
Sonya F. Goins	9,154.21
Breda M. Teal	9,034.77
Amber L. Towne	8,967.71
Deborah S. Bailly	8,959.36
Michelle Semper	8,599.00
Gloria Dominguez	8,469.34
Marnie R. Yunger	8,455.51
Diane Covington	8,358.63
Kaye Driggers	8,316.09
Cleta Colson	8,251.35
Alice Ann Harmon	8,161.01
Winifred Nonye	
Ogunamiri	8,137.15
Ekene S. Okafor	8,036.23
July Lund	8,028.76
Liz Whitehouse	7,997.97
Donna Clark-Driscoll	7,864.89
Cheryl O. Fulcher	7,825.78
Debbie A. Elbrecht	7,783.97
Carmen Nunez de Valencia	7,780.42
Susan C. Ehrnstrom	7,706.83
Alicia Lindley-Adkins	7,618.65
Brandy E. Richwine	7,601.36
Michelle M. Visco	7,598.32
Diana Gutierrez	7,528.35
Mary Lou Ardohain	7,475.34
Karen E. Gardner	7,443.79
K.T. Marie Martin	7,433.46
Corrin Cresci	7,407.79
Stephanie Corrine Arbaugh	7,302.16
Lisa A. Williams	7,288.28
Julie Brindell Sapp	7,273.34
Cissy E. Warren	7,250.58
Irene Zapalac	7,195.85
Mary Alice Dell	7,169.90
Pat Z. Allen	7,093.08
Elizabeth A. Elder	7,067.07
Debbie Oertel	7,044.49
Eva E. Berber	7,014.38
Kali DeBlander Brigham	6,947.36
Stacy Rozadowski	6,884.56
Erin C. Lynch	6,856.10
Tina Hulsman	6,837.11
Sherri Ammons	6,829.94
Laurieann Barclay	6,823.76
Tolu I. Adekunle	6,814.68
Chastity Marie Bromley	6,802.66
Sherly K. Goins	6,783.33
Terry S. Smith	6,771.10
Oye A. Onuoha	6,769.81
Darla R. Bull	6,676.73
Cathy G. Huhta	6,667.09
Aune Weidenweber	6,629.45
Chick Stamschror	6,614.93
Suzanne Moeller	6,601.35
Jeannie Ripley	6,594.18
Sylvia J. Cook	6,566.94
Cindy Anderson	6,497.53

Terezeja Marie Lemieux	6,470.77
Wanda Metzger	6,429.58
Isabel Mejia	6,421.57
Loraine Noland	6,388.39
Judie Roman	6,361.18
Patti Maxwell	6,345.07
Elsa A. Ramirez Pacheco	6,313.22
Joan M. Merten	6,299.75
Jill E. Garrett	6,259.16
Robin R. Tucker	6,118.97
Missy M. O'Neal	6,118.02
Brandy D. Herring	6,112.68
Rose Mary Neel	6,085.83
Kimberly Cavarretta	6,082.24
Connie A. Brinker	6,050.37
Courney Leanne Armstrong	6,037.85
Eleanor M. Reigel	6,024.60
Angie M. Ludwig	6,013.21
Jackie M. Craver	5,939.47
Cheryl Dougan	5,927.24
Crystal Huskins Carper	5,904.83
Becky J. Seim	5,885.74
Margaret Allison Reiser	5,878.15
Sherrie L. Clemons	5,855.40
Lupita G. Ramirez	5,841.19
Cristina Neves Carper	5,817.13
Rachel L. Hall	5,794.59
Janette M. Thompson	5,750.14
Carol A. Kirkland	5,694.34
Suzanne M. Riggs	5,684.92
Karen M. Irwin	5,674.91
Nia Putnam	5,671.63
Amy J. Spence	5,667.78
Mary L. Holmes	5,638.48

### Sapphire

Julie Weaver	\$16,819.18
Diane Bruns	11,433.30
Ruby Garner	11,079.95
Ellen Ezekiel Farquharson	10,989.72
Debbie A. Weld	10,489.12
Jennifer L. Bescker	10,189.62
Pam Garner Moore	10,080.30
Kristi M. Montesana	9,929.38
Tracy Potter	9,844.40
Randi Stevens	9,554.66
Faith A. Gladding	9,528.81
Lady Ruth Brown	9,424.53
Cheryl T. Anderson	9,244.00
Julia Mundy	9,228.17
Sylvia Boggs	8,899.65
Jill Beckstedt	8,894.51
Kathy R. Bullard	8,862.60
Tabitha A. Hallums	8,780.65
Peggy B. Sacco	8,719.28
Alison Jurek	8,696.89
Krista A. Johnson	8,611.70
Kathleen Kirkwood	8,591.31
Linda Klein	8,465.93
Angie S. Day	8,203.42
Ann W. Sherman	8,202.52
Audrey K. MacDowall	8,096.89
Sarah Sullivan Krycinski	8,060.29
Krista Neal Warner	8,031.04
Janis Clemens	7,968.12
Coty Aglaee Trevino	7,875.81
Jennifer G. Bouse	7,817.82
Robyn S. Cartmill	7,783.17
Crystal Dawn McDaniel	7,666.66
Jeannie Helm	7,644.20
Gia Lee Kroschus	7,638.34
Cindy Harness	7,632.64
Connie L. Russo	7,549.85
Lynnee E. Tate	7,527.34
Brenda K. Gibson	7,463.91
Ann Ferrell Smith	7,399.45
Phyllis I. Pinksner	7,377.35
Kim I. Sabourin	7,280.51
Joanna Helton	7,276.61
Delmy Ana Torrejon	7,266.59
Kim West	7,260.10
JoAnna P. Shipe	7,256.91
Barbara J. Puckett	7,254.92
Brooke E. Bennett-Young	7,195.03
Bonnie Crumrin	7,137.61

Jim Cundiff	7,099.71
Leanne Sexton	6,987.96
Linné Lane	6,933.07
Jodi L. Feller	6,924.12
Dolores Keller	6,920.47
Tshanna Kyles	6,908.25
Maria G. Leon	6,891.46
Binta Touray Jagne	6,840.54
Maria Montes	6,818.98
Martha Villarreal	6,809.97
Marie E. Vlaminck	6,784.46
Heather L. Bohlinger	6,717.68
Wendy Clausen	6,683.04
Mary K. White	6,679.78
Heather A. Daniel-Kent	6,677.69
Gayle J. Green	6,664.58
Sandra A. Zavoda	6,625.39
Debra J. Witmer	6,595.70
Sanjana Sosa	6,594.86
Theresa Kusak-Smith	6,585.76
Gena Prince	6,554.67
Norma Ferreira Lopez	6,547.98
Sue Ammons	6,449.43
Margaret Neill	6,422.62
Connie J. Lamp	6,396.89
Frances Woodham	6,393.35
Josefa Chacon	6,389.00
Shelley Townsley	6,370.34
Kelley L. Valerio	6,289.84
Deanna L. Spillman	6,273.92
Marie Pfarr	6,200.17
Dottie Huse	6,177.57
Elaine Hipscher	6,150.31
Rayne D. Tubbs	6,139.74
Jo Carol Lee	6,118.96
Cindy S. Kriner	6,097.92
Lynn Baer Roberts	6,086.94
Teodora Ahumada	6,070.86
Nannette G. Short	6,069.40
Sherri Reindl	6,060.50
Cynthia S. Sheppa	6,053.12
Leann Elaine Zondag	6,052.43
Natalie Reed	6,048.90
Darlene Brown	6,041.00
Anita R. Rabelo	6,036.41
Dawn Coby	6,012.79
Christy Bigham	5,950.31
Pilar Najera	5,940.30
Marjorie S. Haun	5,920.31
Chris Burnside	5,906.52
Elizabeth A. Poole	5,883.76

### Emerald

Michele Armes	\$13,572.90
Jordan Helou Eicher	12,628.06
Karen E. Ridle	12,015.13
Stacy D. Foust	11,039.38
Christine Denton Barneuo	10,757.46
Julie A. Griffin	10,313.41
Uise Uibel	10,291.98
Jessica Brash Holzbach	10,191.97
Paula Kelsch	10,030.20
Barbara Pleet	9,962.91
Jackie L. Root	9,539.14
Janie M. Tamborello	9,461.51
Pam Kelly	9,321.15
Connie Marie Ackroyd	9,294.95
Susie J. Serio	9,153.04
Shawna D. Schneider	8,938.62
Sheri Farrar-Meyer	8,900.33
Trisha Taylor	8,792.06
Stacy S. Gilson	8,752.57
Jo M. Cotton	8,663.29
Angel L. Hurley	8,654.03
Karen A. Jorgenson	8,625.41
Julie B. Potts	8,576.76
Traci Smith	8,480.79
Linda Bradley	8,407.41
Nancy Boucher	8,364.75
Kimbi L. Bartik	8,319.50
Jeannine R. DeVore Harris	8,065.31
Jeannette E. Beichle	8,047.29
Chris H. Teague	7,951.55
Elaine K. Williams	7,871.14
Cheryl L. Foster	7,808.75

Heather A. Carlson	7,718.57
Marina Sanchez Ramirez	7,709.62
Mary Brandenburgh	7,667.03
Kay Dickerson	7,610.89
O'nelly Encarnacion Gomez	7,588.93
Cynthia Pack	7,582.59
Yolanda Lopez	7,478.58
Debbie L. Bower	7,459.62
Vicki Powell	7,455.55
Tanya O. King-Lee	7,356.49
Maria Sanchez	7,336.19
Tatiana Rodriguez	7,327.53
Ann Shears	7,206.72
Rose Campbell	7,102.13
Maria Guadalupe Botello	7,085.44
Delia Ponce	7,046.74
Debbie E. Barnes	6,986.03
Dana Ann Lamade	6,968.21
Marcela Sierra	6,898.72
Cristina Martins	6,894.61
Christine J. Kurzawa	6,890.17
Vicki Hunter	6,872.82
Casie Hembree	6,851.22
Kathy P. Oliveira	6,847.53
Ashley N. Clinesmith	6,706.99
Anne Sullivan	6,649.36
Kara Gallup	6,599.98
Holly S. Neff	6,591.53
Celsa Menjivar-Gutierrez	6,581.27
Danette Kelley Smith	6,554.27
Joslyn Eaton	6,534.92
Emily Stone	6,518.23
Susan A. Smith	6,489.98
Dana Dean Cornalino	6,436.11
Leanne Parrino-Pheasant	6,317.46
Shelley Bottiaux	6,306.75
Ayobami Olanrewaju	
Olusa	6,262.25
Judith E. Cotton	6,250.17
Helen M. Harlow	6,235.41
Diane K. Autry	6,212.62
Kimberly Dawn Dawes	6,162.69
Janet Lee Ellis	6,156.52
Connie S. Miller	6,146.55
Kathleen L. Holmberg-Botelho	
Bridgett Leigh Moore	6,130.20
Sonya C. D'Herde	6,018.69
Dana M. Chamberlin	5,991.54
Carrie D. Bilby	5,972.95
Dawn Wilson	5,971.26
Carol M. Fulton	5,928.48
Stephanie Hunt	5,919.24
Aida Ramallo de Escribano	5,908.68
Sheila J. McCune	5,850.00
Monique Patrice Starks	5,807.60
Grace Elizabeth Snively	5,775.15
Carolyn J. Bishop	5,770.06
Nancy Graham	5,735.25
Cecilia Merport	5,723.80
Helen Jakpor	5,718.14
Kelly Ingland Brock	5,697.58
Elaine Jegli	5,696.73
Annette D. Oxley	5,680.28
Denise G. Kucharski	5,660.41
Hollie R. Sherrick	5,654.98
Lisa Wehlmann	5,650.75
Nancy L. DeFina	5,636.63
Janeigh Marie Grady	5,599.93
Hope S. Pratt	5,583.69

### Pearl

Roya Mattis	\$11,647.30
Brenda Stafford	11,613.66
Nadine Bowers	11,302.44
Patti Cornell	11,052.56
Nicole J. Canamare	10,946.52
Shauna Lynn Abbotts	10,868.43
Tamarie M. Bradford	10,713.74
Anne Geertsen	10,678.91
Jeannie K. Navrakl	10,522.13
Lia Rene Carta	10,049.20
Tammy A. Vavala	9,936.99
Virginia S. Rocha	9,697.73
Blythe Jolee Egbert	9,617.60

Amy Kemp	9,392.40
Crystal June Trojanowski	9,187.65
Collette Parker	9,164.24
Vicki Piccirilli	9,029.79
Lisa Olivares	9,025.86
Peggy Matish	8,915.08
Cindy Machado-Flippen	8,851.50
Evelyn Pirhalla	8,730.63
Debbie A. Thomas	8,691.73
Diane M. Detesco	8,650.02
Katherine Mirkes Ward	8,517.52
Lily Gauthreaux	8,325.26
Sylvia Limon Martinez	8,238.44
Tammy Brown	8,196.12
Christina Lynn Frantz	8,163.55
Patty J. Olson	8,110.79
Keita Powell	8,036.10
Amy C. Schule	8,002.58
Amy Kirtrell	7,957.57
Sandra Giraldo Kirchhoff	7,939.95
Amy Stokes	7,902.53
Sherly Jean Arena	7,902.34
Janice Baxter Hull	7,870.76
Judy Gieson	7,788.28
Mary Durrer	7,774.74
Irene K. Foster	7,732.48
Denise E. Crosby	7,666.69
Christi G. Campbell	7,489.39
Jenn Kirkham	7,475.12
Marilyn A. Ricker	7,433.76
Susan K. Janish	7,428.16
Rachel Page Kellogg	7,385.25
Sally Moreno	7,283.71
Laurie Travis Plyler	7,267.14
Sandy Kay	7,255.79
Tina M. Dees	7,225.77
Nancy D.L. Brindley	7,178.98
September Anne James	7,079.29
Lucia Fernandez	7,072.08
Deb Altdorfer	7,048.69
Gina Beck	6,985.14
Shelley Eldridge	6,978.43
Sandra M. Munguia	6,896.41
Menina M. Givens	6,891.17
Nicole Medjesky-Dixon	6,853.70
Maria Clayton-Taylor	6,852.93
Michele Salisbury Rankin	6,825.01
Patty Webster	6,821.12
Betty B. Lucido	6,811.82
Randi S. Gleason	6,735.48
Nedra Ruby White	6,696.22
Julie Holmberg	6,660.00
Carmen J. Felix	6,631.66
Judi Tapella	6,569.72
Carl Newby	6,485.03
Angela P. LaFrance	6,473.41
Kathy Ahlwardt	6,472.05
Carrie V. Eddings-Foster	6,439.21
Kathy Eckhardt	6,437.58
Betsy C. Richard	6,414.07
Shanna H. Jones	6,399.34
Rachael M. Bullock	6,387.89
Freda S. Brattain	6,366.65
Susan Moore	6,366.37
Carolyn A. Smith	6,357.73
Gwen L. Ginhin	6,350.61
Audrey L. Detesco-Nickell	6,317.91
Gail A. Clark	6,306.62
Belle L. Martin	6,282.58
Ruth Williams McCance	6,192.83
Milagro V. Diaz	6,127.06
Joyce Recenello	6,116.56
Fern M. Gerry	6,108.75
Sherry L. Fields	6,094.06
Melissa Nix Henderson	6,060.73
Maureen Ship	6,020.14
April Landrum-Johns	6,007.57
Traci Cloriot-Inwin	6,006.02
Ruthie Bressette-Mount	5,998.12
Shari M. Kirschner	5,988.49
Stacey Craft	5,980.99
Maribel Olivares	5,976.49
Kathryn L. Engstrom	5,961.53
Whitney Bacall James	5,950.51
Barbara R. Johnson	5,948.79
R. Sue Miller	5,920.44
Rebecca Taylor-Yindrick	5,912.20

# Recognition

## Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in November 2012.

### Top National Sales Directors — Commissions and Bonuses



**Barbara Sunden**  
\$106,592  
Diamond



**Carol Anton**  
\$47,824  
Ruby



**Karen Piro**  
49,516  
Sapphire



**Gloria Mayfield  
Banks**  
\$60,655  
Emerald



**Jan Harris**  
\$54,177  
Pearl

### Top Unit — Estimated Retail Production

DIAMOND — Amelie Kemogne, <i>E. Muna-Mudsi Area</i> .....	\$101,165
RUBY — Suzanne Wallace, <i>Go Give Area</i> .....	\$99,429
SAPPHIRE — Julie Weaver, <i>Go Give Area</i> .....	\$120,524
EMERALD — Jordan Helou Eicher, <i>K. Helou Area</i> .....	\$94,472
PEARL — Brenda Stafford, <i>L. Kirkbride Area</i> .....	\$87,277

## Top Unit Builders

Independent Sales Directors with **20** or more new unit members for November 2012.

### Diamond

Amy Allgood .....	41 New Unit Members
Kristin Jenae Rogers .....	31 New Unit Members
Sofia Aguilar .....	28 New Unit Members
Cathi Ann Burton .....	21 New Unit Members

### Ruby

Suzanne P. Wallace .....	21 New Unit Members
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### Sapphire

Alethia Ramsey .....	28 New Unit Members
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### Emerald

Grace Elizabeth Snively .....	22 New Unit Members
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### Pearl

Nedra Ruby White .....	20 New Unit Members
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### Top Sales Director — Personal Sales

DIAMOND — Tokunboh Oyenuga, <i>Go Give Area</i> .....	\$13,423
RUBY — Carolyn Simon, <i>S. Walker-Simpson Area</i> .....	\$11,638
SAPPHIRE — Jim Cundiff, <i>Go Give Area</i> .....	\$17,415
EMERALD — Brenda Segal, <i>B. Segal Area</i> .....	\$14,055
PEARL — Whitney Gaines, <i>J. Harris Area</i> .....	\$16,723

### Top Beauty Consultant — Personal Sales

DIAMOND — Kathleen Neal, <i>V. White Unit, Go Give Area</i> .....	\$17,362
RUBY — Sherry Luskin, <i>C. Kirkland Unit, Go Give Area</i> .....	\$17,376
SAPPHIRE — Hai Nguyen, <i>E. Farquharson Unit, S. Andrews Area</i> .....	\$24,934
EMERALD — Yuko Yasuma, <i>M. Brandenburgh Unit, Go Give Area</i> .....	\$39,276
PEARL — Felicia Thompson, <i>K. Ward Unit, L. Allison Area</i> .....	\$11,842

### Top Team Builder

DIAMOND — Sales Director Sofia Aguilar, <i>A. M. Garrett-Roe Area</i> .....	10 New Team Members
RUBY — Sales Director Stella Smith-Pius, <i>Go Give Area</i> .....	12 New Team Members
SAPPHIRE — Sales Director Cathy Welch, <i>Go Give Area</i> .....	17 New Team Members
EMERALD — Shamika Bevier, <i>A. Olusa Unit, N. Privette-Jones Area</i> .....	10 New Team Members
PEARL — Kimberly Burhoop, <i>A. Gamboian Unit, A. Gamboian Area</i> .....	14 New Team Members

## New NSD Debuts

New Independent National Sales Director Debuts  
November 1, 2012.



**Leah Lauchlan**  
National Sales Director  
Pearl Seminar

## Sales Mentors

Special thanks to the sales mentors for the October 18 and November 8, 2012, *New Independent Sales Director Education* classes.



**Tammy Cray**  
National  
Sales Director  
Sapphire Seminar



**Vivian Diaz**  
National  
Sales Director  
Diamond Seminar



**Jaime Bittner**  
Executive Senior  
Sales Director  
Uniontown, Pa.  
Pearl Seminar



**Amy Kemp**  
Future Executive  
Senior Sales Director  
Bourbonnais, Ill.  
Pearl Seminar



**Cindy Machado-  
Flippen**  
Future Executive  
Senior Sales Director  
Secaucus, N.J.  
Pearl Seminar



**Vicki Piccirilli**  
Future Executive  
Senior Sales Director  
Wesley Chapel, Fla.  
Pearl Seminar

## Meet Your NSDs

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



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



# Made in the Shade!

An update to lipstick shade categories.

Good news! We're updating the Mary Kay® Creme Lipstick shade category names to reflect on-trend language that your customers expect when shopping with a top beauty brand. Beginning in May, the **Tawnies category will be renamed Corals**, and the Metals category name will be deleted. **Shades within the Metals category will be distributed into other categories.** No shades will be discontinued. As always, you'll want to **encourage your customers to use the Mary Kay® Virtual Makeover** to try fun color combinations!



## What does your lipstick say about you?

### If you prefer this lipstick shade ...

Berries  
Neutrals  
Chocolates  
Pinks  
Corals  
Reds

### Your personality tends to be ...

Romantic  
Easy-going  
Passionate  
Cheerful  
Original  
Confident



## Brand your color parties!

- Create a professional look at your color parties with the help of MK® Lip Color presentation folders and table runners, available through MKConnections®.
- The *Lips That Wow* place mat is great to expose your customers to all Mary Kay® lip products, and it's available on Mary Kay InTouch®. Print at home (Business Tools > Party Central > Party Tools) or through the FedEx Office DocStore (Ordering > MKConnections® > FedEx DocStore).



## LIPS WITH staying power...

### 1970

- Mary Kay introduces frosted lipstick shades.

### 1978

- Mary Kay adds lip gloss to its regular line. Suggested retail price, \$3.50.

### 1987

- Mary Kay launches three new lipstick shades – Sunset, Hibiscus and Toffee – still popular, regular-line shades today!



**TIP!** Keep your teeth lipstick-free. After you apply lipstick, place a finger between your lips and pull out.

**TIP!** Hold color makeovers on a rainy day. Women are more likely to buy lipstick when it's gloomy outside.

MARY KAY  
one woman can™  
50 YEARS

## Career Conference 2013



### What's in store for you?

- Great education
- Fun, bonding time
- Valuable idea sharing
- Sneak peeks at upcoming products
- Dazzling celebrations
- Terrific recognition
- Plus, a surprise or two!

You don't want to miss! Grab a sister independent sales force member, register today and be part of a fabulous two-day event coming to a city near you.

### The Details

**Cost:** \$85 if received by Feb. 28; \$95 on-site, space permitting.

**Registration starts:** Feb. 2 for Week I; Feb. 5 for Week II

**Register one of two easy ways:**

**Online:** Mary Kay InTouch®.

Events > Special Events 2013 > Career Conference 2013

**Mail:** Special Events Registration, Mary Kay Inc., P.O. Box 799045, Dallas, TX 75379-9045

### Week I - March 15-16

Anaheim, Calif.\*  
Baltimore, Md.  
Boston, Ma.\*\*  
Dallas, Texas\*\*  
Denver, Colo.\*\*  
Indianapolis, Ind.  
Louisville, Ky.

Madison, Wis.  
Mobile, Ala.  
Ontario, Calif.  
Richmond, Va.

Syracuse, N.Y.  
Tacoma, Wash.\*\*

West Valley, Utah

Disneyland Resort  
Baltimore Convention Center  
Hynes Convention Center  
Dallas Convention Center  
Colorado Convention Center  
Indiana Convention Center  
Kentucky International Convention Center  
Monona Terrace  
Mobile Convention Center  
Ontario Convention Center  
Greater Richmond Convention Center  
The Oncenter  
Greater Tacoma Convention Center  
Maverik Center

\*Spanish only    \*\*Spanish interpretation provided

Everyone is invited! Join us for a much deserved round of applause and a chorus of "You can do it, girl!"



## Career Conference **NEW** Mary Kay Expo Challenge

Each Career Conference city that meets its registration goal by the end of February is included in a drawing for a chance to win a **traveling Mary Kay exhibition at their location**. One city per week gets a peek at the Star Consultant quarterly prizes, Spring 2013 limited-edition collection, new Mary Kay career apparel, plus much more! Don't delay. Register today!

# 2013

### Week II – March 22-23

Atlantic City, N.J. I	Atlantic City Convention Center
Augusta, Ga.**	Augusta Marriott at the Convention Center
Austin, Texas	Austin Convention Center
Charlotte, N.C. I	Charlotte Convention Center
Galveston, Texas**	Galveston Island Convention Center
Glendale, Ariz.**	Renaissance Glendale Hotel & Spa
Miami, Fla. I	James L. Knight International Center
Novi, Mich.	Suburban Collection Showplace
Omaha, Neb.	CenturyLink Center
Orlando, Fla.**	Orange County Convention Center
Pittsburgh, Pa.	David L. Lawrence Convention Center
Sacramento, Calif.**	Sacramento Convention Center
San Diego, Calif.	San Diego Convention Center
Schaumburg, Ill.**	Renaissance Schaumburg Convention Center
St. Charles, Mo.	St. Charles Convention Center
St. Paul, Minn.	St. Paul RiverCentre

### Week II – March 24-25

Atlantic City, N.J. II*	Atlantic City Convention Center
Charlotte, N.C. II**	Charlotte Convention Center
Miami, Fla. II*	James L. Knight International Center



#### The Big Picture

"Career Conference was my first 'big' Mary Kay event. It definitely helps paint the picture of what a Mary Kay business can be. I watched in awe as

women were recognized onstage and realized I wanted that too! It was great to be surrounded by wonderful and inspiring mentors from whom I could watch and learn. I set my first goal in my Mary Kay business at Career Conference, and I've been happy and successful setting and meeting goals ever since. Some goals aren't met right away, but I never give up!" **Mary Fernandez, Independent Sales Director in Dallas, Texas**



#### The Sky's the Limit

The music, energy and excitement at Career Conference is powerful. I left my first Career Conference knowing that I would return to Seminar just

three months later as a new Independent Sales Director, and I did! Attending Career Conference helped me better understand the Mary Kay® brand and the heart of Mary Kay Ash. I remember sitting with my girlfriends laughing, crying and feeling empowered knowing 'One Woman Can™' achieve anything she sets her heart out to do. I have experienced this firsthand!" **Catherine Piland Rogers, Senior Sales Director, Lawrenceville, Ga.**



**WATCH THE CAREER  
CONFERENCE 2013 VIDEO.**  
Get the free mobile app  
at <http://gettag.mobi>

# Suit Yourself!

MARY KAY  
**one woman can™**  
50 YEARS

## 50th Anniversary Independent Sales Director Suit

Independent Sales Directors can celebrate Mary Kay's 50th Anniversary in style. **Modern sculpted trends** are the rage across fashion runways, and these new pieces will continue the Mary Kay 50th Anniversary Collection. Visit the **Career Apparel site** on Mary Kay InTouch® (Ordering > Career Apparel) for accessory tips and to use the **new virtual tool, *Create Your Own Suit***, to help you mix and match suit pieces.

### CLASS of 2013



Debut as a **NEW** Independent Sales Director by July 1, 2013, and you'll receive a stunning

**"Rock Candy" gold ring** and shimmering **Kate Spade handbag**, along

with a \$500 check! Visit Mary Kay InTouch® under the Contests/Recognition tab for details. Also, talk to your Independent Sales Director. She can help you establish a plan that works for you!



The long topper jacket oozes chic sophistication with three-quarter-length sleeves, split notch stand collar and gold buttons. Jacket looks great open or closed.

Look poised and professional in this short, textured knit jacket featuring a split notch stand collar and gold accent buttons. Roll the sleeves or wear them down.

Show your elegant edge in this short jacket. It's a refined take on a contemporary style with three-quarter-length sleeves, pleated collar and front asymmetrical gold zipper.

### NEW Suit Manufacturer

Mary Kay's new suit manufacturer, TwinHill, is a subsidiary to Men's Wearhouse retail stores. Independent Sales Directors can get free sizing by professional tailors at any of the 650+ Men's Wearhouse retail stores. Plus,

- **\$15 gift card** valid toward Independent Sales Director suit alterations.
- **Complementary pressing** for their suit.
- **50 percent off regular-priced Men's Wearhouse merchandise** (excluding footwear).

Look for coupon on Mary Kay InTouch®.



# Business Boosters

Great items – some brand-new – to help you build and brand your business.



## Rolling TOTE

Made of black micro fiber with pink zippers and quilted with pink accents (classic Mary Kay), this portable pair holds skin care party accessories comfortably and can even slip under an airplane seat. The bottom wheeled case has a telescoping extendable handle, while the top case has an over-the-shoulder detachable strap. It comes with a 30-day 100 percent satisfaction guarantee and a one-year manufacturer's warranty on defects. \$59.



## NEW!

### BLACK BEAUTY COAT

The new figure-flattering Mary Kay® beauty coat features a removable collar and belt so you have lots of ways to express your style. The 100 percent polyester fabric is breathable and durable. Available in XXS to 3X. \$49.



## NEW!

### MARY KAY® T-SHIRT

Mary Kay is launching a fabulous 50th Anniversary black T-shirt with white, gold and silver accents and emblazoned with the "One Woman Can™" logo on the front and the Mary Kay story on the back. Available while supplies last in XXS-3X. 95 percent cotton and 5 percent spandex. \$29.



## NEW! PHOTO BUSINESS CARDS

Leave a lasting impression with Mary Kay photo business cards. The cards are available now, through June 30, 2013. Starting at \$28.

## TO Order



Check out **Mary Kay InTouch® > Ordering > MKConnections®** for more great products and services!



# GO-GIVE® AWARD

Congratulations to our March 2013 Go-Give® Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

Nominate a well-deserving Independent Sales Director who displays the Go-Give® spirit for this prestigious honor today! We've made it easier – look for the **NEW online nomination form** on Mary Kay InTouch® under the Contests/Recognition tab.



**Cecilia James**

**Diamond**

Independent Elite Executive  
Senior Sales Director

**Began Mary Kay Business**

January 1993

**Sales Director Debut**

August 1994

**Offspring** nine first-line;  
nine second-line

**National Sales Director**

Anita Mallory Garrett-Roe

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

**Personal** Lives in Flowery  
Branch, Ga. Husband, Jason;  
son, Luke; daughter, Mallory

**"I am motivated to help others  
because** helping others is the  
greatest joy of all."

**Independent Beauty  
Consultant Vita Flint of Dacula,  
Ga.,** says, "Cecilia draws out my  
best qualities and encourages  
me to stretch for my goals and  
dreams. She is generous with  
her time, compliments and  
resources. She loves to give and  
finds joy in doing so."



**Tina Hulsman**

**Ruby**

Independent Elite Executive  
Senior Sales Director

**Began Mary Kay Business**

June 1997

**Sales Director Debut**

August 2002

**Offspring** 10 first-line;  
six second-line

**National Sales Director**

Cyndee Gress

**Honors** Star Consultant; four-  
times Sales Director Queen's  
Court of Personal Sales;  
three-times Queen's Court of  
Sharing; seven-times Circle  
of Achievement; Double Star  
Achievement; three-times Triple  
Star Achievement

**Personal** Lives in Stanhope, N.J.  
Husband, Chris; sons: Gregory,  
Christopher; daughters: Jennifer,  
Danielle

**"I am motivated to help others  
because** I know how the  
Mary Kay opportunity can enrich  
their lives, and I love being the  
catalyst for that."

**Independent Future Executive  
Senior Sales Director Trish  
Digan of New Milford, N.J.,**  
says, "Tina has helped raise  
money for charities and others in  
need. Because she always gives,  
others love to give right back!"



**Cheryl Anderson**

**Sapphire**

Independent Senior  
Sales Director

**Began Mary Kay Business**

May 1998

**Sales Director Debut**

April 2000

**Offspring** two first-line

**National Sales Director**

Carol Stoops

**Honors** Circle of Honor; Sales  
Director Queen's Court of  
Personal Sales; three-times  
Queen's Court of Sharing; seven-  
times Circle of Achievement;  
four-times Circle of Excellence;  
four-times Double Star  
Achievement

**Personal** Lives in Gainesville,  
Fla. Husband, Steve; daughters:  
Meagan, Stephanie

**"I am motivated to help others  
because** I truly believe that it is  
my life's mission. In the Bible's  
book of Luke it says, 'to whom  
much is given, from him much  
will be required.'"

**Independent Beauty  
Consultant Lynn Jernigan of  
Alachua, Fla.,** says, "Cheryl  
volunteers at many events in  
our community and surrounding  
areas. She is selfless and  
giving and adheres to God  
first, family second, career third."



**Nancy North**

**Emerald**

Independent Sales Director

**Began Mary Kay Business**

March 1979

**Sales Director Debut**

September 1983

**National Sales Director**

Go Give Area

**Honors** Circle of Honor; 10-times  
Sales Director Queen's Court of  
Personal Sales; 17-times Circle  
of Achievement; seven-times  
Double Star Achievement

**Personal** Lives in Austin, Texas  
Husband, Steve; stepson,  
Damon; stepdaughter, Betty;  
one granddaughter

**"I am motivated to help others  
because** I love seeing the joy on  
people's faces when they reach  
their goal or have their dream  
come true for themselves and  
their families because of their  
Mary Kay business."

**Independent Beauty  
Consultant Catherine Brites of  
Austin, Texas,** says, "Nancy's  
team members are always  
surprised when I tell them I am  
an adoptee. She treats all of us  
as her own and has encouraged  
and supported me personally  
in my goal to become an  
Independent Sales Director."



**Laynee DePietro**

**Pearl**

Independent Sales Director

**Began Mary Kay Business**

May 1995

**Sales Director Debut**

June 2000

**National Sales Director**

Jan Harris

**Honors** Circle of Honor

**Personal** Lives in Mesa, Ariz.  
Husband, Mike; sons: Nicholas,  
Caden

**"I am motivated to help others  
because** I love seeing and  
feeling that moment when they  
'get it.' The excitement is turned  
on, and they realize that Mary Kay  
is truly the vehicle to be more,  
have more and share more!"

**Independent Executive  
National Sales Director Jan  
Harris,** says, "Laynee is so loved  
and respected. Her enthusiasm  
and winning spirit has ignited my  
National Area. She always calls  
and asks me, 'Jan, what would  
Mary Kay do?' Laynee is the best  
of the best!"



# The Power Class of the Month

It's like boot camp for your brain!

- Each month there's a NEW topic where your Mary Kay mentors share their tips and experience.
- Watch the 20-minute class when it's convenient for you 24/7!

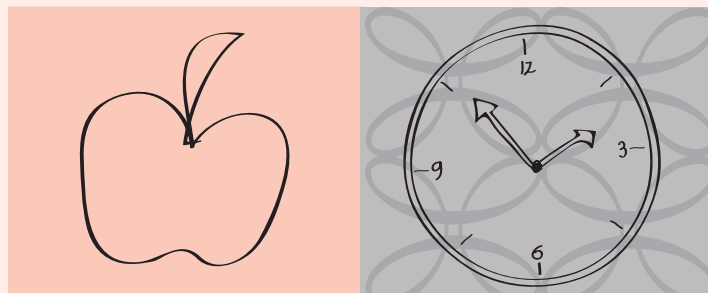
Hungry for more?

- There's also a live-chat.
- Follow-up presentations
- Blogs
- Supplemental reading, even a power poll!

Don't wait!

Once the month is over, so is the class!

Best NEWS: **It's FREE!**



Independent  
Senior National  
Sales Director

**Pat  
Danforth**



Independent Future  
Executive Senior  
Sales Director

**Regan Danforth  
House**

## FEBRUARY

### The Heart of Mary Kay

For Mary Kay Ash, P&L wasn't short for profit and losses. It stood for people and love. Ideas like people, love, the Golden Rule and making others feel important may seem odd in many businesses, but it shaped Mary Kay Ash and her legacy.



Independent  
National  
Sales Director

**Kirk  
Gillespie**



Independent  
National  
Sales Director

**Lisa  
Allison**

## MARCH

### Maintain Balance and Make It Work!

With the challenge of balancing life, family, work and your new Mary Kay business, how do you focus? Learn how you can prioritize your time, live your dreams and clear unnecessary clutter. Make it work!

## APRIL

### Coach the Hostess Like a Pro

From increasing sales to acquiring new team members, holding amazing parties can make all the difference. Get the insider scoop as you learn how to coach the hostess like a pro!



Find  
**The Power Class of the Month** on  
Mary Kay InTouch®  
under the Education tab.

MARY KAY®

Mary Kay Inc.  
P.O. Box 799045  
Dallas, TX 75379-9045

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**MARY KAY®**  
**one woman can™**  
**MAKEOVER CONTEST**

The best part about a makeover is seeing the confidence that comes with the change!

- ✓ Book Now – May 10
- ✓ Enter March 8 – May 10
- ✓ Vote May 12-27

Winners announced at Seminar 2013

**Why Participate?**

- Great way to book parties
- Attract new customers
- Celebrate Mary Kay's 50th Anniversary
- Have fun and promote sales

**MARY KAY**  
**one woman can™**  
**50 YEARS**

It's Mary Kay's 50th Anniversary, so everything's bigger and better this year! Treat your customers to a fabulous Mary Kay® makeover from **NOW** through **May 10, 2013**, and you all may be winners!

Visit **[mkmakeovercontest.com](http://mkmakeovercontest.com)** for complete details and contest rules.