

register for the time of your life.

get it free with your ordert

Oil-Free Hydrating Gel

Color 101 Cards

Travel Roll-Up Bag



SUGGESTED USE:

You can thank that extra-special hostess for all her help throughout the year with this soothing, refreshing gel. It also makes a great gift with purchase to reward customers who help build your business with referrals.



SUGGESTED USE:

Color 101 Cards make it easy for you to boost your color sales by showing your customers how to get a fabulous new look. Each card gives your customer everything she needs to sample a complete new look, so it's easy and fun!



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 may also want to offer it free to customers who purchase four or more product sets.

Total Section 1	Month 2 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Oil-Free Hydrating Gel	\$30
\$1,200 sugg. retail/ \$600 wholesale	2 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack)	\$60
\$1,600 sugg. retail/ \$800 wholesale	3 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack)	\$90
\$2,400 sugg. retail/ \$1,200 wholesale	4 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack)	\$120
\$3,600 sugg. retail/ \$1,800 wholesale	5 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack) 1 Travel Roll-Up Bag	\$150
\$4,800 sugg. retail/ \$2,400 wholesale	5 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack) 2 Travel Roll-Up Bags	\$150
\$6,000 sugg. retail/ \$3,000 wholesale	5 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack) 3 Travel Roll-Up Bags	\$150
\$7,200 sugg. retail/ \$3,600 wholesale	5 Oil-Free Hydrating Gels 1 Set Color 101 Cards (asst. pack) 4 Travel Roll-Up Bags	\$150

- 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. If you are a new
 Beauty Consultant, ask your Independent
 Sales Director 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.
- *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 April 16 through May 15, 2006, to qualify for this bonus.

Everyone loves spring!

There's a renewed connection to the world and to those around you. Sunny days make everyone want to come out and play. So it's the perfect time to plan some events with customers to help them look as good as they feel.



New! TimeWise® Age-Fighting Skin Care

You can share the news about the dramatic new results of the Miracle Set with everyone you see. What better way than with a skin care class? After all, most women would like a little personal attention when it comes to having youngerlooking skin. And talk about lips to love! At the event, you also can share your excitement about the new TimeWise® age-fighting product created especially for the lips. (See Pages 2, 3 and 7.)

New! Color to Love

Spring just got more beautiful with MK Signature™
Luscious Color™ Lipstick. It's just the thing to freshen
up a look. But why stop there? Think about booking
makeovers to show your customers the four new
Color 101 Looks. The MK Signature™ Color 101
Cards make it easy to put it all together. (See
Pages 6 and 7.)



New! Gift Sets

Life's important occasions call for special gifts like the new Private Spa Collection™ Mint Bliss™ Pedicure Set or the Men's Grooming Set. So help your customers get set for Mother's Day, Father's Day, graduations and birthdays. You can even make shopping fun for customers by holding your own "no more mall" collection previews. (See Pages 4 and 5.)



Sampling Can Help You Spread the Word. Customers love a little something extra – especially when it's a free sample of a new product. And what do customers do when they try a product they like? They buy it and tell their friends. So here are some ways you can use samplers to get the word out and build your business.



Look What's New

If you enrolled customers in *The Look* for Spring 2006, they'll receive samplers of the new TimeWise® Day Solution Sunscreen SPF 25** and TimeWise® Night Solution inside. *The Look* mails March 25, so you can call and share your excitement about the latest skin care innovations.



New! Miracle Set Sampler Card

The card has been redesigned to accommodate samplers of four key Miracle Set products. And the new size and design make a great impression. Just add the samplers, and you're ready to hand it out while *On the Go.* It's a great way to introduce potential customers to the

About the Miracle Set.

So consider asking your customers to host a skin care class. It's a great way for you to maximize your time. Plus, it's a fun way for women to experience the beauty of the Miracle Set. And that's the best way to get everyone talking!

> 100% had softer. more supple skin.*

46% improvement in more even skin tone.*

The Miracle Set is the premium collection of age-fighting skin care products clinically proven to deliver dramatic results.

New! TimeWise® Day Solution Sunscreen SPF 25*

Think of it as a veil of defense! With an increased SPF of 25, this innovative product helps prevent lines and discoloration before they occur by blocking damaging UVA/UVB rays. Plus, a calming peptide helps relax expression lines. \$30



New! TimeWise® Night Solution

The unique delivery system of encapsulated vitamins and antioxidants combined with collagen-enhancing peptides help fade away deep lines and wrinkles. And the new Nutribeads® microcapsules are larger to release even more vitamin-packed benefits. You can rest assured skin is being revitalized while you sleep. \$30

Together, TimeWise® Day Solution Sunscreen SPF 25** and

TimeWise® Night Solution deliver our exclusive Pronewal™ system around the clock with crucial protection during the day and boosted renewal at night.

All product prices are suggested retail.

**Over-the-counter drug product

Miracle Set. Then, you can follow up and schedule skin care classes.

MARY KAY

COUVERTURE

MOYENNE

Pack of six (samplers not included), \$1.50 Available on Section 2 of the March 16 Consultant order form.



Sampler Packettes

Consider having extra samplers to hand out or put in reorders. They attach to the sampler card and are a great way to let customers who are already using the Miracle Set experience the new TimeWise® Day Solution Sunscreen SPF 25** and TimeWise® Night Solution. Plus, they give you a reason to call customers back.

12 packettes (six of each product), \$2 Available on Section 2 of the March 16 Consultant order form.

You Have a Gift - Sh

There's never been a better time to share your gift for giving with your customers.

Consider holding special collection previews for Mother's Day, Father's Day, graduations, birthdays and weddings.

Pedicure Set Plus

Any woman's toes would be tickled to come out and play when they're tempted by the Private Spa Collection™ Mint Bliss™ Pedicure Set and MK Signature™ Nail Enamel in Hot Pink. **\$44**





Men's Grooming Set Plus
The Men's Grooming Set paired with
Tribute® for Men Spray Cologne will keep the
guys good to go. \$75

Tip: Share your gift for giving. Think about displaying gift sets at your skin care classes. It will help you promote your gift-giving service and highlight what consumers have seen on your Personal Web Site With Shopping.

Velocity® for For the girl who has

Velocity® skin care and it all with





You can remind your customers that while they're buying the perfect gift set to give, most of your sets qualify them for a FREE gift for themselves – the Mary Kay® Skin Refreshing Set. You can use the flier on the inside back cover of this *Applause®* magazine to get customers excited about this FREE gift offer.



are It With Customers

You can make your events extra special by giving them names that reflect the theme, like Mother/Daughter Days, Graduation Days or Wedding Belles Preview. Plus, you can wrap up extra-special sales with gift sets like these.

Her Set energy and spirit, fragrance captures style. \$50





Tip: The Private Spa Collection™ Mint Bliss™ Pedicure Set and the Men's Grooming Set are limited edition and available only while supplies last, so you'll want to order early!

All product prices are suggested retail.

Girl talk. Free gift. It's a fun combination!

What girl doesn't like getting together and having fun with her girlfriends? It's even better when she can get a free gift. So ask your customers about hosting a collection preview party, and tell them how they can earn this lighted vanity magnifying mirror free!

My Best Friends Set

They're what every girl should carry in her purse – limited-edition MK Signature™ Luscious Color™ Lipstick in Honey Moon and regular-line Beauty Blotters® Oil-Absorbing Tissues. **\$18**





Talk About Lips.

Lipstick! It's a small indulgence with a big impact. It can liven up a look! Even brighten a mood. Because women love color, lipstick can be easy to sell – no need to demonstrate. Plus, it's a fun conversation-starter. And lipstick can open the door to other sales. So think about the powerful potential lipstick can bring to your business.





Smile About Sales.

First, it's lines around the eyes. Then, lines around the lips. You'll want to help your customers with the signs of aging. And doing that just got easier. Now you can offer your customers a TimeWise® age-fighting product created just for lips. And it's a perfect complement to their other TimeWise® products. How beautiful is that?

dist saw 100% of panelists had an improvement of fine lines Use it on lips, inside and on lips.* outside of lip line. Let dry

> before applying any other lip products. The new stick form makes it easy to use throughout the day.

TimeWise® Age-Fighting Lip Primer

Here's a lip product that delivers age-fighting benefits and priming. A microsphere powder immediately helps fill in lines around the lips, while over time, age-fighting ingredients help eliminate those lines. It also helps prevent lipstick and lip gloss from feathering and bleeding. Plus, the product primes so lipstick lasts longer. The result? Beautiful, healthier-looking lips. **\$22**





The forecast for spring? A new look! Color 101 Cards make it easy to help customers discover a new look they'll love as you introduce them to MK Signature™ color cosmetics. So think about putting Color 101 Cards in reorders or handing them out at skin care classes. Then, follow up to book a Color 101 makeover.

Color 101 Cards (limited edition, while supplies last), pack of four, \$3.25 (Samplers and applicators included.)



Spring Into Action. Start Preparing Now

Sign Up Customers Now. There's just no better way to get customers excited about new products than by sending them *The Look*. Get it into their mailboxes so they can shop at home (or online) and see for themselves what's hot this summer. When you enroll customers through the Preferred Customer Program beginning April 16, they'll receive the summer issue of *The Look* and a great new Private Spa Collection™ sampler to try.



Simplified Options for *The Look*

Seeing this quarter's gift with purchase in *The Look* is sure to get customers excited, and market research has

> proven that customers often spend more in order to receive a free gift! Since so many participants in the Preferred Customer Program also order the gift with purchase, we've decided to feature the aift with

purchase in all versions of *The Look* starting with this summer's edition. Keep this in mind as you enroll for *The Look* this summer (between April 16 and May 15) and consider having a supply on hand of the Summer 2006 quarterly gift with purchase.

April 16!



You're on the home stretch! This is the last quarter of the Preferred Customer Program Consistency Challenge where you can earn this beautiful

beaded bracelet. Remember to enroll at least 13 new or existing customers to receive *The Look!* Go to "Applause" Online" for complete details.

Ideas for Customer Contact!

Here's how you can use our idea of "thinking like a retailer" to build your business! Don't rely on just one or two methods of communication when marketing yourself – or your products – to customers. Use a mix that works for both you and them. Perhaps that's a balance of face-to-face contact, e-mails and phone calls. Maybe it's sending out MKeCards®, The Look and special mailers. Our research shows that customers are 26 percent more likely to take action when they've been reached in two ways instead of just one. The key to that technique? Knowing your customers as well as you know your products so you know the best way to reach them.

Making specific product recommendations can give a boost to sales. Instead of just suggesting a new look for the bride, let her play with the virtual makeover on your Personal Web Site to find a look that's right for her. When you tell a skin care customer about TimeWise®, consider recommending the Miracle Set, the Ultimate Miracle Set or a mix of other age-fighting products that fit her specific needs. And you can send the <code>Beaute-NewsTM</code> e-newsletter to let all your customers know about our fantastic new products and trends.



for Steady Sales Later.

Six Mary Kay Best Practices for Building Your Business by "Thinking Like a Retailer"

- You can make specific product recommendations and then provide immediate gratification when you always have an inventory to sell from
- Know your products. Use those power statements they've been designed to evoke an emotional response from consumers.
- Offering personalized service makes you stand apart from other business owners today.
- You can't work your business 24/7, but you'll always be accessible to your customers
- If you want to be her first choice for all her skin care and cosmetics needs, then keep your Mary Kay business at the front of your customer's mind through contact, follow up and more contact!
- Nothing happens until somebody sells something! So get your catalog The Look into customers' hands so they'll get excited about what you have to sell.





News

Froogle

LocalNews

Search

We Make the Most of Online Shopping for You!

We're keeping Mary Kay top of mind for consumers and at the top of the list for Internet searchers! How? Mary Kay has purchased key search terms from various Internet search engines. When a consumer enters those terms into, for example, Google or Yahoo!, marykay.com will be one of the first links she'll see. Once at marykay.com, this consumer can use the Consultant Locator to find an Independent Beauty Consultant. Of course, you'll need a Personal Web Site With Shopping. Just click on "Applause" Online" to learn how to get one!



let's talk

HOW FREQUENT CONTACT CAN BUILD YOUR BUSINESS

Smart retailers know that if you make it easy for your customers to shop with you, they will. That's why successful Independent Beauty Consultants offer their customers a total shopping experience through the Preferred Customer Program, personal contact and their Mary Kay "online store." "Combining online and offline channels gives you more customer touch points and more opportunities to contact your customers on a regular basis," says Dr. Myra Barker, Executive Vice President of Marketing/Research and Development, "and it's this frequent contact that plays a key role in building the kinds of relationships that will help build your business."

Each quarter a beautiful new edition of The Look showcases exciting new products including the gift with purchase, the regular-line products that sustain your business and a personal message from you that includes your contact information. "With your Mary Kay® Personal Web Site With Shopping,* you can actually build on the excitement of getting The Look in the mail," suggests Dr. Barker. "In today's competitive marketplace, you don't have the luxury of thinking that sending one catalog, one e-mail or placing one phone call every once in a while is enough. You have to do all of the above and do them on a frequent basis, if you want to give your customers the attention and service that will keep them loyal to you."

Because there are exciting new features for customers to explore online every quarter, your Mary Kay® Personal Web Site With Shopping offers more than just a way to place an order. Right now, in addition to a fabulous spring color/fashion show and ideas on how to make Mary Kay® products so very "giftable," your Personal Web Site With Shopping also features a Bridal Boutique, an e-catalog version of The Look and the "my MK" feature that lets customers register online for easy checkout, personalized product recommendations and to view their online order history. "When you make shopping fun, simple, entertaining and memorable, you're constantly reinforcing the message that you care," says Dr. Barker.

In closing, Dr. Barker adds, "Great customer service begins with being where your customers are, and today more and more women are maximizing their time by browsing through catalogs and doing their shopping online. Just like many Beauty Consultants place their product orders on Mary Kay InTouch® outside of 'normal' business hours, your customers also are shopping at all hours of the day and night. With your Mary Kay® Personal Web Site With Shopping, you can be open for business 24/7."

*To sign up for your Mary Kay® Personal Web Site With Shopping, click the link on the home page of Mary Kay InTouch®, follow the easy steps, and in just minutes, your store will be "open" for business. At just \$25 for the first year, it's a small investment that can have a big reward. Just remember to check for orders daily so you can fill them quickly.

the power of Pink Seminar 2

Mary Kay introduced us to the power of pink. She chose it as the Company's signature color and made thinking like a woman her formula for success. The power of pink reflects the many ways we enrich women's lives, and Seminar is the place we acknowledge that dreams can come true – that you *can* praise people to success! As one Seminar year comes to an end and another begins, remember the power of pink can help you create your vision for the future. It's a celebration of who we are, what we stand for and what we represent to the women of the world.

seminar dates

Emerald July 16 – 19
Pearl July 19 – 22
Diamond July 23 – 26
Ruby July 26 – 29
Sapphire July 30 – Aug. 2

other important dates to remember

- Priority Awards Seminar registration is April 1–30.
- Preorder Sales Booth items online from April 1–30 when you qualify and register for Priority Awards Seminar registration.
- Qualify for a seat at Awards Seminar during the Quarter 4 Star Consultant quarterly contest, March 16 – June 15 (if space is available).
- Open registration is May 1 June 30.

get the details in a click

Everything you need to know about Seminar 2006 is available on the Mary Kay InTouch® Web site. Just click "Seminar 2006" under Events, to find these details and much more:

- Registration information and forms
- Schedule At-A-Glance
- Travel assistance
- Details about special functions and events
- Class descriptions
- Tours and activities for spouses
- Contest rules
- Map of the Dallas Convention Center



- \$175 if you register by June 30
- \$200 to register on-site (space permitting)
- \$175 for new Independent Beauty Consultants whose Independent Beauty Consultant Agreements are accepted by the Company in July and August (space permitting)





special events and functions

onstage recognition

special functions

It's the ultimate thrill of a lifetime: walking across the Seminar stage as your sister Independent Beauty Consultants and Independent Sales Directors applaud your success. Check our list of recognition opportunities, and don't forget about the fabulous Awards Night!

Special achievers deserve special events all their own! There's a Super Star Reception for Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters. Independent Sales Directors who achieve Star Sales Director status all four quarters also will be invited and will receive a seat cover. There's also a Super Star Luncheon! The Heart of Gold Luncheon is reserved for Beauty Consultants and Sales Directors who achieved that challenge. The top five NSD areas in each Seminar affiliation (including the Go Give Area) will have reserved seating at the luncheon. Independent Beauty Consultants and Independent Sales Directors who achieve any of the Courts or Unit Circles and the monthly Go-Give® Award recipients are invited to the Royalty Reception. And of course, there is a special Cadillac Unit dining area for Sales Directors who are qualified for the use of a pink Cadillac and their unit members.

Business development classes are offered at Seminar and are designed with you and your business in mind. Each class includes tips, advice and effective techniques that can help you succeed. A complete list of classes, including descriptions, is available online.

Remember, those seated in Hall A won't miss a single moment of inspiration, motivation and education of Seminar! They also get to participate in any special events or recognition for which they qualify. Hall A registration ends **June 30**!

knowledge means success hall A







recognition opportunities and qualifications

general session onstage recognition

- Super Star Consistency Challenge -Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2005, through June 15, 2006, with at least \$19,200 in contest credits.[†]
- **Grand Achievers** Independent Beauty Consultants and Independent Sales Directors who have qualified or requalified for the use of a Pontiac Vibe or Cash Compensation option since Seminar 2005 will receive a commemorative key chain.
- **Premier Club** Independent Sales Directors who have qualified or requalified for the use of a Pontiac Grand Prix or Cash Compensation option since Seminar 2005 will receive a commemorative key chain.
- Cadillac Independent Sales Directors who have qualified or requalified for the use of a pink Cadillac or Cash Compensation option since Seminar 2005 will receive a commemorative key chain.
- Class of 2006 Independent Sales Directors who debut April 1 through July 1, 2006, will be introduced onstage with their Independent Senior Sales Directors.
- Independent Executive Senior Sales **Directors and Independent Elite Executive** Senior Sales Directors as of July 1, 2006
- Million-Dollar Units
- **Double Star Achievement Award** Independent Beauty Consultants who achieve the Queens' Courts of Personal Sales and Sharing and Independent Sales Directors who achieve two of the following: Queen's Court of Personal Sales, Queen's Court of Sharing and Circle of Achievement or Excellence
- Triple Star Achievement Award Independent Sales Directors who achieve the Queens' Courts of Personal Sales and Sharing and the Circle of Achievement or Excellence
- **Teachers**

awards night

Those who achieve the following from July 1, 2005, through June 30, 2006, can receive onstage recognition on Awards Night.

- Queen's Court of Personal Sales Independent Beauty Consultants and Independent Sales Directors who achieve at least \$36,000 or more in personal estimated retail production.* (Only \$13,000 personal estimated retail production per month will be counted as contest credit.)
- Queen's Court of Sharing Independent Beauty Consultants and Independent Sales Directors who add at least 24 or more new qualified** personal team members. (A maximum of 13 new actual team members may count toward the 24 required in any calendar month.)
- Circles of Achievement and Excellence Independent Sales Directors with at least \$300,000 to \$600,000 (Circle of Achievement) or \$650,000 or above (Circle of Excellence) in estimated unit retail production.
- Go-Give® Award Winners Monthly Go-Give® Award winners for July 2005 through June 2006. The annual Go-Give® Award winner for Seminar 2005-2006 from each Seminar affiliation will be selected from among the monthly winners.

The following achievers can receive an invitation to these special functions:

- Super Star Luncheon Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters from June 16, 2005, through June 15, 2006, with at least 14,400 year-end contest credits[†] will be invited. Independent Sales Directors who achieve Star Sales Director status all four quarters from June 16, 2005, through June 15, 2006, with at least 60 total unit Star Consultants at year-end (five minimum per quarter) also will be invited.
- **Super Star Reception**
 - ♦ Independent Beauty Consultants and Independent Sales Directors who achieve Star Consultant status all four quarters, from June 16, 2005, through June 15, 2006, with at least 14,400 or more in year-end contest credits.[†]
 - ♦ Independent Sales Directors who achieve Star Sales Director status all four quarters during the contest period with at least 60 year-end unit Star Consultants. (Minimum of five Star Consultants per quarter.)
- Heart of Gold Luncheon Independent Beauty Consultants and Independent Sales Directors who add at least four qualified *** new personal team members. The top five NSD areas in each Seminar affiliation (including the Go Give Area) with the highest percentage of challenge achievers will receive reserved seating at the luncheon.
- Royalty Reception Independent Beauty Consultants and Independent Sales Directors who achieve any of the Courts or Unit Circles and the monthly Go-Give® Award winners
- Special Cadillac Unit Dining Area Independent Sales Directors who are qualified for the use of a pink Cadillac as of June 30, 2006, and their unit members will enjoy a separate dining area during general meal functions.

For a complete list of Seminar Court rules, go to the Mary Kay InTouch® Web site. Select "Seminar Awards 2006" under Contests and click on "Rules."

^{*&}quot;Estimated retail production" equals estimated retail sales calculated based on wholesale purchases. Unless otherwise noted, dollar figures represent estimated retail sales calculated based on wholesale production

^{**}A new qualified personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company between July 1, 2005, and June 30, 2006.

^{***}Between March 1, 2006, and June 30, 2006, for the Heart of Gold Challenge, Independent Beauty Consutants or Independent Sales Directors can add new team members whose Independent Beauty Consultant Agreements and minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company in the same or following calendar month.

[†]Minimum of \$7,200 year-end wholesale production plus team-building credits

Start Now, Finish St

Your 90-day guide to earning Seminar recognition

From gala celebrations to education sessions, Seminar offers something for everyone – no matter where she is on her Mary Kay journey. The recognition opportunities offer something for everyone too – from the Queen's Court of Personal Sales to the beautiful Heart of Gold bracelet. Some strive to become an Independent Sales Director or to earn the use of a Career Car.

It's just 90 days until the end of the Seminar year – but that's plenty of time to reach the goal of your dreams if you start working now! Do you have a goal for Seminar recognition? Do you have a plan to get there? Then read on!

It's not too late at Seminar!

First:

Think about yourself and your Mary Kay business. What excites you? Where do you want to grow and experience challenges? What do you dream of achieving? What Seminar recognition might you already be close to reaching? Remember, you can think of this as an opportunity to focus, grow and experience the energy that comes with success!

Think about the answers to these questions; then you can discuss them with your Independent Sales Director or another experienced independent sales force member to gain her advice. It's not too late to start now and finish strong at Seminar!

Next:

Make a plan! Decide on your goal - something you can get excited about and that you can achieve if you challenge yourself. Then you can meet with your Independent Sales Director to talk about how you can break down that goal into smaller, short-term tasks for each month, week and day.

One recommendation is to get out your calendar and proactively plan to allow yourself all the time you need to meet your short- and long-term goals. You could, for example, block out all the days you plan to work to meet your goal. Some successful independent sales force members suggest color coding the time you'll spend in the office or out holding classes or at On the Go and team-building appointments. Then you can see, at a glance, if your schedule is balanced in all areas needed to reach your goal.

If you've never used goal posters and affirmation statements, now's the time you might want to give those techniques a try.

can get excited Don't forget that sharing your goal with others both motivates you and makes you accountable. Talking about your goal and how you are going to reach it - to customers and at unit meetings - can help build some great positive energy. It also gives others the chance to encourage you as you work!

Finally:

SUCCESS!

It's a good idea to evaluate yourself and your progress at the end of the month. Did you meet your goal? Do you need to reassess your plan for the time you have remaining until Seminar? What skills can you sharpen that will help take you to your goal in the remaining 60 days? And don't forget to celebrate your success! You don't have to wait until Seminar for acknowledgement of your hard work. Recognize yourself each time you meet a weekly or monthly goal - then build on that momentum to reach the next goal. Do that and you'll soon be on the path to the rewards you deserve!

Make a plan! Decide on your goal -

something that you

Consultants Guide

Did you know that spending just \$13 could help you become an even better Independent Beauty Consultant? That's right! The tools we've created for new Beauty Consultants – the ones that you've probably already heard about – are available to the entire independent sales force for a limited time this quarter at an introductory price of \$13. And that \$13 buys you more than you can imagine! You'll receive some great education that helps you focus on the basics of the business along with powerful selling tools that can make your skin care classes the best they've ever been. Here's how you can make the most of these powerful new tools.



Consultants Guide Business Basics

- This workbook, one of four pieces in the Consultants Guide, contains information on booking, coaching, selling, team building and goal setting.
- It's a great reference at any time for all the aspects of your Mary Kay business.
- It even contains sample dialogues. Check them out!

Product Guide

- The second piece of the *Consultants Guide*, the *Product Guide*, includes **features and benefits** for each Mary Kay® product.
- You'll find power statements for all the TimeWise® products and basic color cosmetics application tips too!
- Read this **fun and engaging** guide to become an expert on the entire line of Mary Kay® products.
- Its portable size means you can bring it along to skin care classes for on-the-spot answers to your customers' questions.





Skin Care Class DVD

- Also included in the *Consultants Guide*, this DVD shows **Independent Future Executive Senior Sales Director Holly Ennis** leading an **entire skin care class** from start to finish.
- Watch it to see how you might interact with your own skin care class guests and what you might say – from a warm welcome to a strong close!
- Use it to better understand the new selling tools: the Flip Chart with Skin Care Class Guide and the revised Beauty Book.



Success Stories CD

- This audio CD, the fourth and final part of the *Consultants Guide*, is **both educational and motivational**, featuring five Independent Sales Directors sharing their stories of success.
- Listen and you'll learn how they mastered the basics of the business and found their own paths to success.
- Pop Success Stories into the CD player anytime you need a little lift in your own Mary Kay business. (Remember that if they did it, so can you!)

to better-than-ever skin care classes



New Selling Tools Flip Chart

- When you use the Flip Chart at your skin care classes, your customers will see you as a professional expert in skin care.
- You'll feel more comfortable holding classes because the Flip Chart suggests the words you may want to use and the Company and product information you may want to share. Plus, it works with you: Read it word-for-word or customize it to fit your own style.
- It helps you reach two important class goals: selling Miracle Sets and booking follow-up appointments.

Skin Care Class Guide

- This guidebook includes everything you need to know about holding a successful skin care class - even if you've never held one before! It's a great confidence-booster!
- Read it and you'll find that even experienced Independent Beauty Consultants can learn new tips and techniques, from class setup to individual closes with each customer.
- It includes a great introduction to the Flip Chart too!



Beauty Book

- You may want to give each guest at your skin care classes a copy of this beautifully revised Beauty Book. She can read it and follow right along with you as you use the Flip Chart.
- While the Beauty Book hooks her on Mary Kay® skin care products (the key to a long-term customer relationship), the revised style keeps you positioned as the expert.
- Decide how it works best for you. You might use the Beauty



Book as is for a close featuring the Miracle Set, or you can use the insert provided to end your class using the Travel Roll-Up Bag close.



Don't forget:

You can mail the new Fall in Love customer brochure through the Preferred Customer Program (and the First Steps program for new Independent Beauty Consultants) and use the new Beauty Book for skin care classes!



ost of us can identify: Through school or work or the "latest statistics," at some point we've felt we were being lumped into a category. Who hasn't thought, "But I'm different. That's not me"? The wonderful truth is that Mary Kay Ash recognized and encouraged the individuality of all women, even those who shy away at first from "Mary Kay enthusiasm." So what happens when those women accept the opportunity? Here's insight for anyone who feels she doesn't quite fit in.

All her life, taking the lead came naturally to Independent National Sales Director Robin Rowland. She held key positions throughout her school career and then became an account executive for an advertising agency. Her ambition was as forthright as her leadership savvy. "I was a determined, hard-working young woman who wanted to 'make it' in corporate America," reveals Robin. There was just one problem. "I felt isolated because of my values and principles. I just wasn't willing to compromise my integrity, and that left me feeling like

own style

A pink paradox

an outsider on many occasions."

Robin's mother, Independent Senior Sales Director Beverly Melton-Ashley, accepted the opportunity when Robin was a junior in high school. As an impressionable teenager, Robin tagged along to skin care classes, absorbing an early taste of the business. "Even back then, I was completely comfortable with the principles Mary Kay stood for," she says. "Growing up on 'God first, family second and career third' made the outside business world harder for me to stomach!"

On the flip side, however, other aspects of the Mary Kay world felt foreign, and her first years in the business presented moments of discomfort. "In the beginning, I recoiled from the recognition, the high energy, the 'high spiritedness' of the unit meetings," Robin shares. "And when the unit members started singing 'Mary Kay Enthusiasm.' I wanted to bolt for the nearest door! I did not want to participate." Then there was the hugging. Although Robin attended a small women's college where togetherness was common, her background kept her

somewhat distanced. "Our family was fairly undemonstrative," she explains. "While we were close, we were not touchy-feely. I'm the only girl between two brothers and grew up playing football, hockey and baseball in any empty field we could find. Consequently, seeing myself as a 'Beauty Consultant' wasn't easy!"

But over time, comfort levels can change, and that's what happened to Robin. "I've come to love the hugging and the intense emotional connection the bonds we share in Mary Kay."

Secrets behind the scenes

As a student at a women's college her first two years, Robin discovered many opportunities to shine. "Going to a girls' school was a wonderful prerequisite to owning a Mary Kay business," she says. "I was voted 'Who's Who Among Students' in American junior colleges and was a member of my college honor court and judiciary board. I also quarterbacked on the powder puff football team! The combination of being around women while developing my leadership skills prepared me for the role I enjoy today."

Still, Robin had a secret, one she successfully hid through sheer ingenuity. "I was deathly afraid of public speaking," she says simply. "My fear was so great that for a college speech class, I chose energy conservation as my topic so I could turn out the lights and talk in the dark! Now that's fear!" she laughs. Later, at her first skin care class, she was so intimidated about standing in front of six women that she conducted the class seated the entire time. "Getting up in front of a group at our weekly unit meeting was more than I could handle. I never allowed myself to

think beyond the moment. If I had ever imagined I might have to speak in front of 10,000 people at Seminar, I'm not sure I could have endured it. I dreamed of being successful, but I compartmentalized my thoughts. I just didn't 'go there'!"

So how did she overcome her obstacles? "I took one small step at a time and grew strong in other areas of my business," says Robin. "Eventually my confidence grew, and I was able to imagine myself being more comfortable at the front of the room. Plus, I was determined that nothing was going to stand in the way of my success. But my fear was huge. No one can fully understand the pain I endured. I even experienced major, debilitating panic attacks."

Robin remembers her first Seminar speech, when her unit was No. 2 in the Pearl Seminar. "I was crying backstage and someone asked if I wanted to just not make the speech," she recalls. "I knew I had to get through it, and it turned out to be one of the hardest things I ever did. But you know what I learned from that? I learned that in doing the hard things, we grow. I grew a lot that day." A few years later, her unit was No. 1 in the Pearl Seminar, and her improved speech was a sharp contrast to the previous one. Was she "cured"? "Hardly!" she laughs. "My feelings onstage continue to vacillate between the excitement over achieving the challenge and the underlying feelings of 'What am I doing up here?' I often feel like I'm a

spectacle! It would be fine with me if they'd just hand me my award backstage!"

In time, however, extreme discomfort evolved into the desire to help other women like herself achieve their full potential. When she reflects on how far she's come in the past 31 years, Robin turns fondly to the woman who made it all possible. "Seeing Mary Kay at Seminar, hearing her inspirational messages, were moments I'll always cherish," she says. "She was such a wonderful example. I'll be forever grateful that I knew her. Mary Kay inspired me to become who I am today."

Hesitant to speak in public? There's hope! Robin offers these pointers:

- Nurture your "public speaking self." You may never like it, but you can become more comfortable than you are today.
- Remind yourself that public speaking is a common fear, even though it seems everyone who's successful likes to speak in public!
- Accept the challenge to speak in public, even though you feel awkward. Welcome the opportunity to "practice."
- Focus on your strengths, not your weaknesses. While you're growing your strengths, your confidence in those areas will compensate for areas that still need improvement.
- Embrace your uniqueness. It's OK to be different from everyone else!
- Give yourself permission to tell your audience you're uncomfortable. Honesty relieves you from the pressure to perform and provides a safety net if you "mess up."



"Besides all the magnificent diamond rings, bracelets and necklaces Mary Kay awards, perhaps the most coveted prize is a diamond pin in the shape of a bumblebee. The story behind the award is what makes it so meaningful. Years ago, aerodynamics engineers studied this amazing insect and concluded it could not be airborne. But they forgot to tell the bumblebee, and he went right on flying! My intuition told me that the bumblebee was the perfect symbol for women who have flown to the top."

- Mary Kay Ash

Note: Although science now can explain how the bumblebee can fly, this amazing creature still is an important symbol in a Company that believes people are capable of great things against all odds.

Dates to Remember

			111			
APRII						
S	M	T	W	T	F	S
2 9 16 23	3 10 17 24	4 11 18 25	5 12 19 26	6 13 20 27	7 14 21 28	1 8 15 22 29
MAY						
S	M	T	W	T	F	S
	1	(2)	3	4	5	6
7	8	9	10	(11)	(12)	(13)
14) 21)	(15) (22)	(16) (23)	(17) (24)	(18) (25)	(19) (26)	(20) (27)
28	(29)	30	31	(23)	20	(21)

Last day of the month for Beauty Consultants to place online orders (until midnight

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the

branches must be received by 7 p.m. local time to count toward this month's production.

Last day of the month for Beauty Consultants to place telephone orders (until midnight

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

Central time).

Central time).

This Month:

April 1: Priority Awards Seminar Registration and online sales booth ordering begins.

April 14: Good Friday. All Company and branch offices closed.

April 15: Postmark deadline to earn Month 1 bonus.

April 16: Month 2 bonus begins. Enrollment through the Preferred Customer Program for the summer issue of *The Look* and the Month 2 mailer begins. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

April 18: New Independent Sales Director Education begins for Feb. 1 and March 1 debuts.

April 20: Deadline for March Career Car qualifier paperwork.

April 25: Preferred Customer Program

Month 2 spring gift-giving brochure mails.

April 30: Priority Awards Seminar

Registration ends.

Next Month:

May 1: *The Power of Pink* Seminar 2006 registration begins for all independent sales force members.

May 5: Last day to receive Summer 2006 Preferred Customer Program quarterly enrollment mail orders.

May 12: Mary Kay's birthday!

May 15: Postmark deadline to earn Month 2 bonus. Last day to enroll online through the Preferred Customer Program for the Summer 2006 issue of *The Look* including sampler.

May 16: Month 3 bonus begins. *Beaut-e-News*™ e-newsletter begins e-mailing to customers.

New Independent Sales Director Education begins for April 1 debuts. Postmark deadline for *Team Up for Women!* Challenge donations.

Don't forget that ordering is available through May 30 – but without the 10 percent discount.

May 20: Deadline for April Career Car qualifier paperwork.

May 29: Memorial Day observed. All Company and branch offices closed. Postal holiday.

Preorder Seminar Sales Booth Items!

Don't forget, when you qualify for Priority Awards Seminar Registration, and you register for Awards Seminar by **April 30**, you can preorder Seminar Sales Booth items on the Mary Kay InTouch® Web site and receive a 10 percent discount on your entire order through April 30! Your order will be shipped directly to your home in late June. And there's no limit to the number of items you can order!

In Memoriam Independent National Sales Director Carol Robertson



The entire Mary Kay community was saddened to learn that **Independent National Sales Director Carol Robertson** passed away on Dec. 31, 2005, after a fall in her home.

Carol possessed a keen ability

to see greatness in others and was a mentor to many. Upon learning of her passing, numerous Mary Kay sisters stepped forward with stories of her tireless help. As a testament to her positive and influential life, an estimated 1,800 people paid their respects at the funeral home, where they stood in line for hours. More than 1,000 mourners packed the church for her service.

In September 1987, Carol began her Mary Kay business, and she became an Independent Sales Director in June 1988. She debuted as an Independent National Sales Director in January 2004. She received the monthly Go-Give® Award in April 1999. Her honors include membership in the Circle of Excellence seven times and the Circle of Achievement eight times, including four times in the Half-Million-Dollar Circle. She earned the use of nine pink Cadillacs and was a member of the Millionaires Club, earning more than \$1 million in commissions.

Carol is survived by her three children as well as her parents; the parents of her beloved husband, Brian, who died in March 2005 from cancer; siblings and extended family members.

Reach for the Star!

Can you believe Seminar 2006 is almost here? The *Star Consultant* brochure, included with this issue of *Applause*® magazine, is the last one of this Seminar year! This is your final chance to finish the year as a consistent *Super Star* Consultant! You'll want to check out the brochure to see if you're on track for the recognition you've worked so hard to achieve. And remember, being a star is easier than ever, now that both wholesale production and team building earn credits at the Ruby Star category and above. Shine on!

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

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

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

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.

Partner With Your Customers to Team Up for Women!

Last year, generous donations from you and your customers helped raise nearly \$214,000 in the *Team Up for Women!* Challenge. Together, you helped the Mary Kay Ash Charitable Foundation continue to fight cancers that affect women and work to end domestic violence.

More life-saving news: It's not too late this year to multiply your concern. By spreading the word, you again can bring positive attention to causes Mary Kay Ash held dear. Here are some easy ways you and your customers can give:

- Use the "round up" method. Ask if customers would like to round their cost to the nearest dollar and donate the difference.
- Consider a popular retail device for supporting a favorite charity: Give customers the option of donating a dollar above the purchase price.
- Ask for spare change at classes and collection previews; place a piggy bank in a prominent spot, perhaps with a simple sign showing that all donations will go to the Mary Kay Ash Charitable Foundation.
- Maximize giving opportunities by carrying the Team Up for Women!
 Challenge flier with you. Remember, studies show that customers prefer doing business with and being part of organizations that support charitable giving.

While any amount is greatly appreciated, those Independent Beauty Consultants who collect donations of at least \$50 will receive a name badge ribbon and standing recognition at Seminar 2006. All donations, accompanied by the proper form, must be postmarked by Monday, May 15 to receive Seminar 2006 recognition. To access donation forms, instructions and a printable flier to display at your classes, go to the Mary Kay InTouch® Web site. Thousands will thank you!

RECOGNITION Congratulations to the winners for January 2006.

On-Target Diamond Circle Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period (NOS)

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 Jan. 31, 2006. (This includes NSD commissions earned on all foreign countries through December.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.











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On-Target for Diamond/Inne On-Target for \$1,000,000 Anne Newbury	er Circle \$593,593.28
On-Target for \$750,000 Pat Fortenberry Barbara Sunden	\$479,447.98 445,823.77
On-Target for \$500,000 Gayle Gaston Christine Peterson Carol Anton Karen Piro Jan Harris	\$420,595.89 405,955.74 346,998.39 313,053.73 300,249.14
On-Target for \$300,000 Lisa Madson	\$287,045.2

Kathy Helou	283,925.70
Rena Tarbet	277,036.50
Nan Stroud	262,882.52
Gloria Mayfield Banks	256,328.62
Karlee Isenhart	253,990.93
Joanne Holman	249,776.80
Pat Danforth	229,329.85
Stacy James	228,341.33
Cheryl Warfield	223,071.51
Ronda Burnside	210,451.72
Linda McBroom	208,226.22
Sue Kirkpatrick	203,047.49
Nydia Payán	201,992.93
Sherry Giancristoforo	201,667.20
Holly Zick	198,043.11
Rosa Enríquez	196,270,75
Lupita Ceballos	192,459.08

Cindy Williams	190,007.56
Johnnette Shealy	186,353.11
Jana Cox	185,617.95
Julianne Nagle	185,104.73
Pamela Waldrop Shaw	183,882.26
Joan Chadbourn	180,508.39
Judie McCoy	179,682.31
On-Target for Diamond Circ	le

On-Target for Diamond Circ	cle
On-Target for \$250,000	0.0
Debi Moore	\$173,355.09
Jackie Swank	173,015.83
Helene Reiners	172,661.88
SuzAnne Brothers	169,552.47
Pam Gruber	169,186.32
Kathy Z. Rasmussen	168,251.68
Anita Mallory Garrett-Roe	164,138.58

Doris Jannke Asenath Brock Darlene Berggren Linda Toupin Mary Diem Donna Floberg Rosa Jackson Diane Underwood Shirley Oppenheimer Nancy Perry-Miles Wanda Dalby	163,770.10 163,537.57 163,287.34 163,110.53 161,870.53 160,558.92 158,838.18 158,002.06 157,521.20 156,734.81
Nancy Perry-Miles	156,734.81
Sonya LaVay Gloria Castaño	154,242.48 152,998.46
On-Target for \$200,000 Ronnie D'Esposito Klein	\$144,268.80

Jeanne Rowland

Kerry Buskirk Elizabeth Fitzpatrick Kay Elvrum Patricia Rodríguez-Turker Tammy Crayk Maureen Ledda Judy Newton Margaret Winner Jo Anne Cunnington Dawn Dunn Nancy Bonner Anita Tripp Brewton Mary Cane Valerie Bagnol	141,616.09 135,770.61 127,983.47 124,974.67 123,332.58 123,112.13 122,730.05 122,562.79 121,227.05 120,893.78 120,485.87 120,025.84 118,588.39 117,767.22
Valerie Bagnol Joyce Z. Grady Scarlett Walker	117,767.22 117,336.89 117,077.63

Monthly Commissions and Bonuses Listed are NSD commissions earned in January by Independent National Sales Directors as defined above **plus** the following which are not included in rankings: NSD Director level commissions, Recruiter commissions, and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

EMEDAID

EMERALD	
Anne Newbury**	\$77,138
Kathy S. Helou*	42,304
Gloria H. Mayfield Banks**	35,593
Pat Danforth*	33,295
Nydia Payán*	30,092
Debi R. Moore*	29,260
Sherry Giancristoforo*	28,312
Ronda Burnside*	27,588
Kerry Buskirk*	23,593
Doris Jannke*	20,739
Cindy Fox	19,003
Jamie Cruse-Vrinios	18,681
Lily Orellana	18,638
Pamela Tull	17,706
Kay E. Elvrum	17,132
Consuelo R. Prieto	17,087
Cathy Bill*	16,200
Mona Butters	15,858
Janet Tade*	15,575
Dacia Wiegandt	15,441
Cathy Phillips	14,783
Miriam Gómez-Rivas Jackie LaPrade	14,040
	13,759
Sherry A. Alexander Shelly Gladstein	13,693 12,972
Natalie Privette-Jones	11,994
Judy A. Rohde	11,769
Joanne R. Bertalan*	11,709
Jo Reynal	11,718
Regina Hogue	11,714
Cristi Ann Millard	11,504
Kym A. Walker*	11,164
Irene A. Shea	10,928
Dawn Otten-Sweeney	10,533
Francie McBeth	9,170
Sabrina Goodwin Monday	8,909
Crisette M. Ellis	8,540
Joanne Hollingsworth	8.415
Esther Whiteleather	8,290
Nora L. Shariff*	8,242
Pamela Cheek	6,207
Carmen Ríos	6,179
Phyllis R. Sammons	5,696
•	

PFΔRI

PEAKL	
Ian Harris**	\$36,209
Van Stroud**	34,626
Cindy A. Williams	34,402
Stacy I. James*	29,834
Cheryl Warfield*	29,264
Pamela Waldrop Shaw	28,273
lizabeth Fitzpatrick*	27,807
lackie Swank*	27,261
Darlene Berggren	25,536
Anita Tripp Brewton	23,438
Nancy Perry-Miles*	22,066
Ioan B. Chadbourn*	21,838
Sylvia Kalicak	20,484
Maureen S. Ledda*	18,180
Rosa Jackson**	17,701
Bett Vernon	17,044
_ynda Jackson*	16,540
Monique Todd Balboa	16,364
Robin Rowland	16,342
ise T. Clark*	16,294
Vancy Bonner*	16,105
Sandy Miller	15,681
Vilda DeKerlegand*	15,195
Julie Krebsbach	14,384
Ruth Theodocion	14,296
Vadene Claxton-Prince	14,129
Kathy C. Goff-Brummett	13,813
Pat Campbell	13,493
inda Kirkbride	11,806
Shirley M. Oshiro	10,992
Glinda McGuire	10,977
Maureen Myers	10,626
Sonja Hunter Mason	10,551
Cathy Jones	10,543
Anabell Rocha-Pedraza	10,294
Barbara Faber	10,207
Beatrice Powell	10,037
Gloryann Koester Connie Phillips	8,816
	7,960
Deb Pike	7,293 6,432
Mary Pat Raynor Bettye M. Bridges	4,969
bettye ivi. Difuges	4,969

DIAMOND

Karen Piro**	\$56,681
Barbara Sunden**	53,672
Lisa Madson	
	49,180
SuzAnne Brothers*	32,828
Linda C. Toupin	27,207
Julianne Nagle*	26,232
Holly Zick**	25,820
Pam Gruber*	24,692
Dawn A. Dunn	23,628
Tammy Crayk	22,105
Diane Underwood	21,859
Mary Diem*	21,745
Gloria Castaño**	21,088
Joyce Z. Grady	20,688
Kathy Z. Rasmussen**	20,394
Patricia Rodríguez-Turker*	19,303
Jo Anne Cunnington	17,899
Judy Newton	17,688
Sonia Páez	16,430
Sharon Kingrey	15,995
Sandy Valerio	15,828
Sharon Z. Stempson*	14,956
Linda O. Scott	14,135
Kay Z. Hall	13,087
Diana Heble	12,419
Connie A. Kittson	12,360
Diana Sumpter	10,437
Jo McKean	9,755
Charlotte G. Kosena	8,950
Betty Gilpatric	8,091
Naomi Ruth Easley	8,009
Jan Mazziotti	7,714
Andrea C. Newman	7,464
Isabel Venegas	7,417
Carol Lawler	6,813

DIIRY

143,100.55

KUDI	
Pat Fortenberry**	\$79,597
Carol Anton*	50,564
Karlee Isenhart**	41,671
Linda McBroom*	31,997
Sue Kirkpatrick*	28,453
Johnnette Shealy*	26,545
Shirley Oppenheimer	22,731
Ronnie D'Esposito Klein	22,228
Wanda Dalby**	20,522
Jeanne Rowland*	20,215
Margaret Winner*	19,929
Vicky L. Fuselier	19,836
Scarlett Walker*	18,168
Elizabeth Sapanero	17,628
Michelle L. Sudeth	17,580
Janis Z. Moon	17,368
Rebbecca Evans	16,862
Toni A. McElroy	16,761
Judy Kawiecki	15,897
Pamela A. Fortenberry-Slate*	15,415
Kirk Beauregard Gillespie	15,364
Pam Ross*	15,189
Jessie Hughes Logan*	14,283
Joan Watson	13,761
Bea Millslagle	13,685
Lynne G. Holliday	13,606
Dianne Velde*	13,316
Sue Z. McGray	12,838
Amy Dunlap	12,606
Patricia Lane	12,381
Maria Aceto Pirro	12,291
Cheryl J. Davidson	11,905
Nancy M. Ashley*	11,832
Nancy West Junkin* Rhonda L. Fraczkowski	11,699 11,489
Kimberly R. Walker-Roop	11,468
Kate DeBlander	11,201
Jean Santin*	11,105
Cyndee Gress	10.717
Kelly McCarroll	10,717
Sharilyn G. Phillips	10,344
Katie Walley	9,756
Phyllis Chang	9,196
Cindy Z. Leone	9.147
Gay H. Super	8.544
Cindy Towns	8 508

Margaret M. Bartsch

8 508

SAPPHIRE	
Christine Peterson**	\$56,325
Gayle Gaston**	52,502
Rena Tarbet*	51,186
Jana Cox*	37,518
Rosa Enríquez*	36,460
Joanne Holman*	36,424
Lupita Ceballos	34,365
Judie McCoy*	29.311
Donna Floberg*	26,895
Anita Mallory Garrett-Roe*	26,698
Helene Reiners*	23,513
Asenath G. Brock*	22,948
Sonya LaVay*	21,165
Valerie J. Bagnol*	20,575
Jo Anne Barnes	20,144
Shannon C. Andrews	18,195
Alia L. Head	16,694
Gillian H. Ortega	16,477
LaQueta McCollum	16,197
Mary L. Cane	15,390
Karen B. Ford	15,356
Carol L. Stoops	15,058
Jeanne Curtis	14,880
Sharon L. Buck	14,658
Mattie Dozier	14,651
Jan L. Thetford	14,079
Karen Kratochvil	13,705
Gloria Baez	13,601
Martie Sibert*	13,480
Davanne D. Moul	13,288
Nancy A. Moser	13,143
Sherril L. Steinman	12,915
Vernella Benjamin	11,263
Jill Moore	8,631
Kendra Crist Cross	8,414
Jo Ann Blackmon	8,267
Ann Brown	8,095
AIIII DIUWII	0,090

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 rankin ed on their January 2006 estimated unit retail production.

7101110001	ILCI
EMERALD	
Hollie R. Sherrick	\$77,028
Ann Shears	71,853
Auri Hatheway Brenda D. Elliott	66,722 62,710
Barbara Gizzo	59,150
Rosemary Mitchell	58,567
Nancy Harder Candy Jackson	58,527 58,321
Kathy P. Oliveira	56.357
Kathy P. Oliveira Hope S. Pratt Cathy Kazzi	55,700
Lourdes Monroy Rodriguez	54,832 54,024
Elaine K. Williams	53,685
Pat Forehand	53,186
Judy Harmon Elaine Jegi	52,090 51,740
Carol Taylor	51,450
Haydee Guzman Denise G. Kucharski	51,171 51,115
Barbara Pleet	50,418
Nancy A. Coleman	50,156
Kimberly R. Parker Blanca E. Arroyo	49,607 48,887
Marcia Neyra	48,147
Sheila J. McCune	48,018
Sheri L. Farrar-Meyer Paula Vander Vorste	47,394
Zenelia Wheeler	47,394 47,306 46,982
Kelly Lovell	46,904
Gale H. Slater Kimberly Dawn Reed	46,833 46,653
Julie A. Griffin	46,165
Nikki Knott Trisha Taylor	46,159 45,742
Debra Crews-Cairns	45,489
Dana G. Berry	45,382
Maritza Lanuza Pam Robbins	44,206 43,779
Erin Kristin Fisher	43,141
Karen A. Jorgenson	43,028
Catherine Virginia Slezak Trish Reuser	43,005 42,885
Martha J. Roman	42,569
Michele Martella Armes	42,569
Tandy L. Ludin Carrell A. Cannon	42,338 42,228
Joyce Young	42,151
Stacy D. Foust Jackie L. Root	42,068 41,977
Jan Hubbard	41,898
Tanya Olivia King	41,760
Kimberli Mahealani Rogers Linda Bradley	41,672 41,664
Debbie L. Bower	41,575
Janice J. Baker Heather Shea Catts	41,560 41,542
Denise M. Sowder	41,419
Laura A. Armstrong	41,135
Brenda Segal Maria Cristina Cuenca	40,764 40,200
Rosemary Carolan	40,161
La Tanya D. Carlos	40,123 39,970
Caren C. Fields Marla Beddick	39,310
Karen E. Ridle Elaine B. Goubil	39,012
Peggy Henry	38,878 38,783
Peggy Henry Paula Ladurantaye Cheri Pearce	38,560
Cheri Pearce	38,455
Maria C. Campbell Robin S. Moody	38,435 37,969
Silvia Ramos	37,969 37,909
Nancy A. Berlin Michele A. Cope	37,907
Valerie Yokie	37,903 37,820
Kami Fredericks	37,784
Kimberly Carver Suttles Denise W. Montgomery	37,743
Lynn F. Huckels	37,784 37,743 37,386 37,141 36,986
Sherry L. Crews Ronit Goldstein	36,986 36,877
Pamela J. Borghesani	36,873
Gwen Regan	36,827
Shawna D. Schneider Lorena P. Ramirez	36,254 36,234
Antonia Miranda	36,204
Suzi O. Stellmaker	35,972
Sue Uibel Angel L. Hurley	35,557 35,191
Nancy Graham	35,183
Kathy Rodgers-Smith	34,737

Barbara Whitaker	34,663
Trisha Cyr	34,654
Valerie Cashin	34,555
Liz E. Reinhardt	34,548
Jennifer Lyn Meade	34,379
Christine J. Kurzawa	34,368
Amanda Victoria Governale	34,231
Evalina Chavez	34,104
Rhonda L. Feisley	33,929
DEADI	
PEARL	
Lisa Allison	\$86,090
Tracey L. Chavez	81,774
Kim L. McClure	79,456
Allison Lee LaMarr	78,639
Jeanie Martin	78,439
Victoria Rachel Piccirilli	75,918
Cindy Machado	74,029
Cindy Machado Patty Webster	73,359
Barbara Stimach	66,985
	66,010
Shari M. Kirschner Denise E. Crosby	
Vothrun I Engetrom	64,675
Kathryn L. Engstrom	64,353
Ashley O. Brooker	63,945
Amie N. Gamboian	62,971 62,571
Harriett Snarpe	62,5/1
Rita Schaefer	62,028
Krista Lynnette Shepard	60,231
Marla Bolling	55,317
Alma Orrostieta	53,735
Sandra Giraldo Kirchhoff	52,797
Constance Nugent Miller	52,686
Pat Ringnalda	52,452
Connie Lustig	51,825
Halina Rygiel	49,749
Janice Baxter Hull	48,873
	48,808
Susan Moore Holly L. Ennis	18 110
Laura Poling	48,119 47,993
	47,333
Laurie C. Cole	47,436 47,375
Patti Cornell	47,373
Dorothy D. Boyd Tammy A. Vavala	46,805
lammy A. Vavala	46,744
Charlene Grubbs	46,328
Kathy Lee	46,273
Anitá N. Conley Sherry L. Fields	46,094
Sherry L. Fields	45,944
Susan M. Hohlman	45,578
Jo Shuler	44,833
Mary Claire Tapley	44,676
Joyce A. Bruggeman	44,652
Judi Tapella	43,887
Maria Claxton-Dickerson	43,742
Joyce Recenello	43,307
Vicki B. Crank	43,301
Michelle Annese-Bleichert	42,944
Amy Kitrell	42,383
R. Sue Miller	41 000
Rosalie Medjesky	41,992
	41,916
Debbie P. Grant	41,658
Betty B. Lucido Cathy E. Littlejohn	41,448
Catny E. Littlejonn	41,266
Kathý Eckhardt Jane Studrawa	40,714
Jane Studrawa	40,616
Leah G. Nelson	40,172
Patricia Fitzgerald	39,574
Betsy C. Richard Holli Thompson Lowe	39,537
Holli Thompson Lowe	39,402
Lori L. Kreh	39,317
Nadine Bowers	39,094
Tina M. Wright	39,086
Pamela L. Castellana	39,023
Cheryl Marie Brown	38,279
Ruthie Bresette-Mount	37,994 37,984
Vashti Day	37.984
Roya M. Mattis	37 832
Keita Powell	37,832 37,694
Kyla Jean Dodson	37,667
Jean A Wilson	37 477
Jean A. Wilson Debra L. Bokash	37 179
Francene M. Anderson	37,477 37,178 36,982
	36 012
Debbie A. Thomas	36,913
Anne Geertsen	36,757
Sandra Tatzer	36,650
Susan K. Janish Jasmine Sims Waring	36,613
Jasmine Sims Waring	36,593 36,275
Angeia G. Biount	36,2/5
Ellen Stephens Gwen L. Gihring	36.217
	36,184
Luci Logan	36,183
Carol Marie May	36,007
Terri Lewis	35,864

Diane A. Andrews	35,608	Betty McKendry
Susie Kopacz	35,504	Maria Flores
Menina M. Givens	35,464	Joy H. Rentz
Donna M. Josellis Tracey D. Koch	35,386	Faith A. Gladding Jeanette E. Beichl
Mary C. Sprayberry	35,347 35,283	Lady Carol Camp
Ginger J. Benedict	35,268	Jenny Siemonsma
Irvene K. Foster	35,267	Lesley A. Coppoc
Amy Kemp Peggy Matish	35,092 35,066	Chatney Gelfius Randi M. Moore
Sherree E. Koehler	34,547	Chris Krabbe-Lan
Andrea Lee Converse	34,420	Paula Johnson
Lynette Sorrentino	34,297	Judy Higgins
Barbara R. Johnson Sharon S. Levan	34,225 34,219	Ann M. Jones Kathe Cunninghar
Penny J. Jackson	34,156	Lisa A. Stengel
Angel B. Toler	34,058	Karen M. Bonura
Sherry L. Belisle	34,023	Kim C. Meyers
DIAMOND		Shelly Palen Barbara H. Peters
Andrea Shields	\$87,693	Nancy Polish Dov
Kim I. Cowdell	82,542	Kellie L. Hammett
Evelinda Diaz	74,991	Diane Lynn Fergu
Pat A. Nuzzi Kelly Willer-Johnson	74,912 69,981	Jodi Carlson Joanne Fraraccio
Melinda M. Balling	68,957	Amy Zanto
Allison M. Nielsen	64,772	Jennifer A. Partrid
LaRonda L. Daigle	63,085	RUBY
Linda C. Weniger Donna K. Smith	61,977 61,734	Debbie A. Elbrech
Evitelia Valdez-Cruz	61,372	Donna B. Meixsel
Audrey K. MacDowall	59,519	Candy D. Lewis
Kristen C. Spiker Trudy J. Poor	59,185 58,918	Judie Roman Kristi Kay Balla
Priscilla McPheeters	56,890	Paulette Savoy
Jill D. Hastings	56,623	Roli Akperi
Terri J. Beckstead Gina I. Ambrossi	56,226 55,739	Gale Elliott Diane Covington
Nancy Fox Castro	55,308	Krystal D. Downey
Patricia Carr	54,912	Margi S. Eno
Vivian Diaz	54,706	Lanette Lyn McMi
Sandy Lasso Nellie R. Anderson	54,609 54,562	Stephanie Harvey Debra Layne Lewi
Heidi Goelzer	53,983	Tiffiney S. Maxwe
Mariann Biase Mason	52,436	Lisa Anne Harmoi
Rubiela Palacio Sharon B. Carney-Wright	51,848 51,279	Linda Leonard Th Thessy Nkechi Nv
Stephanie A. Richter	51,052	Casee Elaine Harv
Mery C. Ramirez Bravo	49,993	Ekene S. Okafor
Cherie L. Smith Melodye P. Lemon	49,854 49,562	Gloria Dominguez Gena Rae Gass
Annette Pace	49,209	Betsy A. Lavoie
Sheryl Peterson	48,968	Jeanette M. Thom
Lisa Rada Barbara E. Roehrig	48,462 48,212	Terri A. Oppenheir
Donna J. Saguto	47,941	Kathleen C. Savor Barbara K. Taylor
Connie L. Russo	47,847	Vicki Jo Auth
Sheilagh Glenn Murray	47,832	Hilari Jo Courtney
Joyce M. Conant Char Griffin	47,366 47,280	Carmen Nunez Tracy A. Crisler
Kim A. Messmer	47,030	Janet S. Pavey
Maria Matthews	47,011	Lisa V. Bauer
Tammie M. Hanson Tracy Mathis	46,995 46,629	Sherrie L. Clemor Colleen Robustell
Eileen M. Huffman	46,347	Jan Martino
Ana X. Solis	46,303	Danette K. Lynch
Norma Lee Shaver	45,688	Debra Moore Kinl
Karen L. Kunzler Vicki O'Bannon	45,590 45,473	Michelle R. Laram Rene Blankenship
LaChelle M. Seleski	45,299	Marnie R. Yunger
Deborah Dudas	44,996	Suzanne Moeller
Gerri Anne Morris Candi L. Kelly	44,872 44,682	Gail A. Bernard Gaynell L. Kenned
Rose Rodriguez	44,489	Corrin Cresci
Audrey J. Doller	44,222	Julie A. Meng
Rhonda Jean Taylor	43,998	Gina Beekley
Terrie Guillou Kathy M. Viola	43,954 43,937	Cindy P. Markows Phuong L. White
Maria I. Monarrez	43,741	Rebecca W. Cox
Joyce A. Adkins	43,688	Patti Maxwell
Deanna L. Spillman Pat Joos	43,188 43,125	Mary L. Morgan Susan C. Dunlap
Julie Schlundt	42.980	Karen E. Gardner
Rosa C. Fernandez	42,932	Kathy Allasina
Amber Michelle Watt Shari Kendall	42,869 42,736	Carol Neat Brenda Fenner
Mary P. Creech	42,730	Kali DeBlander Br

Shari Kendall Mary P. Creech Lara F. McKeever

Martha Kay Raile Ann W. Knab

Santos Mejia

Connie J. Lamp

Heather L. Cartee

Ana Carolina Alvarez

42,514 42,210 42,157

41,989 41,893

Natalie A. Rivas Phina N. Onwuachi

Natalie K. McNeill Eleanor M. Reigel

	D:	
lle	s Directors in each Seminar	area base
	Betty McKendry Maria Flores Joy H. Rentz Faith A. Gladding Jeanette E. Beichle Lady Carol Campbell Jenny Siemonsma Lesley A. Coppock Chatney Gelfius Randi M. Moore Chris Krabbe-Landaker Paula Johnson Judy Higgins Ann M. Jones Kathe Cunningham Lisa A. Stengel Karen M. Bonura Kim C. Meyers Shelly Palen Barbara H. Peterson Nancy Polish Dove Kellie L. Hammett Diane Lynn Ferguson Jodi Carlson Joanne Fraraccio Amy Zanto Jennifer A. Partridge	41,572 41,562 41,441 41,370 41,271 40,757 40,245 40,078 39,951 39,562 39,524 38,956 38,956 38,956 38,857 38,755 38,159 38,054 37,854 37,558 37,558 37,558 37,558
	Donna B. Meixsell Candy D. Lewis Judie Roman Kristi Kay Balla Paulette Savoy	82,922 81,680 64,745 63,207 62,792
	Roli Akperi Gale Elliott Diane Covington Krystal D. Downey-Shada Margi S. Eno Lanette Lyn McMullen	61,256 58,473 58,281 57,673 56,879 56,736
	Stephanie Harvey Valure Debra Layne Lewing Tiffiney S. Maxwell Lisa Anne Harmon Linda Leonard Thompson Thessy Nkechi Nwachukwu	55,738 55,441 54,479 53,384 53,178 52,606
	Casee Elaine Harwell Ekene S. Okafor Gloria Dominguez Gena Rae Gass Betsy A. Lavoie Jeanette M. Thompson	52,032 51,781 51,600 51,432 51,373 50,623
	Terri A. Oppenheimer-Schafer Kathleen C. Savorgnan Barbara K. Taylor Vicki Jo Auth Hilari Jo Courtney Carmen Nunez	50,333 49,583 49,277 49,013 48,597 47,431
	Tracy A. Crisler Janet S. Pavey Lisa V. Bauer Sherrie L. Clemons Colleen Robustelli	46,709 46,687 46,421 45,919 45,686
	Jan Martino Danette K. Lynch Debra Moore Kinley Michelle R. Laramore Rene Blankenship Gardener Marnie R. Yunger	45,382 44,189 44,038 44,016 43,585 43,469
	Suzanne Moeller Gail A. Bernard Gaynell L. Kennedy Corrin Cresci Julie A. Meng	43,373 43,324 43,135 42,979 42,954
	Gina Beekley Cindy P. Markowski Phuong L. White Rebecca W. Cox Patti Maxwell Mary L. Morgan	42,920 42,722 42,638 42,624 42,447 42,031
	Susan C. Dunlap Karen E. Gardner Kathy Allasina Carol Neat Brenda Fenner	40,951 40,937 40,881 40,730 40,705
	Kali DeBlander Brigham Amber L. Faulk Suzanne Tripp Natalie A. Rivas	40,165 40,158 40,016 39.886

on their January 2000 est	iiiiaigu u
Mary Sharon Howell Selina L. Robertson Minerva J. Balizan-Diaz Cammy L. Otten Helen McFadden Gwen Nicholas Bridgette Rae Conley Natalie T. Conner Mary Lou Ardohain Deborah K. Hack Michelle Lee Paul Kathy Monahan Vanessa R. Upkins Rachel Wallace Duncan Helen Amato Debra A. McDivitt Sylvia J. Cook Ava D. Story Dori M. Fennell Jeannette Curren-Cochran Cathy DeBlander Becki Hoisington Connie A. Brinker Laura A. McLaughlin Thea Elvin Mimi A. Novak Mary Jo Dallen Kellie Anderson Anne Weidenweber Karen M. Getty-Hopkins Sylvia Limon Martinez Suanne P. Eaton Laurie Hallock Sharon Louise Flynn Amy J. Spence Pamela O. Pruitt	39,548 39,528 39,511 39,430 39,337 38,915 38,870 38,570 37,764 37,764 37,764 37,728 37,235 37,235 37,215 37,147 37,286 37,235 37,215 37,147 37,287 36,932 37,215 36,932 36,509 36,577 35,947 35,947 35,948 35,789 35
SAPPHIKE	

Pamela O. Pruitt	35,035
Sapphire Paola B. Ramirez Paola B. Bullard Paola B. Bullard Paola B. Bullard Paola M. W. Sherman Pandi Stevens Paola B. Bullard Paola M. Nielsen Paola B. Siythe Paola B. B. Siythe Paola B. Perrell Panne M. Blalock Peogy B. Sacco Linda L. Quillin Paola B. Paola B. Paola Paola B. Das Paola B. Day Perrie S. Dralle Peranie B. Dralle Pelannie Helim Pennifer L. Semelsberger Paola B.	\$105,494 86,896 77,497 76,345 74,824 74,463 70,371 69,740 67,033 66,400 65,315 63,172 63,132 62,553 61,800 55,827 55,605 55,572 53,617 52,705 52,589 52,542 52,542 52,482 52,482 52,483

	Mary C. Cranhala	E1 107
ò	Mary G. Gronholz	51,187
3	Linda Klein	50,341
	Cynthia L. Frazier	49,661
)	Marty Ulmer	49,212 49,133
7	Sandra A. Zavoda	40 133
		40,000
-	Bonnie Crumrin	48,999
5	Ruby Garner	48,844
)	Ana M. Barba	48,838
,		
3	Joanna Helton	48,810
)	Julie Neal	48,782
,		
)	Jami B. Hovey	48,604
ì	Lady Ruth Brown	48,397 48,179
,		10 170
5	Melissa Ann Beckett	40,173
ì	Alison Marie Ford	48,001
1	Lynette R. Bickley	47,703 47,569
		47.500
ł	Jennifer Bessey	47,009
}	Debbie Wann Terry A. Hensley	47,460 46,755
	Torry A. Honelov	46 755
	ICITY A. FICHSICY	40,733
3	Jenny R. DeMell	46,377
	Julie M. Moreland	45,976
)	Jenny R. DeMell Julie M. Moreland	
} ;)	Barbara D. Michileery	45,795
1	Tammy Romage	45,712
,		45 270
'	Carolyn Thompson	45,370
l	Sharon K. Swayzer	45,311 45,287
,	Patsy A. Glunt	45 287
-		45,201
	Krista Erdmann	45,262
)	Maureen Yantzer JoAnna P. Shipe	45,133 44,572
2	Is Anna D China	44 570
′	JUAIIIIa P. SIIIpe	44,572
l	Marie Pfarr	44,372
,	Heather A. Plasencio	44,148
		44,140
5	Dawn A. Peterson	44,136
)	Janis Clemens	44,129
,	Julie Danskin	44,000
,)		44,086
)	Maria Aguirre	43,954
	Elizabeth McCandliss	43,519
5	Cheri L. Taylor	43,364
1	Jerusher Wiggins	42,785 42,775
	Lorraine S. Kigar Cecilia C. James Janet S. Chapman	40.775
	Lurraine 5. Kigar	42,775
ļ.	Cecilia C. James	42,560 42,514
	lanot C. Chanman	12 511
)	Janet J. Onapman	42,314
7	Angelee R. Murray	42,470
:	Shirley Honey Allen	42,112
)		44 040
) ; ; ;	Morgendee Meacham Flannery	41,049
	Lynn A. Cervini	41,540 41,388 41,334
	Sylvia Boggs	/11 200
}	Dylvia boggs	44,000
ì	Barbara Olesen Randall	41,334
		41,035
)	Sara Kinney Turco	40.000
)	Sala Killiey Tulco	40,922
}	Therese E. Simon	40,641
,	Julia Mundy	40,400
)		
5	Debbie A. Weld	40,367
,	Holly V. Crumley	40,261
-	Heather L. Bohlinger	20,022
2		39,923 39,801 39,652
}	Kim B. Roberts	39,801
(Binta Touray Jagne	39 652
)		00,002
	Diana E. Fraustro	39,447
	Bea Heath	39,202
333333333333333333333333333333333333333	Jenny Decker	38,883
7		00,003
;	Debra M. Wehrer	38,817
′	Dawn Coby	38 791
_	Korn I Dol/ilbios	20,731
7	Kerry J. DeVilbiss	38,774
	Brigit L. Briddle	38,355
)	Anissa Branch	38,324
}		
)	Mary Beth Pfeifer	38,281
	Teresa J. Richardson	38.267
<u>'</u>	Potty H. Cobuler	27 204
5	Betty H. Schuler Roxanne McInroe	37,394 37,188 37,116
1	Roxanne McInroe	37,188
	Peggy Sperling	37 116
)	1 ogg, oponing	51,110
5		

Be sure to check out Ovation® on the first of every month for more recognition. Go to the Mary Kay InTouch® Web site. Click on the "Applause® Online" link. Then click on the "Ovation® Online" link.

39,886 39,764 39,705

39,571



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

EMEDALD		Stacy S. Gilson 5,788.22	Francene M. Anderson 6,270.23	Mary P. Creech 7,364.11	Phuong L. White 7,306.69	Peggy B. Sacco 9,574.56
EMERALD		Sonya F. Goins 5,731.86	Mara C. Lane 6,257.32	Lisa Hackbarth 7,323.54	Laurie Hallock 7,230.00	Melva M. Slythe 9,570.41
	12,182.80	Maria Victoria Sura 5,716.74	Laurie C. Cole 6,244.87	Deanna L. Spillman 7,317.17	Kay McClinton 7,228.79	Kristi M. Nielsen 9,467.18
	11,575.13	Teresa L. Mock 5,694.26	Collette Parker 6,238.66	Rhonda Jean Taylor 7,261.57	Susan C. Dunlap 7,209.11	Angie S. Day 9,388.96
Hollie R. Sherrick	11,228.05	Joyce Young 5,687.10	Dawn L. Walker 6,209.78	Lila DeWeber 7,213.91	Brenda Fenner 7,192.91	Ruby Garner 9,296.89
	9,763.21				Sylvia Limon Martinez 7,137.55	
Haydee Guzman	9,704.63					Janelle A. Ferrell 9,199.91
	9,525.24		Holly L. Ennis 6,185.07	Tammie M. Hanson 7,137.55	Lisa V. Bauer 7,107.44	Pam I. Higgs 9,038.02
	9,503.56	Paula Ladurantaye 5,616.31	Melissa Taylor-Yindrick 6,067.27	Lady Carol Campbell 7,026.08	Thea Elvin 7,050.25	Debra M. Wehrer 9,027.18
	9,257.24	Beatriz D. V. Yanez De Mora 5,589.71	Gail Boorum 5,967.40	Brenda K. Howell 6,997.07	Mary Jo Dallen 7,020.48	Marsha Morrissette 9,009.03
Auri Hatheway	9,101.19	Catherine Virginia Slezak 5,581.32	Nadine H. Huckabee-	Eileen M. Huffman 6,962.31	Michele Semper 7,017.02	Julia Mundy 8,934.20
Sheri L. Farrar-Meyer		Kimberly Dawn Reed 5,573.97	Stanley 5,945.83	Lou Cinda Utley 6,960.91	Margi S. Eno 6,993.91	Jill Beckstedt 8,667.30
	9,025.40	Lorena P. Ramirez 5,566.25	Leah G. Nelson 5,917.31	Joyce M. Conant 6,954.12	Mary Lou Ardohain 6,980.03	Tammy Romage 8,645.78
	8,997.60	Mary C. Cox 5,566.22	Ruthie Bresette-Mount 5,915.42	Martha Brown 6,927.52	Cindy P. Markowski 6,940.76	Julie Neal 8,561.00
	8,915.15	Valerie Yokie 5,518.79	Constanza C. Sweeney 5,903.55	Kathy M. Viola 6,913.79	Karen M. Getty-Hopkins 6,922.23	Jennifer Bessey 8,519.09
		Pamela J. Borghesani 5,497.28	Debbie A. Thomas 5,857.26	Rosa C. Fernandez 6,904.21	Patti Maxwell 6,896.97	Joanna Helton 8,445.31
	8,643.91	La Tanya D. Carlos 5,466.38	Lorri E. Woehrle 5,847.11	Ana Carolina Alvarez 6,895.20	Kathleen C. Savorgnan 6,890.54	Judy K. Johnson Englund 8,418.69
	8,459.44		Jean A. Wilson 5,811.92	Cindy Sybrowsky 6,861.07	Jan Martino 6,798.68	Marty Ulmer 8,348.68
Candy Jackson	8,399.52	DEADI	Cindy Keske 5,805.34	Morayma Rosas 6,847.13	Rene Blankenship Gardener 6,740.52	Melissa Ann Beckett 8,331.54
	8,311.43	PEARL	Sandra M. Munguia 5,786.96	Sheilagh Glenn Murray 6,838.94	Janet S. Pavey 6,724.11	Linda Klein 8,295.65
	8,197.96	Allison Lee LaMarr \$12,152.52	Jan C. Holden 5,771.99	Jeanette E. Beichle 6,760.43	Gina Beekley 6,716.32	Moleda G. Dailey 8,267.87
	8,164.05	Lisa Allison 12,095.52	Sherry L. Fields 5,710.81	Mary Jacobson 6,719.26	Casee Elaine Harwell 6,715.90	Brynne M. Blalock 8,236.26
	8,149.08	Tracey L. Chavez 11,877.04	Laura Poling 5,695.54	Connie J. Lamp 6,690.78	Mary L. Morgan 6,712.89	Julie Danskin 8,146.42
Michele Martella Armes		Jeanie Martin 11,342.38	Terri Lewis 5,672.08	Vicki O'Bannon 6,687.17	Betsy A. Lavoie 6,643.94	Sylvia Boggs 7,964.69
	8,102.82	Patty Webster 11,291.03	Marilyn A. Ricker 5,669.94	Lesa Rae Franken 6,682.56	Debra Layne Lewing 6,604.61	Jeannie Helm 7,907.00
	8,093.11	Jane Studrawa 10,723.69	Dee DeKryger 5,667.35	Heather M. Julson 6,659.83	Lanette Lyn McMullen 6,594.20	Linda L. Quillin 7,708.30
Nancy A. Coleman	8,092.64	Kim L. McClure 10,673.00	Ginger J. Benedict 5,660.97	Omosolape Akinyoyenu 6,617.71	Laura A. McLaughlin 6,541.64	
	8,072.85	Halina Rygiel 10,602.25	Patty J. Olson 5,623.78	Gina Rodriguez 6,588.54	Selina L. Robertson 6,540.89	Patsy A. Glunt 7,626.28
	8,070.37	Tammy A. Vavala 10,570.45	Tracey D. Koch 5,588.07	Nancy Polish Dove 6,544.51	Cissy E. Warren 6,525.99	Maureen Yantzer 7,611.06
Hope S. Pratt	7,992.42	Barbara Stimach 10,510.32	Sally Moreno 5,572.64	Karen L. Kunzler 6,534.06	Lynne M. Telger 6,517.00	Eileen Fricke 7,586.03
	7,970.49	Cindy Machado 10,429.67	Tracy L. Cunningham 5,566.37	Rubiela Palacio 6,509.06	Donna Clark 6,381.23	Jennifer L. Semelsberger 7,557.88
Sheila J. McCune	7,969.75	Kathryn L. Engstrom 10,425.67	Menina M. Givens 5,552.58	Shari Kendall 6,480.24	Suzanne Moeller 6,380.38	Peggy Sperling 7,504.73
Pat Forehand	7,932.45	Nadine Bowers 10,082.38	Cindy S. Koenig 5,511.54	Lisa A. Stengel 6,410.79	Gail A. Bernard 6,330.48	JoAnna P. Shipe 7,483.59
Helen M. Harlow	7.876.66			Ada Y. Garcia-Herrera 6,362.16	Liz Whitehouse 6,329.90	Kim Williams 7,463.80
Trisha Taylor	7,728.37	Cathy E. Littlejohn 9,985.01 Rosalie Medjesky 9,978.92	Roya M. Mattis 5,490.91		Corrin Cresci 6,325.83	Jami B. Hovey 7,432.09
Jo M. Cotton	7,700.54					Brigit L. Briddle 7,396.24
	7,596.27	Harriett Sharpe 9,951.35 Jeanie K. Navrkal 9,760.98	DIAMOND	Tawnya Krempges 6,347.89	Joyce Omene 6,305.45	Mary G. Gronholz 7,384.16
	7,569.26			Sandy K. Griffith 6,347.65 Tracy Mathis 6,328.62	Dori M. Fennell 6,265.95	Fern Hendricks 7,333.36
Pam Robbins	7,467.63	Dorothy D. Boyd 9,598.69 Shari M. Kirschner 9,551.70	LaRonda L. Daigle \$11,191.14 Melinda M. Balling 11,110.16	Tracy Mathis 6,328.62 Krista A. Johnson 6,314.28	Amber L. Faulk 6,261.24 Rebecca W. Cox 6,229.24	Maria Aguirre 7,307.57
	7,458.37	Alma Orrostieta 9,372.64	Priscilla McPheeters 11,028.30	Kathe Cunningham 6,311.00	Vanessa R. Upkins 6,179.02	Lori M. Langan 7,295.61
	7,389.12	Rita Schaefer 9,350.55	Sandy Lasso 11,020.30	Cynthia Denise Sligh 6,295.79	Connie A. Brinker 6,144.53	Mary Strauss 7,146.54
Trish Reuser	7,365.41	Victoria Rachel Piccirilli 9,229.42	Linda C. Weniger 10,984.50	Yoanni Espinal 6,261.07	Colleen Robustelli 6,138.41	Carolyn Thompson 7,140.52
	7,356.76	Marla Bolling 9,131.37	Kim I. Cowdell 10,901.44	Susan J. Pankow 6,259.63	Helen Amato 6,092.65	Therese E. Simon 7,127.69
Sue Uibel	7,296.61	Amie N. Gamboian 9,028.78	Evelinda Diaz 10,709.90	Barbara H. Peterson 6,234.35	Sonya U. Riske 6,075.56	Jenny R. DeMell 7,100.70
	7,179.60	Susie Kopacz 8,998.98	Terri J. Beckstead 10,497.56	Rusty Kurtzrock 6,224.59	Jacque E. Streever 6,028.25	Cecilia C. James 7,085.35
	7,144.97	Denise E. Crosby 8,976.80	Martha Kay Raile 10,415.01	Char Griffin 6,164.30	Gwen Nicholas 6,027.88	Elizabeth Sanchez 7,031.25
	7,119.14	Susan M. Hohlman 8,579.90	Pat A. Nuzzi 10,262.24	Gerri Anne Morris 6,136.85	Tongbai Mason 6,021.90	Ann Ferrell Smith 7,023.03
Heather A. Carlson	7,085.86	Janice Baxter Hull 8,494.72	Andrea Shields 10,227.72	Kim A. Messmer 6,053.98	Barbara L. Harrison 6,017.74	Roxanne McInroe 7,018.75
	7,051.53	Susan Moore 8,393.29	Evitelia Valdez-Cruz 10,009.30	Marlinda R. Brown 6,034.66	Sylvia J. Cook 5,982.84	Sandra A. Zavoda 7,016.27
Elaine B. Goubil	7,018.95	Carmen J. Felix 8,326.19	Kelly Willer-Johnson 9,768.43	Kim C. Meyers 5,956.27	Natalie A. Rivas 5,855.28	Elizabeth McCandliss 7,014.63
Traci L. Smith	7,010.67	Anita N. Conley 8,236.77	Connie L. Russo 9,667.80	Killi G. Meyers 5,930.27	Deborah K. Hack 5,853.56	Perrie S. Dralle 7,002.59
	6,948.55	Pat Ringnalda 8,121.26	Nellie R. Anderson 9,488.81		Suanne P. Eaton 5,853.07	Dolores Keller-Wills 6,987.10
	6,915.14	Charlene Grubbs 8,095.84	Sheryl Peterson 9,253.75	RUBY	Phina N. Onwuachi 5,812.86	Marie Pfarr 6,950.57
	6,912.47	Maria Claxton-Dickerson 8,074.91	Donna K. Smith 9,111.58	Thessy Nkechi	Jeannette Curren-Cochran 5,810.61	Cheri L. Taylor 6,935.62
	6,840.96	Jo Shuler 8,039.12	Mariann Biase Mason 9,084.39	Nwachukwu \$12,575.84	Deborah S. Barker 5,810.55	Wendy Clausen 6,912.55
	6,835.24	Judi Tapella 8,027.65	Maria I. Monarrez 8,851.49	Candy D. Lewis 11,933.43	Candace Laurel Carlson 5,787.83	Mary Beth Pfeifer 6,899.78
Robin S. Moody	6,811.12	Patti Cornell 7,986.62	Allison M. Nielsen 8,599.67	Debbie A. Elbrecht 11,577.85	Alicia M. Lindley 5,785.81	Judy Pennington 6,886.03
	6,797.00	Mary Claire Tapley 7,962.11	Rose Rodriguez 8,566.17	Vicki Jo Auth 11,529.53	Cathy DeBlander 5,757.61	Julie M. Moreland 6,875.32
	6,765.08	Sandra Giraldo Kirchhoff 7,944.00	Barbara E. Roehrig 8,536.06	Donna B. Meixsell 11,204.00	Lee A. McCarthy 5,738.91	Holly V. Crumley 6,829.28
Maria Sanches	6,684.41	Krista Lynnette Shepard 7,907.99	Maria Flores 8,515.35	Gale Elliott 10,468.56	Kellie Anderson 5,728.39	Lynn A. Cervini 6,823.89
	6,670.43	Betty B. Lucido 7,830.68	Betty McKendry 8,493.85	Diane Covington 10,072.33	Gina M. Gildone 5,713.65	Trudy Miller 6,817.08
	6,662.17	Vicki B. Crank 7,822.45	Nancy Fox Castro 8,434.42	Judie Roman 10,029.79	Linda Sue Szigety 5,706.34	Paula Grabau-Friedt 6,811.49
	6,655.22	Keita Powell 7,741.46	Heidi Goelzer 8,307.14	Gail Bauer 9,594.24	Carol Neat 5,693.16	Cynthia L. Frazier 6,808.43
Lourdes Monroy	-,	Kathy Eckhardt 7,641.33	Julie Schlundt 8,241.98	Kathy Monahan 9,362.89	Ann Tinucci Anderson 5,639.81	Margaret Neill 6,782.35
Rodriguez	6,652.77	Amy Kitrell 7,539.51		Hilari Jo Courtney 9,207.06	Becki Hoisington 5,627.79	Janet S. Chapman 6,761.83
Laura A. Armstrong	6,606.76	Holli Thompson Lowe 7,473.12	Terrie Guillou 8,221.88	Gena Rae Gass 9,199.70	Natalie K. McNeill 5,616.43	Danice C. McEldowney 6,756.96
Jackie L. Root	6,537.10	Ashley O. Brooker 7,468.39	Jill D. Hastings 8,197.64	Gaynell L. Kennedy 8,908.66	Krystal K. Walker 5,578.27	Sherri Reindl 6,743.96
	6,531.05	Lynette Sorrentino 7,448.90	Annette Pace 8,164.58	Terri A. Oppenheimer-	Julie A. Meng 5,575.51	Lorraine B. Newton 6,706.19
Kelly Lovell	6,505.91	Penny J. Jackson 7,258.76	Gina I. Ambrossi 8,160.21	Schafer 8,868.50	cane in mong	Stephanie Audino 6,667.07
	6,483.45	Connie Lustig 7,239.73	Audrey K. MacDowall 8,069.87	Paulette Savoy 8,562.99		Lynn Baer Roberts 6,630.87
	6,368.70	Irvene K. Foster 7,085.00	Deborah Dudas 7,935.01	Carmen Nunez 8,557.39	SAPPHIRE	Barbara D. McKneely 6,628.78
Gale H. Slater	6.349.00	Kathy Lee 6,972.69	Melissa R. Hennings 7,923.90	Lisa Anne Harmon 8,486.92	Pam Klickna \$13,582.86	Krista Erdmann 6,628.77
Anita Rodriguez	6,349.00 6,343.59	Judy Brack 6,905.28	Audrey J. Doller 7,915.90	Tiffiney S. Maxwell 8,298.67	Robin Blackmon-Dunda 12,905.84	Bonnie Crumrin 6,592.52
Kimbi L. Bartik	6,320.95	Sherree E. Koehler 6,877.66	Maria Matthews 7,863.24	Mary Alice Dell 8,267.24	Paola B. Ramirez 12,549.96	Norma Hood 6,567.36
Silvia Ramos	6,291.62	Joyce Bruder 6,825.16	Kristen C. Spiker 7,819.40	Roli Akperi 7,890.10	Julie Weaver 12,427.21	Jerusher Wiggins 6,519.18
Margarita Guerra	6,239.98	Michelle Annese-Bleichert 6,821.55	Trudy J. Poor 7,794.78	Minerva J. Balizan-Diaz 7.866.15	Yvonne S. Lemmon 10,951.90	Agnes Stewart 6,486.99
Shawna D. Schneider	6.225.76	Sandra Tatzer 6,783.31	Ana X. Solis 7,753.87	Sherrie L. Clemons 7,826.32	Tracy Potter 10,943.13	Petie L. Huffman 6,472.82
	6,141.93	Carol Marie May 6,714.80	Lisa Rada 7,715.76	Krystal D. Downey-Shada 7,799.47	Cheryl T. Anderson 10,683.57	Maggie Butcher 6.439.87
Marla Beddick	6,127.78	Constance Nugent Miller 6,711.10	Pat Joos 7,648.85	Gloria Dominguez 7,754.72	Maricarmen Gonzalez 10,342.10	Juanita Gudino 6,415.95
	6,106.68	R. Sue Miller 6,676.78	Susan K. Carlson 7,624.21	Jeanette M. Thompson 7,605.05	Ann W. Sherman 10,337.46	Sue Ammons 6,403.67
	6,022.19	Joyce Recenello 6,619.19	Sharon B. Carney-Wright 7,586.89	Rose Mary Neel 7,570.62	Ana M. Barba 10,333.49	Konie Slipy-Jestus 6,400.76
	5,988.39	Anne Geertsen 6,611.02	Stephanie A. Richter 7,586.22	Stephanie Harvey Valure 7,439.79	Nancy Ashton 10,315.40	Mary K. White 6,375.83
Janice J. Baker	5,915.57	Debbie P. Grant 6,575.77	Lara F. McKeever 7,565.47	Marnie R. Yunger 7,426.13	Linne' Lane 10,266.14	Bea Heath 6,362.47
Heather Shea Catts	5,907.71	Evelyn Pirhalla 6,527.30	Vivian Diaz 7,548.27	Tracy A. Crisler 7,416.94	Randi Stevens 9,989.38	Susan Hattem Weeks 6,341.34
Angel L. Hurley	5,893.98	Betsy C. Richard 6,450.68	Faith A. Gladding 7,536.34	Barbara K. Taylor 7,391.91	Kathy R. Bullard 9,981.51	Marjorie S. Haun 6,322.99
Kerri L. Bunker	5,806.19	Cheryl Marie Brown 6,424.08	Donna J. Saguto 7,481.11	Kristi Kay Balla 7,383.49	Lady Ruth Brown 9,943.14	,, =
Frankie Clapp	5,790.91	Peggy Matish 6,401.66	Ann M. Jones 7,388.35	Ekene S. Okafor 7,352.23	Gladis Elizabeth Camargo 9,640.03	
Michele A. Cope	5,788.41	Lori L. Kreh 6,322.41	Norma Lee Shaver 7,371.05	Linda Leonard Thompson 7,326.82	Maribel Barajas 9,620.63	L

^{*}WITHIN APPLAUSE" MAGAZINE, YOU MAY PERIODICALLY FIND ARTICLES WHICH SUGGEST BUILDING YOUR BUSINESS THROUGH REFERRALS AND/OR BY CONTACTING POTENTIAL GUESTS FOR UPCOMING SKIN CARE CLASSES OR OTHER EVENTS. PRIOR TO CONTACTING SUCH INDIVIDUALS VIA TELEPHONE OR E-MAIL, YOU SHOULD CONSIDER WHETHER SUCH COMMUNICATION IS CONSISTENT WITH STATE AND/OR FEDERAL "DO-NOT-CALL" AND/OR "SPAN" LAWS AND REGULATIONS. FOR MORE INFORMATION ON THIS SUBJECT, YOU CAN GO TO THE MARY KAY INTOUCH" WEB SITE 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.

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 January 2006.

TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



EMERALD





Jan Harris \$36,209 PFARI



Karen Piro \$56,681 DIAMOND



Pat Fortenberry \$79.597 RURY



Christine Peterson SAPPHIRE

TOP SALES DIRECTOR-PERSONAL SALES

EMERALD — Shirley D. Rice, Go Give Area	\$12,067
PEARL — Lena P. Hinton, N. Stroud Area	
DIAMOND — Marie Lee, P. Gruber Area	\$23,808
RUBY — Stephanie Hillenbrand, C. Anton Area	\$8,875
SAPPHIRE — Amber Dawn Specht, J. McCoy Area	\$11,809

TOP BEAUTY CONSULTANT-PERSONAL SALES

EMERALD — Becky Susan Slade, K. Bunker Unit, M. Butters Area	\$21,113
PEARL — Corrine Reid Rosati, A. Pedone Unit, Go Give Area	\$17,551
DIAMOND — Terri Lynn Kunzler, C. Gainsford Unit, M. Diem Area	\$13,133
RUBY — Angela M. Oliver, B. Taylor Unit, M. Sudeth Area	\$18,934
SAPPHIRE — Lynn Marguerite Shives, C. Miller Unit, S. Steinman Area	\$15,623
	PEARL — Corrine Reid Rosati, A. Pedone Unit, <i>Go Give Area.</i> DIAMOND — Terri Lynn Kunzler, C. Gainsford Unit, <i>M. Diem Area.</i> RUBY — Angela M. Oliver, B. Taylor Unit, <i>M. Sudeth Area.</i>

TOP TEAM BUILDER

EMERALD — Sales Director Marlene S. Martin, C. Millard Area	22 New Team Members
PEARL — Gladys R. Douglas, S. Kirchhoff Unit, Go Give Area	12 New Team Members
DIAMOND — Carla V. Offer-Ford, K. Meyers Unit, J. Grady Area	16 New Team Members
RUBY — Jennifer M. Miller, B. Lavoie Unit, T. McElroy Area	15 New Team Members
SAPPHIRE — Cindy M. Kerns, D. Adams Unit, S. Andrews Area	18 New Team Members

TOP UNIT — ESTIMATED RETAIL PRODUCTION

EMERALD — Hollie R. Sherrick, J. Cruse-Vrinios Area	\$77,028
PEARL — Lisa Allison, D. Berggren Area	\$86,090
DIAMOND — Andrea Shields, Go Give Area	
RUBY — Debbie A. Elbrecht, P. Fortenberry Area	\$93,358
SAPPHIRE — Paola B. Ramirez, L. Ceballos Area	

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 January.

EMEDAID

EMEKALD	
Sales Director Brenda Segal	\$2,495.03
Sales Director Julie A. Griffin	
Sales Director Haydee Guzman	1,884.97
Sales Director Margarita Guerra	
Sales Director Kerri L. Bunker	1,544.60
Sales Director Michele Martella Armes	1,499.71
Sales Director Cathy Kazzi	1,497.37
Christine Bryson Redmond, K. Suttles Unit	1,495.59
Vanessa Hoang, D. Crews-Cairns Unit	1,452.91
Sales Director Stacy D. Foust	1,357.75
Sales Director Sheri L. Farrar-Meyer	1,281.38
Sales Director Mary Kay Fedak	1,277.71
Martie A. Johnson, N. Knott Unit	1,240.23
Sales Director Marcia Neyra	
Sales Director Shirley H. Koniewich	
Sales Director Tracy Bryce	1,193.30
Rhonda Matthews, K. Reed Unit	
Sales Director Mayra Smalley	
Sales Director Pam Robbins	
Sales Director Helen M. Harlow	
Sales Director Laurie Ann Johnson	
Sales Director Zenelia Wheeler	
Sales Director Shirley D. Rice	
Sales Director Debbie E. Barnes	
Sales Director Jo M. Cotton	1,150.24

PEARL

Sales Director Mary Claire Tapley	\$1,862.45
Sales Director Jo Shuler	1,621.26
Sales Director Gail Boorum	
Melissa Sheri Garthwaite, B. Vernon Unit	1,536.47
Sales Director Lynette Sorrentino	
Sales Director Susie Kopacz	1,433.41
Sales Director Rita Schaefer	1,425.61
Sales Director Susan Moore	1,385.28
Sales Director Cheryl Marie Brown	1,371.99
Sales Director Pat Ringnalda	
Sales Director Lori L. Kreh	
Sales Director Melissa Nix Henderson	
Sales Director Patti Cornell	1,227.36
Traci Warnix, A. Brooker Unit	1,198.08
Jheryn Sims Alexander, J. Waring Unit	1,185.41
Sales Director Jane Studrawa	1,184.63
Sales Director Francene M. Anderson	1,159.18
Sales Director Alma Orrostieta	1,154.82

Sales Director Tracy Foltz	1,135.16
Sales Director Jeanie Martin	
Sales Director Maria D. J. Ramales	1,124.70
Sales Director Maria E. Hernandez	1,120.86
Jennifer R. West, K. Powell Unit	1,120.11
Moriah Kinzer, B. Mullins Unit	1,118.03
Sales Director Charlene Grubbs	1,108.51

BLAMOND

DIAMOND	
Sales Director Linda C. Weniger	\$2,009.44
Sales Director Maria Matthews	1,771.38
Sales Director Rhonda Jean Taylor	1,543.59
Sales Director Evitelia Valdez-Cruz	1,408.26
Stephanie Ann Bain, J. Hastings Unit	1,400.65
Sales Director Kari Alice Johnson	1,315.08
Sales Director Terrie Guillou	
Sales Director Lisa Rada	
Sales Director Donna J. Saguto	
Cynthia V. Strine, L. Madson Unit	
Sales Director LaNissir W. James	
Sales Director Caroline Sagunsky	
Sales Director Heather M. Julson	
Sales Director Karime Hidalgo	
Sales Director Cindy Sybrowsky	
Sales Director Kristi Singleton	
Sales Director Missy Shopshire	
Sales Director Rosmary A. Baez	
Sales Director Ruth Ojibeka	
Ashley May Berreth, M. Ellis-Jensen Unit	
Sales Director Kimberly Brothers	
Sales Director Ana X. Solis	
Andrea Kathryn Hayner, S. Kendall Unit	
Sales Director Julie Garvey	
Karen Mitterling Johnson, A. Nielsen Unit	1,058.92

DIIRY

KUBT	
Sales Director Minerva J. Balizan-Diaz	\$2,154.10
Jennifer Marie Miller, B. Lavoie Unit	1,615.28
Sales Director Tongbai Mason	1,614.80
Angela M. Oliver, B. Taylor Unit	1,530.39
Michele Beth Tolbert, L. McMullen Unit	1,418.82
Sales Director Diane Covington	1,417.68
Sales Director Sandee Popadich	1,398.70
Deborah Jarboe Curtis, B. Conley Unit	1,383.01
Sales Director Lisa V. Bauer	1,301.59

Sales Director Mary Lou Ardohain	1,288.14
Sales Director Tracy A. Crisler	
Sales Director Mary Jo Dallen	
Sales Director Michele Semper	1,236.50
Sales Director Kimberley Victor	1,172.41
Sales Director Cindy Majors	1,155.05
Evadell Rogers, C. Lewis Unit	1,153.46
Sales Director Monica Myers	
Sales Director Marnie R. Yunger	1,144.88
Sales Director Thessy Nkechi Nwachukwu	1,139.52
Sales Director Debbie A. Miller	1,128.47
Christina Mari Garza, N. Karabanoff Unit	1,119.50
Tiffany Brooke Stout, C. Anton Unit	1,101.82
Sales Director Elizabeth A. Kramer	1,100.91
Sales Director Layle R. Shaw	1,089.66
Sales Director Olubunmi Ebiwonjumi	1,086.93

CADDHIDE

SAPPHIKE	
Sales Director Ana M. Barba	\$1,631.40
Sales Director Marty Ulmer	1,615.74
Sales Director Pam Klickna	1,593.41
Sales Director Kerry J. DeVilbiss	1,454.70
Kimberly D. Wade, P. Sutton Unit	
Sales Director Beth S. Austin	1,422.66
Sales Director Therese E. Simon	1,421.36
Sales Director Linda Klein	
Sales Director Wendy S. Coltrain	1,310.66
Sales Director Elizabeth A. Poole	
Sales Director Maria Dolores Plascencia	
Sales Director Theresa Kusak-Smith	
Sales Director Gladis Elizabeth Camargo	
Sales Director Nina Tamanji	
Sales Director Rosario Dagenais	
Sales Director Cheryl T. Anderson	
Sales Director Cynthia H. Miller	
Sales Director Joanna J. Shields	
Sales Director Dawn Coby	
Sales Director Elizabeth Sanchez	
Kisha Faye LeCoure, P. Dowell Unit	
Sales Director Alejandra Zurita	
Sales Director Tracy Potter	
Sales Director Heather L. Bohlinger	
Sales Director Irma Isolina Mendoza	1,102.76

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 ("National Sales Directors") and Independent Beauty Consultants" in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, @2006 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toletry and Fragrance Association Acapella, Angellire, Applause, Beauty Blotters, Belara, Calming Influence, Daily Benefits for Men, Daily Benefits for Wenen, Day Radiance, Domain, Elge, Eyesicles, Footsteps, Genji, Instant-Action, Journey, Mary Kay, Mary Kay, Mary Kay Spot Solution, Mary Kay Tifloute, MKConnections, Moisture Renewal, Nutribeads, Nutrinewal, Perfect Surface, Powder Perfect, Power Hour, Quattro, Salon Direct, Satin Hands & Body, Satin Lips, Skin Management, Speed Set, Stress Free, Sun Essentials, Terme disola, TimeWise, Tifloute, Tiple-Action, Velocity and Visible-Action are registered trademarks; and chill it, Daily Benefits, Embrace Dreams, Embrace Happiness, Embrace Hamony, Embrace Romance, Embrace Today, Endoted Programs, Embrace Reppiness, Embrace Reppiness

GO-GIVE® AWARD

Congratulations to the winners for May 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."



Schmidt

Ruby **Executive Senior** Sales Director

Began Mary Kay January 1993

Sales Director Debut December 1994

Offspring six first-line; one second-line

National Sales Director Pam Ross

Honors Cadillac qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$74,156; six-times Double Star Achievement; seven-times Sales Director Queen's Court of Personal Sales: seven-times Circle of Achievement

Personal Lives in Prairie Village, Kan, Husband, Garret: Sons: Nathan. Harrison; Daughter, Elaine

Favorite Quote "As we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others."

Independent Beauty Consultant Beth Morford of Cleveland, Mo.,

says, "Laura openly welcomes adoptees into her meetings as soon as they walk into the room. There is a total sense of belonging."



Dagenais

Sapphire

Executive Senior Sales Director

Began Mary Kay March 1988

Sales Director Debut December 1988

Offspring seven first-line; seven second-line

National Sales Director

Martie Sibert

Honors Cadillac qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$65,776: two-times Double Star Achievement; two-times Triple Star Achievement; nine-times Queen's Court of Recruiting; two-times Sales Director Queen's Court of Personal Sales: six-times Circle of Achievement

Personal Lives in Takoma Park, Md. Husband, Andre; Daughter, Alexandra

Favorite Quote "Believe in vourself and know that 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." Mary Kay Ash

Independent Executive Senior Sales Director Elizabeth McCandliss of Gaithersburg, Md.,

says, "Rosario has been a great help and inspiration to the Latina sales force in our area. She treats my Spanishspeaking unit members like her own."



Tiffany Lynch

Emerald

Future Executive Senior Sales Director

Began Mary Kay February 2001

Sales Director Debut May 2002

Offspring four first-line: two second-line

National Sales Director Kathy Helou

Honors Cadillac qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$102,707; Circle of Achievement

Personal Lives in Coarsegold, Calif. Husband, Pat; Sons: Nathan, Samuel; Daughter, Emma

Favorite Quote "With man this is impossible, but with God all things are possible." Matthew 19:26

Independent Sales Director Heather Lee of Fresno, Calif., says, "Tiffany gives everyone her undivided attention and treats them with grace, class and love."



Julie Ashby

Pearl Sales Director

Began Mary Kay March 1998 **Sales Director Debut** August 2001

National Sales Director Cindy Williams

Honors Premier Club qualifier; Star Consultant; estimated highest monthly unit retail: \$35.535: Double Star Achievement; Queen's Court of Recruiting; two-times Sales Director Queen's Court of Personal Sales

Personal Lives in Odem, Texas Husband, Craig; Son, Cody; Daughter,

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

Independent Beauty Consultant Marina Plocek of Orange Grove, Texas, says "Julie inspires, supports and encourages adoptees like me just like she does her own unit members."



Diamond

Executive Senior Sales Director

Began Mary Kay April 2002

Sales Director Debut December 2002

Offspring five first-line; one second-line

National Sales Director SuzAnne Brothers

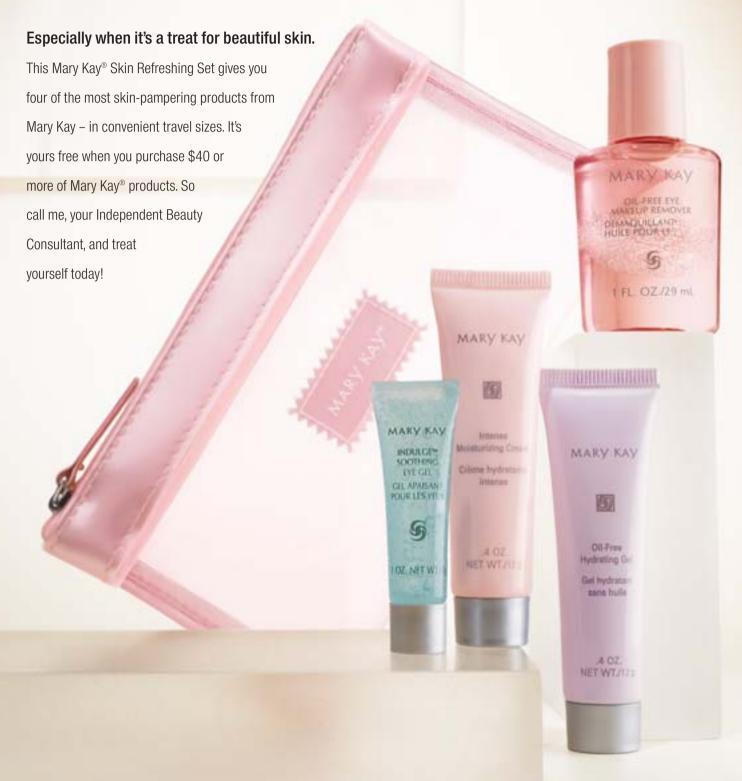
Honors Cadillac qualifier; Star Consultant; gold medal winner; estimated highest monthly unit retail: \$72.597: Fabulous 50s: two-times Circle of Achievement

Personal Lives in Washington, Utah Husband, Kevin; Son, Alex; Daughters: Kamryn, Allie, Kenedie

Favorite Quote "Far better is it to dare mighty things, to win glorious triumphs, even though checked by failure ... than to rank with those poor spirits who neither enjoy much nor suffer much, because they live in a gray twilight that knows not victory nor defeat." Theodore Roosevelt

Independent Sales Director Luisa Perkins of Cold Spring, N.Y., says, "Amber is generous with her time and talents, willing to share her expertise in booking, coaching, selling. She shares with anyone who asks for guidance."

Women Love a Free Gift





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

Achieve the Heart
of Gold Challenge
and you could be
one of two winners
(from each Seminar)
of an Awards Night
makeover.

Independent Beauty Consultants and Independent Sales Directors who:

- add at least four qualified* new personal team members will receive a charm bracelet and special-edition rose-tone Heart of Gold charm. Plus, an invitation to attend the Heart of Gold Luncheon and standing recognition at Seminar.
- add at least five qualified* new personal team members will receive a charm bracelet and special-edition rose-tone Heart of Gold charm, an invitation to the *Heart of Gold* Luncheon and onstage recognition! Plus, they will have their names entered into a drawing for an Awards Night makeover.

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

*A qualified new personal team member is one whose initial order with the Company is \$600 or more in wholesale Section 1 products, and it is received and accepted by the Company in the same or following calendar month that her Independent Beauty Consultant Agreement is received and accepted by the Company. For purposes of the *Heart of Gold* Challenge, a new personal team member's qualifying \$600 wholesale order must be received in March, April, May or June 2006. For example, a new Independent Beauty Consultant whose Agreement is received in February and whose \$600 qualifying order is received in March will count toward the contest, and a new Independent Beauty Consultant whose Agreement is received in June must place her \$600 qualifying order by June 30.

MARY KAY®

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Reverse side of charm