

NOVEMBER 2006

# Applause<sup>®</sup>

MARY KAY<sup>®</sup>  
Enriching Women's Lives<sup>SM</sup>

offer  
**velvet**  
for the holidays

Tell Customers They Can  
*Host a Class, Help a Cause*

Revisit the *Power*  
of Pink Seminar



# get it free

WITH YOUR ORDER

OCT. 16 – NOV. 15, 2006



## Embrace Romance® Candle Set

**Suggested Use:** Help your customers to celebrate those popular winter wedding engagements or just cozy up with someone they love. The Embrace Romance® Candle Set is your BizBuilders bonus beginning with a \$400 wholesale Section 1 order.



## Embrace Romance® Sugar Scrub

**Suggested Use:** When the weather turns colder, skin needs to be pampered. Like all of the Mary Kay® Private Spa Collection™ Sugar Scrubs, this one removes dull, dry skin, leaving skin soft and radiant. Share this treat with your customers! It's your BizBuilders bonus beginning with a \$600 wholesale Section 1 order, in addition to the Embrace Romance® Candle Set.



## Color 101 Cards

**Suggested Use:** Slip these cards into orders or hand them out at skin care classes. Let customers play with on-trend looks and MK Signature™ color cosmetics. It's fun for them, and sampling is a retail strategy proven to be successful. An assorted selection, in addition to the bonuses described above, is your BizBuilders bonus starting with an \$800 wholesale Section 1 order.



## Travel Roll-Up Bag

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

For more details on BizBuilders and new Independent Beauty Consultant bonuses, see Page 19.





# Give the Gift of Beauty

As an Independent Beauty Consultant, you have the opportunity to make the lives of your customers more beautiful. And not just because the Mary Kay® products you offer can make them look and feel great! You can provide them with gorgeous gift sets for everyone on their holiday lists, while taking the stress out of shopping. Plus, you can offer them the gift of a lifetime by introducing them to the Mary Kay opportunity! Isn't it great to represent a Company whose mission is to enrich women's lives?



## ◀ page 6

### Feel Good

Customers can feel good about giving Mary Kay® gift sets because they are so special! (Who doesn't need a bit of pampering in their lives?) And that means they can feel good when they treat themselves too! Consider telling customers how great it will feel to give—and to use—this season's Mary Kay® gift sets.

## ◀ page 2

### Look Good

You can show your customers how to look their holiday best. The MK Signature™ Velvet Collections and the suggested coordinating color cosmetics make it easy! And don't forget our glamorous Color 101 Looks—a new look is a great way to start the new year!



## page 10 ▶

### Share the Good

The holidays may be special, but Seminar is simply magical. You can remember the many fantastic moments from that event with us in this issue.





# going glam

MK Signature™ Velvet Collections feature ultrarich formulas and seasonal colors, which means your customers will love the feel, love the color and love the way they look. Each set includes an insert offering a professional makeup artist's recommendation for creating a more dramatic look for evening using additional MK Signature™ products. What a great gift to give – and get! **\$35 each set**

## MK Signature™ Limited-Edition Velvet Collections

**On-trend Packaging** Trend house reports reveal that metallic rose patterns, applied to luxurious fabrics, and textures will be the most dominant trend this season, so the elegant, tasseled bag makes a fashion statement all its own! Best of all, you and your customers save time with these beautiful prebundled sets, which require no assembly.

### What's Inside:

- **Velvet Kiss Lip Color** This luxurious, rich formula provides long-lasting color that leaves lips feeling moisturized with a velvety finish.
- **Velvet Shimmer Eye Color** This liquid formula dries to a velvety finish, leaving a long-lasting veil of color.
- **Velvet Mousse Cheek Color** This silky, lightweight cheek color mousse allows your customers to easily blend in a sheer veil of gorgeous color to a natural finish.

### Two Collections to Choose From:

#### Golden Ruby

Velvet Kiss Lip Color: Ruby  
Velvet Shimmer Eye Color: Gold  
Velvet Mousse Cheek Color: Rosy

#### Crystal Berry

Velvet Kiss Lip Color: Berry Spice  
Velvet Shimmer Eye Color: Crystal  
Velvet Mousse Cheek Color: Berry

### MK Signature™ Velvet Nail Colors: While Supplies Last!

**Golden Ruby** Designed to coordinate with the Golden Ruby Collection, this shade is an opaque red, with touches of pearl.

**Crystal Stars** Designed to coordinate with the Crystal Berry Collection, this sheer, silver, pearlized shade can be used alone or as an extra-special top coat over any other nail color.



## Color 101 Looks for the Holidays and Every Day!

**Modern Mix** The Trend: Menswear plaids and checks from the past mingle with stylized florals in bold black and white. It's retro with a modern twist. Smart. Hip.

**Pure Glamour** The Trend: Dramatic. A little flamboyant. Fabrics are sumptuous printed velvets and faux furs. The look says "look at me."

**Casual Cool** The Trend: Understated but sophisticated. Tweed, denim and suede lend a natural, nonchalant feel to this look.

**Simply Intriguing** The Trend: Dreamy. Romantic. The look takes a page from fairy tales and fantasy with printed chiffons and frilly ruffles, creating a fabulously feminine vision.

## Holiday Glamour – Makeup Artist Recommendations

The MK Signature™ Velvet Collections package insert recommends additional MK Signature™ color cosmetics selected by a professional makeup artist for creating a more dramatic look for evening. What a natural upselling opportunity!



## Color 101 Looks Brighten Holiday Sales

1. Every woman wants what's *new* and *now*! It's easy to stay on top of trends and always look up to date with Color 101 Looks. Women spend money on what makes them feel beautiful, which generates excitement – and sales!
2. Product combinations with short-term availability motivate customers to buy on the spot when they like what they see.
3. Color 101 Cards make great booking tools. Simply hand them out at skin care classes or slip them into reorders. Samples entice women to buy!
4. Book classes to help customers create their favorite looks and maybe even earn the products free!
5. Also remind customers that as an Independent Beauty Consultant, you can help them create a look all their own without expensive trial-and-error trips to the department store.
6. Don't forget! MK Signature™ Brush Sets (\$45) make for natural add-ons with any Color 101 Collection.
7. Let customers know that for application tips for these Color 101 Looks or to see them featured in the online fashion show, they can visit your Mary Kay® Personal Web Site With Shopping. Let the shopping begin!
8. Think repeat sales! Next season, and every season after that, will bring a host of new trends and Color 101 Looks to bring those trends to life.

### Personal Web Site Tip

You'll want to be sure to send your customers to your Mary Kay® Personal Web Site to see the MK Signature™ Velvet Collection looks applied on professional models!



# Affection™ Eau de Parfum

**A Star Is Born!** Over 75 beauty editors from red-hot magazines such as *Allure*; *Essence*; *Good Housekeeping*; *O, The Oprah Magazine*; *Latina*; *Vanidades*; *Real Simple* and more converged on New York City and Miami hot spots in June to mark the introduction of Affection™ Eau de Parfum, the luxurious new fragrance from Mary Kay.



On June 22, the New York beauty press arrived at the ultraswanky Westside Loft to find the Mary Kay® brand and Affection™ Eau de Parfum taking a vibrant center stage.

The beauty press descended on the swanky New York Westside Loft for a high-image, luxe event featuring vibrantly colored décor, energetic music, dance performances and savory foods designed to fully immerse editors in the heart and soul of Affection™

Eau de Parfum. For maximum appeal, a second unique event was staged exclusively for the Spanish-language beauty media in Miami at the superchic Paris Theater in South Beach. This fun-loving group experienced an equally alluring event, one that included tango dancing, handsome male models, first-class cooking demonstrations and the inside scoop on what makes Affection™ Eau de Parfum so special.

What does all this mean for your business? When Mary Kay® products appeal to the beauty press, editors consider featuring those products in their magazines. How many times have you discovered “must-have” items in your favorite magazines? We want your customers to do the same.

And Affection™ Eau de Parfum seems to have a lot of appeal. Editors cooed, “Affection™ smells wonderful and is great for everyday use. This is a perfect fragrance for our audience.” And there was more praise for the packaging.

“I love the Affection™ packaging. Mary Kay has really stepped it up.”

We'll keep you posted as those praises turn into print – check the

“Current Media

Exposure” link on the Mary Kay InTouch® Web site.



Those of you who attended Seminar 2006 saw this spectacular, oversized bottle of Affection™ Eau de Parfum, created for this event, up close and personal.



The darlings of the New York beauty press were all smiles at the super-impressive Affection™ Eau de Parfum event.

Affection™  
Eau de Parfum,  
\$50



# The Makings of a Signature Scent:

## the Ingredient Story

### It awakens the senses

with sparkling pink peppercorn.

At its heart is the surprising sweetness of Chinese osmanthus and white peony. Finally, the warmth of amber woods delivers a lasting impression. It's pure luxury captured in a bottle. This long-lasting fragrance, categorized as an "oriental chypre," (pronounced "she-pra") represents a signature scent unique in the marketplace.



**Affection™ Eau de Parfum. Expressive. Unique. Thoroughly modern, yet timeless.**

#### Top Notes

Sicilian Bergamot  
Pink Peppercorn  
Mandarin Zest  
Peach Nectar

#### Mid Notes

White Peony  
Chinese Osmanthus  
Wild Cyclamen  
Red Pimento

#### Bottom Notes

Refined Patchouli Flower  
White Amber  
Mahogany Wood



The limited-edition Affection™ gift set includes a fragrance solid compact tucked inside a suede-like pouch, a luxurious shower gel and a moisturizing lotion. They're all packaged in a keepsake gift box, complete with gift card. **\$60**

All prices are suggested retail.





# 6 Ways

Limited-Edition Gift Sets  
Can **Reduce Stress**  
**This Holiday Season**



Limited-edition Private Spa Collection™ gift sets turn any bath into a relaxing, private retreat.



The Winter Pear Spice and Frosted Autumn Almond gift sets each include a body polisher to cleanse and gently exfoliate and a body soufflé that wraps skin in a luxurious veil of moisture. **\$32 each set**



Two great products, one incredible set. What could be simpler than that? The limited-edition Mary Kay® Body Care gift set features Mary Kay® 2-In-1 Body Wash & Shave, Hydrating Lotion and the *Products to Simplify Your Life* brochure. **\$28**



Take the guesswork out of what to give the guys! Customers can't go wrong with our ever-popular men's colognes – Velocity® for Him and Domain® – each reborn in the form of scent-sational new products, then packaged in two new sets. Each set features a scented body spray that works like a deodorant, a rich shave cream and a moisturizing, cooling after-shave gel. **\$42 each set**



No more runs to the craft store! All gift sets arrive complete with decorative, seasonally appropriate packaging.



Gift sets make universally appealing gifts for everyone on your customers' lists – friends, family and everyone else who deserves a special “thank you” during the holidays.



# Thanks to You, We Are No. 1!

Exciting news! Data from independent industry research has once again placed Mary Kay as the best-selling brand in the combined categories of facial skin care and color cosmetics in the U.S. in 2005.\* We're also excited to announce that based on 2005 results in the U.S., Mary Kay also is the best-selling brand in three additional categories: facial skin care, lip color (which includes lipstick, lip gloss and lip liner) and eye makeup remover!

This claim is based on 2005 industry data according to a syndicated study done by Kline & Company, Inc., an independent market research firm that compiles and reports sales estimates for our industry. This research report is widely used and highly respected throughout the industry and includes all of our major competitors – companies like Estée Lauder, Clinique, Avon and Olay.

Mary Kay Inc. is extremely proud of its leadership position in a highly competitive marketplace. This accomplishment reflects the ability of you, the Independent Beauty Consultant, to cultivate long-term relationships with customers by sharing wonderful Mary Kay® skin care and color products along with the Mary Kay philosophy and heritage. These results are truly a testament to Mary Kay® product excellence and customer loyalty, as well as the efforts of the independent sales force.

You might want to consider sharing this great news with customers at skin care classes, holiday open houses or even while warm chattering!

Again, congratulations and thank you for making us No. 1!

## Mary Kay Is Again the Best-Selling Brand in 2005\*



let's talk  
about...

### KEEPING THE MOMENTUM GOING

Thanks to your commitment and the loyalty of your customers, Mary Kay was once again the best-selling brand of facial skin care in the U.S. in 2005.\* "But as Mary Kay always reminded us, 'You can't rest upon your laurels, for nothing wilts faster than a laurel rested upon,'" says **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development**. "You need to stay focused on achieving your business goals this quarter so that you can make *this year your personal best*."

So how can you keep the momentum going? "You can use two tried-and-true retail concepts – the free sample and the gift with purchase," suggests Dr. Barker. "These tools have unlimited potential. In a recent industry study, eight out of 10 women surveyed said they were *much more likely* to buy a product after receiving a free sample.\*\* And you already know how easily a gift with purchase can get customers excited about placing an order." This quarter, Affection™ samplers and sampler cards and a travel-sized Miracle Set gift with purchase can open the door to additional sales.

Another way to create excitement this quarter is by telling every woman you know – or meet – that she could win \$1,000 *in cash* when she visits your Mary Kay® Personal Web Site. "Not only will customers be able to shop and place their order when it's convenient for them," says Dr. Barker, "they'll also be able to enter *two* sweepstakes. Now what woman couldn't get excited about that?" To make sure your customers can easily find you online, be sure that your business card – and any other promotional literature – features your Mary Kay® Personal Web Site address.

"And don't forget the impact that the new national advertising campaign will have when millions of women see Mary Kay in their favorite magazines this fall," says Dr. Barker. "This is great exposure for *your* products and services. Just keep in mind that the beauty business is all about instant gratification – a woman gets excited about a product, and she wants it *now*, not later. By having inventory on hand so you can fill orders immediately, your customers will be less likely to shop somewhere else and instead will stay loyal to you."

For more details on the *Winning Is Grand* or *After-Thanksgiving* sweepstakes and the Mary Kay national advertising campaign, see the October issue of *Applause*® magazine or go to the home page of the Mary Kay InTouch® Web site and click on the "Applause® Online" link.

\*\*The Promotion Marketing Association

\*Based on the most recent industry sales data according to Kline & Company, Inc.'s "Cosmetics & Toiletries USA 2005" study.



# How To Get Your Holiday Season Rolling



## You Can Order Now!

From Oct. 16 to Nov. 15, when you order just two TimeWise® Microdermabrasion Sets, you'll receive a third FREE! (Minimum \$200 Section 1 wholesale order. Limit one per Independent Beauty Consultant.) "Be a smart businesswoman and take advantage of this special offer," says **Independent Senior National Sales Director Judie McCoy**. You could sell it to boost your holiday earnings or give it away to an established customer with a product sale. Why not take Judie's advice and provide samplers of the TimeWise® Microdermabrasion Set to your customers while you hold your 20 qualified classes as part of the October 20/20 Club Challenge, as you are completing your goal of 3+3+3 (that's three skin care classes, \$300 in new business and three team-building appointments each week) or at holiday open houses?

Remember, there's sure to be a lot of interest in the TimeWise® Microdermabrasion Set even before you hold a selling appointment. After all, it's the free sample currently being featured for those who opt in to offer it on their Mary Kay® Personal Web Sites With Shopping! Of course you already know that samplers sell, but consider that they are a great way to introduce customers to the powerhouse skin care™ of Mary Kay® and TimeWise® products.

New customers shopping with you for holiday gifts might appreciate the introduction to one of our regular-line products that provides immediate gratification and instant results! Offer personalized service by calling current customers too.

And with the national advertising campaign in full swing, now is a great time to capitalize on the awareness of Mary Kay! Soon our new brochure with a sampler of Affection™ Eau de Parfum will be in beauty magazines on newsstands. Combine that with a sampler of the TimeWise® Microdermabrasion Set that you hand out while warm chattering or provide through your Mary Kay® Personal Web Site With Shopping to give customers a well-rounded product experience.



“Be a smart businesswoman and take advantage of this special offer.”

Independent Senior  
National Sales Director  
Judie McCoy

## What Else You Can Do

### Winning Is Grand October

**Sweepstakes** Online advertising promotes the *Winning Is Grand* sweepstakes that invites customers to register Oct. 1 – Nov. 4 on your Mary Kay® Personal Web Site With Shopping at [www.marykay.com](http://www.marykay.com) for weekly \$1,000 cash prizes. Daily product giveaways generate even more excitement, so they're sure to generate interest among your customers! Since customers can register at your Personal Web Site, you'll want to be sure they hear about the sweepstakes when you pass out business cards, complete with your Personal Web Site address.



# thelook

winter 2006

## Enroll Customers for *The Look* for Winter 2006

Why not make it easy for customers to shop with you by having *The Look* – complete with exclusive sampler – delivered right to them? Beginning Oct. 16 (and until Nov. 15), you can do just that by enrolling each one of your customers in the Preferred Customer Program. Once *The Look* is in their hands, follow-up calls create wonderful opportunities for booking, selling and offering the opportunity to both new and existing customers. Be sure to offer customized product recommendations and point out the must-have hostess gift!

**Enroll  
customers  
by Nov. 15!**



## Host a Class, Help a Cause 20/20 Club Challenge

Now you've got a new incentive for potential hostesses! Through the *Host a Class, Help a Cause* promotion, your hostesses can receive this **luxé pink wrap**. For each one you give away, a contribution will be made to the Mary Kay Ash Charitable Foundation. All this comes just at the right time, as October is an awareness month for both breast cancer and domestic violence. The MKACF generously supports cancer research and domestic violence prevention. And from Oct. 1 through Oct. 31, Independent Beauty Consultants and Independent Sales Directors who hold at least 20 qualified classes will be awarded a **beautiful 20/20 Club pin**. A qualified class simply consists of a hostess with at least two guests and at least \$200 in retail sales. And there's more great news – open houses can count toward the 20/20 Club Challenge as long as they meet the challenge qualifications.



## After-Thanksgiving Sweepstakes

This online event can help you capture some of the dollars being spent during the busiest shopping days of the year! Your customers can register once a day, every day for a chance to win \$1,000 in holiday cash or a Private Spa Collection™ holiday gift set. Simply send your customers to your Mary Kay® Personal Web Site With Shopping Nov. 24–30. They have a week to sign up for the sweepstakes, but they can shop with you 24/7. Consider sending an MKeCard® to your customers to get them excited about this event!

## 20th Anniversary



**CONSISTENCY  
CHALLENGE  
2006-2007**

the Preferred Customer Program mailing of *The Look*. As a reward, you'll receive this beaded bracelet with mailbox charm and recognition at special events! For complete details, please visit the Mary Kay InTouch® Web site and click on "Applause® Online."

## Preferred Customer Program Consistency Challenge

Keep things going in this yearlong challenge! Remember, this is the second quarter of four you'll need to qualify for the challenge by enrolling 13 or more new or existing customers to receive





With the power of



**“Seminar is the place where your dreams are given the power to move forward. You’ll have more knowledge, information and inspiration to soar higher than you have ever before.”**

– Mary Kay Ash



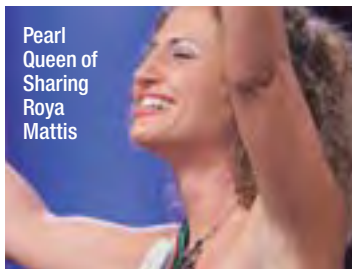
**Mary Kay Ash proclaimed it the most important event in the Mary Kay year. Seminar.** Three days of sisterhood and splendor. Three days of tapping into a power current so intense, it can lift your business and your life to heights you never dreamed. Thousands gathered at *The Power of Pink Seminar 2006* to learn and to share, as

new tools of success and new friends for a lifetime forged unforgettable memories. The instruction, inspiration and insight, the rich rewards and relationships, prompted a common thought: “This is it. This is what I’ve needed.” Seminar spotlights the larger life awaiting you through the power of pink, *the power to light your way to the future you deserve ...*



# *pink*

*the future is in your hands.*



## *The Privileges of Pink*

Reunion hugs are everywhere, and suddenly your hopes take flight as belief and enthusiasm envelop you. You're reminded of the advantages of pink. Where else could you build your success the way your heart defines it – with time for faith, family *and* work – and share that privilege with others? You think of the world-class teaching by dynamic role models. The bond with sisters who cherish the chance to enrich women's lives. You consider the recognition, second to none. And you see it all wrapped in tinsel and taffeta and topped off royally on Awards Night. A celebration all our own. A way of life for which we're known.



# The Passion of Pink

There's nothing "luke-warm" in the Mary Kay world! Don't you love it? And Seminar brings out the sizzle! We're passionate about this opportunity and are surrounded by those who have put that passion to work. You hear it in the voices of speakers on opening day; you see it dancing in the eyes of independent sales force leaders who share how they "got there" and how you can too. You sense the passion growing as you watch women cross the stage to receive the fruits of their hard work. You capture more clearly how you can make the passion work for you. And you are moved to even deeper commitment.

Independent Executive National Sales Director Anne Newbury



No. 1 Independent Sales Director Nationwide Paola Ramirez



Richard Rogers and son Ryan



## This Year ...

At Seminar 2006, you might have seen Independent Executive National Sales Director Anne Newbury recognized for earning \$1,000,000 in commissions in just one year, for a career total of \$10,000,000; or Independent Senior Sales Director Paola Ramirez, the first Spanish-speaking Independent Sales Director to be ranked No. 1 nationwide; or Richard Rogers and his son, Ryan, share an embrace onstage.

## Relive the Breathless Ride!

Whether you attended Seminar 2006 or not, you'll want to own *The Power of Pink Seminar Highlights* DVD so you can relive the motivational moments and memorable speeches over and over again.

**Don't miss it! Available on the Consultant order form beginning Oct. 18.**



You are on the  
**threshold of the banquet of life,**  
 and a place has  
 been set for you!

– Mary Kay Ash

Can you believe the new year is nearly half over? Mary Kay once said at Seminar, “You are on the threshold of the banquet of life, and a place has been set for you!” Don’t lose your momentum and don’t miss all the great things waiting for you at Seminar 2007. See you there!



Independent Senior  
 National Sales Director  
 Cheryl Warfield, et al



Pearl  
 Circle of  
 Excellence  
 Achiever  
 Leah  
 Nelson



Diamond  
 Queen of  
 Unit Sales  
 Kim Cowdell



## The Pageantry of Pink

It’s been said that people don’t get into Mary Kay; Mary Kay gets into people. And that legacy is never more evident than at Seminar. That’s why Mary Kay treasured videos from past Seminars, as Richard Rogers told us at Seminar 2004. The images of women waving, hugging, laughing and clapping as they crossed the stage never failed to touch her. “Mary Kay could see how far her dream had traveled,” he said. “You transformed her dream into reality before her very eyes.” At Seminar 2006, scores of women realized their own dreams as they crossed the stage to receive rewards for their efforts, inspired by the power of pink to rise as high as they dare! Let Seminar be the wind beneath your wings, too, lifting your hopes and strengthening your dreams . . .



# 2005-2006 NSD Diamond/Inner Circle

**\$1,000,000 (5% bonus + 2 diamonds)**



**Anne Newbury**  
Emerald  
\$51,427

Congratulations to the members of the Diamond/Inner Circle! Each NSD who earned commissions of \$300,000 or above was recognized as a member of the elite Inner Circle. Those who achieved \$250,000 and above achieved the Diamond Circle and received a bonus in the amount of a percentage of their gross commissions, as shown. In addition, each NSD at \$200,000 and above received diamonds for their NSD bracelets, as shown.

**\$750,000 (4% bonus + 2 diamonds)**



**Pat Fortenberry**  
Ruby  
\$32,240



**Barbara Sunden**  
Diamond  
\$32,051



**Christine Peterson**  
Sapphire  
\$22,024



**Gayle Gaston**  
Sapphire  
\$21,947



**Carol Anton**  
Ruby  
\$19,363



**Karen Piro**  
Diamond  
\$16,589



**Lisa Madson**  
Diamond  
\$16,010

**\$300,000 (2% bonus + 2 diamonds)**



**Jan Harris**  
Pearl  
\$9,975



**Kathy Helou**  
Emerald  
\$9,810



**Rena Tarbet**  
Sapphire  
\$9,592



**Nan Stroud**  
Pearl  
\$9,477



**Gloria Mayfield Banks**  
Emerald  
\$9,029



**Karlee Isenhardt**  
Ruby  
\$8,602



**Joanne Holman**  
Sapphire  
\$8,592



**Pat Danforth**  
Ruby  
\$8,307



**Stacy James**  
Pearl  
\$7,895



**Sherry Giancristoforo**  
Emerald  
\$7,802



**Cheryl Warfield**  
Pearl  
\$7,630



**Nydia Payán**  
Emerald  
\$7,266



**Lupita Ceballos**  
Sapphire  
\$7,228



**Linda McBroom**  
Ruby  
\$7,146



**Rhonda Burnside**  
Emerald  
\$7,093



**Holly Zick**  
Diamond  
\$7,071



**Rosa Enríquez**  
Sapphire  
\$6,976



**Sue Kirkpatrick**  
Ruby  
\$6,958



**Jana Cox**  
Sapphire  
\$6,937



**Julianne Nagle**  
Diamond  
\$6,919



**Cindy Williams**  
Pearl  
\$6,912



**Pamela Waldrop Shaw**  
Pearl  
\$6,575



**Johnnette Shealy**  
Ruby  
\$6,509



**Debi Moore**  
Emerald  
\$6,460



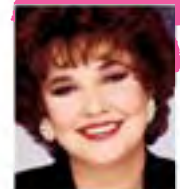
**Judie McCoy**  
Sapphire  
\$6,435



**Darlene Berggren**  
Pearl  
\$6,343



**Gloria Castaño**  
Diamond  
\$6,200



**Pam Gruber**  
Diamond  
\$6,184



# 2005-2006 NSD Debuts

**\$300,000 (2% bonus + 2 diamonds) continued from Page 14**



**Joan Chadbourn**  
Pearl  
\$6,142



**Jackie Swank**  
Pearl  
\$6,067



**Helene Reiners**  
Sapphire  
\$6,051



**SuzAnne Brothers**  
Diamond  
\$6,038



**Linda Toupin**  
Diamond  
\$6,000

**\$250,000  
(1% bonus + 1 diamond)**

**Shirley Oppenheimer**  
Ruby  
\$2,965

**Anita Mallory Garrett-Roe**  
Diamond  
\$2,942

**Wanda Dalby**  
Ruby  
\$2,935

**Ronnie D'Esposito Klein**  
Ruby  
\$2,819

**Donna Floberg**  
Sapphire  
\$2,814

**Mary Diem**  
Diamond  
\$2,805

**Nancy Perry-Miles**  
Pearl  
\$2,797

**Doris Jannke**  
Emerald  
\$2,792

**Diane Underwood**  
Diamond  
\$2,726

**Asenath Brock**  
Sapphire  
\$2,724

**Rosa Jackson**  
Pearl  
\$2,676

**Kathy Z. Rasmussen**  
Diamond  
\$2,673

**Sonya LaVay**  
Sapphire  
\$2,668

**Patricia Rodríguez-Turker**  
Diamond  
\$2,644

**\$200,000 (1 diamond)**

**Kerry Buskirk**  
Emerald

**Jeanne Rowland**  
Ruby

**Tammy Cray**  
Diamond

**Elizabeth Fitzpatrick**  
Pearl

**Anita Tripp Brewton**  
Pearl

**Joyce Z. Grady**  
Diamond

**Maureen Ledda**  
Pearl

**Margaret Winner**  
Ruby

**Dawn Dunn**  
Diamond

**Valerie Bagnol**  
Sapphire

**Judy Newton**  
Diamond

**Kay Elvrum**  
Emerald

**Pam Ross**  
Ruby

**Jo Anne Cunningham**  
Diamond

**Jamie Cruse-Vrinios**  
Emerald

**Jo Anne Barnes**  
Sapphire

**Shannon Andrews**  
Sapphire

**Scarlett Walker**  
Ruby

**Nancy Bonner**  
Pearl

**Mary Cane**  
Sapphire



**Emerald  
Dacia Wiegandt**  
Nov. 1, 2005



**Emerald  
Cristi Ann Millard**  
Dec. 1, 2005



**Emerald  
Judy Harmon**  
March 1, 2006



**Emerald  
Yvonne Lemmon**  
March 1, 2006



**Emerald  
Brenda Segal\***  
May 1, 2006



**Emerald  
Kathy Rodgers-Smith**  
July 1, 2006



**Pearl  
Rosalie Ann Medjesky**  
March 1, 2006



**Pearl  
Halina Rygiel**  
May 1, 2006



**Pearl  
Jane Studrawa**  
May 1, 2006



**Diamond  
Betty Gilpatric**  
Nov. 1, 2005



**Diamond  
Dalene Hartshorn**  
July 1, 2006



**Ruby  
Kirk Gillespie**  
Aug. 1, 2005



**Sapphire  
Jana Cox\***  
Sept. 1, 2005



**Sapphire  
Kendra Crist Cross**  
Sept. 1, 2005



**Sapphire  
Maribel Barajas**  
May 1, 2006



**Sapphire  
Joy L. Breen**  
May 1, 2006



**Sapphire  
Pam Higgs**  
July 1, 2006



**Sapphire  
Pam Klickna-Powell**  
July 1, 2006

Independent National Sales Directors who debuted onstage at Seminar 2006.

\*Debuted as an Independent  
Senior National Sales Director



# NSD Millionaires

## NEW MILLION-DOLLAR STATUS

### \$11 Million

Gayle Gaston, Sapphire

### \$10 Million

Anne Newbury, Emerald

### \$9 Million

Pat Fortenberry, Ruby  
Barbara Sunden, Diamond

### \$8 Million

Rena Tarbet, Sapphire

### \$7 Million

Nan Stroud, Pearl

### \$6 Million

Carol Anton, Ruby  
Jan Harris, Pearl  
Kathy Helou, Emerald  
Sue Kirkpatrick, Ruby

### \$5 Million

Lisa Madson, Diamond  
Linda McBroom, Ruby

### \$4 Million

Gloria Mayfield Banks, Emerald  
Aseneth Brock, Sapphire  
Jo Anne Cunningham, Diamond  
Anita Mallory Garrett-Roe, Diamond  
Stacy James, Pearl  
Jackie Swank, Pearl

### \$3 Million

Mona Butters, Emerald  
Lupita Ceballos, Sapphire  
Jana Cox, Sapphire  
Sherry Giancristoforo, Emerald  
Rosa Jackson, Pearl  
Judy Kawiecki, Ruby  
Nancy Perry-Miles, Pearl  
Helene Reiners, Sapphire  
Pamela Tull, Emerald

## \$2 Million

Nancy Ashley, Ruby  
Jo Anne Barnes, Sapphire  
Sharon Buck, Sapphire  
Wadene Claxton-Prince, Pearl  
Jeanne Curtis, Sapphire  
Kay Elvrum, Emerald  
Kay Z. Hall, Diamond  
Gloryann Koester, Pearl  
Cindy Z. Leone, Ruby  
Toni McElroy, Ruby  
Rosalie Ann Medjesky, Pearl  
Patricia Rodriguez-Turker, Diamond  
Jo Reynal Rogers, Emerald  
Pam Ross, Ruby  
Jane Studrawa, Pearl  
Jan Thetford, Sapphire

## \$1 Million

Maribel Barajas, Sapphire  
Joanne Bertalan, Emerald  
Kendra Crist Cross, Sapphire  
Pamela Fortenberry-Slate, Ruby  
Kirk Gillespie, Ruby  
Betty Gilpatric, Diamond  
Renee Hackleman, Ruby  
Judy Harmon, Emerald  
Dalene Hartshorn, Diamond  
Pam Higgs, Sapphire  
Pam Klickna, Sapphire  
Jill Moore, Sapphire  
Kathy Rodgers-Smith, Emerald  
Halina Rygiel, Pearl  
Brenda Segal, Emerald  
Carol Stoops, Sapphire

National Sales Directors who have earned \$1 million in commissions during their Mary Kay careers, and NSDs who stepped up to new million-dollar categories.

# Top Three Queens' Courts of Sales and Sharing

## EMERALD

Sales Director Queen's  
Court of Personal Sales



Queen  
Marilyn Harris  
Jamaica Plain, Mass.

1st Runner-Up  
Kim Manire  
Mt. Washington, Ky.

2nd Runner-Up  
Bessie Irelan  
Salem, Va.

Consultant Queen's  
Court of Personal Sales



Queen  
Yuko Yasuma  
Anaheim, Calif.

1st Runner-Up  
Sally Powers  
Wichita Falls, Texas

2nd Runner-Up  
Josiepha Caughlin  
Fredericksburg, Texas

Queen's Court of Sharing



Queen  
Kerri Bunker  
Pleasant Grove, Utah

1st Runner-Up  
Elaine Oatmeyer  
Palmetto Bay, Fla.

2nd Runner-Up  
Blanca Arroyo  
Monterrey Park, Calif.

## PEARL

Sales Director Queen's  
Court of Personal Sales



Queen  
Elizabeth Burns  
Las Vegas

1st Runner-Up  
Dabeiba Hudson  
Bedford, Ohio

2nd Runner-Up  
Darlene Bryan  
Taylor, Ariz.

Consultant Queen's  
Court of Personal Sales



Queen  
Martha Murphree  
Houlka, Miss.

1st Runner-Up  
Melissa Murphy  
Las Vegas

2nd Runner-Up  
Melinda Long  
Manteo, N.C.

Queen's Court of Sharing



Queen  
Reyna Mattis  
Asha, Va.

1st Runner-Up  
Denise Yerkes  
Lexington, Ky.

2nd Runner-Up  
Maria de Jesus  
Ramales  
Los Angeles

## DIAMOND

Sales Director Queen's  
Court of Personal Sales



Queen  
Marie Lee  
Delray Beach, Fla.

1st Runner-Up  
P.J. Baunach  
Alexandria, Va.

2nd Runner-Up  
Paulette Comer  
Colorado Springs, Colo.

Consultant Queen's  
Court of Personal Sales



Queen  
Terri Kunzler  
Las Vegas

1st Runner-Up  
Patricia Hatmaker  
Jellico, Tenn.

2nd Runner-Up  
Toni Marcheskie  
Cortland, Ohio

Queen's Court of Sharing



Queen  
Reina Umana  
Brentwood, N.Y.

1st Runner-Up  
Valorie White  
Franklin, Tenn.

2nd Runner-Up  
Silvia Sanchez  
Homer Glen, Ill.

## RUBY

Sales Director Queen's  
Court of Personal Sales



Queen  
Mary Lou Ardohain  
Santa Barbara, Calif.

1st Runner-Up  
Beth Reyes  
Hagerstown, Md.

2nd Runner-Up  
Randa Anderson  
Shingle Springs, Calif.

Consultant Queen's  
Court of Personal Sales



Queen  
Suann McGhee  
Lake Mary, Fla.

1st Runner-Up  
Daphne Lewis  
Spokane, Wash.

2nd Runner-Up  
Kamla Secharan  
Orlando, Fla.

Queen's Court of Sharing



Queen  
Tongbai Mason  
Rowland Heights, Calif.

1st Runner-Up  
Kimberly Hendrix  
Clovis, Calif.

2nd Runner-Up  
Minerva Balizan-Diaz  
Las Cruces, N.M.

## SAPPHIRE

Sales Director Queen's  
Court of Personal Sales



Queen  
Kerin Miller  
Kendallville, Ind.

1st Runner-Up  
Joyce Robertson  
McKinney, Texas

2nd Runner-Up  
Linda Perry  
Ripon, Calif.

Consultant Queen's  
Court of Personal Sales



Queen  
Jennifer Hyman  
Philadelphia

1st Runner-Up  
Lynn Shives  
Lafayette, La.

2nd Runner-Up  
Claudette Campbell  
Cambria Heights, N.Y.

Queen's Court of Sharing



Queen  
Ellen Ezekiel  
Farquharson  
Alpharetta, Ga.

1st Runner-Up  
Angela Gregory  
The Woodlands, Texas

2nd Runner-Up  
Theresa Kusak-Smith  
Rochester, N.Y.

Top three Independent Beauty Consultants and Independent Sales Directors in personal sales and team building.

# 2005 Annual Go-Give® Award Winners



**EMERALD**  
Marilyn Marte De Melo  
Santo Domingo,  
Dominican Republic



**PEARL**  
Andrea Gamboian  
Omaha, Neb.



**DIAMOND**  
Andrea Shields  
Olathe, Kan.



**RUBY**  
Gina Beekley  
Covington, Wash.



**SAPPHIRE**  
Melva Slythe  
Brooklyn, N.Y.

Independent Sales Directors chosen from each Seminar area who best exemplify the Golden Rule, helping others unselfishly and supporting their adoptees as much as their own unit members.



# Top 10 Sales Directors Nationwide



**1. Paola Ramirez**  
West Jordan, Utah  
Sapphire Seminar



**2. Allison LaMarr**  
Kingwood, Texas  
Pearl Seminar



**3. Kim McClure**  
Cranberry Township, Pa.  
Pearl Seminar



**4. Kim Coddell**  
South Jordan, Utah  
Diamond Seminar



**5. Robin Blackmon-Dunda**  
Bedford, Texas  
Sapphire Seminar



**6. Auri Hatheway**  
Miami  
Emerald Seminar



**7. Pat Nuzzi**  
Bensalem, Pa.  
Diamond Seminar



**8. Elaine Oatmeyer**  
Palmetto Bay, Fla.  
Emerald Seminar



**9. Amie Gamboian**  
Omaha, Neb.  
Pearl Seminar



**10. Candy Lewis**  
Somerset, N.J.  
Ruby Seminar

Independent Sales Directors whose units achieved the 10 highest amounts in estimated unit retail production during the Seminar 2005-2006 contest period.

## 2006 Circle of Excellence

### EMERALD



**Queen**  
**Auri Hatheway\***  
\$1,050,000

**1st Runner-Up**  
**Elaine Oatmeyer\***  
\$1,000,000

**2nd Runner-Up**  
**Hollie Sherrick\***  
\$950,000

**\$900,000 Circle**  
Kathy Oliveira

**\$850,000 Circle**  
Ann Shears

**\$800,000 Circle**  
Tanya King\*  
Denise Kucharski

**\$700,000 Circle**  
Zenelia Wheeler  
Hope Pratt  
Pam Robbins Kelly  
Candy Jackson\*  
Rosemary Mitchell\*

**\$650,000 Circle**  
Brenda Elliott\*  
Dana Berry\*  
Paula Vander Vorste  
Barbara Gizzo  
Haydee Guzman  
Karen Jorgenson  
Nancy Coleman  
Antonia Miranda\*

### PEARL



**Queen**  
**Allison LaMarr\***  
\$1,250,000

**1st Runner-Up**  
**Kim McClure\***  
\$1,150,000

**2nd Runner-Up**  
**Amie Gamboian**  
\$1,000,000

**\$1,000,000 Circle**  
Lisa Allison

**\$950,000 Circle**  
Jeanie Martin\*  
Cindy Machado\*

**\$900,000 Circle**  
Patty Webster\*

**\$850,000 Circle**  
Leah Nelson  
Tracey Chavez\*

**\$750,000 Circle**  
Kathryn Engstrom  
Tammy Vavala

**\$700,000 Circle**  
Holly Ennis  
Susan Hohlman\*

**\$650,000 Circle**  
Alma Orrostieta  
Shari Kirschner  
Marla Bolling

**\$650,000 Circle**  
Harriett Sharpe\*  
Janice Baxter Hull  
Roya Mattis\*  
Victoria Piccirilli\*  
Rita Schaefer  
Lisa Olivares  
Dorothy Boyd  
Laura Poling\*  
Krista Shepard\*  
Susan Moore

### DIAMOND



**Queen**  
**Kim Coddell\***  
\$1,150,000

**1st Runner-Up**  
**Pat Nuzzi**  
\$1,000,000

**2nd Runner-Up**  
**Vivian Diaz\***  
\$1,000,000

**\$900,000 Circle**  
Melinda Balling

**\$850,000 Circle**  
Audrey MacDowall\*  
Kelly Willer-Johnson

**\$800,000 Circle**  
LaRonda Daigle

**\$750,000 Circle**  
Evelina Valdez-Cruz  
Andrea Shields  
Jeanette Beichle  
Evelinda Diaz

**\$700,000 Circle**  
Karen Kunzler  
Eileen Huffman\*  
Linda Weniger

**\$650,000 Circle**  
Deanna Spillman  
Deborah Dudas  
Heidi Goelzer  
Connie Russo  
Mariann Biase Mason  
Julie Danskin  
Stephanie Richter  
Shelly Palen  
Patricia Carr\*  
Maricarmen Gonzalez  
Char Griffin\*  
Nancy Castro  
Judy Higgins\*  
Kim Messmer  
Lisa Rada  
Suzanne Young  
Ada Garcia-Herrera\*  
Pat Joos  
Amy Zanto\*  
Allison Nielsen\*  
Lesley Bodine  
Sharon Carney-Wright

### RUBY



**Queen**  
**Candy Lewis**  
\$1,000,000

**1st Runner-Up**  
**Donna Meixsell**  
\$1,000,000

**2nd Runner-Up**  
**Lisa Anne Harmon**  
\$850,000

**\$850,000 Circle**  
Margi Eno  
Roli Akper\*

**\$800,000 Circle**  
Terri Oppenheimer-Schafer\*  
Ekene Okafor\*  
Debbie Elbrecht

**\$750,000 Circle**  
Judie Roman

**\$700,000 Circle**  
Kathleen Savorgnan\*  
Vicki Jo Auth  
Krystal Downey-Shada\*  
Julie Smith

**\$650,000 Circle**  
Diane Covington  
Gaynell Kennedy  
Sherrie Clemons\*  
Linda Leonard  
Thompson  
Thessy Nwachukwu\*  
Gena Gass  
Gloria Dominguez  
Kali DeBlander Brigham\*  
Mary Lou Ardohain  
Thea Elvin  
Deborah Hack  
Jeanette Thompson

### SAPPHIRE



**Queen**  
**Paola Ramirez\***  
\$1,450,000

**1st Runner-Up**  
**Robin Blackmon-Dunda**  
\$1,100,000

**2nd Runner-Up**  
**Melva Slythe\***  
\$1,000,000

**\$1,000,000 Circle**  
Ann Sherman\*  
Tracy Potter\*

**\$950,000 Circle**  
Julie Weaver

**\$850,000 Circle**  
Kristi Nielsen  
Randi Stevens

**\$750,000 Circle**  
Cheryl Anderson\*  
Kathy Bullard

**\$700,000 Circle**  
Linne' Lane\*  
Linda Quillin  
Kim Williams\*  
Jill Beckstedt  
Lady Ruth Brown\*

**\$650,000 Circle**  
Peggy Sacco  
Zasha Lowe\*  
Jami Hovey  
Angelee Murray  
Angie Day\*  
Barbara Randall\*  
Jennifer Semelsberger  
Janelle Ferrell  
Linda Klein  
Julia Mundy  
Maria Aguirre

the power of

Pink

Independent Sales Directors who achieved estimated unit retail production of \$650,000 or more.

\*Received diamond bar pin for exceeding all previous years.



# Reflections From Mary Kay

“We must not become so involved in our work that we lose sight of what we cherish most: spending time with our husbands and watching our children grow up. We want to make certain our children become good people. Their early years are so important, and nobody can make the difference in their lives that you can.”

– Mary Kay Ash



## Dates to Remember

### OCTOBER

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

### NOVEMBER

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

- Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
- Online Sales Director-in-Qualification Commitment Form available beginning 6 a.m. Central time.
- Last day to submit online Sales Director-in-Qualification Commitment Form.
- Last day of the month for Beauty Consultants to place online orders (until midnight Central time). Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.
- Last day of the month for Beauty Consultants to place telephone orders (until midnight Central time).
- Online Independent Beauty Consultant Agreements accepted until 7 p.m. Central time.

#### This Month:

**Oct. 1:** *Winning Is Grand* sweepstakes begins. *Host a Class, Help a Cause* 20/20 Club Challenge begins.

**Oct. 9:** Columbus Day observed. Postal holiday.

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

**Oct. 16:** Month 2 bonus begins. Winter 2006 Preferred Customer Program online and mail enrollment begin. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

**Oct. 20:** September Career Car qualifier paperwork due to the Company.

**Oct. 30:** Fall/Holiday 2006 Preferred Customer Program mailing of the Month 2 *After-Thanksgiving Sweepstakes* brochure begins. (Allow 7 to 10 days for delivery.)

**Oct. 31:** *Host a Class, Help a Cause* 20/20 Club Challenge ends.

#### Next Month:

**Nov. 4:** *Winning Is Grand* sweepstakes ends; last day for customers to enter at your Mary Kay® Personal Web Site or [www.marykay.com](http://www.marykay.com) for a chance to win \$1,000.

**Nov. 5:** Last day to receive Winter 2006 Preferred Customer Program quarterly enrollment mail orders.

**Nov. 11:** Veterans Day. Postal holiday.

**Nov. 15:** Postmark deadline to earn the Month 2 bonus. Last day to enroll online for the Winter 2006 Preferred Customer Program mailing of *The Look* including exclusive samplers (available while supplies last).

**Nov. 16:** Month 3 bonus begins.

**Nov. 20:** October Career Car qualifier paperwork due to Company. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

**Nov. 23:** Thanksgiving Day. All Company and branch offices closed. Postal holiday.

**Nov. 24:** Company holiday. All Company and branch offices closed. *After-Thanksgiving* sweepstakes begins.

**Nov. 30:** *After-Thanksgiving* sweepstakes ends at midnight Central time. *Bee Focused!* Challenge Part I ends.



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

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

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

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

## Know Yourself

The *And Then Some* journal and CD set, a 13-week self-study program, can offer insight into traits such as endurance, abun-



dance mentality and a thirst for knowledge. Weekly modules include an inspirational message and reflection questions, with activities and challenges that showcase the potential of

each trait. Available on the Sept. 16 Consultant order form under "Educational Materials". \$7.50

## BizBuilders Bonuses

Free products with each qualified order! See these bonuses, quantities and values, available when you place a product order Oct. 16 – Nov. 15.

Total Section 1	Month 1 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Private Spa Collection™ Embrace Romance® Candle Set	\$18
\$1,200 sugg. retail/ \$600 wholesale	1 Private Spa Collection™ Embrace Romance® Candle Set 1 Private Spa Collection™ Embrace Romance® Sugar Scrub	\$32
\$1,600 sugg. retail/ \$800 wholesale	1 Private Spa Collection™ Embrace Romance® Candle Set 2 Private Spa Collection™ Embrace Romance® Sugar Scrubs 1 9/06 Color 101 Cards (Assorted)	\$46
\$2,400 sugg. retail/ \$1,200 wholesale	1 Private Spa Collection™ Embrace Romance® Candle Set 3 Private Spa Collection™ Embrace Romance® Sugar Scrubs 1 9/06 Color 101 Cards (Assorted)	\$60
\$3,600 sugg. retail/ \$1,800 wholesale	1 Private Spa Collection™ Embrace Romance® Candle Set 3 Private Spa Collection™ Embrace Romance® Sugar Scrubs 1 9/06 Color 101 Cards (Assorted) 1 Travel Roll-Up Bag	\$60
\$4,800 sugg. retail/ \$2,400 wholesale	1 Private Spa Collection™ Embrace Romance® Candle Set 3 Private Spa Collection™ Embrace Romance® Sugar Scrubs 1 9/06 Color 101 Cards (Assorted) 2 Travel Roll-Up Bags	\$60
\$6,000 sugg. retail/ \$3,000 wholesale	1 Private Spa Collection™ Embrace Romance® Candle Set 3 Private Spa Collection™ Embrace Romance® Sugar Scrubs 1 9/06 Color 101 Cards (Assorted) 3 Travel Roll-Up Bags	\$60
\$7,200 sugg. retail/ \$3,600 wholesale	1 Private Spa Collection™ Embrace Romance® Candle Set 3 Private Spa Collection™ Embrace Romance® Sugar Scrubs 1 9/06 Color 101 Cards (Assorted) 4 Travel Roll-Up Bags	\$60

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

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

\*\*Tax is required on the suggested retail value of Section 1 products. Add applicable bonus values to the Taxes area in the Summary Section of the Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.



# recognition

Congratulations to the winners for July 2006.

## On-Target Diamond Circle

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

### PEARL



Jan Harris

### DIAMOND



Barbara Sunden

### RUBY



Pat Fortenberry

### SAPPHIRE



Gayle Gaston

### EMERALD



Anne Newbury

**On-Target for Diamond/Inner Circle**  
**On-Target for \$1,000,000**  
Anne Newbury \$109,268.93

**On-Target for \$750,000**  
Barbara Sunden \$74,815.14

**On-Target for \$500,000**  
Gayle Gaston \$59,992.08  
Joanne Holman 57,934.82  
Kathy Helou 44,967.93  
Pat Fortenberry 42,053.43

**On-Target for \$325,000**  
Karen Piro \$41,143.75  
Christine Peterson 40,488.42  
Carol Anton 38,835.89  
Jan Harris 37,233.80  
Gloria Mayfield Banks 37,072.02  
Dacia Wiegandt 36,471.86  
Holly Zick 35,086.19  
Cheryl Warfield 34,339.14  
Lisa Madson 32,694.49  
Julianne Nagle 32,312.02  
Linda McBroom 31,339.42  
Joan Chadbourn 31,211.48  
Johnette Shealy 31,157.72

Karlee Isenhardt 30,822.63  
Lupita Ceballos 28,793.44  
Rena Tarbet 27,482.54  
Nydia Payán 27,072.98

**On-Target for Diamond Circle**  
**On-Target for \$250,000**  
Mary Diem \$26,385.81  
Donna Floberg 26,370.45  
Rosa Enriquez 26,216.12  
Kerry Buskirk 25,892.71  
Nan Stroud 25,805.68  
Pat Danforth 24,790.83  
Jana Cox 24,533.67

Kathy Z. Rasmussen 23,677.28  
Judy Newton 23,046.44  
Rosa Jackson 23,019.36  
Nancy Bonner 22,599.24  
Sherry Giancristoforo 21,520.70  
Ronda Burnside 21,466.11  
Pamela Waldrop Shaw 21,453.79  
Darlene Berggren 21,110.43  
Gloria Castaño 20,899.43

**On-Target for \$200,000**  
Stacy James \$20,677.87  
Patricia Rodriguez-Turker 20,246.67  
Dianne Velde 19,954.45

Tammy Cray 19,446.31  
Cindy Fox 19,184.37  
Shirley Oppenheimer 19,163.81  
Sue Kirkpatrick 19,046.87  
Jeanne Rowland 18,914.53  
Joyce Z. Grady 17,959.11  
Judie McCoy 17,465.88  
Cindy Williams 17,429.59  
Debi Moore 17,402.50  
Linda Toupin 17,230.56  
Anita Mallory Garrett-Roe 17,100.37

## Monthly Commissions and Bonuses

Listed are NSD commissions earned in July 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.

### PEARL

**Cheryl Warfield\*** \$45,702  
Joan B. Chadbourn\* 43,355  
Jan Harris\*\* 41,750  
Nan Stroud\*\* 38,272  
Darlene Berggren\* 32,145  
Pamela Waldrop Shaw 30,597  
Rosa Jackson\*\* 27,961  
Cindy A. Williams 27,602  
Stacy I. James\* 26,117  
Nancy Bonner\* 25,650  
Jackie Swank\* 22,433  
Shirley M. Oshiro 20,515  
Anita Tripp Brewton 19,806  
Nancy Perry-Miles\* 18,984  
Glinda McGuire 18,783  
Sandy Miller 18,121  
Lise T. Clark\* 18,013  
Sylvia Kalicak 16,538  
Elizabeth Fitzpatrick\* 16,350  
Wilda DeKerlegand\* 16,179  
Julie Krebsbach 16,117  
Ruth Theodocion 15,686  
Maureen S. Ledda\* 15,233  
Halina Rygiel 14,500  
Wadene Claxton-Prince 13,824  
Robin Rowland 13,335  
Kathy C. Goff-Brummett 13,285  
Lynda Jackson\* 13,123  
Monique Todd Balboa 12,779  
Anabell Rocha-Pedraza 12,077  
Pat Campbell 11,608  
Linda Kirkbride 11,560  
Beatrice Powell 11,530  
Jane Studrawa 11,291  
Barbara Faber 11,241  
Bett Vernon 11,066  
Gloryann Koester 10,359  
Rosalee Ann Medjesky 9,405  
Kathy Jones 9,153  
Maureen Myers 8,421  
Deb Pike 7,271  
Mary Pat Raynor 6,675  
Bettye M. Bridges 5,300  
Connie Phillips 4,836  
Sonja Hunter Mason 4,006

### DIAMOND

**Barbara Sunden\*\*** \$82,629  
Karen Piro\*\* 56,005  
Lisa Madson 50,119  
Anita Mallory Garrett-Roe\* 48,745  
Julianne Nagle\* 38,961  
Holly Zick\*\* 37,398  
Judy Newton\* 34,665  
Mary Diem\* 32,512  
Patricia Rodriguez-Turker\* 29,598  
Gloria Castaño\*\* 28,582  
Tammy Cray 28,129  
Kathy Z. Rasmussen\*\* 26,558  
Joyce Z. Grady 25,114  
Dawn A. Dunn 24,063  
Suzanne Brothers\* 23,783  
Sonia Páez 23,338  
Diane Underwood 23,170  
Linda C. Toupin 22,132  
Pam Gruber\* 18,605  
Sandy Valerio 18,120  
Diana Sumpter 16,926  
Jo Anne Cunningham 16,247  
Connie A. Kittson 13,761  
Sharon Z. Stempson\* 13,268  
Sharon Kingrey 13,226  
Charlotte G. Kosena 12,300  
Jo McKean 12,069  
Diana Heble 10,369  
Linda O. Scott 10,251  
Bea Millsagle 10,085  
Betty Gilpatrick 10,056  
Isabel Venegas 9,882  
Jan Mazzioti 7,981  
Naomi Ruth Easley 7,290  
Kay Z. Hall 6,239  
Carol Lawler 5,074  
Andrea C. Newman 4,014

### RUBY

**Pat Fortenberry\*\*** \$52,587  
Carol Anton\* 46,660  
Linda McBroom\*\* 40,024  
Karlee Isenhardt\*\* 39,233  
Johnette Shealy\* 36,959  
Dianne Velde\* 29,180  
Pat Danforth\* 27,938  
Shirley Oppenheimer 26,550  
Sue Kirkpatrick\* 25,520  
Ronnie D'Esposito Klein 21,943  
Jo Anne Barnes 20,733  
Margaret Winner\* 20,706  
Rebecca Evans 18,247  
Vicky L. Fuselier 18,135  
Wanda Dalby\*\* 17,886  
Patricia A. Fortenberry-Slate\* 17,571  
Toni A. McElroy 16,743  
Scarlett Walker\* 16,232  
Pam Ross\* 16,176  
Judy Kawiecki 14,462  
Janis Z. Moon 14,157  
Patricia Lane 13,509  
Michelle L. Sudeth 13,223  
Kirk Gillespie 13,188  
Jessie Hughes Logan\* 12,886  
Joan Watson 12,770  
Lynne G. Holliday 12,728  
Sue Z. McGray 12,694  
Bea Millsagle 12,176  
Elizabeth Sapanero 12,147  
Maria Aceto Pirro 11,073  
Sharilyn G. Phillips 10,944  
Nancy West Junkin\* 10,906  
Nancy M. Ashley\* 10,879  
Kate DeBlander 10,060  
Cheryl J. Davidson 9,940  
Cyndee Gress 9,261  
Phyllis Chang 9,082  
Jean Santin\* 8,597  
Gay H. Super 8,087  
Rhonda L. Fraczkowski 8,077  
Cindy Z. Leone 7,741  
Cindy Towne 7,708  
Amy Dunlap 7,574  
Katie Welley 7,200  
Renee D. Hackleman 7,149  
Kelly McCarroll 6,791  
Margaret M. Bartsch 6,569

### SAPPHIRE

**Joanne Holman\*\*** \$81,323  
Gayle Gaston\*\* 72,006  
Christine Peterson\*\* 49,053  
Rena Tarbet\* 41,998  
Lupita Ceballos\* 36,578  
Donna Floberg\* 31,239  
Rosa Enriquez\* 29,295  
Jana Cox\* 26,305  
Helene Reiners\* 23,386  
Judie McCoy\* 22,349  
Jo Anne Barnes 20,586  
Sonya LaVay\* 18,040  
Mattie Dozier 17,948  
Jeanne Curtis 16,716  
Valerie J. Bagnol\* 16,051  
Pam I. Higgs 15,488  
Martie Sibert\* 15,471  
Karen B. Ford 15,031  
Carol L. Stoops 14,980  
Asenath G. Brock\* 14,782  
Gloria Baez 14,497  
Alia L. Head 14,178  
Gillian H. Ortega 13,885  
LaQueta McCollum 13,778  
Shannon C. Andrews\* 13,679  
Nancy A. Moser 13,288  
Mary L. Cane 13,258  
Sharon L. Buck 12,957  
Pam Klickna 12,448  
Sherril L. Steinman 12,300  
Karen Kratochvil 12,021  
Jan L. Thetford 11,124  
Davanne D. Moul 10,955  
Kendra Crist Cross 10,334  
Maribel Barajas 10,267  
Vernella Benjamin 8,314  
Joy L. Breen 8,197  
Jill Moore 7,117  
Jo Ann Blackmon 6,977  
Ann Brown 5,378

### EMERALD

**Anne Newbury\*\*** \$115,357  
Kathy S. Helou\* 68,296  
Gloria H. Mayfield Banks\*\* 48,905  
Dacia Wiegandt 46,183  
Nydia Payán\* 36,181  
Ronda Burnside\* 34,613  
Kerry Buskirk\* 31,105  
Sherry Giancristoforo\*\* 27,761  
Cindy Fox\* 24,258  
Lily Orellana 24,230  
Debi R. Moore\* 20,494  
Doris Janke\* 19,885  
Jamie Cruse-Vrinios 19,247  
Consuelo R. Prieto 18,551  
Mona Butters 18,308  
Joanne R. Bertalan\* 17,921  
Miriam Gómez-Rivas 16,393  
Patricia Tull 15,410  
Kay E. Elvrum 15,296  
Jackie LaPrade 14,738  
Janet Tade\* 14,238  
Sherry A. Alexander 14,180  
Judy A. Rohde 13,816  
Yvonne S. Lemmon 13,250  
Cathy Phillips 13,081  
Kathy Rodgers-Smith 12,937  
Cathy Bill\* 12,634  
Judy Harmon 12,192  
Shelly Gladstein 11,962  
Carmen Rios 11,950  
Jo Reynal Rogers 11,619  
Regina Hogue 10,773  
Brenda Segal\* 10,220  
Irene A. Shea 10,106  
Kym A. Walker\* 8,689  
Sabrina Goodwin Monday 8,439  
Esther Whiteleather 7,780  
Joanne Hollingsworth 7,677  
Francie McBeth 6,884  
Cristi Ann Millard 6,880  
Crisette M. Ellis 6,857  
Dawn Otten-Sweeney 6,186  
Phyllis R. Sammons 6,154  
Nora L. Shariff\* 5,638  
Pamela Cheek 5,387  
Natalie Privette-Jones 4,686

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

## meet your NSDs

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



# Achievement Circle

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

## PEARL

Kristin Myers	\$85,166
Betsy C. Richard	71,430
Jeanie Martin	62,610
Cindy Machado	62,164
Kim L. McClure	61,324
Alma Orrostieta	58,830
Allison Lee LaMarr	56,186
Angel B. Toler	55,463
Patty Webster	50,038
Elizabeth B. Muna	50,002
Janice Baxter Hull	49,139
Holli Thompson Lowe	48,277
Sandra Giraldo Kirchhoff	47,280
Beth H. Piland	47,224
Kathryn L. Engstrom	45,291
Amy Dawn Adams	45,255
Tamara M. Bradford	44,507
Susan M. Hohlman	44,194
Leah G. Nelson	44,123
Charlene Grubbs	43,826
Betty B. Lucido	43,180
Laura Poling	43,069
Keita Powell	41,866
Barbara Stimach	41,687
Laurie C. Cole	41,409
Tina M. Wright	41,185
Denise E. Crosby	41,052
Maria Bolling	40,938
Linda A. Burns	40,280
Stephanie Wilburn Rice	39,990
Judi Tapella	39,049
Denise M. Roberts	37,799
Patricia Fitzgerald	37,276
Kyla Jean Dodson	37,255
Debbie P. Grant	37,253
Lisa Allison	37,199
Dorothy D. Boyd	37,023
Holly J. Sawyers	36,835
Roya M. Mattis	36,369
Alicia Borkowska	36,024
Joyce A. Bruggeman	35,831
Renee Conn	35,496
Debbie L. Felix	35,365
Misty D. Guyre	35,313
Susan K. Janish	34,818
Barbara L. Bayer-Coulter	34,368
Angeline N. Nchako Njama	34,340
Shari M. Kirschner	34,325
Lisa Olivares	34,281
Laurie Dyan Cantey	34,176
Patti Cornell	33,958
Susan T. West	33,677
Pat Ringnald	33,322
Judy Brack	32,936
Peggy Matish	32,825
Amie N. Gamboian	32,798
Ella M. Chick-Power	32,475
Sharon W. Strassburg	32,424
Michelle Annese Bleichert	32,115
Erin C. Sorvillo	31,981
Harriett Sharpe	31,979
Stacy O. Ervin	31,478
Nadine Bowers	31,322
Diane A. Andrews	31,158
Jatashia A. Bennett Manson	31,056
Vashti Day	31,016
Maria Claxton-Dickerson	30,950
Maria E. Jesus Placencia	30,807
Nancy Sidoti	30,689
Hazel White	30,668
Naomi Barrett	30,641
Amy Kemp	30,396
Rachael M. Bullock	30,354
Alice L. Murphy	29,866
Anna Marie Rowe	29,777
Constanza C. Sweeney	29,706
Collette Parker	29,592
Anita N. Conley	29,532
Amy C. Schule	29,514
Melissa Nix Henderson	29,510
Danielle Lois Desiante	29,387
Natalia Travilina	29,309
Andrea Lee Converse	29,118
Sandra M. Munguia	29,066
Anne Geertsen	29,018
Andrea D. Andrews	28,740
Marilyn A. Ricker	28,734
R. Sue Miller	28,684
Tammy D. Giunz	28,648
Suzanne M. Wolff	28,638
Colleen D. Kolb	28,383

Michele Salisbury Rankin	28,324
Nicole J. Canamare	28,319
Celine Bennetts	28,305
Diane Bridge	28,248
Roxanne Morgan Sconza	28,068
Silvia Alavez	28,015
Luci Logan	27,997
Dianne L. Lambert	27,997
Marilyn Schmucker	27,646

## DIAMOND

Kim I. Cowdell	\$102,499
Melinda M. Balling	72,010
Patricia Carr	65,222
Vivian Diaz	61,036
Storie R. Schmidt	59,193
Deanna L. Spillman	59,031
Pat A. Nuzzi	58,688
Audrey K. MacDowall	58,001
Kelly Willer-Johnson	56,509
Jodi Van Leeuwen	54,854
Maricarmen Gonzalez	54,231
Heather M. Julson	53,457
Elvi S. Lamping	52,478
Maria I. Monarez	52,372
Andrea Shields	51,094
Karen L. Kunzler	50,559
Evitelia Valdez-Cruz	50,232
Allison M. Nielsen	49,411
Stephanie A. Richter	48,967
Evelinda Diaz	48,259
Priscilla McPheeters	48,107
Connie L. Russo	47,677
Nancy Fox Castro	47,603
Kerri Lee Shulman	47,360
Julie Schlundt	47,032
Rosibel L. Shahin	45,511
Mary Strauss	45,152
Nita Kathylene Heid	44,433
Magdalena Diaz De Leon	44,161
Audrey J. Doller	44,132
Dercy Minotta	44,096
Faith A. Gladding	42,951
Jenny Siemonsma	42,816
Peggy Sperling	42,599
Ivone Ruiz	42,443
Rebekah Hirneisen	42,177
Jenny R. DeMell	41,334
Gerri Anne Morris	41,125
Amy Hanifi	41,065
Mary P. Creech	41,062
Blanca M. Vasquez	41,058
Marsha Morrisette	40,779
Lisa A. Stengel	40,190
Ana X. Solis	39,914
Kelly Maruniki	39,506
Tricia Ann Ramer	39,302
Mariann Biase Mason	39,296
Lara F. McKeever	38,575
Donna J. Saguto	38,376
Luz Pena-Price	38,345
Rosa Bonilla	38,126
Hannah Lane Kaufman	38,123
Tina Nicole McLean	38,023
Betty McKendry	37,992
Nancy Ashton	37,557
Caterina M. Harris	37,543
Candace McCarthy	37,423
Kathe Cunningham	37,097
Ana Carolina Alvarez	36,783
Donna K. Smith	36,546
Sheryl Peterson	36,490
Terri J. Beckstead	36,315
Nancy Polish Dove	36,055
Cindy S. Kriner	35,735
LaRonda L. Daigle	35,734
Araceli Ponce	35,549
Jill D. Davis	35,391
Beth Brinkley	35,233
Melissa R. Hennings	35,181
Mary Beissel	35,165
Shelly Palen	34,854
Pat Joos	34,737
Norma Lee Shaver	34,557
Olga Cecilia Giraldo	34,380
Debbie Larson	34,190
Meyra Esparza	34,147
Morayma Rosas	34,033
Tracy Mathis	33,995
Yosaira Sanchez	33,740
Heidi Goelzer	33,475
Stephanie Audino	33,350
Judy Higgins	33,282

Sylvia Bonnette James	33,215
Lisa Rada	33,146
Denise M. Guthrie	33,079
Julie Garvey	33,059
Char Griffin	32,963
Brenda K. Howell	32,931
Rita M. Krause	32,741
Barbara E. Roehrig	32,693
Martha Reyes	32,581
Arianne C. Morgan	32,527
Reina C. Umana	32,491
Maranda Michelle Rains	32,218
June Wylie-Longman	32,084
Joy H. Rentz	32,041
Jill D. Hastings	31,872
Roxanne Barnett	31,833
LaNissir W. James	31,709
Lesley A. Bodine	31,629

## RUBY

Roli Akperi	\$83,960
Krystal D. Downey-Shada	73,352
Ekene S. Okafor	67,413
Lisa Anne Harmon	65,744
Vicki Jo Auth	62,383
Terri A. Oppenheimer-Schafer	58,906
Julie Smith	56,472
Jan Martino	55,383
Stella Nwokoye-Pius	55,126
Phuong L. White	52,168
Diane Covington	51,881
Julie Thomas	50,589
Thessy Nkechi Nwachukwu	51,513
Johnnie M. Robertson	48,068
Carmen Nunez	47,756
Dori M. Fennell	46,549
Judie Roman	45,195
Kathleen C. Savorgnan	43,676
Gloria Dominguez	43,128
Anne Weidenweber	42,804
Teri A. Nichols	41,694
Susan C. Dunlap	41,191
Lisa A. DeLucia	41,052
Sherrie L. Clemons	41,035
Debbie A. Elbrecht	40,788
Jamie Graves	40,232
Polly L. Smith	39,910
Jacqueline N. Alford	39,659
Martha Lynn Bradford	39,654
Lisa D. Prescott	39,464
Phina N. Onwuachi	39,374
Deborah S. Baillye	39,218
Gena Rae Gass	38,863
Margi S. Eno	38,812
Mary Jo Dallen	38,410
Lori Gangl Humble	37,937
Lindsay R. Sartoretti	37,544
Olufunke Monisola Akinokun	37,251
Linda C. Martinez	37,201
Janet S. Pavey	37,157
Judy Lund	36,810
Kathy Monahan	36,572
Linda Sigle	36,256
Shelly Harpenau	36,011
Aimee Elizabeth Power	35,682
Sylvia J. Cook	35,363
Marnie R. Yunger	35,238
Gale Elliott	34,917
Tami Gale Shifflett	34,893
Eleanor M. Reigel	34,779
Ana Cristina N. Carper	34,650
Kimberly Cavarretta	34,445
Lisa V. Bauer	33,758
Trina D. Lawson	33,156
Helen Amato	33,002
Laurie Hallock	32,992
Rebecca W. Cox	32,804
Cleta Mitchell	32,733
Mary Sharon Howell	32,659
Michelle Marie Raabe	32,450
Laura A. Kattenbraker	32,439
Sarah Sproles Foster	32,428
Carlotta Sandiford-Coleman	32,330
Jill E. Garrett	32,308
Kali DeBlander Brigham	32,246
Elayne J. Watson	32,065
Selina L. Robertson	32,055
Cissy E. Warren	31,710
Amber L. Faulk	31,498
Alicia Bivens-Jones	31,399
Becky M. Xepoleas	31,273
Phyllis I. Leyden	31,000
Suzanne Tripp-Black	30,646

Rebecca Davidson	30,397
Susan C. Ehrnstrom	30,371
Rose Mary Neel	30,215
Jennifer R. Smith	30,078
Linda Leonard Thompson	30,064
Natalie A. Rivas	29,996
Edith Ngozi Nwachukwu	29,887
Charlotte A. Duvall	29,849
Patti Maxwell	29,845
Nancy N. Danley	29,708
Sheryl K. Goins	29,570
Yordana Mateff	29,437
Belva Fritz	29,146
Inez M. Thayer	29,059
Cathleen Walter	29,016
Gail Nevius	28,891
Alicia Newton	28,811
Sylvia Limon Martinez	28,725
Rebecca Tilley	28,661
Vickie A. Willey	28,654
Margaret H. Gormly	28,632
Gaynell L. Kennedy	28,268
Carol Neat	28,218
Dorothy C. Ibe	28,197
Deborah S. Barker	28,135
Karen L. Link	28,030
Shay Akin	28,016

## SAPPHIRE

Paola B. Ramirez	\$136,150
Maria Aguirre	75,328
Robin Blackmon-Dunda	74,845
Elizabeth Sanchez	71,513
Tracy Potter	59,039
Tshanna Kyler	57,019
Julie Weaver	55,960
Andrea Denise Evans	55,110
Lady Ruth Brown	52,711
Tammy Romage	51,273
Jacqueline Denise Moya	50,359
Jennifer L. Semelsberger	50,080
Jami B. Hovey	49,615
Angie S. Day	48,919
Jill Beckstedt	48,143
Kristi M. Nielsen	47,618
Shane Gevedon Markwell	46,245
Dena Smith	45,641
Brynn M. Blalock	45,406
Blanca Cecilia Caceres	44,783
Julia Neal	43,485
Aissa Parros	43,409
Randi Stevens	43,328
Rhonda G. Deines	43,101
Cheryl T. Anderson	43,097
JoAnn Marie Calvin	42,990
Pilar Najera	41,377
Linda Klein	40,950
Angelee R. Murray	40,775
Anna Maria Barba	40,339
Virginia E. Curry	40,166
Linda Mundy	39,913
Lorenda M. Younger	39,436
Candy I. Johnston	39,216
Tirza Llanes	39,186
Gladis Elizabeth Camargo	38,956
Nellie Valentine	38,686
Linne' Lane	38,411
Elizabeth McCandliss	37,946
Judy K. Johnson Englund	37,302
Ruby Garner	36,938
Joanna Helton	36,932
Leann Elaine Zondag	36,898
Peggy B. Sacco	36,713
Bea Heath	36,415
Lynn A. Cervini	36,198
Silisia Evans Moses	36,169
Dolores Keller-Wills	36,144
Svetlana Lipsey	36,024
Linda L. Quillin	35,875
Debra A. Handrich	35,634
Linda F. Merritt	35,417
Lisa L. Jones	34,696
Estela Saucedo	34,551
Gayle Maxwell	34,496
Pam Garner Moore	34,313
Phyllis I. Pinks	33,909
Bonnie Crumrin	33,852
Joni D. Koontz	33,714
Eileen Fricke	33,687
Jeannie Helm	33,611
Jennifer R. Keefer	33,553
Barbara D. McKeenly	33,474
Lupita Castillo	33,336

Janelle A. Ferrell	33,238
Barbara Olesen Randall	33,201
Ann W. Sherman	33,138
Rosalva Rodriguez	33,092
Pamela D. Cox	33,066
Julie M. Moreland	32,961
Teodora Ahumada	32,839
Melva M. Slythe	32,712
Brenda L. Curry	32,683
Christine D. Sprague	32,624
Kathleen Bonadie	32,420
Kathy R. Bullard	31,203
Krista Neal Wickett	31,193
Denise Yates-Hernandez	31,186
Debbie Wann	30,971
Sylvia Boggs	30,912
Terry A. Hensley	30,686
Magdalena N. Rodriguez	30,632
Barbara Allen-Rosser	30,369
Heather Hancock	30,275
Roberto Castillo	30,121
Pat Herian	29,973
Josefa Chacon	29,928
Maria G. Leon	29,889
Delmy Ana Torrejon	29,887
Robyn S. Cartmill	29,852
Agnes Stewart	29,835
Lyriss Yee	29,772
Jennifer G. Bouse	29,619
Charlyn C. Eschette	29,553
Sandra A. Zavoda	29,552
Romelia Bjornnes	29,476
Margaret Neill	29,261
Charlotte Ashford	29,249
Sandra B. Davis	29,217
Deanne Black	29,140

## EMERALD

Auri Hatheway	\$104,471
Jackline Pipim	58,125
Mayra Smalley	56,861
Pat Forehand	56,416
Melissa Ann Beckett	53,702
Maritza Lanuza	52,937
Denise G. Kucharski	52,932
Vicki Powell	52,790
Hope S. Pratt	51,983
Grace Y. Adeoye	51,821
Yolanda Lopez	50,986
Candy Jackson	49,106
Elaine Oatmeyer	45,860
Hollie R. Sherrick	44,715
Sheila J. McCune	44,581
Angeles Arroyo	44,118
Lisa A. Hawkins	43,639
Amanda Victoria Govereale	43,415
Amy L. Fields	43,316
Pam Robbins Kelly	43,285
Haydee Guzman	42,584
Blanca E. Arroyo	42,195
Kathy P. Oliveira	41,548
Barbara Pleet	41,303
Michelle S. Williams	41,203
Barbara Whitaker	41,127
Mariaelena Boquin	40,982
Shanna M. Nowling-Brannon	40,780
Michele Martella Armes	40,155
Alejandra Lopez	40,033
Nancy A. Berlin	39,238
Trisha Taylor	38,903

Julie A. Griffin	38,612
Linda Bradley	38,237
Paula Ladurantaye	37,854
Curley S. Morgan	37,450
Nancy Harder	37,309
Karin Lynette Schmaltz	36,660
Carrell A. Cannon	36,501
Jean MacDonald	36,263
Paula Vander Vorste	36,248
Jeannine R. DeVore Harris	36,044
Martha J. Roman	35,906
Anna Joseph Peet	35,859
Joyce Young	35,716
Maria R. Hernandez Romero	35,668
Barbara Gizzo	35,319
Helen Jakpor Asare	35,132
Kimberly J. Richey	34,534
Elaine Jegi	34,435
Rosario Portillo	34,018
Rachael A. Molk	33,989
Jackie L. Root	33,816
Teresa Maynard	33,542
Shawna D. Schneider	33,525
Charlotte Mantooh	33,514
Sheri L. Farrar-Meyer	33,278
Kimberly Dawn Reed	33,161
Kelly S. Shannon	33,156
Vickie L. Melton	33,122
Evalina Chavez	33,028
Stacy D. Foust	32,984
Luz Fernandez	32,828
Belitza Hernandez	32,767
Marcia Neyra	32,673
Erin Kristin Fisher	32,644
Stacy M. Houy	32,535
Consuelo Hernandez	32,496
Andrea Steinmetz	32,380
Dene Sheppard	32,351
Lorena P. Ramirez	32,156
Traci L. Smith	32,057
Karen A. Jorgenson	31,696
Marina Sanchez Ramirez	31,656
Karen M. Posey	31,615
Stacy S. Gilson	31,578
Trish Reuser	31,529
Paula D. Tyree	31,465
Lyn Said	31,173
Celsa Menjivar	31,000
Debbie L. Bower	30,956
Brenda D. Elliott	30,832
Denise W. Montgomery	30,620
Rose Campbell	30,496
Angela Castaneda	30,297
Kami Fredericks	30,243
Frankie Clapp	30,166
Elaine K. Williams	30,154
Sandy Nelson	30,122
Lisa Worthington	30,050
Nancy L. DeFina	29,641
Pamela Rowe Krzmarzick	29,630
Nancy Graham	29,493
Rachelle Lea Brinker	29,438
Liz W. Kimeria	29,351
Fedellia B. Hopkins	29,325
Karen Wilson-Davis	29,300
Deborah G. Thrift	29,277
Heather A. Carlson	29,257
Robin S. Moody	29,152



# Commission Circle

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

## PEARL

Allison Lee LaMarr \$12,270.34  
 Kristin Myers 11,323.12  
 Jeanie Martin 10,830.25  
 Barbara Stimach 10,608.61  
 Cindy Machado 10,014.45  
 Betsy C. Richard 9,628.70  
 Sandra Giraldo Kirchhoff 9,589.70  
 Lisa Allison 9,310.91  
 Nadine Bowers 9,113.54  
 Kim L. McClure 9,039.20  
 Alma Orrostieta 9,824.85  
 Patty Webster 8,696.55  
 Hollis Thompson Lowe 8,495.24  
 Susan M. Hohlman 8,417.44  
 Angel B. Toler 8,225.02  
 Janice Baxter Hull 7,895.09  
 Charlene Grubbs 7,866.63  
 Elizabeth B. Muna 7,571.50  
 Maria Claxton-Dickerson 7,353.82  
 Cathy E. Littlejohn 7,169.84  
 Betty B. Lucido 6,818.86  
 Judy Brack 6,802.31  
 Kathryn L. Engstrom 6,766.44  
 Dorothy D. Boyd 6,737.79  
 Maria Bolling 6,680.57  
 Judi Tapella 6,677.06  
 Leah G. Nelson 6,666.41  
 Beth H. Piland 6,653.75  
 Diane A. Andrews 6,562.10  
 Amy Dawn Adams 6,526.00  
 Harriett Sharpe 6,480.79  
 Anita N. Conley 6,464.23  
 Ella M. Chick-Power 6,460.00  
 Kathy Eckhardt 6,453.35  
 Patti Cornhill 6,378.86  
 Peggy Matish 6,249.17  
 Penny J. Jackson 6,156.84  
 Maria Virginia Lopez 6,148.28  
 Linda A. Burns 6,148.12  
 Tammy A. Valava 6,115.72  
 Darlene Rutledge 6,067.44  
 Marilyn A. Ricker 6,058.04  
 Tamarie M. Bradford 6,049.81  
 Pat Ringnalda 6,005.25  
 Laura Poling 6,002.55  
 Constanza C. Sweeney 5,976.07  
 Alicia Borkowska 5,958.92  
 Angel R. Cruz 5,929.97  
 Garciaguire 5,929.97  
 Michelle Anness 5,905.87  
 Bleichert 5,902.21  
 Denise M. Roberts 5,902.21  
 Barbara L. Bayer-Coulter 5,842.07  
 Joyce Recenello 5,822.29  
 Shari M. Kirschner 5,790.62  
 Collette Parker 5,762.28  
 Keita Powell 5,718.52  
 Denise E. Crosby 5,713.59  
 Misty D. Guyre 5,694.70  
 Kathy Lee 5,668.58  
 Anne Geertsen 5,664.24  
 Annie N. Gambolan 5,655.67  
 Renee Conn 5,645.30  
 Jeanie K. Navrkal 5,589.55  
 Susan K. Janish 5,555.24  
 Roy M. Mattis 5,515.51  
 Miriam Munoz 5,445.76  
 Hazel White 5,435.00  
 Susan T. West 5,407.36  
 Debbie L. Felix 5,404.37  
 Barbara Ashworth 5,385.82  
 Vicki B. Crank 5,356.32  
 Kyla Jean Dodson 5,297.01  
 Vashti Day 5,252.08  
 Alicia Morales 5,237.83  
 Holly J. Sawyers 5,218.93  
 Victoria Rachel Piccirilli 5,196.30  
 Melissa Nix Henderson 5,186.65  
 Naomi Barrett 5,153.41  
 Tracey L. Chavez 5,133.63  
 Susie Kopacz 5,115.76  
 Celine Bennetts 5,110.96  
 Tina M. Wright 5,081.55  
 Nadine H. Huckabee-Stanley 5,000.12

Tracey D. Koch 4,955.12  
 Erin C. Sorvillo 4,953.19  
 Patricia Fitzgerald 4,945.27  
 Stephanie Wilburn Rice 4,914.85  
 Maria D. Rameles 4,906.95  
 Stacy O. Ervin 4,892.14  
 Debbie A. Thomas 4,856.07  
 Dianne L. Lambert 4,837.92  
 Doreen J. Pavinski 4,825.47  
 Debbie P. Grant 4,825.13  
 Rachael M. Bullock 4,813.39  
 Laurie C. Cole 4,774.59  
 Sandra Tatzler 4,774.03  
 Michele Salisbury Rankin 4,762.26  
 Amy Kemp 4,758.56  
 Lisa Olivares 4,749.92  
 Mary C. Estupinan-Martel 4,744.72  
 Luanne Stewart 4,701.28

## DIAMOND

Deanna L. Spillman \$13,233.06  
 Kim I. Cowdell 12,975.77  
 Melinda M. Balling 11,514.22  
 Maria I. Monarrez 11,427.42  
 Vivian Diaz 11,280.08  
 Maricarmen Gonzalez 10,618.66  
 Elvi S. Lamping 10,172.37  
 Evelinda Diaz 9,877.52  
 Priscilla McPheeters 9,628.72  
 Audrey K. MacDowall 9,554.63  
 Patricia Carr 9,361.27  
 Connie L. Russo 9,186.48  
 Kelly Willer-Johnson 9,136.40  
 Eitelita Valdez-Cruz 9,087.73  
 Heather M. Julson 8,897.74  
 Audrey J. Doller 8,813.54  
 Mary Strauss 8,617.36  
 Julie Schlundt 8,543.11  
 Rosa Bonilla 8,385.56  
 Juanita Gudino 8,341.78  
 Morayma Rosas 8,324.70  
 Pat A. Nuzzi 8,162.89  
 Stephanie A. Richter 8,131.16  
 Terri J. Beckstead 8,101.36  
 Ana Carolina Alvarez 7,994.71  
 Rosibel L. Shahin 7,950.91  
 Martha Kay Raile 7,948.84  
 Storie R. Schmidt 7,941.44  
 Caterina M. Harris 7,874.84  
 LaRonda L. Daigle 7,697.07  
 Maria Flores 7,641.92  
 Betty McKendry 7,628.37  
 Peggy Sperling 7,565.46  
 Melissa R. Hennings 7,522.40  
 Marsha Morrisette 7,489.60  
 Jodi Van Leeuwen 7,448.17  
 Sheryl Peterson 7,437.99  
 Lara F. McKeever 7,313.62  
 Nancy Ashton 7,227.77  
 Karen L. Kunzler 7,171.28  
 Ana X. Solis 7,159.13  
 Julie Garvey 7,119.40  
 Nita Kathyleen Heid 7,107.45  
 Allison M. Nielsen 7,099.20  
 Donna K. Smith 6,982.47  
 Mary P. Creech 6,891.09  
 Jill D. Hastings 6,887.47  
 Amy Hanifi 6,802.58  
 Rose Rodriguez 6,783.32  
 Carol Lee Johnson 6,707.55  
 Lisa A. Stengel 6,683.17  
 Mariann Biase Mason 6,640.00  
 Kerri Lee Shulman 6,588.85  
 Pat Joos 6,572.64  
 Mary Beissel 6,557.37  
 Rusty Kurtzrock 6,522.43  
 Percy Minotta 6,521.53  
 Nancy Fox Castro 6,480.74  
 Jenny Siemonsma 6,466.33  
 Araceli Ponce 6,453.59  
 Candace McCarthy 6,342.89  
 Norma Lee Shaver 6,296.29  
 Faith A. Gladding 6,243.67  
 Nellie R. Anderson 6,229.54  
 Sonia Arriola 6,218.28  
 Robbie L. Brannon 6,199.68  
 Debbie Larson 6,186.82

Andrea Shields 6,181.21  
 Sandy Lasso 6,164.58  
 Donna J. Saguto 6,152.59  
 Gerri Anne Morris 6,121.74  
 Rebekah Hirneisen 6,121.71  
 Ada Y. Garcia-Herrera 6,098.53  
 Blanca M. Vasquez 6,086.97  
 Maggie Rader 6,061.51  
 Krista Erdmann 6,043.17  
 Gina Rodriguez 6,041.21  
 Linda C. Weniger 6,032.64  
 Stephanie Audino 6,029.63  
 Kelly Marunick 6,098.57  
 Nancy Polish Dove 5,964.23  
 Rita M. Krause 5,869.79  
 Jenny R. DeMell 5,827.54  
 Cindy S. Kriner 5,797.03  
 Janet S. Chapman 5,794.38  
 Yosaira Sanchez 5,769.99  
 Magdalena Diaz De Leon 5,765.97  
 Margarita Velez 5,702.29  
 Julie Danksin 5,699.71  
 Tricia Ann Ramer 5,693.47  
 Martha Reyes 5,674.88  
 Char Griffin 5,637.12  
 Meyra Esparza 5,606.14  
 Jeanette E. Beichle 5,589.35  
 Milleta K. Kinser 5,586.13  
 Omosolade O. Akinyoyenu 5,563.08  
 Kathy Cunningham 5,557.93  
 Holly V. Crumley 5,544.94  
 Deborah Dudas 5,542.36  
 Annette Pace 5,538.27

## RUBY

Thessy Nkechi Nwachukwu \$13,016.52  
 Terri A. Oppenheimer-Schafer 11,827.91  
 Ekene S. Okafor 11,524.55  
 Roli Akperi 10,985.18  
 Krystal D. Downey-Shada 10,487.51  
 Vicki Jo Auth 10,358.79  
 Lisa Anne Harmon 9,973.66  
 Gena Rae Gass 9,933.06  
 Stella Nwokoye-Pius 9,297.14  
 Dori M. Fennell 8,805.70  
 Lisa A. DeLucia 8,516.56  
 Sherrie L. Clemons 8,383.42  
 Julie Roman 8,331.12  
 Phuong L. White 8,101.67  
 Gloria Dominguez 8,046.08  
 Julie Smith 8,007.95  
 Gail Bauer 7,979.75  
 Kathleen C. Savorgnan 7,889.90  
 Carmen Nunez 7,783.81  
 Jan Martino 7,556.08  
 Kathy Monahan 7,554.35  
 Diane Covington 7,543.15  
 Julie Thomas 7,489.13  
 Susan C. Dunlap 7,405.88  
 Patti Maxwell 7,156.52  
 Helen Naomi Godswill 6,930.30  
 Joyce Omene 6,768.03  
 Rose Mary Neel 6,765.27  
 Anne Weidenweber 6,659.82  
 Linda Sigle 6,514.47  
 Laurie Hallcock 6,511.59  
 Mary Jo Dallen 6,490.99  
 Mary Alice Dell 6,405.56  
 Mary Lou Ardohain 6,404.22  
 Thea Elvin 6,360.01

Linda C. Martinez 5,916.05  
 Sonia Cecilia Pena 5,826.85  
 Shay Akin 5,766.30  
 Sonya F. Goins 5,762.11  
 Deborah K. Hack 5,756.86  
 Sylvia J. Cook 5,756.14  
 Marnie R. Yungler 5,743.72  
 Johnnie M. Robertson 5,708.28  
 Judy Lund 5,635.95  
 Debbie A. Elbrecht 5,616.90  
 Gloria Garoutte 5,610.13  
 Rebecca Tilley 5,606.92  
 Laura A. Kattenbraker 5,588.74  
 Margi S. Eno 5,527.04  
 Kimberly Cavarretta 5,496.49  
 Lee A. McCarthy 5,438.75  
 Schoen McGinnity 5,422.52  
 Candy D. Lewis 5,415.04  
 Rocio Rebollar 5,397.28  
 Cissy E. Warren 5,390.78  
 Polly L. Smith 5,375.57  
 Linda Leonard Thompson 5,354.39  
 Elaine J. Watson 5,342.40  
 Anna Cristina N. Carper 5,332.75  
 Shelly Harpenau 5,317.89  
 Gina M. Gildone 5,296.11  
 Amber L. Faulk 5,291.57  
 Deborah S. Bailie 5,287.31  
 Susan C. Ehrnstrom 5,271.31  
 Gwen Nicholas 5,256.80  
 Jamie Graves 5,246.85  
 Stacey P. Nelson 5,214.11  
 Sylvia Limon Martinez 5,204.46  
 Ann Clement 5,177.14  
 Candace Laurel Carlson 5,169.03  
 Donna B. Meixsell 5,116.18  
 Helen Amato 5,039.49  
 Becki Hoisington 5,028.81  
 Amy J. Spence 5,025.69  
 Kail DeBlender Brigham 5,023.64  
 Vicki S. Lindsay 4,983.23  
 Lisa V. Bauer 4,983.12  
 Cathleen Walter 4,963.57  
 Edith Ngozi Nwachukwu 4,957.40  
 Liz Whitehouse 4,943.58  
 Lisa D. Prescott 4,941.98  
 Alexa Tarby 4,937.69  
 Lindsey R. Sartoretti 4,935.66  
 Nancy N. Danley 4,934.07  
 May Onumodu 4,910.57  
 Suzanne Tripp-Black 4,906.72  
 Mary Sharon Howell 4,905.68  
 Charlotte A. Duvall 4,883.22

## SAPPHIRE

Paola B. Ramirez \$17,363.34  
 Elizabeth Sanchez 13,836.53  
 Maria Aguirre 11,093.47  
 Robin Blackmon-Dunda 10,184.02  
 Gladis Elizabeth Camargo 9,840.69  
 Lady Ruth Brown 9,715.98  
 Cheryl T. Anderson 9,474.96  
 Julia Mundy 9,452.61  
 Tracy Potter 9,369.04  
 Ana Maria Barba 9,270.86  
 Tammy Ramage 9,091.11  
 Pilar Najera 9,047.72  
 Jill Beckstedt 8,962.26  
 Angie S. Day 8,662.18  
 Julie Weaver 8,429.50  
 Julie Neal 8,270.53  
 Ruby Garner 7,993.74  
 Silsilia Evans Moses 7,989.02  
 Rhonda G. Deines 7,820.67  
 Tshanna Kyler 7,712.37  
 Linne' Lane 7,586.42  
 Andrea Denise Evans 7,579.78  
 Jami B. Hovey 7,505.47  
 Elizabeth McCandless 7,345.25  
 Shane Gevedon Markwell 7,191.49  
 Peggy B. Sacco 7,181.77  
 Brynne M. Blacklock 7,040.74  
 Brenda L. Curry 6,998.10  
 Randi Stevens 6,826.41  
 Ann W. Sherman 6,800.73  
 Linda F. Merritt 6,778.05  
 Jennifer L. Semelsberger 6,768.96

Candy I. Johnston 6,768.82  
 Blanca Celia Caceres 6,591.90  
 Jacqueline Denise Moye 6,539.58  
 Judy K. Johnson Englund 6,503.96  
 Magdalena N. Rodriguez 6,495.75  
 Lynn A. Cervini 6,458.27  
 Pam Garner Moore 6,441.02  
 Bea Heath 6,414.06  
 Dolores Keller-Wills 6,381.39  
 Tirza Llanes 6,335.19  
 Kristi M. Nielsen 6,325.57  
 Leann Elaine Zondag 6,296.96  
 Lynn Baer Roberts 6,286.36  
 Phyllis I. Pinsker 6,282.79  
 Brigit L. Briddle 6,173.75  
 Pamela D. Cox 6,153.78  
 Aissa Parros 6,126.98  
 Julie M. Moreland 6,116.15  
 Kathy R. Bullard 6,113.29  
 Roxanne McInroe 6,098.13  
 Svetlana Lipsey 6,044.33  
 Roberto Castillo 5,984.32  
 Barbara D. McKneely 5,975.54  
 Sue Ammons 5,969.75  
 Delmy Ana Torrejon 5,948.55  
 Maria G. Leon 5,948.54  
 Joanna Helton 5,942.37  
 JoAnn Marie Calvin 5,901.69  
 Melva M. Slythe 5,874.21  
 Rosario Dagenais 5,872.61  
 Eileen Fricke 5,851.37  
 Sylvia Boggs 5,844.22  
 Dena Smith 5,832.74  
 Linda A. Jones 5,802.83  
 Lorenda M. Younger 5,788.64  
 Debbie Wann 5,769.00  
 Linda Klein 5,709.07  
 Agnes Stewart 5,697.44  
 Teodora Ahumada 5,639.88  
 Molea G. Dailey 5,607.63  
 Debra A. Handrich 5,580.85  
 Jeannie Helm 5,558.93  
 Kim B. Roberts 5,531.55  
 Nannette G. Short 5,524.80  
 Natalie Reed 5,509.95  
 Flory Palencia 5,499.28  
 Shirley Jenkins 5,477.68  
 Romelia Bjornnes 5,465.79  
 Nellie Valentine 5,458.60  
 Ana Ruth Gomez 5,423.46  
 Linda L. Quillin 5,354.94  
 Patsy A. Glunt 5,350.25  
 Dawn Coby 5,322.53  
 Josefa Chacon 5,288.62  
 Chris Havens 5,280.41  
 Barbara Olesen Randall 5,268.92  
 Wendy Clausen 5,251.35  
 Janet L. Wolfe 5,238.38  
 Deanne Black 5,227.00  
 Kimberly D. Starr 5,208.27  
 Rita E. Siqueiros-Avila 5,182.95  
 Jodi L. Feller 5,176.32  
 Terry A. Hensley 5,159.82  
 Silvia Rodriguez 5,121.13  
 Sandra A. Zavoda 5,120.59  
 Sarah C. Bowering-Miller 5,085.38  
 Renee J. Pirtz 5,065.84  
 Lupita Castillo 5,051.33

## EMERALD

Auri Hatheway \$14,362.94  
 Barbara Whitaker 11,236.17  
 Michele Martella Armes 9,769.21  
 Maritza Lanuza 9,541.83  
 Blanca E. Arroyo 9,332.99  
 Yolanda Lopez 8,930.96  
 Haydee Guzman 8,675.39  
 Grace Y. Adeoye 8,502.63  
 Melissa Ann Beckett 8,412.59  
 Hollie R. Sherrick 8,407.85  
 Denise G. Kucharski 8,407.01  
 Mayra Smalley 8,261.04  
 Hope S. Pratt 8,194.88  
 Pat Forehand 8,054.34  
 Elaine Oatmeyer 7,992.41  
 Mariaelena Boquin 7,931.74  
 Sheila J. McCune 7,925.49

Jackline Pipim 7,851.04  
 Debbie L. Bower 7,752.12  
 Helen Jakpor Asare 7,514.48  
 Heather A. Carlson 7,498.70  
 Nancy A. Berlin 7,491.95  
 Paula Vander Vorste 7,429.76  
 Nancy Harder 7,377.76  
 Pam Robbins Kelly 7,280.23  
 Barbara Pleet 7,280.07  
 Marina Sanchez Ramirez 7,267.00  
 Stacy D. Foust 7,214.61  
 Candy Jackson 7,176.30  
 Vicki Powell 7,154.42  
 Amanda Victoria 7,109.47  
 Sheri L. Farrar-Meyer 7,055.23  
 Alejandra Lopez 6,980.17  
 Michelle S. Williams 6,907.60  
 Julie A. Griffin 6,904.24  
 Lisa A. Hawkins 6,842.48  
 Erin Kristin Fisher 6,816.54  
 Linda Bradley 6,637.31  
 Stacy S. Gilson 6,612.91  
 Maria Sanchez 6,579.60  
 Frankie Clapp 6,543.21  
 Barbara Gizzo 6,515.71  
 Nancy A. Coleman 6,495.35  
 Andrea Steinmetz 6,491.99  
 Jackie L. Root 6,453.66  
 Kimbi L. Bartik 6,415.01  
 Lorena P. Ramirez 6,413.34  
 Sherry L. Crews 6,369.45  
 Trisha Taylor 6,351.61  
 Martha J. Roman 6,262.67  
 Elaine Jegi 6,257.37  
 Rose Campbell 6,245.90  
 Evalina Chavez 6,201.39  
 Joyce Young 6,182.70  
 Traci L. Smith 6,145.99  
 Paula Ladurantaye 6,132.60  
 Kathy P. Oliveira 6,082.96  
 Zenelia Wheeler 6,070.10  
 Charlotte Mantooth 6,057.37  
 Shawna D. Schneider 6,053.57  
 Trish Reuser 6,039.46  
 Denise G. Berry 6,019.07  
 Denise W. Montgomery 5,953.40  
 Jeannine R. DeVore 5,902.03  
 Harris 5,899.40  
 Robin S. Moody 5,895.22  
 Rosario Portillo 5,895.22  
 Luz Fernandez 5,820.38  
 Elaine K. Williams 5,797.32  
 Maria R. Hernandez 5,739.78  
 Romero 5,707.29  
 Sue Uibel 5,700.36  
 Lyn Said 5,685.28  
 Pamela Rowe Krzmarzick 5,549.80  
 Kay Dickerson 5,536.41  
 Silvia Ramos 5,526.10  
 Laura A. Armstrong 5,526.10  
 Brenda D. Elliott 5,507.45  
 Angeles Arroyo 5,478.33  
 Shirley H. Koniewicz 5,450.95  
 Sandy Nelson 5,444.79  
 Maria J. Gonzalez 5,442.29  
 Kimberly Dawn Reed 5,433.73  
 Carrie C. Campbell 5,428.30  
 Carrell A. Cannon 5,343.87  
 Karin Lynette Schmalz 5,342.63  
 Belitza Hernandez 5,333.40  
 Marcia Neyra 5,280.54  
 Eva M. Hall 5,276.74  
 Danette Kelley Smith 5,258.45  
 Lourdes Monroy 5,248.17  
 Rodriguez 5,239.98  
 Alicia Jane Ouellette 5,208.75  
 Consuelo Hernandez 5,167.43  
 Valerie Yokie 5,166.23  
 Jo M. Cotton 5,164.92  
 Marianne L. Anderson 5,153.02  
 Karen A. Jorgenson 5,148.83  
 Curley S. Morgan 5,113.42  
 Shanna M. Nowling-Brannon 5,072.38  
 Sandra Chamorro 5,070.66  
 Carol M. Fulton 5,062.82  
 Lisa Worthington 5,062.82

"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 "SPAM" 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 July 2006.

## TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



**Cheryl Warfield**  
\$45,702  
PEARL



**Barbara Sunden**  
\$82,629  
DIAMOND



**Pat Fortenberry**  
\$52,587  
RUBY



**Joanne Holman**  
\$81,323  
SAPPHIRE



**Anne Newbury**  
\$115,357  
EMERALD

## TOP UNIT — ESTIMATED RETAIL PRODUCTION

<b>PEARL</b> — Kristin Myers, <i>G. McGuire Area</i> .....	\$85,166
<b>DIAMOND</b> — Kim L. Cowdell, <i>T. Crayk Area</i> .....	\$102,499
<b>RUBY</b> — Roli Akperi, <i>Go Give Area</i> .....	\$83,960
<b>SAPPHIRE</b> — Paola B. Ramirez, <i>L. Ceballos Area</i> .....	\$136,150
<b>EMERALD</b> — Auri Hatheway, <i>D. Wiegandt Area</i> .....	\$104,471

## TOP SALES DIRECTOR-PERSONAL SALES

<b>PEARL</b> — Herta Furbacher, <i>Go Give Area</i> .....	\$10,705
<b>DIAMOND</b> — Joanne S. Danna, <i>Go Give Area</i> .....	\$8,158
<b>RUBY</b> — Motomi Elliott, <i>C. Anton Area</i> .....	\$9,841
<b>SAPPHIRE</b> — Tasha Brown, <i>S. Andrews Area</i> .....	\$7,833
<b>EMERALD</b> — Diana A. Aliberti, <i>Go Give Area</i> .....	\$9,983

## TOP BEAUTY CONSULTANT-PERSONAL SALES

<b>PEARL</b> — Cecilia Benoit, K. Collins Unit, <i>R. Theodocion Area</i> .....	\$11,821
<b>DIAMOND</b> — Briana Jones Petersen, L. Wiseman-Jones Unit, <i>C. Kittson Area</i> .....	\$11,656
<b>RUBY</b> — Joretta Claire Burlington, T. Elvin Unit, <i>C. Anton Area</i> .....	\$15,901
<b>SAPPHIRE</b> — Silvia M. Varona, M. Davis Unit, <i>S. Andrews Area</i> .....	\$10,366
<b>EMERALD</b> — Yuko Yasuma, M. Brandenburg Unit, <i>Go Give Area</i> .....	\$12,664

## TOP TEAM BUILDER

<b>PEARL</b> — Alethea C. Phillips, G. Bond Unit, <i>B. Bridges Area</i> .....	11 New Team Members
<b>DIAMOND</b> — Lynn Neal, A. DeCelle Unit, <i>Go Give Area</i> .....	17 New Team Members
<b>RUBY</b> — Nina S. Clarke, C. Sandiford-Coleman Unit, <i>Go Give Area</i> .....	22 New Team Members
<b>SAPPHIRE</b> — Jean Nelson, S. Lett Unit, <i>V. Benjamin Area</i> .....	15 New Team Members
<b>EMERALD</b> — Mary K. Praete, R. Kiser Unit, <i>Go Give Area</i> .....	15 New Team Members

## 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 July.

### PEARL

Jamie L. Vogelsong, L. Poling Unit.....	\$1,915.91
Sales Director Diane A. Andrews.....	1,523.67
Sales Director Jennifer Esbeck.....	1,464.65
Sales Director Sandra Giraldo Kirchhoff.....	1,301.50
Brandi Cartwright, K. Myers Unit.....	1,250.73
Sales Director Hazel White.....	1,152.84
Sales Director Barbara L. Bayer-Coulter.....	1,067.77
Beatrice Alghali, A. Nchako Njamfa Unit.....	1,052.51
Sales Director Vicki B. Crank.....	1,036.43
Sales Director Denise M. Roberts.....	1,020.34
Sales Director Penny J. Jackson.....	1,015.59
Sales Director Rebecca Smith.....	992.52
Sales Director Constanza C. Sweeney.....	972.34
Sales Director Debbie L. Felix.....	965.06
Sales Director Jeanie Martin.....	952.12
Sales Director Celine Bennetts.....	948.97
Sales Director Nancy Sidoti.....	946.56
Sales Director Pat Ringnald.....	945.39
Sales Director Sandra Tatzler.....	942.18
Sales Director Vickie A. Finch.....	931.42
Sales Director Mary Claire Tapley.....	912.70
Sales Director Rachael M. Bullock.....	908.83
Sales Director Kathryn L. Engstrom.....	906.98
Tiffany Rolayne Spraggins, B. Richard Unit.....	899.28
Sales Director Linda Goode.....	898.24

### DIAMOND

Sales Director Elvi S. Lamping.....	\$2,139.96
Sales Director Valerie Jean White.....	1,386.68
Sales Director Peggy Sperling.....	1,328.47
Sales Director Ruth Ojibeka.....	1,190.17
Sales Director Rosmary A. Baez.....	1,166.49
Sales Director Debbie L. Clark.....	1,146.05
Starletta S. Cole, P. Carr Unit.....	1,133.63
Cindi Kay Estep, B. Moore Unit.....	1,103.99
Sales Director Nicole S. Brown.....	1,088.33
Sales Director Morayma Rosas.....	1,071.27
Iliana Rosado, H. Julson Unit.....	1,070.23
Lynn Neal, A. DeCelle Unit.....	1,056.09
Sales Director Marina Ynfante.....	1,055.86
Sales Director Reina C. Umana.....	1,042.86
Sales Director Elaine M. Dalton.....	1,030.38
Sales Director Robbie L. Brannon.....	1,014.15
Sales Director Karime Hidalgo.....	999.08

Sales Director Rochelle Collins.....	994.83
Sales Director Jolinn Andriese.....	994.73
Sales Director Omosolape O. Akinyoyenu.....	984.62
Sales Director Maggie Butcher.....	977.81
Sales Director Amy Elaine Walker.....	975.46
Sales Director Lillian Y. Pagoda.....	972.99
Sales Director Maria L. Lemus.....	952.77
Sales Director Yosaira Sanchez.....	949.42

### RUBY

Hetty Hurst, M. Bradford Unit.....	\$1,939.02
Melissa Marie Johnson, J. Smith Unit.....	1,223.27
Sales Director May Onumodu.....	1,198.80
Sales Director Gina M. Gildone.....	1,170.13
Sales Director Alexa Tarby.....	1,143.25
Sales Director Dori M. Fennell.....	1,100.42
Sales Director Rebecca Tilley.....	1,057.03
Celia Elaine Kosh, J. Robertson Unit.....	1,008.23
Sales Director Sandee Popadich.....	1,006.75
Sales Director Tamara Lynn Leppla.....	1,005.06
Sales Director Diane Covington.....	1,002.27
Katie Darlene Martin, A. Weidenweber Unit.....	981.60
Sales Director Ekene S. Okafor.....	977.54
Sales Director Charlene N. Mason.....	966.23
Sales Director Joyce Omene.....	963.43
Sales Director Gail Bauer.....	959.16
Sales Director Margaret Marie Leonelli.....	956.80
Sales Director Ginger Phillips.....	937.63
Sales Director Jerri Miller Robichaux.....	932.46
Sales Director Kimberley Victor.....	923.41
Sales Director Carolyn Franz.....	915.17
Sales Director Christy Renee Nelson.....	910.23
Sales Director Karen M. Lavorata.....	907.27
Sales Director Helen Naomi Godswill.....	907.21
Sales Director Stella Nwokoye-Pius.....	907.01

### SAPPHIRE

Adriana Loera, M. Aguirre Unit.....	\$1,970.15
Sales Director Elizabeth Sanchez.....	1,903.33
Sales Director Pilar Najera.....	1,504.78
Linda Amada Herman, N. Valentine Unit.....	1,488.44
Sales Director Svetlana Lipsey.....	1,438.04
Margaret Rose Feinberg, L. Jones Unit.....	1,329.19
Sales Director Rosario Dagenais.....	1,304.39
Sales Director Maria Dolores Plascencia.....	1,275.76

Michelle Raneve Vance, S. Markwell Unit.....	1,247.87
Sales Director Gladis Elizabeth Camargo.....	1,221.71
Tanaya Brooks, P. MacBean Unit.....	1,144.29
Sales Director Jodi L. Feller.....	1,119.95
Ruth Kearns Bullard, L. Younger Unit.....	1,101.49
Sales Director Cheryl T. Anderson.....	1,090.44
Sales Director Debra J. Witmer.....	1,032.40
Sales Director Alejandra Zurita.....	1,011.73
Sales Director Roberto Castillo.....	988.59
Sales Director Linda S. Gates.....	963.07
Sales Director Ana Maria Barba.....	962.13
Sales Director Jan Kay Moody.....	956.44
Genevieve King, J. Moye Unit.....	951.37
Julie J. Edenfield, J. Hovey Unit.....	944.68
Hilda Uche Onwunghai, K. Onwunghai Unit.....	944.13
Sales Director Blanca Celia Caceres.....	940.84
Sales Director Dawn Coby.....	932.62

### EMERALD

Sales Director Barbara Whitaker.....	\$1,706.02
Sales Director Consuelo Hernandez.....	1,491.33
Sales Director Michele Martella Armes.....	1,481.48
Sales Director Erin Kristin Fisher.....	1,352.08
Sales Director Jeannine R. DeVore Harris.....	1,326.49
Yesenia Diaz, A. Hatheway Unit.....	1,324.51
Sales Director Helen M. Harlow.....	1,307.15
Sales Director Trish Reuser.....	1,296.26
Emma Sarpong, J. Pipim Unit.....	1,250.18
Sales Director Kami Fredericks.....	1,202.60
Sales Director Pam Robbins Kelly.....	1,129.62
Sales Director Margarita Guerra.....	1,124.47
Sales Director Blanca E. Arroyo.....	1,121.84
Sales Director Jackline Pipim.....	1,108.28
Liz Racheal Tavernari, J. Bertalan Unit.....	1,092.85
Sales Director Andrea Steinmetz.....	1,070.42
Sales Director Lorena P. Ramirez.....	1,057.73
Christy Weems Hill, S. Nowling-Brannon Unit.....	1,035.22
Sales Director Traci L. Smith.....	1,014.16
Sales Director Maria Sanchez.....	1,008.31
Jennifer Monique Desousa, B. Hernandez Unit.....	1,005.13
Sales Director Julie A. Griffin.....	994.16
Sales Director Nancy A. Berlin.....	971.95
Sales Director LeAnn Ronique Roughton.....	964.44
Sales Director Haydee Guzman.....	958.96

APPLAUSE® magazine is published in recognition of and as information for members of Mary Kay Inc.'s Independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas. ©2006 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. Applause, Beauty Blotters, Belara, Domain, Elige, Embrace Dreams, Embrace Happiness, Embrace Harmony, Embrace Romance, Eyesicles, Go-Give, Heart to Heart, Journey, LearnMK, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, MKConnections, MKCards, myBusiness, myCustomers, Nutribeads, Ovation, Power Hour, Satin Hands, Satin Hands & Body, Skin Lips, Smart Start, Sun Essentials, TimeWise, Tribute and Velocity are registered trademarks; and Beaut-e-News, captivating color, powerhouse skin care, Darci, Girl Time, Indulge, Inspiring Beauty, Enriching Lives, Lash Lengthening Mascara, Luscious Color, Mint Bliss, MK Signature, Pink Link, Private Spa Collection, Pronewal, Satin Smoothie, Smart Wiper and Ultimate Mascara are trademarks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, www.marykay.com.

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# Go-Give® Award

Congratulations to the winners for November 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."



Pat  
**Ringnald**

**Pearl**  
Future Executive Senior Sales Director

**Began Mary Kay**  
September 1983

**Sales Director Debut**  
December 1990

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

**National Sales Director**  
Jane Studrawa

**Honors** Cadillac qualifier; Circle of Honor; eight-times Sales Director Queen's Court of Personal Sales; three-times Consultant Queen's Court of Personal Sales; 11-times Circle of Achievement; four-times Circle of Excellence; eight-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$95,701

**Personal** Lives in Kentwood, Mich. Husband, Gary; Sons: Eric, Marcus, Adam

**Favorite Quote** "Faithful obedience is the key to our success. Ephesians 3:20: Now glory be to God! By His mighty power at work within us, He is able to accomplish infinitely more than we would ever dare to ask or hope."

**Independent Beauty Consultant Casey Camfferman of Jenison, Mich.**, says, "Pat has changed my life and my business as she has taken me under her wing. She has given to me, and to others, enthusiastically, willingly and with much generosity."



Joy H.  
**Rentz**

**Diamond**  
Senior Sales Director

**Began Mary Kay**  
January 1990

**Sales Director Debut**  
November 1991

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

**National Sales Director**  
Sharon Kingrey

**Honors** Cadillac qualifier; Star Consultant; nine-times Circle of Achievement; Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$89,240

**Personal** Lives in Centerville, Ohio Husband, Mike; Sons: Brandon, Bryan, Bryce

**Favorite Quote** "You make your decisions, and then your decisions make you."

**Independent Senior Sales Director Pamela Hicks Ring of Centerville, Ohio**, says, "Joy has adopted and nurtured the Independent Beauty Consultants and offspring Independent Sales Directors in our local area."



Kali DeBlander  
**Brigham**

**Ruby**  
Senior Sales Director

**Began Mary Kay**  
June 1999

**Sales Director Debut**  
June 2006

**Offspring** one first-line

**National Sales Director**  
Kate DeBlander

**Honors** Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; two-times Queen's Court of Sharing; three-times Circle of Achievement; Circle of Excellence; two-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$92,492

**Personal** Lives in Cordova, Tenn. Husband, Josh

**Favorite Quote** "Test me in this," says the Lord Almighty, "and see if I will not throw open the floodgates and pour out so much blessing you don't have enough room for it." Malachi 3:10

**Independent Sales Director Traci Strickland of Memphis, Tenn.**, says, "Kali shares and gives to every Independent Beauty Consultant and Independent Sales Director she meets. She has a large unit, yet she adopts many Beauty Consultants and treats them as her own."



Heather L.  
**Bohlinger**

**Sapphire**  
Senior Sales Director

**Began Mary Kay**  
December 1995

**Sales Director Debut**  
August 1997

**Offspring** two first-line

**National Sales Director**  
Davanne Moul

**Honors** Cadillac qualifier; Star Consultant; four-times Circle of Achievement; gold medal winner; estimated highest monthly unit retail: \$61,976

**Personal** Lives in Windsor, Colo. Husband, Rob; Daughters: Sydney, Julia; Son, Brady

**Favorite Quote** "And let us not grow weary in well-doing, for in due season we shall reap if we do not lose heart." Galatians 6:9

**Independent National Sales Director Davanne Moul** says, "Heather is willing to go the extra mile for her adoptees."



Dana G.  
**Berry**

**Emerald**  
Future Executive Senior Sales Director

**Began Mary Kay**  
October 2000

**Sales Director Debut**  
October 2001

**Offspring** four first-line

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Star Consultant; Consultant Queen's Court of Personal Sales; Circle of Achievement; Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$88,473

**Personal** Lives in Shreveport, La. Husband, Wayne; Daughters: Dena, Schylar; Son, Daughton

**Favorite Quote** "If you can believe, all things are possible to you." Mark 9:23

**Independent Beauty Consultant Hollie Nash of Shreveport, La.**, says, "Dana and her husband recently opened their home to a young woman and her children because they had nowhere to go in order to escape an abusive home. Dana housed, clothed and fed this family."



# *host a class, help a cause*

This wrap will warm your heart!



Now hosting a skin care class can be fun *and* meaningful.

For a limited time, you can **earn this luxurious wrap** whenever you host a class. And for each one given, a contribution will be made to the **Mary Kay Ash Charitable Foundation**. It's a great combination: girl time, **gorgeous gift, great cause!**

The Mary Kay Ash Charitable Foundation was created in 1996 by Mary Kay Ash. This nonprofit foundation proudly supports research dedicated to finding cures for cancers that affect women and programs committed to ending violence against women.



# Make Your Dreams Come True!

The **beautiful** ring • The **fabulous** new suit • This is **your year!**

CLASS OF 2007 CHALLENGE • AUG. 1, 2006 – JULY 1, 2007



#### Your Opportunity

There's a special place just for you in the sisterhood of Independent Sales Directors! Become a member of the Class of 2007 by building your team and debuting as an Independent Sales Director Aug. 1, 2006, through July 1, 2007, **OR** debut at least one offspring Independent Sales Director during the contest period.

#### Your Rewards

Each new Independent Sales Director and her Independent Senior Sales Director will receive an exclusive Class of 2007 ring to wear with pride, plus a Class of 2007 name badge ribbon for each of the new offspring Sales Directors' unit members to wear at Career Conference 2007 or Seminar 2007. And at Seminar 2007, the names of new Independent Sales Directors will be proudly displayed on the Class of 2007 wall for all to see and admire.

#### When You Debut From Aug. 1, 2006, through March 1, 2007

New Independent Sales Directors and their Independent Senior Sales Directors will be honored with applause, cheers and celebration onstage during a ceremony at Career Conference 2007.

#### When You Debut From April 1 to July 1, 2007

New Independent Sales Directors and their Independent Senior Sales Directors will be honored with applause, cheers and celebration onstage during a ceremony at Seminar 2007.

#### Set Your Sights on Leadership Conference!

When you join the Class of 2007 by Dec. 1, 2006, you, too, can be part of the sisterhood heading to sunny San Diego, Calif., for Leadership Conference 2007. You can do it!



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Dallas, TX 75379-9045

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