

OCTOBER 2006

Applause®

MARY KAY®
Enriching Women's LivesSM

Experience
AffectionTM
Eau de Parfum



Holiday Best:
This Season's
Gift Sets

**The New National
Advertising Campaign –**
How You Can Make It Great

get it free

WITH YOUR ORDER

SEPT. 16 – OCT. 15, 2006



MK Signature™ Ultimate Mascara™

Suggested Use: Mascara is one of most women's makeup must-haves. And once a woman finds a mascara she likes, she's reluctant to do without it! That's why you'll want to have inventory ready of all three MK Signature™ mascaras. Sample the appropriate customers with MK Signature™ Ultimate Mascara™, and you'll be ready to make a sale when they fall in love with it!



Affection™ Eau de Parfum Samplers and Sampler Cards

Suggested Use: There's nothing that compares to letting customers – and potential customers – experience the new women's fragrance you have to offer for themselves. Combined with this elegant sampler card, samplers communicate how distinctive and elegant Affection™ Eau de Parfum is. Use this bonus, which starts with a \$600 wholesale Section 1 order, in addition to the MK Signature™ Ultimate Mascara™.



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, an addition to the bonus above, starts with an \$1,800 wholesale Section 1 order.

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Feel Generous

This quarter's hostess gift combines a gorgeous wrap with a generous opportunity to make a difference in the lives of women. For every soft, pink wrap (with coordinating floral-print bag) purchased by an Independent Beauty Consultant, a portion of the proceeds will be donated to the Mary Kay Ash Charitable Foundation! It's a great way for you and your hostesses to feel good about giving back.



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

holiday sentiments

Nothing feels as good as giving the perfect gift. And just think how wonderful it would feel to show customers how you can help them choose presents their friends and family will just love! From fabulous gift sets to a unique hostess gift offer and a great new ad campaign, there are many ways you, as an Independent Beauty Consultant, can start now to help your customers make the most of this special season.

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Reach Out

Soon we'll be spreading the message across the country, flashing the Mary Kay® brand across the pages of several national magazines and key Internet sites. This helps keep the Mary Kay® brand top of mind for the public and warms the market. Now is a great time to contact regular customers, reconnect with customers who haven't ordered recently or even to warm chatter each woman you meet!



page 2 ►

Make Merry

Our extraordinary selection of gift sets means you can help customers find something to delight everyone on their gift lists. There's even a special gift set featuring the new Mary Kay® fragrance for women, Affection™ Eau de Parfum.



show some affection

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.

Expressive. Unique.

Thoroughly modern, yet timeless.

This long-lasting fragrance, categorized as an "oriental chypre" (pronounced she-pra), represents a signature scent unique in the marketplace. Affection™ Eau de Parfum is destined to become *her* signature fragrance – the one she'll never let go. Yet another way to build customers for life. **\$50**



Selling Affection™ Eau de Parfum

- Your Mary Kay® Personal Web Site is chock full of news you can use for selling the Affection™ fragrance. Have *you* been there lately?
- Remember, once your customers create a wish list on your Personal Web Site With Shopping, their friends and family can use it for the inside scoop. Why not clue in husbands with a quick phone call or note, letting them know you've taken the guesswork out of holiday gift-giving?
- This time of year, many men aimlessly peruse the women's fragrance section of department stores shopping for gifts for the special women in their lives. You can be of service to men everywhere by giving them a sampler of the Affection™ fragrance.
- Wear the Affection™ scent and get ready for the inevitable question, "What fragrance are you wearing?" Another door opens.
- Tell customers there's more than one way to experience the Affection™ fragrance: shower gel, body lotion and fragrance solid compact. Then sell the Affection™ gift set.
- Check out the "Promotions" link on the Mary Kay InTouch® Web site for even more selling tips!

objects of affection:

the limited-edition gift set

Fragrance has never been so luxurious! You'll want to offer this Affection™ gift set – it's as special as the fragrance itself. **\$60**

All Wrapped Up for the Holidays

The decorative gift box comes complete with a coordinating card designed to easily slide into a notch on the lid. A customer can write a sweet note before giving this set, enclosed in a box which can be treasured as a keepsake.

Body Lotion

The luxe body lotion moisturizes as it delivers the Affection™ scent.

Fragrance Solid Compact

An elegant fragrance solid conveying the Affection™ scent imparts a beautiful gold shimmer when applied to the skin. The beautiful design of the compact is protected by a pretty pouch, which means that your customers can carry the compact in a purse without worry.

Shower Gel

The divine shower gel imparts the Affection™ scent while cleansing the skin.

Show Your Customers Some Affection: Samplers Sell!

This fall, inside certain women's magazines, a sophisticated Mary Kay® brochure showcasing an Affection™ sampler will appear. And that's not all. Seven million Preferred Customer Program copies of *The Look* also contain samplers, advertised right on the cover! Plus, you can purchase a six-pack of Affection™ towelette samplers for just \$1.75 and a pack of six Affection™ sampler cards for only \$1.50. Samplers sell! In a study, 81 percent of the women surveyed were much more likely to buy a product after receiving a free sampler.*

*The Promotion Marketing Association

Affection™ Fragrance: Making Scents of It All

For even more exciting details, including a complete description of the fragrance notes that make the Affection™ scent so luxurious, take a look at the "Product Knowledge" link on LearnMK®.

bathing beauties

Turn any bath into a private retreat with two new limited-edition Private Spa Collection™ gift sets: **Winter Pear Spice** and **Frosted Autumn Almond**.



Winter Pear Spice

Rub here to indulge in the scent.

holiday gift-giving: get “set”!

Of course, the Winter Pear Spice and Frosted Autumn Almond gift sets make universally appealing gifts for family, friends and those who deserve a special “thank you” during the holidays (teachers, hair stylists, baby sitters – the list goes on and on). But you also can keep the easily giftable Private Spa Collection™ Satin Hands® Pampering Set and the Mary Kay® Body Care gift set in front of your customers during this quarter, the biggest shopping season of the year!

Frosted Autumn Almond

Rub here and delight in the scent.

What's Inside: That Makes Scents!

Each Private Spa Collection™ gift set includes a body polisher to cleanse and gently exfoliate (imagine a texture between a sugar scrub and a body wash) and a body soufflé that wraps skin in a luxurious veil of moisture. Keep in mind that these Fall/Holiday 2006 limited-edition gift sets contain brand-new products. And the names for the “self-communicating” scents were created so that they'd be easily relatable to your customers. To enjoy these delicious new scents right now, simply experience

the “rub and release” circles provided on these pages. As an added help, the Preferred Customer Program version of *The Look* for fall/holiday also includes two “rub and release” areas promoting the scents. *Private Spa Collection™ Gift Set, \$32*

Ready to Give

No assembly required! Each set comes complete in a decorative bag with a coordinating bow and gift tag already attached.



Satin Hands in Seconds

The Private Spa Collection™ Satin Hands® Pampering Set includes the fresh peach-scented Satin Hands® Satin Smoothie™ Hand Scrub that cleanses and exfoliates for instantly smooth hands. Also included: Extra Emollient Night Cream and Satin Hands® Hand Cream in their original formulas. The coordinating peach-colored bag makes the set an easy gift to give. **\$30**



All Set

The limited-edition Mary Kay® Body Care gift set features both the Mary Kay® 2-In-1 Body Wash & Shave and Hydrating Lotion packaged in a chic draw-string bag. It also includes the *Products to Simplify Your Life* brochure. **\$28**

man, oh, man!

Look what's arrived just in time for the holidays! New, handsomely packaged, limited-edition gift sets just for him.



Velocity® for Him Gift Set,
energizing and
invigorating,
\$42

Our ever-popular men's colognes – Velocity® for Him and Domain® fragrances – are each reborn in the form of scent-sational new products, then packaged in two new sets. Each set features the same great Mary Kay® body care products – customers just need to decide if their recipient is a Velocity® guy or a Domain® man.

Velocity® for Him and Domain® Gift Sets

The sets wrap up in style with oh-so-masculine packaging, including an upscale gift bag and color-coordinating tissue paper.

- A new 4 oz. aerosol body spray acts as a double agent, providing both deodorant protection and a light fragrance.
- A 6.5 oz. can of rich shave cream softens the skin and beard for a smooth, close shave, while helping protect against razor irritation. (Yes, it's the same great formulation as the Mary Kay® Moisturizing Shave Cream, just in the men's cologne scents.)

“hmm, who could I
give this to?”

When your customers love these new sets, but can't think of anyone to give them to, why not offer some suggestions? These gift sets are a great way to say “I appreciate you” during the holidays.

- Relatives: husband, son, father, father-in-law, uncle, grandfather, nephew, cousin
- Boss/employees/co-workers
- Host
- Teacher/principal
- Personal trainer
- Primary care physician/pediatrician
- Clergy
- Handyman
- Barber/hairdresser
- Newspaper deliverer
- Boyfriend
- Doorman
- Dog walker/groomer
- Garage/parking attendant
- Masseuse
- Pool cleaner
- Gardener
- Financial adviser

DOMAIN®

Domain®
Gift Set,
a dreamy mix
of lavender and
oak moss.
\$42

Consider Offering the Cologne

Add the coordinating cologne,
and a great gift set
gets even better!

Velocity® for Him Cologne, \$28
Domain® Cologne, \$34

- The 2.5 fl. oz. cooling after-shave gel shields the skin, leaving it feeling soft and moisturized.



velvet for the holidays

Glamour Made Simple

This year's limited-edition holiday gift sets, the MK Signature™ Velvet Collections, feature some of the most luxurious color products ever offered by Mary Kay.

Ultrarich formulas and on-trend, seasonal colors make these sets wearable for all skin tones. Each set includes an insert with instructions for customers on creating an everyday look, plus a makeup artist's recommendation for creating a more dramatic look for evening using additional MK Signature™ products. Let the upselling begin!

Fashion-Forward Packaging

The custom MK Signature™ Velvet Collection formulas were created in-house specifically for these elegant limited-edition sets. And the on-trend metallic rose pattern on the elegant bag is just as unique, as it's all new to Mary Kay. Since trend house reports reveal that rose patterns applied to luxurious fabrics and textures will be the most dominant trend this season, the rose-patterned bag makes a fashion statement all its own. And you'll save time with these beautiful prebundled sets, which require no assembly. It's what your customers want – a complete color look that makes them feel fabulous!

Golden Ruby

Velvet Kiss Lip Color:
Ruby
Velvet Shimmer Eye Color:
Gold
Velvet Mousse Cheek Color:
Rosy
\$35



All prices are suggested retail.

Velvet Kiss Lip Color: This luxurious, rich formula provides long-lasting color that leaves lips feeling moisturized with a velvety finish. It comes in a tube with a see-through applicator. Squeeze the tube with gentle pressure to allow the lip color to flow through the tip.

Velvet Shimmer Eye Color: This liquid formula dries to a velvety finish, leaving a long-lasting veil of color. The see-through bottle features an applicator that makes luminous eyes easy to achieve.

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. The round packaging has a *hinged lid that twists open* (instructions are included). Easily apply this silky smooth product with fingertips or a cosmetic sponge.

Crystal Berry

Velvet Kiss Lip Color:
Berry Spice
Velvet Shimmer Eye Color:
Crystal
Velvet Mousse Cheek Color:
Berry
\$35



Introducing MK Signature™ Velvet Nail Colors for a limited time only.

For the woman who wants it all, coordinate these advanced formula, high-gloss limited-edition Velvet Nail Color shades with the corresponding shade families of the MK Signature™ Velvet Collections.

MK Signature™ Velvet Nail Color, \$7

- **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 color.



Upselling Opportunities

You can show customers how to make the most of their MK Signature™ Velvet Collection glamour. First, you can present the Velvet Nail Colors (and you can always offer the MK Signature™ Top Coat and Base Coat as well). Then, the MK Signature™ Velvet Collections package insert recommends additional MK Signature™ color cosmetics that can be used to create a more dramatic look for evening. We included these products in the list below so that you can be prepared!

• Golden Ruby

MK Signature™ Lip Liner in Red
Cranberry Ice Eye Color
Charcoal Eyeliner

• Crystal Berry

MK Signature™ Lip Liner in Plum
Java Eye Color Duet
Charcoal Eyeliner

• For Both

TimeWise® Age-Fighting Lip Primer
MK Signature™ Ultimate Mascara™
MK Signature™ Eye Primer
Mary Kay® Oil-Free Eye Makeup
Remover

Mary Kay® Personal Web Site Tip

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



let's talk
about...

BUILDING CUSTOMER TRUST AND CONFIDENCE

Loyal customers are the foundation of any successful business. So it's no surprise that Mary Kay had some powerful words of wisdom on this important topic: "Performance will continue to outsell promises. Know-how will surpass guess-how. And trust, not tricks, will keep your customers loyal." Our Product Promise, printed on the next page, clearly shows that we have stayed true to what Mary Kay believed in, and what *you and your customers* can believe in today.

"We always have, and always will, stand behind our products," says **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development.** "We place a high priority on customer safety and satisfaction because we want your customers to have the same unshakable confidence in Mary Kay® products that you have. During a recent nationwide consumer study conducted by a leading research firm, more than half the women surveyed said that whether or not they 'trust' a company influences their decision to buy. That's good news for Mary Kay and for you, because our commitment to quality has earned the trust and loyalty of millions of women around the world."

Another important trend noted in this study is that consumers are so overwhelmed by the number of choices available to them that they have "choice fatigue." "And that's where you can help," suggests Dr. Barker. "Women want to do business with someone who knows her products. Someone who can help them have an enjoyable, personalized shopping experience. Someone they can trust to help them choose the right products for them. When it comes to beauty, that someone is *you*."

So in addition to the Product Promise, where else can you find product information that will help you help your customers? The Mary Kay InTouch® Web site* offers a wealth of information on Mary Kay® products and how to create a memorable shopping experience. "Remember that knowing as much as you can about the products you sell is essential to your success," says Dr. Barker.

*On the Mary Kay InTouch® home page, click on "LearnMK®." Then click on "Product Knowledge" or "Selling Product."

Our Commitment Mary Kay. Product Promise. A Company

A successful Mary Kay business depends on the relationships each independent sales force member builds with customers, and those relationships can be strongest if they are built on trust — trust in you, the Independent Beauty Consultant, and trust in the Mary Kay® products you offer.

At Seminar, the Company introduced the Product Promise, a testament to the high quality of all Mary Kay® products. It was created so that you, the Independent Beauty Consultant, can feel confident that the products you offer are some of the best in the marketplace. We are committed to offering you high-quality products that will satisfy the demands of women today!

Of course, no statement is as powerful as your own personal experience. Consider sharing with customers your own positive stories and powerful results from Mary Kay® products. Tell them what you use and why! Customers love to know that you use the products you sell. It's another way you can build trust — the foundation of a successful business.

ent to You ucts You Can Trust. You Can Believe In.

Product safety is our highest priority.

In a typical year, Mary Kay Inc. spends millions of dollars and conducts more than 300,000 tests to ensure that every Mary Kay® product meets the highest standards of safety, quality and performance.

Scientific experts assess every individual ingredient *and* every finished product.

This rigorous testing, and retesting, is performed or supervised by members of the Mary Kay Research and Development laboratories, including Ph.D.s and other advanced-degreed scientists in such areas as toxicology, pharmacology, microbiology, chemistry and biochemistry.

Every product decision is based on scientific fact, not opinion.

Mary Kay Inc. relies on proven scientific research utilizing the most advanced technologies available, and the Company will not use any ingredient until our testing has proven it safe and effective for use.

Independent board-certified dermatologists and other medical experts play a vital role in product testing.

Clinical testing is conducted in independent laboratories where volunteers use Mary Kay® products under strict supervision and evaluation by board-certified dermatologists and ophthalmologists. Mary Kay Inc. also conducts extensive laboratory testing to ensure against skin irritancy and allergy and uses state-of-the-art methods to evaluate all products to be used in the eye area.

All skin care and cosmetic products are regulated by governmental health and safety authorities.

Before any product is allowed on the market, it must pass stringent government safety requirements. As a matter of principle, Mary Kay Inc. regularly goes *beyond* what is required by law when it comes to product safety.

Mary Kay Inc. does not do animal testing.

Mary Kay Inc. does not conduct, or request on its behalf, any testing of products or ingredients on animals and has signed a pledge never to do so in the future.

Mary Kay Inc. stands behind its products sold by Independent Beauty Consultants with a 100 percent satisfaction guarantee.

If for any reason a customer is not completely satisfied with any Mary Kay® product, it will be replaced without charge, exchanged or the full purchase price refunded following its return to their authorized Mary Kay Independent Beauty Consultant. If she is no longer active, it can be returned to the Company with proof of purchase.

The "Product Knowledge" link on LearnMK® contains more great information about the high quality of Mary Kay® products.

MARY KAY
FULL-COVERAGE
FOUNDATION
FOND DE TEINT
COUVERTURE
MAXI
MAQUILLAGE
LIQUIDO DE
COBERTURA
COMPLETA

1 FL.OZ./29 mL

TIME
3-IN-1 CLEANSER
NETTOYANT 3-EN-1
CREMA LIMPIADORA
FACIAL 3 EN 1

MARY KAY
TIME W
AGE-FIGHT
MOISTUR
HYDRATANT C
LE VIEILLISSE
LOCION HUME
FACIAL INTER

3.3 FL. OZ.
100 mL



**CONSISTENCY
CHALLENGE
2006-2007**

When was the last time you took a good look at all the great tools available to you? Experience the power of the Preferred Customer Program, a Mary Kay® Personal Web Site, credit card sales, the hostess Beaute-vite™ program and more – a whole suite of success essentials at your disposal. Independent National Sales Director Kathy Goff-Brummett and Independent Executive Senior Sales Director LaRonda Daigle love the advantage these tools provide year-round and especially at holiday open-house time!



Oct. 1 launches the *Host a Class, Help a Cause* 20/20 Club Challenge!

six ways to make holiday sales

warm and W

1

Girl Time, Free Gift, Great Cause

What better way to embrace the holiday season than by thinking about others? For a limited time, you can offer your hostesses this soft, luxurious wrap and coordinating floral-print bag (both shown at left), and both of you will feel good about helping to support a worthy cause. For each wrap you give away, a contribution will be made to the Mary Kay Ash Charitable Foundation. Available in Section 2 on the Sept. 16 Consultant order form. **\$10**

2

Perfect Vision

With the *Host a Class, Help a Cause* 20/20 Club Challenge from Oct. 1–31, you and your customers can partner with the Mary Kay Ash Charitable Foundation to help end domestic violence and find cures for cancers that affect women. Hold at least 20 qualified* selling appointments in October, and you'll receive a special-edition 20/20 Club pin and the satisfaction of knowing you're supporting one of Mary Kay Ash's dearest dreams – helping women.



*A qualified selling appointment is defined as any selling situation which has a hostess and at least two guests in attendance and results in at least \$200 in retail sales. Open houses can count toward the 20/20 Club challenge so long as you meet the 20/20 Club challenge selling appointment qualifications. For example, an open house with 12 people in attendance, four hostesses and \$800 in retail sales will count as four 20/20 selling appointments.

Wonderful

3

Online Invitations E-ttract!

Life has gone online! Your business can keep up with "today" with the Beaute-vite™ online party-planning tool! Independent Beauty Consultants can schedule a party, manage details, help women send out e-mail invitations and monitor the guest list! What could be easier?



4

Timing It All

Once your holiday open house is arranged, Kathy suggests calling the day before the event to remind customers of the time and place. "Try holding an open house on Thursday or Friday during the noon hour and offer a light lunch to capture the 9-to-5 crowd."

Another timing tip: LaRonda schedules her best customers for a specific time – on the hour, every hour – to spread sales over the entire day.



LaRonda recommends holding your open house at your own home. "Even if you think it's not large enough or lavish enough, your customers want to come to your home and support you."

— Independent Executive Senior Sales Director LaRonda Daigle

5



Gift With Purchase, Gift With Wow!

The holidays are the ideal time to remind your customers about the gift with purchase. And did you know the travel-sized Miracle Set can really move sales? Customers are introduced through a sample, adore the product, then graduate to the retail size. And "free" encourages them to spend more freely! Two formulas (normal to dry and combination to oily) offer something for everyone. Your customers will love this gift with purchase for their holiday travel. Makes a great stocking stuffer too! Available on Section 2 of the Sept. 16 Consultant order form. Pack of five, \$20

Kathy suggests asking a couple of other



Independent Beauty Consultants to help with a lunchtime open house. "One can serve food and drinks as guests arrive, and the other can prepare orders as guests leave!"

— Independent National Sales Director Kathy Goff-Brummett

6

Make It Easy for Them

It's a matter of record that offering customers the option to pay by credit cards increases sales, and credit card sales are larger than transactions without credit cards. With ProPay™ to process sales for a reasonable fee, the power of a retailer is in your hands. Customers will appreciate the ease of shopping with you, and while they're in the holiday mood, why not direct them to the wish list on your Mary Kay® Personal Web Site? They can list gift ideas for themselves and e-mail their wish lists to you, friends and family! And with all that gifting going on, LaRonda notes that you'll want to order holiday products generously, so you'll have plenty on hand.

It's Up to You!

Give your business a boost

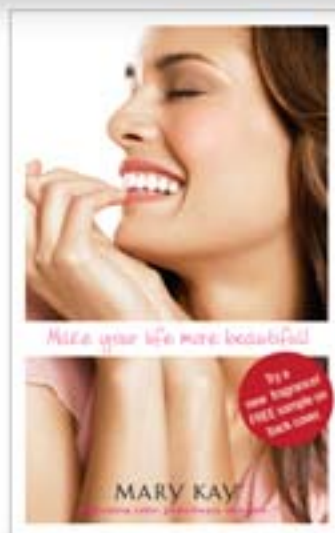
with the **2006 advertising campaign.**

How the Ad Campaign Fits Into Your Business:

- It's designed to create and/or reinforce a positive image of the Mary Kay® brand to the public – or “warm the market.” When you approach customers during the important fall and winter holiday season, they won't be hearing about Mary Kay “cold.”
- Invite customers to visit your Mary Kay® Personal Web Site for additional exposure to Mary Kay® products.

Highlights:

- **Magazines:** Beginning in September, you can look for stunning two-page ads in October issues of top national general-market and Spanish-language magazines. In some key December publications, on newsstands in November, we will launch a beautiful eight-page brochure – it's an updated version of our *Fall in Love* customer brochure – right in the magazines with our two-page ad! This special version for magazine use is an easily removable brochure which features a first-class Affection™ promotion, complete with a fragrance sample on the back cover. It features flagship Mary Kay® products, promotes the convenience of your personal services and includes key information about the Company and its heritage.
- **Internet:** Online advertising promotes the *Winning Is Grand* sweepstakes that invites customers from Oct. 1 through Nov. 4 to enter at your Mary Kay® Personal Web Site or www.marykay.com for weekly \$1,000 cash prizes. The *Winning Is Grand* sweepstakes will have daily product giveaways, so it's sure to generate interest among your customers!



Take Advantage of the Momentum:

1. Have a Mary Kay® Personal Web Site!

There's never been a better time to have a Mary Kay® Personal Web Site. Offering customers who visit your Web site during the ad campaign the opportunity to shop 24/7 builds customers for life. First-time subscribers can sign up for a Mary Kay® Personal Web Site for just \$25 plus tax for the first year. It's a business offer too good to pass up!

2. Invite Customers to Try Mary Kay® Products!

In June, Independent Beauty Consultants with a Mary Kay® Personal Web Site With Shopping could begin to offer a free product sample online. You can take advantage of the Affection™ sampling momentum created by the consumer brochure in magazines with your own free sample offer of the TimeWise® Microdermabrasion Set on your Mary Kay® Personal Web Site With Shopping. It's the perfect way to introduce another one of your best sellers, so customers get a well-rounded product experience.

3. Warm Chatter New Customers! You may want to warm chatter the free sample offer and the *Winning Is Grand* sweepstakes to everyone you meet and invite them to check out your



Mary Kay® Personal Web Site. The print portion of the advertising campaign launches with high-impact ads in the October issues of popular women's magazines, which hit newsstands in September. Stash your favorite magazine into your purse to show as you hand out business cards and take advantage of warm-chatter opportunities.

4. Reinforce Your Relationships With Current Customers!

Consider contacting current customers and offering facials, hostess opportunities and a chance to experience products they haven't tried. Then you can stay in touch by sending them *The Look* each quarter.

E-Biz Tools You Can Use

- **myCustomers® Action Items:** You'll want to be sure to check Action Items in myCustomers® on the Mary Kay InTouch® Web site during the ad campaign. It will provide helpful suggestions for taking advantage of every available opportunity to connect with your customers including:
- **Beaut-e-News™ E-Newsletter:** If you haven't done so already, consider sending customers the free *Beaut-e-News*™ monthly e-newsletter. The September issue highlights the ad campaign, and the October issue promotes the online *Winning Is Grand* sweepstakes and all of the great prizes your customers have a chance to win. Continuing the momentum, the November issue promotes the online *After-Thanksgiving* sweepstakes. What a great way to keep your customers up to date! As an added benefit to you, links within the e-newsletter send customers back to your Mary Kay® Personal Web Site.
- **MKeCards®:** Make sure to visit myCustomers® on the Mary Kay InTouch® Web site to send MKeCards® that support the ad campaign and promote the *Winning Is Grand* sweepstakes and the *After-Thanksgiving* sweepstakes.
- **Reports:** If customers choose, e-mails will notify you that they're registered for the *Winning Is Grand* and *After-Thanksgiving* sweepstakes. Reports in myCustomers® will provide great information that you can follow up on for potential sales.



Look Here for Advertising!*

General Market Publications

Allure • October
Allure • December
Essence • October
Essence • December
Glamour • October
Glamour • November
Glamour • December
Good Housekeeping • November
Good Housekeeping • December
In Style • October
In Style • November
Lucky • October
Marie Claire • October
Marie Claire • December
O, The Oprah Magazine • October
O, The Oprah Magazine • November
O, The Oprah Magazine • December
Parents • October
People StyleWatch • November
Real Simple • November
Real Simple • December
Self • October
Self • November

Hispanic Publications

Cosmopolitan en Español • October
Cosmopolitan en Español • November
Cosmopolitan en Español • December
Imagen • October
Latina • October
Latina • December/January
People en Español • October
People en Español • December/January
Selecciones (Reader's Digest) • October
Siempre Mujer • October/November
Siempre Mujer • December/January
Vanidades • Oct. 10, 2006
Vanidades • Nov. 7, 2006
Vanidades • Nov. 21, 2006
Vanidades • Dec. 5, 2006

Web Sites

allure.com
babycenter.com
dailycandy.com
drphil.com
evite.com
fantasyfashionleague.com
foodnetwork.com
glamour.com
hgtv.com
instyle.com
ivillage.com
latina.com
luckymag.com
oprah.com
self.com
style.com
theknot.com
univision.com

*List not final. Please check the Mary Kay InTouch® Web site for all the details!

Getting the Word Out



Business success is all about customer awareness! And as a small-business owner, you know there's just no substitute for the right kind of attention. That's why Independent Elite Executive Senior Sales Director Julie Weaver was elated when she heard about the Company's advertising campaign and sweepstakes last fall. Her excitement created a chain reaction of higher sales, deeper customer relationships and a new appreciation for the Company.

About the time the Mary Kay advertising campaign gained momentum last fall, Julie noticed an interesting effect. "Many of the younger gals thought Mary Kay® products were only for older women," she explains. "The incredible ads proved that Mary Kay® products are for every woman who wants to look her best, regardless of her age. I've always known the products are cutting-edge, but the ad campaign made everyone else aware of it."

The *After-Thanksgiving* sweepstakes also hit a particular chord with Julie as she strategized how best to reach her customers during those all-important holidays. "A brilliant move on the Company's part," she enthuses. "Women have a natural curiosity and optimism. So, naturally, they just had to go online and enter to win! I didn't expect the phone to ring off the hook with orders immediately, but the sweepstakes led the way to women who genuinely wanted to try Mary Kay® products. Those who had tried them before were even more excited to see new offerings."

Many of Julie's sales after the sweepstakes came from women who logged on to her Mary Kay® Personal Web Site in the privacy of their own homes or offices. "Generation Y women wanted the latest technology as well as superior products, so they were drawn to the electronic presentation. That, combined with the impressive ad campaign made some women more open to accepting the Mary Kay opportunity."

Julie expresses her gratitude. "Mary Kay Inc. continues to find ways to help get the word out. Thank you, Mary Kay!"

Julie says, "Make the Most of Positive Attention"

- Get a Mary Kay® Personal Web Site and tell everyone about it! You can put the address on your business cards.
- Advise your customers in advance about upcoming ad campaigns and sweepstakes. People love to be in the know!
- Follow up for feedback and referrals!
- Suggest that customers who work in offices with lots of women host online "shows" to generate even more online traffic and exposure to ad campaigns and sweepstakes!

Reflections From Mary Kay

“A wise person once said, ‘You only get one chance to make a good first impression.’ It’s so true. Many times the first opportunity to meet a hostess and/or customers is when you enter the door. Therefore, it is vital to look your very best.”



– Mary Kay Ash

Dates to Remember

SEPTEMBER

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

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				

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:

Sept. 4: Labor Day. Postal holiday. All Company and branch offices closed.

Sept. 9: MK5K Fun Run and Walk at The Mary Kay Building in Dallas, Texas.

Sept. 10: Early ordering of the new Fall/Holiday 2006 promotional items begins for Independent Beauty Consultants who enrolled to send customers *The Look* for Fall/Holiday 2006 through the Preferred Customer Program.

Sept. 13: Mary Kay Inc. 43rd anniversary.

Sept. 15: Postmark deadline for Quarter 1 Star Consultant quarterly contest and to earn the Month 3 bonus. Ordering of the new Fall/Holiday 2006 promotional items available for all Independent Beauty Consultants. Last day for customers to take advantage of the Summer 2006 travel-sized TimeWise® Microdermabrasion Set gift with purchase. Last day for Preferred Customer Program enrollment to send customers the *After-Thanksgiving Sweepstakes* brochure.

Sept. 16: Month 1 product bonus, Quarter 2 Star Consultant quarterly contest and Fall/Holiday 2006 promotion begin. *Beaut-e-News™* e-newsletter begins e-mailing to customers.

Sept. 20: August Career Car qualifier paperwork due to the Company.

Sept. 25: Fall/Holiday 2006 Preferred Customer Program mailing of *The Look* begins, including an exclusive sampler of the new Affection™ Eau de Parfum. (Allow 7–10 business days for delivery.)

Next 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.

Challenge Yourself, Earn Great Rewards

Team building is unit building! Nov. 30 wraps up the first phase of two great challenges, *Bee Focused!* and *Great With 48*, so you'll want to maintain momentum! The *Bee Focused!* Challenge rewards Independent Beauty Consultants and Independent Sales Directors who add at least 10 qualified* new personal team members from July 1 to Nov. 30 with silver-tone bee earrings featuring a green stone. Independent Sales Directors who add at least 16 qualified* new unit members and their unit members who add the qualified* new team members during that same time period can receive an on-target "48" pin with crystals to recognize their achievements and help maintain focus on their yearlong *Great With 48* goal. And, as part of that challenge, Sales Directors can represent their units at the exclusive Leadership Conference 2007 banquet! For more information, log on to the Mary Kay InTouch® Web site and click on "Contests."

*For a new personal team member or new unit member to be qualified, her Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders must be received during the contest period.



The Ladder of Success: Helping You Climb Higher

The Ladder of Success turns 30 this year, and we're celebrating your consistent efforts all year long with the *Bee an All Star* Star Consultant Consistency Challenge. From June 16, 2006, through June 15, 2007, Independent Beauty Consultants who achieve Star Consultant status all four quarters can receive rewards ranging from new Queen Bee crown charms and onstage recognition to name recognition for the top 30 yearlong consistent Star Consultants on the Wall of Fame at Seminar 2007. And there's more. The names of Ruby year-end Star Consultants and above in the yearlong consistency challenge will be entered into a drawing for a trip package to Hawaii, to be presented at Seminar 2007. Don't miss the rewards and recognition you deserve. Let the world know you're an all-star.

* For more information, see the *Star Consultant* brochure.



Check out
MKConnections®
for new magnetic
calendars –
limited time only!

Mary Kay Ash Charitable Foundation: Sounding the Call for Awareness

Domestic violence crosses all borders and boundaries, and the millions of women affected by this silent plague deserve empowerment. In part because of the work of the Mary Kay Ash Charitable Foundation, the voice of their need is rising to a national level. But so much is left to be done.

October is Domestic Violence Awareness Month, and in keeping with one of its missions, the Foundation is launching one more way to draw attention to this growing need. Joining with the Self-Reliance Foundation and Hispanic Communications Network, the Foundation will present *No Mas Silencio!*, a multimedia Spanish-language education awareness campaign directed toward the Hispanic community. *No Mas Silencio!* will feature a series of radio programs, newspaper columns and an information-and-referral service for connecting people directly to available resources. This broad impact is designed to enlighten the Hispanic community about the dangers of domestic violence and the need for women to speak out against it.

For more information and to contribute to the Foundation, go to the Mary Kay InTouch® Web site and click on the Foundation logo, or log on to the Foundation's Web site at www.mkacf.org.

MARY KAY ASH
CHARITABLE FOUNDATION

Working Together

Did you know this year marks the 10th anniversary of the Mary Kay Ash Charitable Foundation? The Foundation is helping to find cures for cancers that affect women and to end domestic violence. By working with you and your customers, and by forming alliances with institutions and individuals who share our goals, we –

and you – are making a difference. The *Team Up for Women!* Challenge alone raised more than \$300,000 this year – a nearly 40 percent increase over last year. You can be proud of the support given by you and your customers! This year the Foundation awarded 13 grants of \$100,000 each for cancer research, and 150 shelters

received grants of \$20,000 each. And the efforts don't end there. The Foundation once again made a \$200,000 donation to the National Network to End Domestic Violence Safety Net Fund. Together, we're helping to change women's lives!

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.

Let Customers Find You Online

How many times have you heard a customer say, "I used to use Mary Kay® products, but I lost my Independent Beauty Consultant"? Don't let it happen to you! Customers have two ways to find you online: first through your Mary Kay® Personal Web Site, and second, now your existing customers only need to know your name in order to find you through the Consultant Locator on www.marykay.com. Opt-in for this free service, and customers who enter your name will be provided with your contact information, such as your business phone number or Personal Web Site With Shopping. You'll want to go to the "myProfile" drop-down menu from the Mary Kay InTouch® home page to confirm that your contact information is correct and to give permission to the Company to provide that information to customers. Don't be a "lost" Independent Beauty Consultant!

BizBuilders Bonuses!

Free products with each qualified order! See these bonuses, quantities and values, available when you place a product order Sept. 16 – Oct. 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 MK Signature™ Ultimate Mascara™ in Black	\$15
\$1,200 sugg. retail/ \$600 wholesale	2 MK Signature™ Ultimate Mascaras™ in Black 1 Set Affection™ Samplers and Sampler Cards (pk./6 each)	\$30
\$1,600 sugg. retail/ \$800 wholesale	3 MK Signature™ Ultimate Mascaras™ in Black 1 Set Affection™ Samplers and Sampler Cards (pk./6 each)	\$45
\$2,400 sugg. retail/ \$1,200 wholesale	4 MK Signature™ Ultimate Mascaras™ in Black 1 Set Affection™ Samplers and Sampler Cards (pk./6 each)	\$60
\$3,600 sugg. retail/ \$1,800 wholesale	5 MK Signature™ Ultimate Mascaras™ in Black 1 Set Affection™ Samplers and Sampler Cards (pk./6 each) 1 Travel Roll-Up Bag	\$75
\$4,800 sugg. retail/ \$2,400 wholesale	5 MK Signature™ Ultimate Mascaras™ in Black 1 Set Affection™ Samplers and Sampler Cards (pk./6 each) 2 Travel Roll-Up Bags	\$75
\$6,000 sugg. retail/ \$3,000 wholesale	5 MK Signature™ Ultimate Mascaras™ in Black 1 Set Affection™ Samplers and Sampler Cards (pk./6 each) 3 Travel Roll-Up Bags	\$75
\$7,200 sugg. retail/ \$3,600 wholesale	5 MK Signature™ Ultimate Mascaras™ in Black 1 Set Affection™ Samplers and Sampler Cards (pk./6 each) 4 Travel Roll-Up Bags	\$75

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 value to the Taxes area in the Summary Section of the current Consultant order form. We reserve the right to substitute another bonus of equal or greater value in the event supplies are depleted.

recognition

Congratulations to the winners for June 2006.

Monthly Commissions and Bonuses

commissions, NSD commissions on their personal units, NSD bonuses for first-line offspring from their personal unit and NSD offspring and NSD commissions earned on all foreign countries for May. Also included are the following, which do not count toward NSD ranking; Sales Director commissions, Personal Team commissions, and NSD contest bonuses.

Listed are NSD commissions/bonuses earned in June 2006 by Independent National Sales Directors on the monthly wholesale production of first-, second-, and third-line offspring units, Senior NSD

EMERALD



Anne Newbury**	\$82,359
Gloria H. Mayfield Banks**	63,541
Kathy S. Helou*	62,565
Dacia Wiegandt	57,996
Sherry Giancristoforo**	38,958
Nydia Payán*	35,172
Ronda Burnside*	34,746
Debi R. Moore*	34,206
Jamie Cruse-Vrinios	34,128
Kerry Buskirk*	30,836
Doris Jannke*	27,087
Mona Butters	25,897
Janet Tade*	24,813
Lily Orellana	24,424
Jackie LaPrade	23,705
Kay E. Elvrum	23,430
Cathy Phillips	23,244
Pamela Tull	22,844
Joanne R. Bertalan*	22,025
Cathy Bill*	21,804
Consuelo R. Prieto	21,309
Cindy Fox	20,148
Shelly Gladstein	18,676
Brenda Segal*	15,953
Miriam Gómez-Rivas	15,788
Kym A. Walker*	15,695
Cristi Ann Millard	15,391
Sherry A. Alexander	15,143
Yvonne S. Lemmon	14,323
Sabrina Goodwin Monday	14,283
Judy Harmon	14,252
Natalie Privette-Jones	14,175
Dawn Otten-Sweeney	13,543
Judy A. Rohde	12,834
Crisette M. Ellis	12,751
Jo Reynal Rogers	12,748
Irene A. Shea	12,405
Regina Hogue	12,277
Francie McBeth	10,467
Joanne Hollingsworth	9,444
Nora L. Shariff*	9,005
Esther Whiteleather	8,220
Carmen Rios	8,052
Phyllis R. Sammons	6,848
Pamela Cheek	5,646

PEARL



Nan Stroud**	\$50,848
Jan Harris**	49,922
Cindy A. Williams	46,767
Darlene Berggren*	43,277
Pamela Waldrop Shaw	43,021
Cheryl Warfield*	41,266
Stacy I. James*	38,530
Jackie Swank*	37,528
Joan B. Chadbourn*	34,659
Maureen S. Ledda*	33,473
Rosa Jackson**	32,403
Nancy Perry-Miles*	29,953
Elizabeth Fitzpatrick*	27,592
Anita Tripp Brewton	27,436
Lise T. Clark*	23,941
Julie Krebsbach	22,876
Monique Todd Balboa	21,944
Nancy Bonner*	20,558
Lynda Jackson*	20,316
Beatrice Powell	18,998
Anabell Rocha-Pedraza	18,540
Barbara Faber	18,532
Sylvia Kalicak	18,327
Ruth Theodocion	17,522
Wilda DeKerlegand*	17,233
Sandy Miller	17,080
Shirley M. Oshiro	16,911
Glinda McGuire	16,879
Pat Campbell	16,811
Jane Studrawa	16,551
Halina Rygiel	16,327
Kathy C. Goff-Brummett	16,290
Robin Rowland	16,173
Maureen Myers	15,895
Wadene Claxton-Prince	15,463
Bett Vernon	15,057
Linda Kirkbride	14,588
Connie Phillips	12,796
Rosalie Ann Medjesky	12,703
Deb Pike	11,508
Gloryann Koester	10,971
Kathy Jones	10,816
Sonja Hunter Mason	9,587
Mary Pat Raynor	8,233
Bettye M. Bridges	5,297

DIAMOND



Barbara Sunden**	\$101,672
Lisa Madson	79,379
Karen Piro**	69,661
Anita Mallory Garrett-Roe*	58,547
Linda C. Toupin	45,208
Julianne Nagle*	43,536
Patricia Rodriguez-Turker*	42,904
Holly Zick**	40,940
Tammy Crayk	40,823
Gloria Castaño**	37,072
SuzAnne Brothers*	35,217
Pam Gruber*	34,735
Joyce Z. Grady	34,664
Sonia Pérez	33,435
Dawn A. Dunn	32,604
Judy Newton	31,048
Mary Diem*	30,514
Diane Underwood	28,180
Sandy Valerio	26,111
Jo Anne Cunningham	25,505
Kathy Z. Rasmussen**	25,468
Sharon Kingrey	23,152
Diana Sumpter	18,978
Connie A. Kittson	18,531
Jo McKean	16,795
Diana Heble	16,760
Sharon Z. Stempson*	15,592
Linda O. Scott	15,219
Jan Mazziotti	13,864
Charlotte G. Kosena	13,691
Andrea C. Newman	10,880
Betty Gilpatric	10,472
Naomi Ruth Easley	9,812
Isabel Venegas	9,648
Kay Z. Hall	9,354
Carol Lawler	9,272

RUBY



Pat Fortenberry**	\$82,803
Carol Anton*	67,118
Ronnie D'Esposito Klein	47,910
Pat Danforth*	47,063
Karlee Isenhardt**	41,968
Linda McBroom*	38,148
Sue Kirkpatrick*	38,056
Johnnette Shealy*	37,468
Shirley Oppenheimer	36,386
Jeanne Rowland*	30,334
Wanda Dalby**	30,203
Margaret Winner*	28,011
Janis Z. Moon	27,888
Toni A. McElroy	26,171
Joan Watson	23,934
Kimberly R. Walker-Roop	23,768
Scarlett Walker*	22,921
Pam Ross*	22,130
Rebecca Evans	21,793
Patricia Lane	21,238
Judy Kawiecki	21,019
Jessie Hughes Logan*	20,810
Bea Millsigle	20,663
Rhonda L. Fraczkowski	20,326
Pamela A. Fortenberry-Slate*	20,235
Sue Z. McGray	19,902
Dianne Velde*	19,414
Vicky L. Fuselier	19,278
Michelle L. Sudeth	19,267
Cheryl J. Davidson	19,179
Elizabeth Sapanero	18,752
Maria Aceto Pirro	18,472
Kirk Gillespie	16,962
Cindy Towne	15,871
Kate DeBlander	15,170
Lynne G. Holliday	14,569
Jean Santin*	14,119
Kelly McCarroll	14,103
Phyllis Chang	14,000
Nancy West Junkin*	13,693
Nancy M. Ashley*	13,512
Amy Dunlap	13,269
Cyndee Gress	12,750
Cindy Z. Leone	11,514
Sharilyn G. Phillips	10,303
Katie Walley	9,835
Gay H. Super	9,691
Renee D. Hackleman	8,952
Margaret M. Bartsch	7,731

SAPPHIRE



Christine Peterson**	\$74,637
Gayle Gaston**	69,821
Rena Tarbet*	56,074
Joanne Holman*	47,166
Jana Cox*	40,295
Judie McCoy*	40,104
Lupita Ceballos*	37,725
Rosa Enriquez*	35,248
Donna Floberg*	34,625
Helene Reiners*	33,982
Jo Anne Barnes	30,307
Valerie J. Bagnol*	29,548
Asenath G. Brock*	27,789
Shannon C. Andrews*	27,277
Sonya LaVay*	25,669
LaQueta McCollum	25,279
Gloria Baez	24,549
Vernella Benjamin	22,811
Mattie Dozier	22,721
Mary L. Cane	21,434
Martie Sibert*	20,303
Jan L. Thetford	20,035
Jeanne Curtis	19,661
Nancy A. Moser	19,633
Alia L. Head	18,053
Karen Kratochvil	17,883
Karen B. Ford	17,518
Carol L. Stoops	17,284
Davanne D. Moul	17,130
Sherill L. Steinman	17,011
Sharon L. Buck	16,645
Maribel Barajas	16,380
Jo Ann Blackmon	14,405
Gillian H. Ortega	14,373
Kendra Crist Cross	13,773
Ann Brown	12,589
Joy L. Breen	9,646
Jill Moore	9,555

* 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 June 2006 estimated unit retail production.

EMERALD

Elaine Oatmeyer \$258,685
Auri Hatheway 193,550
Tanya Olivia King 168,726
Hollie R. Sherrick 151,838
Helen Jakpor Asare 146,436
Kerri L. Bunker 126,858
Karen A. Jorgenson 106,327
Denise G. Kucharski 103,061
Silvia Ramos 102,747
Kimberly Dawn Reed 101,021
Mayra Smalley 99,901
Candy Jackson 99,527
Nancy A. Coleman 95,621
Kathy L. Pola 90,660
Talia V. Peterson 85,970
Pat Forehand 83,244
Kathy P. Oliveira 79,877
Ann Shears 79,673
Pam Robbins Kelly 79,647
Karen E. Riddle 78,633
Nancy L. DeFina 76,835
Valerie Cashin 75,565
Tandy L. Ludin 74,378
Ronit Goldstein 70,412
Kimberly R. Parker 68,035
Antonia Miranda 67,810
Maria Sanches 66,267
Michelle R. Smith-Blair 66,049
Paula Vander Vorste 66,036
Nancy A. Berlin 65,895
Linda Jackson 65,434
Caren Crosby Fields 64,936
Dana G. Berry 64,479
Evalina Chavez 64,364
Jean MacDonald 63,895
Kay Dickerson 63,676
Hope S. Pratt 63,067
Tia Elie 63,053
Vicki Hunter 62,306
Michelle S. Williams 62,008
Yolanda Lopez 61,206
Pattie A. Robinson 61,192
Paula Ladurantaye 61,138
Nancy Harder 61,098
Jennifer Lyn Meade 61,015
Zenelia Wheeler 60,942
Sheri L. Farrar-Meyer 60,324
Josefina Vargas-Quintero 59,969
Karen M. Posey 59,552
Christy M. Sands 59,330
Kimberly J. Richey 59,001
Denise M. Sowder 58,896
Sandy Malkin 58,830
Eva M. Hall 58,485
Karen L. Lima 58,370
Denise W. Montgomery 58,348
Penny R. Walker 56,578
Sharon Bachman 55,855
Judith Beede 55,827
Valerie Yokie 55,692
Kathy Rodgers-Smith 55,305
Cindy Louise Fournier 54,934
Lynn R. Zaremsky 54,402
Vicki Powell 54,000
Heather Shea Catts 53,581
Rosalinda Zrinsky 53,569
Vickie L. Melton 52,805
Barbara Gizzo 52,320
Isabel Arbelo 52,171
Barbara Pleet 52,012
Marcia Neyra 51,793
Carrell A. Cannon 51,719
Candice M. Santomauro 51,604
Stacy D. Foust 51,574
Julie A. Griffin 51,441
Perilita Ancheta 51,211
Linda Bradley 51,126
Grace Y. Adeoye 50,657
Rosemary Carolan 50,500
Rosemary Mitchell 50,448
Shawna D. Schneider 49,630
Lisa Fay Upex 49,413
Robin S. Moody 49,227
Karin Lynette Schmaltz 49,171
Brenda D. Elliott 49,116
Kerrie Ann Pflueger 49,080
Brittini Heil-Schuldt 48,635
Vilma Hernandez 48,507
Kimberly Richardson Edwards 48,448
Teresa Maynard 48,433
Laurie Ann Johnson 48,309

PEARL

Lorena P. Ramirez 47,291
Kara D. Bang 47,256
Janet L. Francis 47,236
Pamela J. Borghesani 47,208
Claudia Maria Velez 47,198
Debbie E. Barnes 46,967
Deborah J. Rose 46,789
Jeanie M. Tamborello 46,692
Trisha Taylor 46,541
Kim L. McClure \$157,175
Amie N. Gamboian 151,915
Allison Lee LaMarr 148,981
Cindy Machado 140,183
Jeanie Martin 118,198
Roya M. Mattis 116,701
Leah G. Nelson 108,083
Susan Moore 107,913
Susan M. Hohlman 107,425
Tracey L. Chavez 104,287
Patty Webster 102,728
Menina M. Givens 99,076
Tammy A. Vavala 93,556
Betsy C. Richard 93,178
Linda A. Burns 92,650
Charlene Grubbs 87,910
Laura Poling 87,624
Holly L. Ennis 85,378
Lisa Allison 85,300
Keita Powell 84,370
Kristin Myers 83,273
Kathy Eckhardt 81,498
Angel B. Toler 78,121
Patti Cornell 76,982
Tamarie M. Bradford 76,981
Sally Moreno 75,976
Rachael M. Bullock 74,852
Betty B. Lucido 74,287
Kyla Jean Dodson 74,056
Maureen Shipp 73,353
Rita Schaefer 72,780
Sherry L. Fields 71,508
Michelle Annesse Bleichert 71,303
Sandra M. Munguia 70,427
Erin C. Sorvillo 70,404
Maria Bolling 69,534
Melissa Nix Henderson 69,382
Lisa Olivares 68,876
Sandra M. Lee 68,485
Lori Perkins Tassin 68,377
Harriett Sharpe 65,546
Nedra White 65,331
Tammy Bone 65,303
Shari M. Kirschner 65,148
Fay M. Hamelin 65,104
Nicole J. Canamare 64,365
Pat Ringnald 64,126
Alma Orrostieta 63,339
Peggy Matish 62,713
Heather Marie Erbe 62,497
Janice Baxter Hull 62,479
Kathleen Deal 62,137
Diane M. Terwilliger 61,898
Janice Williams 60,258
Barbara Ashworth 59,822
Francene M. Anderson 59,651
Anne Geertsen 59,132
Lisa Anne Hall 57,953
Beth H. Piland 57,843
Kathryn L. Engstrom 57,396
Elizabeth B. Muna 57,120
Rebecca Milligan 57,019
Krista Lynnette Shepard 55,897
Penny J. Jackson 55,346
Cathy A. Glick 55,284
Alicia Borkowska 55,163
Germaine Nichelle Richardson 55,158
Stefanie Lee Burgess 55,154
Irene K. Foster 54,704
Barbara R. Johnson 54,571
Denise M. Roberts 54,071
Marita W. Campbell 53,471
Patty J. Olson 53,024
Yvette Alexander 52,896
Patricia Fitzgerald 52,315
Anita N. Conley 52,302
Amy C. Schulte 52,263
Esther Sue Murray 51,926
Amy Kemp 51,742
Crystal M. Trudell 51,409
Mary C. Zimmerman 51,408

Joyce A. Bruggeman 47,291
Sherry Moir 47,256
Judi Tapella 47,236
Sally Ralph 47,208
Diane B. Hartung 47,198
Susan T. West 46,967
Susan K. Janish 46,789
Joyce Recenello 46,692
Dorothy D. Boyd 46,541
Donna L. Cemelini 49,955
Sandra Tatzer 49,494
Karolyn Gott 48,773
Gwen L. Gihring 48,540
Ashley O. Brooker 48,527
Heather Heyaime 48,486
Glenn L. Cartee 48,471
Tina M. Wright 48,274
Bette Lord Hillman 48,274
Vivian Fredrick-Dean 48,274

DIAMOND

Kim I. Cowdell \$162,477
Vivian Diaz 131,229
Melinda M. Balling 127,864
Chatney Gelfius 122,434
Jill D. Davis 118,050
Deborah Dudas 116,954
Pat A. Nuzzi 116,807
Ada Y. Garcia-Herrera 108,581
Deanna L. Spillman 106,916
Allison M. Nielsen 103,691
Diane Lynn Ferguson 102,107
Suzanne T. Young 101,514
Kelly Willner-Johnson 100,921
LaRonda L. Daigle 97,600
Shari Kendall 96,303
Shelly Palen 95,575
Audrey K. MacDowall 94,910
Nita Kathleen Heid 90,874
Sharon B. Carney-Wright 90,496
Patricia Carr 88,757
Amy Zanto 88,008
Linda C. Weniger 86,170
Vicki O'Bannon 85,526
Kim A. Messmer 85,148
Shelley Olson 84,265
Nancy Fox Castro 84,018
Heather M. Julson 83,952
Jill D. Hastings 83,947
Heidi Goelzer 83,429
Jacki L. Abraham 83,414
Jeanette E. Beichle 83,270
Lesley A. Bodine 82,527
Arianne C. Morgan 81,748
Lisa Bonadonna Madden 79,194
Karen L. Kunzler 78,214
Ana Carolina Alvarez 77,456
Evelinda Diaz 76,489
Connie L. Russo 76,457
Melissa R. Hennings 74,778
Marsha Morrisette 73,692
Marge Ward 73,609
Evelita Valdez-Cruz 72,583
Lori M. Langan 72,431
Lisa Rada 71,873
LaChelle M. Seleski 70,850
Kristen C. Spiker 70,621
Char Griffin 70,436
ReNee C. Hooker 69,069
Susan Hattem Weeks 69,020
Lara F. McKeever 68,522
Julie Schlundt 68,082
Andrea Shields 67,865
Sheryl Peterson 67,801
Sharon K. Alverson 67,572
Missy Shopshire 66,543
Caterina M. Harris 66,451
Nikki Hall Edgemore 66,374
Terri J. Beckstead 66,288
Mandy Staley 66,080
Mariann Biase Mason 66,017
Kristen P. Marks 65,717
Kim C. Meyers 65,456
Judy Higgins 65,331
Stephanie A. Richter 64,801
Elvi S. Lamping 64,798
Eileen M. Huffman 64,673
Rhonda Jean Taylor 64,653
Santos Mejia 64,525
Tina Nicole McLean 64,059
Rubiea Palacio 63,344
Kerry J. DeVilbiss 62,979

Maricarmen Gonzalez 62,930
Donna J. Saguto 62,813
Julie Garvey 62,516
Deborah R. Hettinger 62,142
Storie R. Schmidt 61,850
Gina D. Hestand 61,741
Consuelo A. Gomez 61,727
Joyce M. Conant 61,301
Judy Flummerfelt-Gerstner 60,696
Jenny R. DeMell 60,520
Cindy Sybrowsky 60,315
Patty Flaherty 60,093
Rita M. Krause 59,962
Pat Joos 59,765
Jennifer V. Agema 59,511
Jan Deardorff 59,454
Priscilla McPheeters 59,386
Mary Jacobson 59,286
Alice Conner 59,250
Patricia Schneider 59,212
Valorie Jean White 58,844
Joy H. Rentz 58,673
Denise M. Guthrie 58,654
Donna K. Smith 58,170
Mary Strauss 58,144
Elizabeth K. Daniels 58,009
Jane M. Lyons 57,898
Ruth Ojibeka 57,830
Mary P. Creech 57,797

RUBY

Candy D. Lewis \$283,247
Sheila K. Valles 158,949
Donna B. Meixsell 116,076
Roli Akperi 114,556
Jeanette M. Thompson 105,460
Dorothy C. Ibe 100,181
Thessy Nkechi Nwachukwu 98,632
Maggie G. Shake 98,279
Tracy A. Crisler 96,952
Diane Covington 96,068
Gaynell L. Kennedy 95,482
Julie Smith 87,558
Carmen Nunez 87,023
Terri A. Oppenheimer-Schafer 86,693
Gloria Dominguez 85,600
Kali DeBlender Brigham 85,367
Lisa V. Bauer 83,314
Lisa Anne Harmon 83,307
Debbie A. Elbrecht 82,324
Vicki Jo Auth 81,344
Darla L. Issa 80,290
Margi S. Eno 78,991
Laura A. Kattenbraker 78,539
Kathy Monahan 78,253
Mimi A. Novak 77,717
Thea Elvin 76,353
Judie Roman 75,851
Stella Nwokoye-Pius 75,689
Kathleen C. Savorgnan 75,613
Mary Lou Ardohain 75,563
Linda Leonard Thompson 74,485
Vicki S. Lindsay 74,236
Mary Sharon Howell 73,530
Natalie K. McNeill 73,465
Cyndy Legowski 73,140
Sherrie L. Clemons 72,917
Palia A. Curry 72,173
Laura P. Santos 72,124
Dori M. Fennell 71,178
Ekene S. Okafor 70,311
Ana Cristina N. Carper 69,491
Sandra Braun 68,485
Michelle Lee Paul 66,368
Deborah K. Hack 66,360
Jill E. Garrett 66,295
Trina D. Lawson 65,687
Jeanie Ripley 64,976
Mary Jo Dallen 64,754
Nancy D. Marshall 64,701
Stacy Witherspoon 64,416
Amber L. Faulk 64,326
Laurie Hallock 64,312
Gina Beekley 64,100
Jill S. Harris 63,692
Rachel Wallace Duncan 63,113
Elayne J. Watson 63,002
Krystal D. Downey-Shada 62,606
Jean A. Cooper 62,577
Colleen Robustelli 61,819
Laura Marino-Cole 61,567
Julie Thomas 61,344

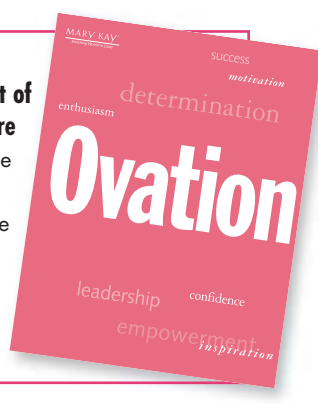
Chantelle Louise Gonzalez 61,258
Lauren Elizabeth Greutman 61,006
Kimberly Cavarretta 60,894
Robin R. Tucker 60,518
Carol Neat 59,923
Anne Weidenweber 59,302
Jennifer E. Armstrong 57,890
Ingrid Randall 57,804
Janet S. Pavey 57,774
Sylvia Limon Martinez 57,411
Gena Rae Gass 57,181
Gail Nevius 57,106
Michele Semper 57,040
Eleanor M. Reigel 56,936
Marnie R. Yunger 56,623
Phuong L. White 56,537
Jacqueline N. Alford 56,446
Connie A. Brinker 56,423
Elizabeth Medernach 55,646
Shelly Harpenau 55,494
Anita D. Chavez 55,399
Ketteline Guerrier 55,138
Tina Hulsman 54,683
Sue Cox 54,664
Graceanne S. Williams 54,644
Jennifer Farley 54,420
Laura K. George 53,582
Carol Fehr 53,557
Liz Claggett 53,322
Sara Starkey 53,090
Sonya U. Riske 52,936
Somer Ballard Carter 52,876
Shirli J. Lovegren 51,967
Linda C. Martinez 51,882
Sandi L. MacKay 51,875
Johnnie M. Robertson 51,781
Barbara Cook 51,308
Jackie M. Craver 51,268
Ann Tinucci Anderson 51,154

SAPPHIRE

Paola B. Ramirez \$199,729
Melva M. Slythe 179,474
Ann W. Sherman 179,182
Tracy Potter 148,806
Jennifer L. Semelsberger 138,153
Robin Blackmon-Dunda 123,466
Barbara Olesen Randall 120,389
Julie Weaver 115,960
Janelle A. Ferrell 114,584
Ann Ferrell Smith 106,957
Cheryl T. Anderson 99,515
Julia Mundy 98,655
Zasha Noel Lowe 97,175
Pilar Najera 94,137
Linda L. Quillin 92,779
Ana Maria Barba 89,375
Virginia E. Curry 88,442
Lynn Baer Roberts 87,866
Kristi M. Nielsen 86,095
Binta Touray Jagne 81,212
Kim Williams 80,788
Ronda Compton 80,501
Kathy R. Bullard 80,415
Angelee R. Murray 79,807
Maria Aguirre 78,950
Randi Stevens 77,770
Linda Klein 76,916
Jami B. Hovey 75,806
Marilynne H. Rowland 75,650

Jill L. Glockner 74,484
Tammy Ramage 73,907
Sherri Ammons 73,452
Charlotte Ashford 72,951
Erin Jayne Antrouin 72,859
Jodi L. Feller 72,598
Cristine E. Santa Croce 72,230
Elizabeth Sanchez 71,455
Theresa Kusak-Smith 70,787
Linne' Lane 70,730
Candy I. Johnston 70,456
Clara K. Moko 69,763
Julie M. Moreland 69,200
Pamela D. Cox 68,048
Marie Pfarr 67,652
Angie S. Day 66,449
Marty Ulmer 65,926
Bonnie Crumrin 65,284
Deborah Hepworth 64,209
Gloria Stakemiller 63,740
Lisa Mack 63,193
Eileen Fricke 62,971
Ladyl Ruth Brown 62,963
Phyllis I. Pinksner 62,433
Heather L. Bohlinger 61,976
Debbie A. Weld 61,122
Margaret Neill 61,116
Jessica M. Barber 59,580
Sara Kinney Turco 59,468
Lasharne D. Cotton 59,444
Linda S. Perry 59,401
Debra M. Wehrer 59,247
Bea Heath 59,133
Lourdes Flores-Guerrero 58,973
Silisia Evans Moses 58,773
Jill Beckstedt 57,944
Misti Bauman 57,773
Megan R. Ferris 57,539
Mary C. Bernhardt 57,534
Kerry-Ann D. Miranda 57,529
Roxie H. Coursey 57,392
Sandra A. Zavoda 57,386
Roxanne McInroe 57,251
Lynn A. Cervini 56,852
Alison Renee Jurek 56,846
Shirley Jenkins 56,667
Phyllis L. Lynch 56,507
Kaye Yuen 56,155
Brynnne M. Blalock 55,974
Gladis Elizabeth Camargo 55,920
Ruby Garner 55,851
Betty H. Schuler 55,776
Barbara D. McKneely 55,689
Terry A. Hensley 55,441
Theresa R. Bowden 55,080
Kim B. Roberts 54,842
Carole Gantt 54,684
Judy K. Johnson Englund 53,997
Lorraine S. Kigar 53,634
Jennifer G. Bouse 53,532
Susan Lackey Best 53,328
Peggy B. Sacco 53,302
Brandi Barnett 52,932
Maria G. Leon 52,624
Nannette G. Short 52,350
Gayle J. Green 52,316
Frances Woodham 52,193
Marjorie S. Haun 51,946
Angela D. Jackson-LaFerry 50,821
Chris Havens 50,750
Elizabeth A. Poole 50,203

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Online" link.



Commission Circle

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

EMERALD

Elaine Oatmeyer	\$42,790.67
Auri Hatheway	26,312.85
Tanya Olivia King	26,084.92
Kerri L. Bunker	23,244.90
Hollie R. Sherrick	20,479.36
Helen Jakpor Asare	18,509.70
Denise G. Kucharski	17,929.15
Nancy A. Coleman	17,248.91
Silvia Ramos	16,770.07
Karen A. Jorgenson	15,922.87
Mayra Smalley	15,695.32
Valerie Cashin	15,661.52
Kathy L. Pola	15,071.55
Candy Jackson	14,313.08
Ann Shears	13,461.86
Tandy L. Ludin	13,171.02
Michelle R. Smith-Blair	13,035.86
Kimberly Dawn Reed	12,869.28
Karen E. Riddle	12,655.24
Sheri L. Farrar-Meyer	12,624.52
Talvia W. Peterson	12,601.55
Pat Forehand	12,572.52
Kathy Rodgers-Smith	12,359.70
Kathy P. Oliveira	12,345.16
Pam Robbins Kelly	12,158.55
Evalina Chavez	12,157.12
Helen M. Harlow	12,107.16
Marian Annette Smith	11,670.75
Kimberly R. Parker	11,664.19
Denise W. Montgomery	11,510.82
Paula Vander Vorste	11,475.39
Eva M. Hall	11,338.68
Kay Dickerson	11,274.09
Zenelia Wheeler	11,162.03
Maria Sanches	11,106.99
Yolanda Lopez	11,026.05
Barbara Whitaker	11,001.18
Nancy L. DeFina	10,967.32
Isabel Arbelo	10,854.79
Nancy A. Berlin	10,645.22
Linda Bradley	10,533.27
Kimberly Richardson	
Edwards	10,532.02
Marianne L. Anderson	10,488.25
Michelle B. Ehrlich-Stravolo	10,430.99
Traci L. Smith	10,383.44
Karen L. Lima	10,357.91
Elda Ramirez	10,258.11
Linda Jackson	10,145.27
Sandy Malkin	10,113.49
Antonia Miranda	10,105.03
Shirley H. Koniewicz	10,005.54
Charlotte Mantooth	9,978.14
Tia Elie	9,868.82
Sheila J. McCune	9,836.49
Candice M. Santomauro	9,798.50
Jean MacDonald	9,745.03
Marina Sanchez Ramirez	9,617.20
Michele Martella Armes	9,595.69
Rose Campbell	9,529.62
Nancy Harder	9,526.47
Peritta Ancheta	9,525.38
Barbara Pleet	9,504.90
Paula Ladurantaye	9,490.48
Dana G. Berry	9,487.53
Pamela Rowe Krzmarzick	9,379.69
Shawna D. Schneider	9,346.25
Shara Mobley Gladden	9,333.18
Kara D. Bang	9,261.75
Debbie L. Bower	9,243.29
Meredith Richardson	9,127.72
Michelle S. Williams	9,115.57
Heather A. Carlson	8,927.64
Rosalinda Zrinsky	8,919.88
Claudia Maria Velez	8,872.50
Ronit Goldstein	8,849.94
Penny R. Walker	8,832.57
Brenda D. Elliott	8,827.04
Jeanie M. Tamborello	8,826.66
Pamela J. Borghesani	8,815.62
Caren Crosby Fields	8,813.59
Diane Hoggarth	8,792.90
Pattie A. Robinson	8,693.88
Stacy D. Foust	8,665.10
Laura Camp	8,642.83

Christine J. Kurzawa	8,554.16
Denise M. Sowder	8,550.87
Elaine K. Williams	8,544.05
Hope S. Pratt	8,513.23
Vicki Hunter	8,484.85
Josefina Vargas-Quintero	8,462.01
Laura A. Armstrong	8,407.20
Rene Muhammad	8,357.16
Vickie L. Melton	8,329.79
Debbie Minshall	8,319.73
Kimberly J. Richey	8,307.80
Karen M. Posey	8,288.29
Barbara Gizzo	8,266.88
Haydee Guzman	8,247.97
Blanca E. Arroyo	8,220.72
Heather Shea Catts	8,203.14

PEARL

Allison Lee LaMarr	\$25,375.28
Kim L. McClure	22,605.29
Cindy Machado	20,177.18
Tammy A. Vavala	20,067.65
Amie N. Gamboian	19,255.75
Jeanie Martin	18,484.88
Susan M. Hohlman	17,488.66
Roya M. Mattis	17,264.10
Susan Moore	16,747.67
Keita Powell	16,233.03
Tracey L. Chavez	16,094.93
Menina M. Givens	15,420.82
Patricia Webster	14,774.93
Leah G. Nelson	14,662.76
Sally Moreno	14,440.31
Lisa Allison	14,014.62
Linda A. Burns	13,938.53
Kathy Eckhardt	13,460.37
Charlene Grubbs	13,139.48
Betsy C. Richard	13,068.66
Carmen J. Felix	13,065.72
Sandra M. Munguia	13,009.16
Rita Schaefer	12,980.57
Betty B. Lucido	12,862.33
Patti Cornell	12,653.91
Angel B. Toler	12,458.21
Kyla Jean Dodson	12,391.63
Lori Perkins Tassin	12,281.47
Marita W. Campbell	12,127.35
Maria Bolling	11,989.67
Tamara M. Bradford	11,931.51
Michelle Annese	
Bleichert	11,899.38
Tammy Bone	11,858.87
Irene K. Foster	11,832.40
Jeanie K. Navrkal	11,624.69
Maureen Shipp	11,546.51
Rachael M. Bullock	11,538.68
Barbara Ashworth	11,532.70
Holly L. Ennis	11,429.33
Nadine H. Huckabee-Stanley	11,313.38
Alma Orrostita	11,250.32
Penny J. Jackson	11,230.62
Cathy E. Littlejohn	11,204.10
Kristin Myers	11,122.86
Erin C. Sorvillo	11,011.57
Gloria Heyama	10,995.87
Nadine Bowers	10,961.09
Janice Baxter Hull	10,895.87
Judy Brack	10,819.43
Sandra Tatzler	10,815.33
Janice Williams	10,787.61
Anita N. Conley	10,776.25
Sandra F. Goldsby	10,515.86
Harriett Sharpe	10,435.61
Laura Poling	10,428.97
Lisa Anne Hall	10,321.23
Mary C. Zimmerman	10,264.59
Sandra M. Lee	10,260.83
Peggy Matish	10,089.41
Vivian Fredrick-Dean	10,070.03
Nedra White	10,068.99
Nicole J. Canamare	10,055.19
Barbara Stimach	10,048.29
Fay M. Hamelin	10,008.47
Patricia W. Green	9,978.44
Shari M. Kirschner	9,905.03
Kathleen Deal	9,772.94

Dorothy D. Boyd	9,768.07
Alicia Borkowska	9,755.97
Heather Marie Erbe	9,753.68
Barbara R. Johnson	9,697.67
Sherry L. Fields	9,676.97
Anne Geertsen	9,645.70
Lisa Olivares	9,603.48
Sandra Giraldo Kirchhoff	9,599.28
Melissa Nix Henderson	9,597.32
Cathy A. Glick	9,531.68
Ginger J. Benedict	9,496.12
Dawn L. Walker	9,476.38
Francene M. Anderson	9,446.65
Pat Ringnald	9,381.26
Thalia U. Campbell	9,362.86
Bette Lord Hillman	9,357.14
Donna Stephano	9,245.87
Kathy Lee	9,198.55
Sherry Moir	9,182.94
Patty J. Olson	9,170.10
Krista Lynnette Shepard	9,169.49
Darlene Rutledge	9,141.40
Victoria A. Peasley	9,095.40
Judi Tapella	9,093.74
Susie Kopacz	8,757.90
Jeraline B. Long	8,706.13
Stefanie Lee Burgess	8,570.12
Rebecca Milligan	8,560.33
Tracie L. Carley	8,501.61
Jean A. Wilson	8,470.73
Joyce Recenello	8,399.12
Denise D. Roland	8,375.33
Kathryn L. Engstrom	8,374.17

DIAMOND

Kim I. Cowdell	\$20,235.32
Vivian Diaz	19,577.44
Melinda M. Balling	19,424.54
Chatney Gelfius	18,974.31
Deanna L. Spillman	18,597.57
Deborah Dudas	18,469.56
Jill D. Davis	18,146.33
Terri J. Beckstead	17,569.97
Pat A. Nuzzi	16,008.34
Shelly Pallen	15,768.37
Vicki O'Bannon	15,602.61
Ada Y. Garcia-Herrera	15,484.44
Evelinda Diaz	15,277.49
Kelly Willer-Johnson	15,038.21
Allison M. Nielsen	14,681.65
LaRonda L. Daigle	14,658.25
Suzanne T. Young	14,601.71
Gina Rodriguez	14,577.32
Jill D. Hastings	14,060.77
Sheryl Peterson	13,956.51
Connie L. Russo	13,921.63
Priscilla McPheeters	13,841.43
Heidi Goelzer	13,805.79
Sharon B. Camey-Wright	13,765.12
Heather M. Julson	13,713.62
Ana Carolina Alvarez	13,693.41
Julie Garvey	13,176.94
Maricarmen Gonzalez	13,155.01
Audrey K. MacDowall	13,065.23
Diane Lynn Ferguson	13,016.04
Mary Jacobson	12,980.57
Patricia Carr	12,971.25
Bonah Staley	12,945.38
Shari Kendall	12,940.44
Julie Schlundt	12,765.19
Linda C. Weniger	12,740.89
Martha Brown	12,681.22
Evitella Valdez-Cruz	12,601.61
Marsha Morrisette	12,593.38
Karen L. Kunzler	12,571.10
Jeanette E. Beichle	12,508.13
Valorie Jean White	12,291.49
Marge Ward	12,266.46
Melissa R. Hennings	12,105.05
Lisa Rada	11,999.72
Lesley A. Bodine	11,994.86
Shelley Olson	11,865.51
Kim C. Meyers	11,863.54
LaChelle M. Seleski	11,845.10
Trudy Miller	11,815.02
Lisa Bonadonna	
Madden	11,769.26

Ann M. Jones	11,766.41
Caterina M. Harris	11,653.93
Gina D. Hestand	11,653.35
Kim A. Messmer	11,541.92
Nita Kathyeleen Heid	11,514.82
Mariann Biase Mason	11,474.45
Amy Zanto	11,361.81
Elvi S. Lamping	11,351.36
Jacki L. Abraham	11,322.56
Nancy Fox Castro	11,161.66
Audrey J. Doller	11,145.29
Lara F. McKeever	11,024.17
Martha Kay Ralle	11,000.55
Mary P. Creech	10,989.97
Pat Joos	10,929.62
Rosa Bonilla	10,920.25
Maria I. Monarrez	10,896.55
Kristen P. Marks	10,838.27
Kristyn Anne Humphreys	10,827.50
Michelle L. Farmer	10,811.53
Betty McKendry	10,776.41
Morayma Rosas	10,621.12
Emily Sims	10,615.15
Donna J. Saguto	10,598.74
Yvonne Tazem	10,576.92
Mary Strauss	10,572.86
Patty Flaherty	10,564.08
Eileen M. Huffman	10,540.77
Jan Deardorff	10,467.32
Stephanie A. Richter	10,436.64
Tammie M. Hanson	10,414.89
Susan K. Carlson	10,414.46
Kerry J. DeVilbiss	10,409.54
Peggy Sperling	10,395.71
Consuelo A. Gomez	10,339.69
Nicole Ann Solomon	10,327.58
Nicole T. Mikoda	10,273.48
Donna K. Smith	10,257.56
Tami S. Hartley	10,210.31
Sharon K. Alverson	10,186.00
Lisa M. Forward	10,176.36
Nikki Hall Edgemon	10,173.17
Susan J. Pankow	10,140.71
Josefa E. Rosario	10,118.40
Sandy K. Griffith	10,085.71
Missy Shopshire	10,076.84
Uzoamaka Osili	10,056.51
Nellie R. Anderson	10,032.43
Brenda K. Howell	10,028.80

RUBY

Candy D. Lewis	\$42,432.87
Thessy Nkechi	
Nwachukwu	21,673.86
Sheila K. Valles	21,546.65
Donna B. Meixsell	17,767.24
Dorothy C. Ibe	17,368.70
Jeanette M. Thompson	16,922.70
Vicki Jo Auth	16,454.24
Diane Covington	16,154.89
Gaynell L. Kennedy	15,419.50
Roli Akperi	15,296.56
Terri A. Oppenheimer-Schafer	15,279.51
Mary Lou Ardohain	14,693.92
Maggie G. Shake	14,653.39
Gloria Dominguez	14,460.28
Thea Elvin	14,312.11
Kathy Monahan	13,446.75
Kali DeBlander	
Brigham	13,189.25
Tracy A. Crisler	12,951.99
Margi S. Eno	12,876.01
Lisa Anne Harmon	12,865.86
Judie Roman	12,818.25
Michele Semper	12,750.37
Julie Smith	12,730.19
Carmen Nunez	12,588.51
Palia A. Curry	12,329.00
Lisa V. Bauer	12,295.42
Ekene S. Okafor	12,286.69
Laura P. Santos	12,248.95
Dori M. Fennell	12,073.92
Natalie K. McNeill	11,958.18
Laura A. Kattenbraker	11,923.58
Sandra Braun	11,808.54
Sherrie L. Clemons	11,717.85

Jill S. Harris	11,537.64
Stella Nwokoye-Pius	11,458.24
Gena Rae Gass	11,383.94
Darla L. Issa	11,311.95
Kathleen C. Savorgnan	11,231.46
Kimberly Cavarretta	11,230.24
Gina Beekley	11,195.06
Nancy D. Marshall	11,168.54
Schoen McGinnity	11,149.43
Laurie Hallock	10,995.85
Deborah K. Hack	10,979.37
Michelle Lee Paul	10,962.32
Jackie M. Craver	10,928.19
Debbie A. Elbrecht	10,904.70
Gail Bauer	10,810.60
Amber L. Faulk	10,753.66
Vicki S. Lindsay	10,657.77
Sylvia Limon Martinez	10,649.07
Stacy Witherspoon	10,596.07
Connie A. Brinker	10,527.36
Lauren Elizabeth	
Greutman	10,463.94
Juanita V. Johnson	10,378.11
Mary Sharon Howell	10,242.89
Amy J. Spence	10,214.10
Karen Pappas	10,183.36
Mary Jo Dallen	10,076.78
Laura Marino-Cole	10,034.13
Mimi A. Novak	10,032.09
Jacque E. Streever	9,963.91
Ketteline Guerrier	9,879.82
Ingrid Randall	9,877.02
Linda Leonard	
Thompson	9,846.59
Jennifer E. Armstrong	9,841.32
Elayne J. Watson	9,807.19
Graceanne S. Williams	9,799.35
Leslie S. Kane	9,778.85
Tongbar Mason	9,722.97
Sue Cox	9,691.37
Phuong L. White	9,643.63
Barbara Cook	9,642.32
Ana Cristina N. Carper	9,641.18
Cyndy Legowski	9,614.05
Pansy L. Pierce	9,548.07
Jacqueline N. Alford	9,526.74
Tina Hulsman	9,520.27
Sonya U. Riske	9,498.28
Abbey Lee Kent	9,484.80
Marnie R. Yunger	9,483.96
Trina D. Lawson	9,453.24
Jeanie Ripley	9,449.87
Cindy Majors	9,439.15
Rachel Wallace Duncan	9,427.00
Chantelle Louise	
Gonzalez	9,382.15
Tiffany Brooke Stout	9,321.72
Laura K. George	9,261.94
Gloria Garoutte	9,257.44
Jean A. Cooper	9,252.19
Charlene N. Mason	9,251.10
Lisa Gentles	9,227.62
Dawn Stanford	9,181.91
Krystal K. Walker	9,105.29
Eleanor M. Reigel	9,080.77
Diane Buckley	9,050.68
Janet S. Pavey	9,045.19
Colleen Robustelli	9,008.64
Anita D. Chavez	8,944.18
Jill E. Garrett	8,895.47

SAPPHIRE

Melva M. Slythe	\$26,257.93
Ann W. Sherman	26,160.63
Paola B. Ramirez	22,954.04
Jennifer L.	
Semelsberger	19,895.63
Tracy Potter	19,810.27
Robin Blackmon-Dunda	18,413.34
Julia Mundy	18,260.18
Janelle A. Ferrell	17,205.22
Julie Weaver	16,603.73
Ana Maria Barba	16,3

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 June 2006.

TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



Anne Newbury
\$82,359
EMERALD



Nan Stroud
\$50,848
PEARL



Barbara Sunden
\$101,672
DIAMOND



Pat Fortenberry
\$82,803
RUBY



Christine Peterson
\$74,637
SAPPHIRE

TOP UNIT — ESTIMATED RETAIL PRODUCTION

EMERALD — Elaine Oatmeyer, <i>D. Wiegandt Area</i>	\$258,685
PEARL — Kim L. McClure, <i>Go Give Area</i>	\$157,175
DIAMOND — Kim I. Cowdell, <i>T. Crayk Area</i>	\$162,477
RUBY — Candy D. Lewis, <i>R. D'Esposito Klein Area</i>	\$283,247
SAPPHIRE — Paola B. Ramirez, <i>L. Ceballos Area</i>	\$199,729

TOP SALES DIRECTOR—PERSONAL SALES

EMERALD — Kathy L. Pola, <i>K. Helou Area</i>	\$20,398
PEARL — Pamela S. Rowley, <i>J. Harris Area</i>	\$16,202
DIAMOND — Jennifer V. Agema, <i>Go Give Area</i>	\$21,242
RUBY — Michelle Lee Paul, <i>M. Sudeth Area</i>	\$29,613
SAPPHIRE — Cristine E. Santa Croce, <i>Go Give Area</i>	\$23,657

TOP BEAUTY CONSULTANT—PERSONAL SALES

EMERALD — Brenda Lyn Chandler, <i>K. Bunker Unit, M. Butters Area</i>	\$19,510
PEARL — Linnea Plantino, <i>N. Bryle Unit, Go Give Area</i>	\$18,785
DIAMOND — Patricia Ann Hatmaker, <i>R. Hooker Unit, L. Toupin Area</i>	\$18,567
RUBY — Suann W. McGhee, <i>A. Palmer Unit, Go Give Area</i>	\$29,067
SAPPHIRE — Febe Abigail Molina, <i>E. Cisneros Unit, R. Enriquez Area</i>	\$16,097

TOP TEAM BUILDER

EMERALD — Sales Director Julia A. Young, <i>J. Tade Area</i>	21 New Team Members
PEARL — Kelly S. Junker, <i>S. Willis Unit, R. Medjesky Area</i>	18 New Team Members
DIAMOND — Sales Director Yvonne Tazem, <i>J. Grady Area</i>	25 New Team Members
RUBY — Shannon L. Lopez, <i>M. Miller Unit, K. Walker-Roop Area</i>	20 New Team Members
SAPPHIRE — Sales Director Lafreda D. Williams, <i>Go Give Area</i>	27 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 June.

EMERALD

Sales Director Elaine Oatmeyer.....	\$6,899.00
Sales Director Kerri L. Bunker.....	6,763.80
Sales Director Valerie Cashin.....	3,756.61
Sales Director Mayra Smalley.....	3,398.62
Sales Director Tanya Olivia King.....	3,085.58
Sales Director Marian Annette Smith.....	2,774.75
Sales Director Karen E. Riddle.....	2,617.10
Sales Director Traci L. Smith.....	2,600.33
Ximena Maria Sperling, E. Oatmeyer Unit.....	2,565.00
Sales Director Auri Hatheway.....	2,495.17
Sales Director Michelle R. Smith-Blair.....	2,372.47
Sales Director Denise G. Kucharski.....	2,372.32
Sales Director Kathy L. Pola.....	2,224.66
Sales Director Silvia Ramos.....	2,211.90
Sales Director Helen M. Harlow.....	2,179.66
Sales Director Nancy A. Coleman.....	2,047.18
Sales Director Anita Kay Cunningham.....	2,023.48
Sales Director Maritza Lanuza.....	1,971.45
Sales Director Perilita Ancheta.....	1,947.79
Sales Director Margarita Guerra.....	1,927.87
Sales Director Kara D. Bang.....	1,923.30
Sales Director Jean MacDonald.....	1,914.69
Sales Director Karen A. Jorgenson.....	1,913.99
Sales Director Isabel Arbelo.....	1,901.07
Sales Director Louann Hillebrand.....	1,874.80

PEARL

Sales Director Roya M. Mattis.....	\$3,515.67
Sales Director Keita Powell.....	2,716.29
Sales Director Angel B. Toler.....	2,675.79
Sales Director Susan Moore.....	2,348.87
Sales Director Rita Schaefer.....	2,270.91

Sales Director Maureen Shipp.....	2,241.01
Sales Director Linda A. Burns.....	2,048.02
Sales Director Patricia W. Green.....	2,003.40
Sales Director Vivian Fredrick-Dean.....	1,984.03
Sales Director Michelle Annese Bleichert.....	1,975.84
Sales Director Erin C. Sorvillo.....	1,970.15
Sales Director Tammy Bone.....	1,946.65
Sales Director Lori Perkins Tassin.....	1,933.86
Sales Director Marita W. Campbell.....	1,924.07
Sales Director Kim L. McClure.....	1,900.39
Sales Director Victoria A. Peasley.....	1,892.09
Sales Director Thalia U. Campbell.....	1,885.88
Sales Director Jasmine Sims Waring.....	1,829.62
Sales Director Mary C. Zimmerman.....	1,810.22
Sales Director Sandra M. Lee.....	1,782.40
Sales Director Tammy A. Vavala.....	1,776.87
Sales Director Marla Bolling.....	1,765.40
Sales Director Sharon S. Levan.....	1,756.63
Sales Director Sandra M. Munguia.....	1,743.50
Sales Director Tamarie M. Bradford.....	1,725.36

DIAMOND

Sales Director Valerie Jean White.....	\$3,593.74
Sales Director Mandy Staley.....	3,056.17
Sales Director Gina D. Hestand.....	2,479.78
Sales Director Chatney Gelfius.....	2,477.31
Sales Director Shelly Palen.....	2,470.63
Sales Director Kim C. Meyers.....	2,343.87
Sales Director Deborah R. Hettinger.....	2,311.56
Sales Director Lisa Rada.....	2,244.00
Sales Director Vicki O'Bannon.....	2,204.12
Sales Director Terri J. Beckstead.....	2,175.94
Sales Director Nicole Ann Solomon.....	2,138.31
Sales Director Nikki Hall Edgemon.....	2,133.53

Sales Director Yvonne Tazem.....	2,123.92
Sales Director Gina Rodriguez.....	2,112.83
Sales Director Ann M. Jones.....	2,047.40
Sales Director Heather M. Julson.....	2,032.06
Sales Director Patty Flaherty.....	2,006.29
Sales Director Silvia Sanchez.....	1,999.30
Sales Director Eitelvia Valdez-Cruz.....	1,957.25
Sales Director LaChelle M. Seleski.....	1,941.99
Sales Director Kathy M. Viola.....	1,932.43
Michelle Lee McLaughlin, A. Nielsen Unit.....	1,848.67
Sales Director Sheryl Peterson.....	1,842.43
Sales Director Kari Alice Johnson.....	1,805.51
Sales Director Kristen P. Marks.....	1,799.53

RUBY

Sales Director Candy D. Lewis.....	\$6,295.22
Sales Director Mary Lou Ardohain.....	2,786.36
Sales Director Dorothy C. Ibe.....	2,667.55
Sales Director Diane Covington.....	2,626.81
Sales Director Kali DeBlander Brigham.....	2,605.49
Sales Director Sheila K. Valles.....	2,592.04
Sales Director Laura P. Santos.....	2,396.71
Sales Director Natalie K. McNeill.....	2,373.43
Sales Director Amy J. Spence.....	2,340.91
Sales Director Gloria Dominguez.....	2,269.41
Sales Director Lisa Kapanoske.....	2,159.95
Sales Director Lisa V. Bauer.....	2,151.91
Sales Director Tongbai Mason.....	2,128.31
Sales Director Jill S. Harris.....	2,114.71
Sales Director Maggie G. Shake.....	2,045.86
Sales Director Maryann Clark-Durell.....	2,012.47
Sales Director Jackie M. Craver.....	1,957.77
Sales Director Margi S. Eno.....	1,947.43
Sales Director Vicki Jo Auth.....	1,935.57

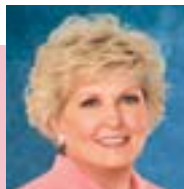
Sales Director Mary L. Cahoon.....	1,917.18
Sales Director Donna B. Meixsell.....	1,915.06
Sales Director Graceanne S. Williams.....	1,914.90
Sales Director Ketteline Guerrier.....	1,890.33
Sales Director Charlene N. Mason.....	1,878.89
Sales Director Onie R. Hill-Anthony.....	1,869.43

SAPPHIRE

Sales Director Ann W. Sherman.....	\$3,451.44
Sales Director Clara K. Moko.....	2,972.94
Sales Director Cristine E. Santa Croce.....	2,732.10
Sales Director Jodi L. Feller.....	2,681.41
Sales Director Ana Maria Barba.....	2,669.13
Sales Director Theresa Kusak-Smith.....	2,650.16
Sales Director Janelle A. Ferrell.....	2,551.69
Sales Director Therese E. Simon.....	2,540.25
Sales Director Jennifer L. Semelsberger.....	2,496.36
Sales Director Pam Klickna.....	2,375.02
Sales Director Lafreda D. Williams.....	2,360.51
Sales Director Ellen Ezekiel Farquharson.....	2,324.34
Sales Director Linda S. Perry.....	2,313.29
Sales Director Pam I. Higgs.....	2,271.43
Sales Director Debra M. Wehrer.....	2,263.19
Sales Director Binta Touray Jagne.....	2,112.57
Sales Director Lisa Mack.....	2,104.13
Sales Director Jessica M. Barber.....	2,039.31
Sales Director Heather L. Bohlinger.....	2,035.72
Sales Director Jacqueline Denise Moye.....	2,031.90
Sales Director Cheryl T. Anderson.....	2,018.90
Sales Director Elizabeth Sanchez.....	2,016.69
Sales Director Megan R. Ferris.....	2,000.31
Sales Director Pamela D. Cox.....	1,920.17
Sales Director Kaye Yuen.....	1,904.74

Sales Mentors

Special thanks to the sales mentors for the June 6, 2006, *New Independent Sales Director Education* class.



Jo McKean
National Sales Director
Derby, Kan.
Diamond Seminar



Dorothy D. Boyd
Elite Executive
Senior Sales Director
Marietta, Ga.
Pearl Seminar



Nancy Graham
Senior Sales Director
Camden, N.Y.
Emerald Seminar



Donna J. Saguto
Future Executive
Senior Sales Director
East Berlin, Pa.
Diamond Seminar



Michele Semper
Executive
Senior Sales Director
Nutley, N.J.
Ruby Seminar

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, MKECards, myBusiness, myCustomers, Nutribeds, Ovation, Power Hour, Satin Hands & Body, Satin 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, Renewal, 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 October 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."



Sheryle Frederic

Pearl
Senior Sales Director

Began Mary Kay
November 1982

Sales Director Debut
June 1986

Offspring two first-line;
one second-line

National Sales Director
Nan Stroud

Honors Cadillac qualifier; Circle of Honor; 13-times Sales Director Queen's Court of Personal Sales; 10-times Circle of Achievement; three-times Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$54,470

Personal Lives in Greenwood, S.C.
Husband, Jim; Daughter, Elisse

Favorite Quote "If excellence is possible, then good is never good enough."

Independent Senior Sales Director Donna Rogers of Due West, S.C., says, "When I moved to South Carolina from New York, I met Sheryle, and she graciously welcomed me into her unit to help me acclimate to the area. She has continued to pray for me, encourage me and support my unit members in the area."



Eileen Huffman

Diamond
Executive Senior Sales Director

Began Mary Kay
August 1996

Sales Director Debut
July 1997

Offspring five first-line;
one second-line

National Sales Director
Judy Newton

Honors Cadillac qualifier; Star Consultant; six-times Circle of Achievement; Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$84,387

Personal Lives in Lawrence, Kan.
Husband, Scott; Daughters: Courtney, Jessica; Son, Timothy

Favorite Quote "Let us not become weary in doing good, for at the proper time we will reap a harvest if we do not give up." Galatians 6:9

Independent Beauty Consultant Angel Johnson of Lawrence, Kan., says, "Even though Eileen was recently diagnosed with cancer, she is not letting it interfere with her personal Mary Kay business or her Sales Director duties. She is showing up and working hard and setting the perfect example."



Donna Meixsell

Ruby
Elite Executive Senior Sales Director

Began Mary Kay
February 1990

Sales Director Debut
August 1993

Offspring 10 first-line;
two second-line

National Sales Director
Pat Fortenberry

Honors Cadillac qualifier; Star Consultant; six-times Circle of Achievement; five-times Circle of Excellence; Double Star Achievement; Triple Star Achievement; two-times Queen's Court of Sharing; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$162,576

Personal Lives in Fayetteville, N.C.
Husband, Berrae; Son, Berrae III; Daughters: Amanda, Madison

Favorite Quote "Trust in the Lord with all thine heart, and lean not unto thine own understanding. In all thy ways acknowledge Him, and He shall direct thy paths." Proverbs 3:5-6

Independent Sales Director Debra Doughty of Fayetteville, N.C., says, "When I had just moved to the area three years ago, Donna took me under her wing and even allowed me to hold unit meetings with her. She has worked with me in both personal and business situations."



Jill Beckstedt

Sapphire
Executive Senior Sales Director

Began Mary Kay
February 1980

Sales Director Debut
January 1982

Offspring six first-line;
two second-line

National Sales Director
Go Give Area

Honors Cadillac qualifier; Circle of Honor; Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; Double Star Achievement; nine-times Circle of Achievement; 11-times Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$107,938

Personal Lives in Tampa, Fla.
Husband, John; daughters: Angela, Brooke

Favorite Quote "May the God of hope fill you with all joy and peace in believing so that, by the power of the Holy Spirit, you may abound in hope." Romans 15:13

Independent Senior National Sales Director Lynda Jackson says, "Jill has one of the biggest hearts. It shows from her generous and caring love for others."



Michele Armes

Emerald
Executive Senior Sales Director

Began Mary Kay
September 1996

Sales Director Debut
April 1998

Offspring seven first-line;
three second-line

National Sales Director
Kathy Helou

Honors Cadillac qualifier; Star Consultant; seven-times Sales Director Queen's Court of Personal Sales; Queen's Court of Sharing; six-times Double Star Achievement; four-times Circle of Achievement; two-times Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$109,651

Personal Lives in Honeoye Falls, N.Y.
Husband, Ken; Daughters: Tracey, Deanna, Justine; Sons: Greg, Benjamin

Favorite Quote "Trust in the Lord with all your heart, and lean not on your own understanding. In all your ways acknowledge Him, and He shall direct your paths." Proverbs 3:5-6

Independent Sales Director Valerie Coleman of Rochester, N.Y., says, "Michele opened her training center to me before I became an Independent Sales Director. Then she spoke at my Sales Director debut! Michele is always willing to share outside of her unit."

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NO PURCHASE NECESSARY TO ENTER OR WIN. A PRODUCT PURCHASE WILL NOT IMPROVE YOUR CHANCES OF WINNING. Open to legal residents of the 50 United States and the District of Columbia who are the legal age of majority. Void where prohibited. For complete Official Rules, odds and limitations, and to enter during a Weekly Entry Period (12:00:00 a.m. Central time Sunday through 11:59:59 p.m. Central time the following Saturday) go to www.marykay.com or to your Independent Beauty Consultant's Mary Kay® Personal Web Site. Grand Prize (5): \$1,000 (paid by check). Daily First Prize (175): Affection™ Eau de Parfum by Mary Kay. ARV: \$50 each. Limit one (1) Daily First Prize and/or one (1) Grand Prize per person. Begins on or about 12:00:00 a.m. Central time Oct. 1, 2006, and ends at 11:59:59 p.m. Central time on Nov. 4, 2006. Independent Beauty Consultants and their immediate family members are not eligible to participate.

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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