

MARY KAY

# applause<sup>®</sup>

OCTOBER 2011

EXPERIENCE

## Redefined Elegance.



**TAKE A LOOK:**  
THIS SEASON'S NEW TRENDS



THREE NEW WAYS TO **MAKE BEAUTY COUNT**

find it online: check out Mary Kay InTouch®

## Log on today to see what's hot.

You may find everything you need for your Mary Kay business and more!



### THE MK LIBRARY

If you can't get enough of the inspiration, motivation and education you just heard at Seminar, you should visit the library! The MK Library offers FREE downloads and streaming audio of favorite Mary Kay® CDs. It's a GREAT way to get focused on the new Seminar year!



### MKCONNECTIONS®

See the fabulous three-piece Insulated Carrier System that was introduced at Seminar on the MKConnections® website! You also can get the details of the new Cash Back Rewards Program offered by Chase™ MK Rewards™ Visa® and learn how to earn 3 percent for every \$1 spent on Mary Kay® purchases!



### NEW ADVERTISING!

See all the latest advertising that's reaching your customers! There are print ads, TV commercials, contests and more! Go to **Resources > Advertising** for the details.



### LEARN FROM THE MARY KAY SKIN WELLNESS COUNCIL

You can watch videos on skin care tips and get expert advice on other topics. Go to **Product Central > Pink Link Audio and Video** and look for updates from Chief Scientific Officer Dr. Beth Lange.

## october: dates to remember

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

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

8

10 Columbus Day observed. Postal holiday.  
Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.

New Independent Sales Director Education begins for Independent Sales Directors who debuted May 1, June 1 and July 1.

13

### SPECIAL EVENT NOTES

#### Get Ready for Leadership 2012!

Registration for Leadership Conference 2012 begins Oct. 17! Look for details and information in the November issue of *Applause*® magazine.

16 Winter 2011 Preferred Customer Program™ online enrollment for *The Look*, including exclusive samplers while supplies last, and Month 2 mailer begins.

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

28

31 Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. 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.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.

### Mary Kay said it best

“Many times the things we fear most happen because we expect them to happen. Fortunately, the opposite also is true. When we expect great things, great things will happen! We are surrounded by abundance, and we can draw it to us by expecting it.”



# INSIDE THIS ISSUE

## THESE LIPSTICKS CAN DO A LOT.

Be a part of Pink Changing Lives<sup>SM</sup> when you buy these limited-edition\* shades. See the shades and learn more!

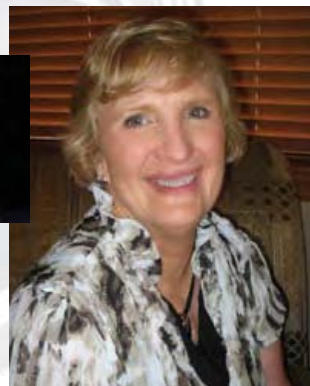


3

17

## EDUCATION TO GO!

If you've ever wished you could listen to some quick tips during lunch or hear some words of encouragement right before an appointment, then the Sales Education Mobile Website is for you!



18

## ON A MISSION

She took the Ryan Rogers Seminar Challenge – for a 10-party week in the month of August– all the way to the Caribbean. Read how Independent Beauty Consultant Jan McLaughlin made a commitment to herself, to her passion, and to help the people of Haiti.

# REDEFINING elegance



## INSPIRED ELEGANCE

The limited-edition\* **Mary Kay® Filigree Eye and Cheek Powder** creates the sophisticated look that women of all ages want.

The vintage-inspired color palettes, **Stunning** and **Splendid**, are enhanced with flecks of gold to add glamour. The eye and cheek powders, in two gorgeous palettes, feel velvety soft and glide on with effortless blendability to create your perfect look.

**\$20 each**



Fits perfectly in  
the Mary Kay®  
Compact Mini! **\$16**

## THIS SEASON'S HOTTEST LOOK:

Rich elegance that seems effortless. Help customers achieve this updated, feminine, polished look with the limited-edition\* **Mary Kay® Redefining Elegance Collection**.

## LOVELY LIPS

Create luxuriously soft lips in richly feminine hues this fall with limited-edition\* **Mary Kay® Lip Suede**.

The lush, long-wearing formula, available in two elegant shades, **Polished Pink** and **Luscious Plum**, will leave your lips feeling soft with a suede-like finish.

**\$14 each**



## GLAMOROUS EYES

Go from delicately thin to dramatically bold with the long-lasting, quick-drying limited-edition\* **Mary Kay® Luxury Liner**. This versatile liner applies evenly in one stroke, lasts all day and is available in three alluring shades: **Rich Plum**, **Classic Sable** and **Black Velvet**.

**\$14 each**

## SOPHISTICATED STYLE

Achieve modern elegance and total sophistication with the high-gloss finish of limited-edition\* **Mary Kay® Nail Lacquer**. Available in **Gold Leaf**, **Plush Plum** and **Lavish Sable**, this stay-true color is finished off perfectly with **Mary Kay® Base/Top Coat** for a durable shine.

**\$8 each**



All product prices are suggested retail.  
\*Available while supplies last





# THIS YEAR, make another beautiful difference.

## YOU AND YOUR CUSTOMERS CAN BENEFIT CAUSES THAT AFFECT WOMEN.

You can join Mary Kay® in its worldwide efforts to change the lives of women and children through your purchase of limited-edition\* *Beauty That Counts*® Mary Kay® Creme Lipstick. From Sept. 16 – Dec. 15, 2011, \$1 will be donated from each sale of *Beauty That Counts*® Mary Kay® Creme Lipstick.

Three new shades of Mary Kay® Creme Lipsticks in Give Hope, Give Dreams and Give Joy will inspire your customers to make a beautiful difference while wearing the same great formula they know and love. Each is packaged in a gorgeous, limited-edition\* tube that tells them “thank you” in 13 languages and signifies our ongoing commitment to Mary Kay’s legacy of giving.



## THE DIFFERENCE YOU’VE MADE

Thanks to you, our independent sales force, Mary Kay® donated just under \$4 million from the 2008, 2009 and 2010 worldwide sale of *Beauty That Counts*® Mary Kay® Creme Lipstick to causes that change the lives of women and children around the world.

All product prices are suggested retail.  
\*Available while supplies last

Available  
starting Sept. 16,  
limited-edition

**\$13**  
each



# hey there, trendsetter

The  
**Mary Kay®**  
Trend Report  
Fall/Winter 2011



## party IDEA!

Encourage each guest to share her dream outfit for this fall! Then, at the party, you can help her select the perfect coordinating color cosmetics.

## HOW TO SHARE THE TRENDS

- Get excited and tell your customers the *Trend Report* is featured in the September issues of *People StyleWatch* and *People en Español*.
- Carry the *Trend Report* with you to share with potential customers.

Your customers will not want to shop without their *Mary Kay® Trend Report* in hand. Once they've shopped till they drop, you'll be there to complete their looks with the hottest cheeks, eyes and lips!



- Post the *Trend Report* to your Facebook wall to entice your friends.
- Book parties using the *Trend Report* Beaute-vite® party-planning invitation.
- Send the *Trend Report* MKeCard® that links to the interactive online version.



Selling the **gorgeous fall Mary Kay® color products** means sharing the season's trends with your customers. And the *Mary Kay® Trend Report Fall/Winter 2011* has everything your customers need to know to spruce up their fall wardrobes and **update their color looks!** This season is all about bold jewel tones, fun prints and sophisticated jewelry.

## MUST-have, MUST-wear, MUST-DO

Hollywood stylists have shared this season's hottest trends. They are the experts, so you don't have to be!

Explain to customers that a pop of color can be on their belt, their shoes or even a bold mineral eye color!

Show your color-loving customers that makeup doesn't have to "match" an outfit to look beautiful and coordinated.

Advertisement

### Stylistcraves

*Fashion & beauty trends you'll want to wear this season*



Mary Kay® Mineral Eye Color, Iris



Mary Kay® Liquid Lip Color, Raspberry Ice



**Glam. Geometrics**  
Accent any outfit with asymmetrical prints, a bracelet, purple smoky eyes or pink pout.



Mary Kay® Lash Love™ Mascara



**Animal Instinct**  
Add drama to your wardrobe with feathers, leopard print or fur, plus luxe lashes.



Mary Kay® Forever Orchid Eau de Toilette

For more fab finds, check out [MaryKay.com](http://MaryKay.com) or [Facebook.com/marykay](https://Facebook.com/marykay)

Advertisement

### Royal Flush

Look throne-worthy with lush jewel tones or chunky rings and crimson lips.



Mary Kay® Creme Lipstick, Merlot



**Sophisticated '70s**  
Set a vintage vibe with flared jeans or lace-up platforms paired with sparkling eyes and a floral scent.



Mary Kay® Mineral Eye Color, Silver Satin and Sweet Cream

# MARY KAY®



Teach your customers that a retro look can look modern with sophisticated color choices.

# LITTLE GIFTS galore

These delightful little gifts are perfect stocking stuffers or adorable finishing touches on any gifts this holiday season! With their purse-friendly prices and precious packaging, these lovable little gifts are sure to be sweet sellers for you!

NEW! LIMITED-EDITION\*  
MARY KAY®

## LITTLE GIFTS HAND CREAM

You and your customers can give the gift of 24-hour moisturization in an alluring fragrance with limited-edition\* Mary Kay® Little Gifts Hand Cream. This enchanting hand cream, available in Vanilla Berry and Vanilla Mint, can be perfectly paired with the Mary Kay® Fragrance-Free Satin Hands® Pampering Set or Mary Kay® Mint Bliss™ Energizing Lotion for Feet & Legs.

All maintain the skin's soft and smooth feel during the dry winter months!

**\$10 each**

\*Available while supplies last

Vanilla Berry  
Little Gifts  
Hand Cream,  
3 fl. oz., **\$10**

Little Gifts  
Lip Balm,  
Set of 3,  
**\$15**

vanilla  
berry

vanilla  
mint

Vanilla Mint  
Little Gifts  
Hand Cream,  
3 fl. oz., **\$10**

vanilla

## NEW! LIMITED-EDITION\* MARY KAY® LITTLE GIFTS LIP BALM SET

Cold weather, wind and indoor heating can leave lips feeling dry, so your customers are sure to love the limited-edition\* Mary Kay® Little Gifts Lip Balm Set. Available in three delicious flavors: Vanilla Berry, Vanilla Mint and Vanilla, these lip balms are perfectly suited for little gift-giving occasions.

Set of three, **\$15**



Mary Kay®  
Thinking of You®  
Eau de Parfum,  
1 fl. oz., \$30

## NEW! LIMITED-EDITION\* MARY KAY® **THINKING OF YOU® BODY LOTION**

This multitubenefit product is back again for this gift-giving season. Designed to impart fragrance while leaving the skin feeling moisturized, limited-edition\* Mary Kay® Thinking of You® Body Lotion is the perfect gift for those who already love Mary Kay® Thinking of You® Eau de Parfum and want to help extend the wear of their favorite fragrance. It also is a lovely gift set for those who have yet to experience – but would love an introduction to – this beautiful fragrance.

Limited-Edition\* Mary Kay®  
Thinking of You® Body Lotion, 6 fl. oz., \$16

Imagine receiving a bottle of Mary Kay® Thinking of You® Eau de Parfum with the keep-sake charm and a beautifully handwritten note. Then imagine what it is to receive, as a special extra, a bottle of limited-edition\* Mary Kay® Thinking of You® Body Lotion. This will not only be a gift, but a memory.



## NEW! LIMITED-EDITION\* MARY KAY® **MINIATURE FRAGRANCE COLLECTION**

Good things really do come in small packages. The limited-edition\* Mary Kay® Miniature Fragrance Collection includes a .17 fl. oz. miniature replica of each Mary Kay® eau de parfum (Journey®, Bella Belara®, Belara®, Velocity® and Thinking of You®) packaged in an attractive vintage-look keepsake box. This set is perfect for any fragrance-lover, and it's a great value for just \$32.

Limited-Edition\* Mary Kay®  
Miniature Fragrance Collection, \$32

All product prices are suggested retail.

Offering budget-friendly pricing, you can help your customers create gift bundles with a Mary Kay® Satin Lips® Set, a Mary Kay® Satin Hands® Pampering Set or any other Mary Kay® product designed for pampering skin. Or pair the indulgent flavors of the limited-edition\* Little Gifts Lip Balms with the limited-edition\* Mary Kay® Little Gifts Hand Cream as a great “to-me-from-me” gift!



# Recognition

## Congratulations to the winners for June 2011

### Monthly Commissions and Bonuses

Listed are NSD commissions/bonuses earned on the wholesale production of first-, second-, and third-line offspring units; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for June 2011, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for May 2011 plus the following which do not count toward NSD ranking; Sales Director commissions, Personal Team Commissions and NSD contest bonuses. Cars, prizes, etc. are not included in these amounts.

#### Emerald



**Gloria Mayfield Banks**

<b>Gloria Mayfield Banks***</b>	<b>\$86,736</b>
Kathy S. Helou*	70,997
Debi R. Moore*	45,183
Sherry Giancristoforo**	40,029
SuzAnne Brothers*	39,060
Dacia Wiegandt*	38,975
Auri Hatheway	36,215
Cindy Fox*	30,837
Lily Orellana	29,234
Consuelo R. Prieto	27,315
Yvonne S. Lemmon	26,661
Jamie Cruse-Vrinos	26,193
Kerry Buskirk*	25,904
Kay E. Elvrum	24,700
Janet Tade*	24,349
Pamela Tull	23,130
Mona Butters	21,519
Dawn Otten-Sweeney	20,969
Cathy Bill*	20,553
Brenda Segal*	19,328
Cristi Ann Millard	18,814
Sabrina Goodwin Monday	18,291
Joanne R. Bertalan*	18,281
Morayma Rosas	18,192
Jackie LaPrade	16,766
Miriam Gómez-Rivas	16,076
Kathy Rodgers-Smith	13,785
Judy Harmon	13,597
Shelly Gladstein	13,336
Caterina M. Harris	13,273
Crisette M. Ellis	12,750
Kym A. Walker*	12,423
Sherry A. Alexander	11,938
Phyllis R. Sammons	11,097
Sandra Chamorro	11,091
Esther Whiteleather	11,022
Natalie Privette-Jones	10,045

#### Pearl



**Jan Harris**

<b>Jan Harris**</b>	<b>\$54,567</b>
Pamela Waldrop Shaw	49,163
Cheryl Warfield**	48,121
Stacy I. James*	47,900
Cindy A. Williams	47,301
Lisa Allison*	32,243
Maureen S. Ledda*	31,848
Glinda McGuire*	31,282
Sandy Miller*	29,779
Mary C. Estupian-Martel*	28,134
Anabell Rocha	26,821
Halina Rygiel*	26,582
Julie Krebsbach	26,559
Jackie Swank*	26,233
Shirley M. Oshiro	25,381
Anita Tripp Brewton*	24,523
Nancy Bonner*	24,495
Jeanie Martin	23,868
Monique Todd Balboa	22,645
Wilda DeKerlegand*	22,573
Lise T. Clark*	22,528
Sylvia Kalicak	22,493
Lynda Jackson*	22,243
Pat Campbell	22,147
Kristin Myers	21,373
Bett Vernon	21,040
Judy Brack	20,840
Alma Orroistela	20,084
Elizabeth Fitzpatrick*	18,202
Robin Rowland	17,085
Cathy E. Littlejohn	16,524
Linda Kirkbride	16,520
Barbara Stimach*	16,444
Beatrice Powell	16,070
Jane Studrawa	16,051
Holli Lowe	13,738
Kathy C. Goff-Brummett	13,719
Maureen Myers	13,068
Deb Pike	12,492

#### Diamond



**Barbara Sunden**

<b>Barbara Sunden***</b>	<b>\$150,773</b>
Anita Mallory Garrett-Roe**	94,422
Lisa Madson	83,307
Sonia Páez*	60,814
Gloria Castañón**	54,438
Connie A. Kittson	41,397
Patricia Rodriguez-Turker**	40,734
Linda C. Toupin	39,514
Diane Underwood	31,605
Mary Diem*	29,725
Dayana Polanco	28,914
Maria Monarrez	28,423
Vivian Diaz	27,659
Ada Garcia-Herrera	24,740
Dalene Hartshorn	22,014
Isabel Venegas	21,590
Evelinda Diaz*	17,798
Gina Rodriguez	17,128
Meyra Esparza	15,731
Diana Heble	15,179
Rosibel Shahin*	12,559
Carol Lawler	10,879
Betty Gilpatrick	10,166

#### Ruby



**Carol Anton**

<b>Carol Anton**</b>	<b>\$73,141</b>
Pat Danforth*	57,335
Sue Kirkpatrick*	52,334
Karlee Isenhardt**	38,835
Shirley Oppenheimer*	38,713
Kate DeBlander	27,304
Pam Ross*	26,759
Ronnie D'Esposito Klein*	26,490
Pamela A. Fortenberry-Slate*	25,719
Cyndee Gress	25,545
Janis Z. Moon	24,641
Rebecca Evans*	23,550
Jeanne Rowland*	21,287
Lynne G. Holliday	21,011
Thea Elvin	20,215
Vicki Jo Auth	19,650
Kimberly R. Copeland	18,727
Kelly McCarroll	18,572
Kirk Gillespie	18,084
Judy Kawiecki	17,853
Michelle L. Sudeth*	16,740
Toni A. McElroy	15,386
Gena Rae Gass	15,213
Candy D. Lewis	15,134
Jo Anne Barnes	15,043
Margaret M. Bartsch	14,867
Terri Schafer	14,475
Cindy Towne	14,426
Bea Millsagle	14,222
Vicky L. Fuseller	14,137
Scarlett S. Walker-Simpson*	13,786
Donna B. Meixsell	12,928
Gay Hope Super	12,786
Cindy Z. Leone	11,575
Rhonda L. Fraczowski	10,655
Amy Dunlap	10,603

#### Sapphire



**Karen Piro**

<b>Karen Piro**</b>	<b>\$77,943</b>
Lupita Ceballos**	38,430
Judie McCoy*	35,721
Dawn A. Dunn	34,605
Shannon C. Andrews*	31,696
Tammy Crayk	31,243
Jan L. Thetford	29,837
Gloria Báez*	27,735
Sandy Valerio	27,428
Julianne Nagle*	26,299
Valerie J. Bagnol*	25,928
Pam Klickna-Powell	25,877
Lorraine B. Newton	23,654
Davanne D. Moul*	21,961
Nancy A. Moser	19,406
Sherril L. Steinman	19,280
Debra M. Wehrer	18,398
Alia L. Head	17,729
Sharon L. Buck	17,721
Diana Sumpter	17,073
Joy L. Breen	16,644
Pam I. Higgs	16,065
Maria Guadalupe Diaz	15,859
Maribel Barajas	15,384
Magdalena Nevárez*	14,601
Paola Ramirez	14,475
Kimberly D. Starr	14,290
Kendra Crist Cross	12,953
Ann Brown	12,605
Karen B. Ford	12,232
Charlottesville G. Kosena	12,059
Gillian H. Ortega	11,491
Carol L. Stoops	11,108
Brigit L. Briddle	10,270

\*Denotes Senior NSD

\*\*Denotes Executive NSD

\*\*\*Denotes Elite Executive NSD

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# Recognition

## Commission Circle

Independent Sales Directors who earned the top 100 commissions and bonuses in each Seminar area in June 2011. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Emerald

Michele Armes	\$20,120.61
Karen E. Ridle	18,933.07
Grace Hull	18,286.31
Christie I. Ehiobu	17,502.99
Stacy D. Foust	16,738.78
Jeanie M. Tamborello	16,527.35
Linda Bradley	16,362.09
Evalina Chavez	15,288.32
Hollie R. Sherrick	14,768.34
Sue Uibel	14,719.19
Nancy L. DeFina	14,541.90
Christine A. Denton	14,541.18
Pam Kelly	14,260.05
Maria Sanchez	13,492.62
Jessica Brash Holzbach	13,375.79
Barbara Pleet	13,173.00
Helen Jakpor	12,931.59
Traci L. Smith	12,924.01
Jeffy Farrar-Meyer	12,755.08
Gerri L. Gurrieri	12,652.76
Leigh Ann David	12,639.31
Jordan Helou Eicher	12,612.15
Kay Dickerson	12,595.59
Ann Shears	12,425.44
Candy Jackson	12,410.79
Sandra Cathina Blacksher	12,094.07
Connie Marie Ackroyd	12,071.19
Heather A. Carlson	11,963.16
Michelle Lynn Walters	11,722.55
Marina Sanchez Ramirez	11,516.70
Tanya O. King-Lee	11,486.70
Nancy Jean Leroy	11,442.73
Elaine K. Williams	11,394.65
Susan Ruth Cunningham	11,269.16
Jeanette E. Beichle	11,025.73
Roxie Soto	10,702.02
Pamela Rowe Krzmarzick	10,558.93
Susie J. Serio	9,988.69
Amber C. Olsen	9,849.52
Susan A. Smith	9,779.71
Katie L. Ashby	9,771.92
Debbie L. Bower	9,766.39
Trisha Taylor	9,645.03
Paula Kelsch	9,630.64
Jacqueline Becerra	9,616.95
Carol Taylor	9,579.99
Lynn F. Huckels	9,574.61
Ann E. Kelly	9,561.36
Adriana Gonzalez Fajet	9,493.60
Cynthia Pack	9,427.14
Lourdes Monroy	9,423.14
Julie B. Potts	9,411.77
Sandy McKee-Rini	9,266.37
Nancy A. Berlin	9,215.86
Cheryl L. Foster	9,210.79
Amanda Thulin-Marrano	9,192.33
Michelle M. Martinez	9,185.37
Jo M. Cotton	9,136.33
Nancy Boucher	9,107.62
Karen A. Jorgenson	9,064.81
Doreen Stevens	8,997.52
Hope S. Pratt	8,901.62
Shelly E. Ehler	8,879.83
Maritza Lanuza	8,845.19
Kristen L. Voyles	8,826.77
Denise G. Kucharski	8,811.43
Ayobami Olanrewaju Olusa	8,765.43
Danette Kelley Smith	8,749.80
Denise M. Sowder	8,681.77
Maria Beddick	8,655.27
Dana Ann Lamade	8,503.50
Rose Campbell	8,452.42
Yolanda Lopez	8,403.13
Bridgett Leigh Moore	8,402.52
Dawn M. Starr	8,329.58
Nancy S. North	8,327.72
Stacy S. Gilson	8,300.30
Christine J. Kurzawa	8,299.49
Linda Jackson	8,285.47
Laura A. Armstrong	8,277.19
Stacy M. Houy	8,271.50
Lisa G. Wendland	8,255.64
Margaret E. Baros	8,210.15
Andrea Steinmetz	8,193.59
Helen M. Harlow	8,177.29

### Pearl

Amie Gamboian	\$25,407.68
Beth H. Piland	21,886.16
Kim L. McClure	21,795.76
Leah Michelle Lauchlan	21,707.16
Cindy Machado-Flippen	17,958.86
Julia Sander Burnett	16,587.27
Menina M. Givens	15,847.28
Tammy A. Vavala	15,372.03
Mia J. Mason Taylor	15,209.89
Michele Salisbury Rankin	15,188.66
Patty J. Olson	15,167.31
Katherine Mirkes Ward	15,106.90
Anne Geertsen	14,875.20
Nicole J. Canamare	14,712.62
Janice Baxter Hull	14,571.93
Angel B. Toler	14,383.66
Diane M. Detesco	14,199.72
Jeanie K. Navkal	13,984.46
Amy Kemp	13,434.40
Patti Cornell	13,380.50
Sylvia Limon Martinez	13,370.89
Jennifer C. Olais	13,135.24
Vicki Piccirilli	12,934.85
Jo Shuler	12,839.74
Mary C. Zimmerman	12,659.17
Roya Marie Mattis	12,564.87
Rachel Hope Day	12,561.07
Marye Durrer	12,553.32
Tracey L. Chavez	12,478.51
Tina Tannehill-Curtis	12,072.61
Tammy D. Niehaus	11,991.48
Dorothy D. Boyd	11,987.20
Sally Moreno	11,973.30
Amy Stokes	11,955.08
Kathy Eckhardt	11,853.70
Alice C. Mahone	11,821.90
Jeanie West	11,773.45
Barbara R. Johnson	11,724.09
Lia Rene Carta	11,690.87
Amy C. Schule	11,687.71
Tina M. Dees	11,614.24
Tammy Brown	11,472.38
Blythe Julie Egbert	10,425.99
Susan T. West	10,416.83
Shelley Eldridge	10,391.93
Debra L. Thomas	10,276.91
Gail A. Clark	10,186.34
Constance Nugent Miller	10,143.71
Tammarie M. Bradford	10,143.17
Adrianne M. Detesco	10,085.51
Morales	9,967.07
Carmen J. Felix	9,899.81
Joyce Bruder	9,776.69
Heather Marie Erbe	9,757.38
Nadine Bowers	9,739.46
Cheryl Marie Brown	9,696.96
Carrie V. Eddings-Foster	9,659.35
Nadine H. Hucklebee	9,587.35
Judi Tapella	9,587.35
Ashley O. Brooker	9,450.30
Richelle V. Barnes	9,424.38
Jaime Marie Bittner	9,415.74
Francene M. Anderson	9,325.45
Evelyn Pirhalla	9,212.18
Penny J. Jackson	9,153.01
Charlene Grubbs	9,061.53
Sherry Kostner	9,036.22
Consuelo Hernandez	9,029.48

Kathleen Deal	9,010.93
Sandra M. Munguia	8,995.32
Stacey Craft	8,955.00
Moji Mojtabaie	8,822.40
Maureen Shipp	8,807.77
Lisa Olivares	8,796.60
Rita Schaefer	8,792.63
Christi G. Campbell	8,525.93
Kay Rubin	8,516.66
Laurie Travis Plyler	8,486.48
Melissa Gabriella Olsheski	8,411.73
Sandra Tatzler	8,399.62
Kathryn L. Engstrom	8,398.23
Keith Powell	8,359.07
Peggy Matish	8,350.50
Angela P. LaFrance	8,347.09
Patty Wetzel	8,296.42
Rebecca Milligan	8,270.52
Amy Kitzell	8,207.96
April Christine Hutchinson	8,197.18
Angie R. Cameron	8,178.57
Susan K. Janish	8,138.98
Kim Deel	8,130.41
Debra B. Bishop	8,123.33
Kristi L. Sweett	8,118.08
Laura Marie Larson	8,070.85
Melissa Taylor-Yindrick	8,042.71
Melissa Hamby	8,031.09
Audrey Lea Detesco	8,006.98
Dana Davis-Armstead	7,998.23
Crystal June Trojanowski	7,994.96
Denise M. Roberts	7,950.30
Judy Gieson	7,943.97

### Diamond

Kristin Rogers	\$29,266.76
Mayuli Maria Polo	25,323.66
Gerri Anne Morris	21,843.67
Marsha Morrisette	21,526.39
LaRonda L. Daigle	21,357.25
Mary Strauss	20,967.39
Shelly Palen	19,609.11
Lisa Rada	19,175.57
Melissa R. Hennings	17,222.83
Janita Gudino	17,089.97
Heidi Goelzer	17,075.38
Bianny Fabiola Ramirez	16,495.72
Cecilia C. James	16,428.80
Melissa Jensen	16,183.75
Luisa Urena Mora	15,746.86
Priscilla MCPheeters	15,578.56
Maria Flores	15,199.50
Martha Kay Raile	14,769.63
Tawnia Krempges	14,493.81
Mary Jacobson	14,340.97
Michelle Cape	13,729.50
Elaine Krueger	13,697.76
Melinda M. Balling	13,640.24
Stephanie A. Richter	13,591.02
Ruth Cortes	13,450.24
Sheryl Peterson	13,377.85
Delmi Cristina Santos	13,278.04
Shelley Olson	13,132.97
Julie Schlundt	12,856.51
Betty McKendry	12,812.86
Julie Neal	12,696.03
Heather Rachel Catchpole	12,612.01
Linda Faye Dowell	12,608.11
Lila DeWeber	12,573.52
Lisa A. Stengel	12,514.19
Alicia Kingrey-Lokai	12,316.22
Jenny Siemsona	12,243.46
Alicia Borkowska-Sattler	12,231.45
Mary Kathryn King	12,135.05
Kim A. Messmer	12,036.60
Terri J. Beckstead	11,939.18
Maricarmen Gonzalez	11,928.89
Susan M. Hohlman	11,831.14
Rose Rodriguez-Capone	11,769.74
Ruth L. Everhart	11,758.24
Robin L. Sailer	11,664.05
Julie Danskin	11,351.64
Deborah Dudas	11,346.71
Maria Teresa Lozada	11,345.22
Mary Beissel	11,330.22
Leticia Saavedra	11,321.69

Diane L. Mentiply	11,304.80
Chris Landaker	11,242.90
Patricia Carr	11,234.36
Noelia Jaimes	11,173.54
Digna Urbina	11,118.62
Linda A. Wiseman-Jones	11,103.92
Kristen C. Spiker	11,022.03
Linda T. Cartiglia	10,971.62
Pat A. Nuzzi	10,833.84
Kari Alice Johnson	10,829.01
Evitelia Valdez-Cruz	10,787.80
Nicki R. Hill	10,752.11
Jennifer Mossore	10,646.40
Cindy Wallace	10,597.29
Donna J. Saguto	10,533.04
Noemi C. Jaimes	10,520.09
Patricia Schneider	10,500.97
Sonia Suyapa Bonilla	10,490.06
Susan M. McCoy	10,468.12
Nancy Ashton	10,422.36
Abby Heltsley	10,388.15
Nancy Fox Castro	10,329.58
Susana Pereira-Morales	10,207.33
Nicole Smith Shelton	10,147.80
Virginia Rowell	10,087.37
Ally Allgood	10,072.99
Carol Lee Johnson	9,964.53
Marlene Davitt	9,883.73
Norma Lee Shaver	9,819.16
Cheryl A. Riead	9,781.73
Karime Rosas	9,756.35
Mairelys Lopez	9,754.11
Susan J. Pankow	9,739.74
Beatrice Alghali	9,693.04
Denise Nygard	9,680.92
Joy H. Rentz	9,674.66
Sharon B. Carney-Wright	9,666.60
Denise M. Guthrie	9,653.09
Tammie M. Hanson	9,578.66
Audrey J. Doller	9,577.79
Brenda K. Howell	9,565.38
Sandy Griffith	9,555.89
Kiersten Vavrina	9,541.68
Susan M. Glatt	9,535.58
Robin S. Lantz	9,518.76
Stephanie Audino	9,508.60
Barbara H. Peterson	9,498.21
Teml Odeyale	9,483.15
Ana Carolina Alvarez	9,474.25

### Ruby

Donna Clark-Driscoll	\$20,753.91
Corrin Cresci	18,509.42
Carlotta Sandiford	18,184.93
Coleman	18,184.93
Thessy Nkechi Nwachukwu	17,229.05
Krystal D. Downey-Shada	17,002.96
Lisa Anne Harmon	16,312.88
Laura A. Kattenbraker	15,316.75
Liz Whitehouse	14,799.03
Michele Semper	13,737.54
Winifred Nonye Ogunbamini	13,633.11
Debbie A. Elbrecht	13,488.49
Diane Covington	13,396.01
Dorothy C. Ibe	13,340.87
Tiffany Brooke Stout	13,306.02
Patti Maxwell	12,895.00
Lisa Baker	12,828.65
Sheryl K. Goins	12,592.87
Jacqueline N. Alford	12,445.07
Melissa Regina Almazan	11,957.90
Candace Laurel Carlson	11,942.29
Jesslyn Ponck-Dick	11,864.18
Julie Brindell Sapp	11,735.81
Cheryl O. Fulcher	11,485.73
Mary Sharon Howell	11,453.25
Sherrille L. Clemons	11,424.95
Diana Gutierrez	11,190.68
Carmen Nunez de Valencia	11,084.16
Suzanne Moeller	11,072.58
Barbara L. Harrison	10,958.66
Lisa A. Williams	10,934.67
Ekene S. Okafor	10,910.99
Nadine N. Daniel-Hurry	10,873.62
Carol Fehr	10,866.14
Somer Ballard Carter	10,807.34

Shelia D. Evans	10,805.15
Suzanne P. Wallace	10,793.66
Marnie R. Yunger	10,699.97
Anne Weidenweber	10,682.10
Jennifer Isenhardt	10,677.82
Tonya Colbert	10,540.94
Christy M. Cox	10,529.13
Vicki S. Lindsay	10,466.66
Rose Mary Neel	10,433.69
Phuong L. White	10,415.88
Arleigh P.J. Morton	10,333.14
Tammy R. Steed	10,289.63
Kathleen C. Savorgnan	10,171.58
Mary Lou Ardohain	9,966.10
Mary Alice Dell	9,961.41
Gloria Dominguez	9,955.19
Pat Z. Allen	9,939.37
Cissy E. Warren	9,928.70
Tina Hulsman	9,926.36
Anna M. Sempeles	9,863.93
Chick Stamschror	9,845.70
Daria R. Bull	9,753.48
Karen E. Gardner	9,730.74
Janelle A. Ferrell	9,721.51
Kali DeBlander Brigham	9,670.90
Ingrid Elke Smith	9,537.60
Alicia Lindley-Adkins	9,480.42
Terry Thole	9,389.56
Charlyn C. Eschette	9,364.77
Stephanie Courington	9,326.87
Stephanie Lynne Lenard	9,307.57
Gina Beekley	9,303.23
Jacqueline Donna	9,280.42
Regan L. Danforth House	9,211.70
Karen Pappas	9,076.19
Peggy Young	9,060.03
Diane Buckley	9,055.79
Heather Jean McKinney	9,043.40
Natalie Marie Paparella	9,015.51
Juliet Ebele Okonkwo	8,977.85
Deborah S. Baile	8,913.75
Teka-Ann Haynes	8,828.04
Brandy E. Richwine	8,733.54
Michelle M. Visco	8,725.63
Julie Smith	8,675.61
Brenda Fenner	8,631.49
Toni Nipp	8,621.30
Cheryl A. Dechenne-Sheedy	8,550.95
Danette K. Lynch	8,536.48
Jill E. Garrett	8,297.22
Monica T. Green	8,296.47
Nancy N. Danley	8,274.71
Susan C. Ehrnstrom	8,254.16
Cathy O. Calabro	8,245.13
Judie Roman	8,229.92
Judy Lund	8,207.37
Deborah J. O'Leary	8,205.39
Breda M. Teal	8,163.46
Kathy Monahan	8,140.52
K.T. Marie Martin	8,116.98
Vanessa R. Upkins	8,093.38
Elsa A. Ramirez Pacheco	8,083.94
Sandy Weiner	8,030.48
Lillian J. Buss	8,024.85
Cristina Neves Carper	7,988.51
Linda Leonard Thompson	7,976.37

### Sapphire

Julie Weaver	\$19,782.88
Tracy Potter	16,799.89
Tammy Romage	16,084.03
Celeste Gabbard Byrd	14,810.38
Faith A. Gladding	14,599.14
Moleda G. Dailey	14,377.66
Tabitha A. Hallums	13,514.74
Cheryl T. Anderson	13,174.14
Lara F. McKeever	13,043.48
Lisa Louise Winton	12,981.41
Kathy R. Bullard	12,814.86
Debbie A. Weld	12,649.68
Maria Elvia Lopez	12,457.48
Kimberly Nicole Simmons	12,431.85
Melva M. Slythe	12,244.67
Brenda Bennett	12,085.33
Roxanne McInroe	12,023.78
Lynnea E. Tate	11,766.24

Julia Mundy	11,649.87
Cindy Bliss	11,520.66
Alison Jurek	11,436.94
Diane Bruns	11,432.55
Hilda Marruffo	11,354.75
Ann Ferrell Smith	11,206.94
Christy Bigham	11,168.98
Crystal Dawn McDaniel	11,142.2

# Recognition

## Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in June 2011.

### Top National Sales Directors — Commissions and Bonuses



**Gloria Mayfield Banks**  
\$86,736  
Emerald



**Jan Harris**  
\$54,567  
Pearl



**Barbara Sunden**  
\$150,773  
Diamond



**Carol Anton**  
\$73,141  
Ruby



**Karen Piro**  
\$77,943  
Sapphire

### Top Unit — Estimated Retail Production

EMERALD — Stacy Foust, <i>Go Give Area</i> .....	\$124,483
PEARL — Amie Gamboian, <i>S. James Area</i> .....	\$182,340
DIAMOND — Kristin Rogers, <i>C. Kittson Area</i> .....	\$204,920
RUBY — Corrin Cresci, <i>Go Give Area</i> .....	\$120,720
SAPPHIRE — Julie Weaver, <i>Go Give Area</i> .....	\$132,877

### Top Sales Director — Personal Sales

EMERALD — Hope Pratt, <i>Go Give Area</i> .....	\$19,622
PEARL — Jennifer Olaiz, <i>Go Give Area</i> .....	\$19,068
DIAMOND — Marsha Morrisette, <i>A. M. Garrett-Roe Area</i> .....	\$26,182
RUBY — Liz Whitehouse, <i>S. Kirkpatrick Area</i> .....	\$20,194
SAPPHIRE — Cindy Bliss, <i>Go Give Area</i> .....	\$32,994

### Top Beauty Consultant — Personal Sales

EMERALD — Helen Leiby, M. Bright Unit, <i>G. Mayfield Banks Area</i> .....	\$29,044
PEARL — Dixie Windrum, B. Piland Unit, <i>C. Warfield Area</i> .....	\$13,661
DIAMOND — Donna Sumption, T. Hanson Unit, <i>D. Underwood Area</i> .....	\$17,021
RUBY — Jeannie Cooper, K. Gillespie Unit, <i>K. Gillespie Area</i> .....	\$15,509
SAPPHIRE — Angela Wallace, K. Rosetti Unit, <i>K. Piro Area</i> .....	\$15,711

### Top Team Builder

EMERALD — Sales Director Sandra Blacksher, <i>G. Mayfield Banks Area</i> .....	25 New Team Members
PEARL — Sales Director Dana Davis-Armstead, <i>W. DeKerlegand Area</i> .....	13 New Team Members
DIAMOND — Sales Director Ruth Cortes, <i>I. Venegas Area</i> .....	20 New Team Members
RUBY — Sales Director Melissa Almanza, <i>R. Evans Area</i> .....	15 New Team Members
SAPPHIRE — Sales Director Beverly Stephens, <i>Go Give Area</i> .....	16 New Team Members

## Top Unit Builders

Independent Sales Directors with 20 or more new unit members for June 2011.

### Emerald

Sandra Cathina Blacksher.....	27 New Unit Members
Traci L. Smith.....	27 New Unit Members
Leigh Ann David.....	24 New Unit Members
Christine A. Denton.....	24 New Unit Members
Michelle M. Martinez.....	24 New Unit Members
Carol Shuff.....	21 New Unit Members
Hollie R. Sherrick.....	20 New Unit Members

### Pearl

Amie N. Gamboian.....	36 New Unit Members
Beth H. Piland.....	35 New Unit Members
Leah Michelle Lauchlan.....	24 New Unit Members
Blythe Jolee Egbert.....	23 New Unit Members
Rachel Hope Day.....	20 New Unit Members
Susan T. West.....	20 New Unit Members

### Diamond

Mayuli Maria Rolo.....	47 New Unit Members
Luisa Urena Mora.....	38 New Unit Members
Heather Rachel Catchpole.....	35 New Unit Members
Diane L. Mentiply.....	31 New Unit Members
Noelia Jaimes.....	30 New Unit Members
Juanita Gudino.....	28 New Unit Members
Gerri Anne Morris.....	26 New Unit Members
Terri Odeyale.....	25 New Unit Members
Delmi Cristina Santos.....	23 New Unit Members
Ruth Cortes.....	22 New Unit Members
Noemi C. Jaimes.....	22 New Unit Members
Jani Macias.....	22 New Unit Members
Kristin Jenae Rogers.....	22 New Unit Members
Maria Jimenez.....	21 New Unit Members
Ana Carolina Alvarez.....	20 New Unit Members
Melissa R. Hennings.....	20 New Unit Members

### Ruby

Karen E. Gardner.....	24 New Unit Members
Teka-Ann Haynes.....	22 New Unit Members
Cordelia Ogbonnaya.....	22 New Unit Members
Natalie Marie Paparella.....	21 New Unit Members

### Sapphire

Tabitha A. Hallums.....	23 New Unit Members
Michelle A. Boyce.....	22 New Unit Members
Beverly A. Stephens.....	22 New Unit Members
Diana E. Fraustro.....	21 New Unit Members

## New NSD Debuts

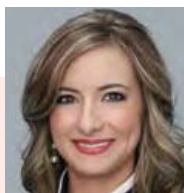
New Independent National Sales Directors Debut June 1, 2011.



**Vivian Diaz**  
National Sales Director  
Diamond Seminar



**Meyra Esparza**  
National Sales Director  
Diamond Seminar



**Kristin Myers**  
National Sales Director  
Pearl Seminar



# AWAKEN THE AGE-FIGHTING POTENTIAL of your skin at night.

With their knowledge of the different ways in which skin behaves at night versus day, the scientists at Mary Kay® developed TimeWise® Night Restore & Recover Complex with key ingredients that would give skin what it needs when it needs it the most.

## EFFORTLESS RESULTS

**7 out of 10 women** agree that after one week, skin feels younger.<sup>†</sup>

In addition, during a 12-week independent consumer study:

**76%** said skin feels firmer.

**69%** said they saw a reduction in the appearance of expression lines.

**70%** said they saw a reduction in the signs of premature aging.

**71%** said they saw a reduction in the appearance of environmental damage.

<sup>†</sup>Results reported during a 12-week independent consumer study

When panelists combined the use of TimeWise® Night Restore & Recover Complex with TimeWise® Night Solution and Age-Fighting Moisturizer, the results increased:

**81%** said skin feels firmer.

**80%** said they saw a reduction in the appearance of expression lines.

**83%** said they saw a reduction in the signs of premature aging.

**75%** said they saw a reduction in the appearance of environmental damage.

- Activates collagen production\*
- Targets the skin dermal matrix\*
- Helps skin recover from daily damage
- Restores the skin barrier\*

\*Based on in-vitro studies for key ingredients  
Price is suggested retail



TimeWise® Night  
Restore & Recover  
Complex, \$40  
(Normal/Dry and  
Combination/Oily formulas)



## LEARN MORE ABOUT THE MARY KAY SKIN WELLNESS COUNCIL.

The Mary Kay Skin Wellness Council is a group of dermatological experts that meets to exchange ideas and discuss the latest in skin health research. These professionals from nationally known institutions are committed to advances in skin health and wellness.

Each of the regular meetings of the Skin Wellness Council is an opportunity for Mary Kay® to increase the awareness of these professionals of our commitment to the science and innovation of skin care. The Company also gains the expertise and professional insight of well-respected scientists and doctors in the industry.

Want to gain some insight, too? Then visit **Product Central** where videos that feature members of the Skin Wellness Council can help you understand the science behind the beauty!



Dr. Beth Lange, Chief Scientific Officer (center), met with members of the Mary Kay Skin Wellness Council in Dallas recently.

## YOUR BEST FRIEND AT THE HOLIDAYS –

# customer delivery service

Customer Delivery Service – easy to use, affordable (less expensive than other options!) and with stand-out-from-the-stack, professional packaging – can be your “best friend” at the holidays.

**Independent Beauty Consultant Kathleen Saccone**, who started her Mary Kay business in 1989, says this about Customer Delivery Service (CDS), “Why wouldn’t everyone use it? Since I have moved over the years, a large part of my customer base is out of state, and packages that cost me \$36 to ship other ways only cost \$5 with Customer Delivery Service!” For the holidays, Kathleen says she will use holiday fliers and offer free shipping if her customers place their orders by a certain date. She feels the savings in her time, packaging materials and shipping costs more than make up for the \$5 charge.

“I will promote Customer Delivery Service during the holidays by reminding my customers that I offer free shipping – no strings attached,”



says **Independent Sales Director-In-Qualification Lydia Rowland**. Lydia began her Mary Kay business in 1999 and says, “We moved many

times during my husband’s military career and while building my business. Therefore, I’ve been fortunate to develop clients all over the country! CDS has made delivery to my out-of-state customers so simple and easy, while staying professional. My customers love the sturdy (but trendy) packaging and receiving their products quickly.”

**Independent Sales Director Karen Gummo Kirst** plans a festive display at her holiday selling events with a sample “Hello, Gorgeous!” box



to show! Karen started her Mary Kay business in 1992 and says, “The more excited an Independent Beauty Consultant is about this program, the more results she will see in her sales! The box alone is an exciting thing to

show and display, as it really gives the extra special touch to a gift!”

Everyone agrees that Customer Delivery Service is super convenient for great customer service to their customers whether they are across town or out of town. All your customers need is the recipient’s address and their gift selections for the holidays, graduation and birthdays, for Mother’s and Father’s Day, etc., to go directly and quickly to their loved ones. It also is convenient for customers to use for their own gift-giving occasions!

Karen views CDS and gifts with purchase as natural partners to help “sweeten” the savings for a customer (and increase sales)! She plans to offer a “Holiday Shipping Special” of only \$2.50 for orders up to \$75 and free shipping for orders \$76 and above.

Karen says, “Customer Delivery Service saves Independent Beauty Consultants time and money. Beauty Consultants who may not hold an extensive inventory now can offer gifts shipped quickly to customers nationwide!” This especially is valuable for the newer Independent Beauty Consultants who are just beginning to manage their inventories. By using CDS, a Beauty Consultant can easily help customers with gift selections of products that she does not have in her inventory.

Karen concludes her comments by saying, “People need our help and appreciate our great customer service during the busy holiday season! We now have yet another tool at our fingertips that we can use to help make everyone’s season hassle-free – and great – for both the Independent Beauty Consultant and her customers!”

Your best friend at the holidays and *every* day is Customer Delivery Service!



## SHIP TO YOUR CUSTOMERS FOR JUST \$5!\*

The Customer Delivery Service program is now available to all Independent Beauty Consultants! Enjoy this low shipping fee on all orders less than \$100 wholesale.\*

Here’s how to get started:

- Be in active status.\*\*
- Have a Premium ProPay® account.
- Get started in the myCustomers<sup>SM</sup> program.

Use Customer Delivery Service to save time, gas and money to speed products to your customers. It even allows you to “virtually” sell from the entire Mary Kay warehouse.

\*The shipping and handling fee for Customer Delivery Service orders of \$100 wholesale or more is \$8.75. The shipping and handling fee is \$30 for Customer Delivery Service orders to Alaska, Guam, Hawaii, Puerto Rico and the U.S. Virgin Islands. We cannot ship orders overseas.

\*\*An Independent Beauty Consultant is considered active in the month a minimum \$200 wholesale Section 1 product order is received and accepted by the Company and in the following two calendar months.

Note: Refer to Mary Kay InTouch® for more Customer Delivery Service details.



# EDUCATION made easy

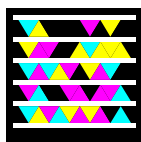
If you've ever wished you could learn a few selling tips during lunch, we heard you! If you ever wanted to hear some quick encouragement right before you presented the Mary Kay opportunity to a new contact, we heard you, too! Through **MKITGO.com**, you now can access selling tips, team-building pointers and much more on the **Sales Education Mobile Website** – on the go!

As you may already know, MKITGO.com provides key business information through your Internet-enabled smartphone or mobile device. You can place orders, check production, update your circle status on *"Let's Talk"*, and more. Now the addition of the *"Sales Education"* link from the MKITGO.com home page allows you to view educational videos on a variety of topics: Warm Chattering, Booking, Closing, How to Build Your Team and Share the Opportunity.

For each topic, there is a handful of videos to watch or listen to for immediate guidance and motivation. Each video is short – an average of just two minutes – but is power-packed with useful information! The advice can be used right away as you strive to improve your Mary Kay business, and many of the videos feature top independent sales force members whose success and experience you can learn from. You also can read a transcript of the video and rate the video to let other independent sales force members know how helpful it was to you.

Feel free to share videos under the *"Share the Opportunity"* section with potential team members. These videos feature independent sales force members sharing how a Mary Kay business changed their lives.

Remember, when you want to warm chatter, book an appointment, close a sale or conduct a team-building appointment, log on to the MKITGO.com Sales Education Mobile Website for a quick refresher. With your smartphone, you can take education with you everywhere you go.



#### VISIT THE SALES EDUCATION MOBILE WEBSITE NOW!

1. Download the free TagReader app at <http://gettag.mobi>
2. Scan this code with your phone.
3. Or view online at <http://marykay.nellymoser.com/marykay/pages/MaryKay?pageExtId=HomePage&backCompExtId=&campAlias=>

#### Watch these and other educational videos:



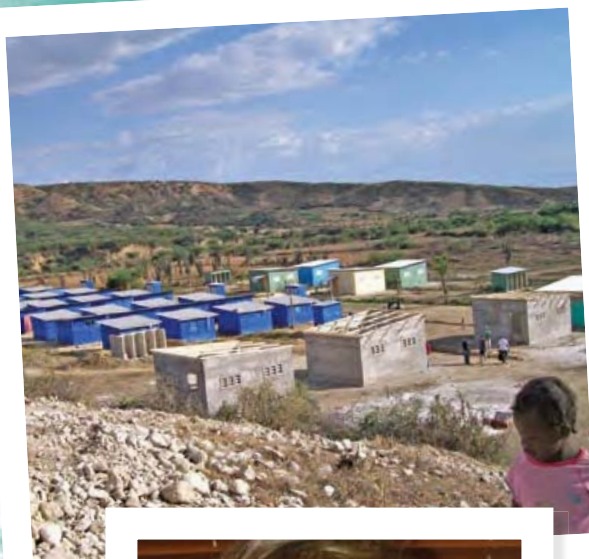
Introduction



Warm Chattering



When They Say "No"



# ON A mission

How far can one woman's  
Mary Kay business take her?

## Haiti





So many women want to feel like they are part of something bigger than themselves. They want to know that they are contributing to something that makes a difference. That's how **Independent Beauty Consultant Jan McLaughlin** felt the first time she visited Haiti on a mission trip organized by her church. The experience was so powerful that she says, "I knew I had to go back; I just didn't know how."

Months later, when **Independent National Sales Director Kendra Crist Cross** offered her the opportunity, Jan thought she saw a plan coming together. "I signed my Independent Beauty Consultant Agreement planning to use the money I would make by selling Mary Kay® products to go on another mission trip to Haiti." That was in October of 2009 – a little more than a year before the mission trip she hoped to join. That would be plenty of time to work her Mary Kay business between her two full-time jobs to earn the money she needed.

Of course, it wasn't quite that easy. Winter and spring came and went, and Jan says, "I still had no solid plan to make it happen. I had no idea how I was going to get the money by the deadline." But Kendra had been talking about Seminar, and Jan decided to go.

## TAKING THE CHALLENGE

Although she found her first trip to Seminar "overwhelming" at first, Jan says she soon found



"I was mesmerized by Ryan Rogers' speech; I listened to everything his grandmother had overcome to start the Company."

herself enjoying the experience, saying enthusiastically, "It was great!" At the General Session, she listened intently. "I was mesmerized by Ryan Rogers' speech; I listened to everything his grandmother had overcome to start the Company." And then Ryan issued a challenge: Hold a 10-party week in the month of August. He even said he was going to do it himself! "I kept laughing and asking myself, 'Is he really going to do this?'" Jan remembers. When he

asked the audience to join him, Jan's laughter turned to action, and she didn't hesitate. "If he was doing it, so was I!" She remembers the excitement in the arena as Ryan asked the audience to text him their commitment to the challenge. "We were all asking each other, 'Did you text? I did! Did you? Are you going to do it?'"

Once Jan returned home from Seminar, the excitement died down a little, but not her commitment. "I said I would do it, now I had to – I even told Ryan I would!" A promise to Ryan can be powerful motivation, and Jan is quick to give Kendra credit too. "Kendra was so supportive, so enthusiastic, and a great coach too. She gave me encouragement every day and still does."

Jan did do it, earning the money she needed, as well as giving a burst of momentum to her Mary Kay business. "I amazed myself at what I earned. And Kendra taught me to book parties from parties to keep it going." Jan told her friends and customers – "Anyone who would listen!" – about her goal. Each time, it renewed her excitement and commitment.

That winter, Jan was ready to go on the mission trip that her church had organized with Mission of Hope\* outside Port-au-Prince. "The trip was in December; we were at the airport all ready to go when we got word that all flights to Haiti had been cancelled. We were so disappointed!" Jan shares. Unfortunately, political unrest had made travel there unsafe at that time. Yet the trip organizers were undeterred and postponed the trip until February, when Jan was finally able to go. She had been working for months for the opportunity to be one of 17 people

who spent 10 days in Haiti on that trip.

"This was after the earthquake, so we mainly helped build houses. But we did whatever was needed," Jan explains, and from her descriptions, that was a lot. New bricks were made from rubble, and there was digging and painting to do. The highlight of each day was playing with the children that Mission of Hope cares for, many of whom are orphans. "We would play ball and other activities, making sure they had a chance to have fun every day," Jan says.

## WHAT'S NEXT?

Jan was able to continue her life-changing work in Haiti thanks to her challenge from Ryan and the earnings from her Mary Kay business. So what's next?

"I became debt-free in April! That was another goal," Jan says excitedly. This fall, she'll return to Haiti to work with Mission of Hope again – and again, she'll pay for that trip with her Mary Kay earnings. Then in a couple of years or so, Jan will retire from her full-time job. "I'll go to Haiti for three or four months each year, working as a teacher." It's important work, and Jan explains, "I would love having my older daughter Kaiyra and her family visit. The experience for my grandsons would be so valuable!" While in Haiti, Jan plans to supplement her income with money she earns in her Mary Kay business, and her other daughter, **Independent Beauty Consultant Crystal Legarda**, can help with any customer care needed. It's a great opportunity, and Jan tells us, "My Mary Kay business is making it all possible!"



# go-give® award

Congratulations to the winners for October 2011

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® Award nomination form is available on the Mary Kay InTouch® website under “Recognition.”



**Erin Sorvillo**  
**Pearl**

Independent Senior Sales Director

**Began Mary Kay**  
September 1995

**Sales Director Debut**  
March 2002

**Offspring** one first-line

**National Sales Director**  
Sylvia Kalicak

**Honors** Premier Club qualifier; Star Consultant; two-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; Double Star Achievement; gold medal winner; estimated highest monthly unit retail: \$70,404

**Personal** Lives in Orlando, Fla. Husband, Bob; sons: Cole, Simon

**Favorite Quote** “Do not conform to the pattern of this world, but be transformed by the renewing of your mind. Then you will be able to test and approve what God's will is – His good, pleasing and perfect will.” – Romans 12:2

**Independent Beauty Consultant**  
**Lauren White of Winter Park, Fla.**, says, “I am one of Erin's adoptees. She treats us all as her own and always includes us in all of her contests, promotions and celebrations.”



**Ashley Payne**  
**Diamond**

Independent Sales Director

**Began Mary Kay**  
February 1999

**Sales Director Debut**  
September 2001

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Star Consultant; six-times Circle of Achievement; estimated highest monthly unit retail: \$46,024

**Personal** Lives in Pocatello, Idaho Husband, Scott; sons: Langton, Alder; daughters: Ila, Pearl

**Favorite Quote** “When you show people you care for them, they return that care by working harder to see you succeed.”  
– Mary Kay Ash

**Independent Beauty Consultant**  
**Alyssa Kendall of American Falls, Idaho**, says, “Ashley is my adopted Independent Sales Director and is always willing to give a helping hand. Last summer she worked with ABC's “Extreme Makeover: Home Edition” to help a single mom gain a beautiful home of her own.”



**Carlotta Sandiford-Coleman**  
**Ruby**

Independent Executive Senior Sales Director

**Began Mary Kay**  
June 1999

**Sales Director Debut**  
April 2000

**Offspring** five first-line

**National Sales Director**  
Go Give Area

**Honors** Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; 10-times Queen's Court of Sharing; five-times Circle of Achievement; five-times Double Star Achievement; Triple Star Achievement; Fabulous 50s; Dean's List; gold medal winner; estimated highest monthly unit retail: \$113,429

**Personal** Lives in Cambria Heights, N.Y. Husband, Mark; sons: Conrad, Jelani; daughter, Markalyah

**Favorite Quote** “I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel.”  
– Maya Angelou

**Independent Beauty Consultant**  
**Vanessa Jeffers of Brooklyn, N.Y.**, says, “Carla opened her meetings to my team members and assisted me in helping them jump-start their businesses.”



**Susan Gray**  
**Sapphire**

Independent Senior Sales Director

**Began Mary Kay**  
December 1981

**Sales Director Debut**  
October 1992

**Offspring** one first-line

**National Sales Director**  
Go Give Area

**Honors** Grand Achiever qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; five-times Sales Director Queen's Court of Personal Sales; three-times Circle of Achievement; three-times Double Star Achievement; estimated highest monthly unit retail: \$47,535

**Personal** Lives in Austin, Texas Husband, Wes

**Favorite Quote** “You've always had the power.”  
– “The Wizard of Oz”

**Independent National Sales Director Emeritus Ann Robinette** says, “When a huge fire broke out in my neighborhood, Susan and her husband helped get my disabled husband to safety and stayed at my home until the danger was over.”



**Laura DeBadts**  
**Emerald**

Independent Senior Sales Director

**Began Mary Kay**  
July 1999

**Sales Director Debut**  
June 2004

**Offspring** one first-line

**National Sales Director**  
Barbara Whitaker

**Honors** Premier Club qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$39,010

**Personal** Lives in Warsaw, N.Y. Husband, Eric; sons: RJ, Connor, Jacob, Daniel

**Favorite Quote** “‘For I know the plans I have for you,’ declares the Lord, ‘plans to prosper you and not to harm you, plans to give you hope and a future.’”  
– Jeremiah 29:11

**Independent Sales Director Elaine Rowe of Lakeland, Fla.**, says, “While both of my parents were on hospice, and although Laura was very busy, she took the time to send emails and call Independent Beauty Consultants in my unit to help them.”



# NEW YORK! NEW YOU!

MARY KAY

## MARY KAY® MAKEOVER contest

### READY TO ENTER!

1

BOOK A MAKEOVER APPOINTMENT.

2

COMPLETE THE ONLINE ENTRY PROCESS.

3

WIN VOTES BY ENCOURAGING FAMILY AND FRIENDS TO VOTE!

### THREE CUSTOMERS WILL WIN THESE GLAMOROUS PRIZES:

- Round-trip airfare for two to New York City
- Accommodations, food and transportation for two persons for three days and two nights
- The opportunity to attend a beauty, fashion or fitness photo shoot for *Fitness* magazine
- A professional makeup, wardrobe and hair makeover
- A fabulous new fashionista wardrobe



### KEEP THESE DATES IN MIND

**Phase 1:** Makeovers Submitted:

Sept. 1 – Oct. 31

**Phase 2:** Public Voting: Nov. 1 – 10

**Phase 3:** Final Judging: Nov. 11 – Dec. 1

**NO PURCHASE NECESSARY TO ENTER OR WIN.** A PURCHASE WILL NOT IMPROVE YOUR CHANCES OF WINNING. Void where prohibited. Offered and open only to female legal residents of the U.S. and the District of Columbia (including territories, possessions and military bases) who are 18 or older. Employees, directors and officers of Mary Kay Inc., Independent Beauty Consultants (at time of entry), and professional and/or semi-professional models, any individual who has made over U.S. \$5,000 modeling in any calendar year in the past five years or models under contract are not eligible to enter. **Limit one (1) Entry per person.** Begins on or about 12:00 a.m. Central time on Sept. 1, 2011, and ends at 11:59 p.m. Central time on Dec. 1, 2011. All entries must be received by Sponsor between 12:00 a.m. Central time on Sept. 1, 2011, through 11:59 p.m. Central time on Oct. 31, 2011, and Public Voting will be held between 12:00 p.m. Central time on Nov. 1, 2011, through 11:59 p.m. Central time on Nov. 10, 2011. Photographs must be taken no sooner than July 20, 2011, and submitted for this Fall 2011 contest only. Grand Prize (3): three-day/two-night trip for winner and one adult guest to New York City. ARV: \$8,500 each. Limit one finalist and overall prize per person. Subject to Complete Official Rules, available at [www.mkmakeovercontest.com](http://www.mkmakeovercontest.com) beginning on or about July 20, 2011.

MARY KAY®

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

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MARY KAY INC.

# achieve your destiny. choose your diamonds.

When you achieve the Queen's Court of Personal Sales or Sharing during the Seminar 2012 year, you'll find yourself onstage with the stars and stepping out in diamonds of your own. Set your goals now and reap the rewards!

**QUEEN'S COURT OF SHARING\***

24 qualified new personal team members

**QUEEN'S COURT OF PERSONAL SALES\***

\$36,000 estimated personal retail production

“ Success begins with  
a dream, and the first step  
to making dreams come true  
is to know what you want. ”

– Mary Kay Ash (Seminar 1980)