

SEPTEMBER 2006

MARY KAY®
Enriching Women's Lives™

Applause®

Hydrating
Lotion

Lotion
hydratante

Loción Hidratante
para Cuerpo

Tinted Moisturizer
With Sunscreen SPF 20
Hydratant teinté
avec écran solaire FPS 20
Crema Humectante
en Color y con FPS 20

MARY KAY

Gel para Cuerpo
2 en 1

Gel nettoyage-rasage
2-en-1

2-In-1 Body
Wash & Shave

simple
solutions

For You, For Your Customers

Inside: Holiday Selling

Suggestions to Get You Started Now

Ten Independent
Sales Directors Share

What They Learned From a "10-Class Week"

MARY KAY
Facial Cleansing Cloths

Enriched with botanicals
Lingettes humides pour le visage
Enrichies de plantes médicinales
Toallitas Limpiadoras Faciales
Enriquecidas con extractos botánicos

Contains 30
Contient 30 lingettes
Contenido 30 piezas

get it free

WITH YOUR ORDER

AUG. 16 – SEPT. 15, 2006



Oil-Free Eye Makeup Remover

Suggested Use: Just about any one of your customers could use this cleansing staple! You'll have plenty on hand to offer since Oil-Free Eye Makeup Remover is your BizBuilders bonus starting with a \$400 wholesale Section 1 order.



Private Spa Collection™ Satin Hands® Pampering Set Samplers and Sampler Cards

Pair the samplers with the Satin Hands® Pampering Set sampler cards and slip them into orders or use them when warm chattering! After all, experts at the Promotional Marketing Association found that 81 percent of the women surveyed were more likely to buy a product after receiving a free sample. These samplers are your BizBuilders bonus beginning with a \$600 wholesale Section 1 order.



Travel Roll-Up Bag

Suggested Use: Customers will love this organizer whether they travel or not, especially now that it has a new look that's simple and clean. It makes a great gift with purchase, and you also may want to offer it free to customers who purchase four or more product sets. It's your BizBuilders bonus starting with an \$1,800 wholesale Section 1 order.

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



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Simple Solutions

For those times when her normal beauty routine just doesn't fit your customer's life, you can suggest these new Mary Kay® products. They each offer simple solutions to today's lifestyles.

It's **all** about ...

... options, choices and helping your customer discover what's just right for her.

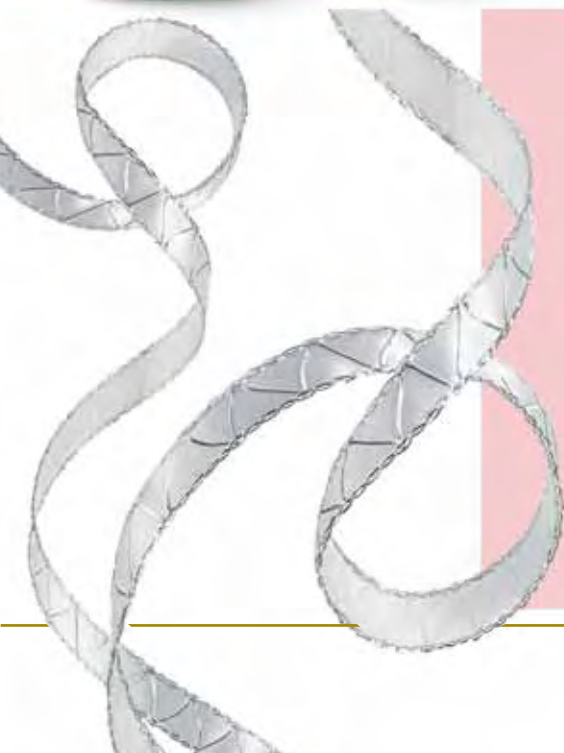
As an Independent Beauty Consultant, you're the one a customer turns to for product information and recommendations that will help her feel beautiful, inside and out. Mary Kay has so much to offer, there's sure to be a selection of products that meets each customer's needs. You can help her find it!



page 6 ►

Age-Fighting Essentials

You can help your customer look and feel youthful with the powerhouse skin care™ of the TimeWise® brand. The TimeWise® basics in the Miracle Set are customized by skin type. And you can suggest additional products, like TimeWise® Even Complexion Essence, that address her individual beauty needs.



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What Works for You

Did you know that last year, the National Retail Federation found that a significant number of women begin their holiday shopping in September?

It's a fact! You can get ready for holiday selling now by reading our tips and suggestions.

Your customers are busy women – they know it and so do you. Now you can offer them Mary Kay® product options that make sense no matter what their schedules look like. Some days they may opt for their usual TimeWise® beauty routine, some days not. Mary Kay® products offer simple solutions and easy options that can help your customers make the most of their beauty every day. These new products are available for ordering online, by phone and as write-in items on Page 8 of the enclosed Consultant order form.



simple solutions

2-in-1 body wash & shave



Customers can enjoy both clean skin and smooth legs with one product. Botanical-enriched Mary Kay® 2-In-1 Body Wash & Shave provides the convenience of a cleanser and a shaving product combined in a unique gel formula. Skin will feel fresh, clean and smooth! **\$14**
Part No. 007441

All Set

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

\$28

English Part No. 010023

Spanish Part No. 010711



hydrating lotion

Everyone can benefit when they treat their bodies to Mary Kay® Hydrating Lotion – it delivers hydration that lasts up to 10 hours. And the whole family can use it. This fresh-scented lotion nourishes the skin to leave it feeling soft and smooth. **\$14**
Part No. 007506



facial cleansing cloths

Customers can freshen their skin anywhere, anytime with Mary Kay® Facial Cleansing Cloths that cleanse, exfoliate and tone in one easy step. Formulated for all skin types, these cloths are used with just a little water to release a rich lather and then rinse. Customers are sure to love how the exclusive, botanical-enriched formula gently removes dirt, oil and makeup, leaving skin feeling clean and soft. Plus they come in a travel-friendly package! (Pack of 30), **\$15**
Part No. 007381

tinted moisturizer



Lightweight Mary Kay® Tinted Moisturizer With Sunscreen SPF 20* gives customers three fabulous, time-saving benefits: sheer color, oil-free moisturization and UVA/UVB protection. It's offered in six shades, two in each shade family. **\$18**

*Over-the-counter drug product
For more information on these new Mary Kay® products, go to LearnMK® on the Mary Kay InTouch® Web site and click on "Product Knowledge."
All prices are suggested retail.

Simple Shading

Want to recommend a shade of Mary Kay® Tinted Moisturizer With Sunscreen SPF 20* to your customer? Consider these simple guidelines.

1. Mary Kay® Tinted Moisturizer With Sunscreen SPF 20* is offered in **three shade families**: Ivory, Beige and Bronze. Your customer will use the same shade family for Mary Kay® Tinted Moisturizer With Sunscreen SPF 20* as she does for Mary Kay® Foundation.
2. Remember, Mary Kay® Tinted Moisturizer With Sunscreen SPF 20* provides **sheer color**. As a result, you won't need to match the undertones (yellow, olive or pink) of your customer's skin.
3. Based on the shade of foundation she is currently using, decide if your customer should use the **lighter or darker shade** in each shade family. That's all you need to do to make a simply successful recommendation!



Make It Easy

Customers you enrolled to receive the Preferred Customer Program *Products to Simplify Your Life* brochure will find it in their mailboxes in mid-August. You can make it easy for them to find their own simple solutions from Mary Kay by calling each of them to follow up now!

Shade Conversion Chart

Mary Kay® Tinted Moisturizer With Sunscreen SPF 20* Shade		Mary Kay® Full- and Medium-Coverage Foundation Shades
Ivory 1	Part No. 007472	100, 104, 105
Ivory 2	Part No. 007481	200, 202, 204
Beige 1	Part No. 007487	300, 302, 304, 305
Beige 2	Part No. 007493	400, 402, 404
Bronze 1	Part No. 007497	500, 504, 507
Bronze 2	Part No. 007502	600, 607, 708, 808



beautiful choices

The Right Products at the Right Time

Offering your customers beautiful choices is all about providing products that meet their needs – no matter how many roles they play!

These choices open endless possibilities. You may want to present these Mary Kay options to all of

your customers – in addition to the anti-aging benefits

you can provide with the powerhouse skin care™ of TimeWise®

– as you guide them to the choices that are right for them.

At Home

Is she spending her day running errands after she drops off the kids at school?

Then Mary Kay® Tinted Moisturizer With Sunscreen SPF 20* is a great option for those times when she doesn't want the fuller coverage that foundation offers.

At the Gym

For a quick post-workout shower, she'll want the convenience of Mary Kay® 2-In-1 Body Wash & Shave so she'll feel fresh as she heads home or to work.



At Work

Heading out to dinner after work? She might want to “take off the day” first. Mary Kay® Facial Cleansing Cloths can do just that once she adds a little water. Easy to stash in a briefcase or desk drawer, the cloths enable a customer to freshen her face easily before she reapplies her makeup.

Anytime

Your customer and her entire family can use Mary Kay® Hydrating Lotion anytime they want to experience 10 hours of hydration. And it's a great companion to the Mary Kay® 2-In-1 Body Wash & Shave!

Help Her Connect

Who couldn't use suggestions that simplify their lives? Customers can check out fun, quick and easy suggestions that will help them pare down to what really matters when they visit your Mary Kay® Personal Web Site With Shopping. You can be a hero by directing them to tips on how to create an exercise schedule, prepare healthy snacks and, of course, look fabulous! This special section of your Mary Kay® Personal Web Site also will feature the new Mary Kay® Tinted Moisturizer With Sunscreen SPF 20*, Hydrating Lotion, 2-In-1 Body Wash & Shave and Facial Cleansing Cloths – great products to help your customers make more beautiful choices that can simplify their lives.



skin care: what you need to know!

It's back-to-school season, so now's the perfect time for a "refresher course" on how to best sell skin care. For customers, one of the greatest benefits of shopping with a Mary Kay Independent Beauty Consultant is the expert advice you have to offer. When you know your business, you can help your customers select products that deliver the results they want.

a refresher course

Here's a little primer on those TimeWise® basics you – and your customers – have come to know and love.

Back to Basics

The Essentials: TimeWise® 3-In-1 Cleanser, TimeWise® Age-Fighting Moisturizer and Mary Kay® Foundation

As a collection of foundational age-fighting products, the TimeWise® Basic Set provides your customers with premium skin care designed to be the core of a Mary Kay anti-aging beauty regimen. The Basic Set delivers five must-have benefits. It cleanses, exfoliates, freshens, moisturizes and protects. The TimeWise® Basic Set starts at **\$54**.

A Perfect Pair: TimeWise® Day Solution Sunscreen SPF 25* and TimeWise® Night Solution

As part of the Miracle Set, the benefits of the advanced new formulas of these two products should *wow* every customer! TimeWise® Day Solution Sunscreen SPF 25* helps prevent skin damage and uneven coloration *before* they occur. TimeWise® Night Solution delivers collagen-enhancing peptides to help fade deep lines and wrinkles. Together, they deliver our exclusive round-the-clock Pronewal™ system with crucial protection during the day and boosted renewal at night. The Miracle Set delivers additional functions and benefits to smooth, help reduce lines and wrinkles, firm, soften, energize, rebuild and deliver a flawless finish. The Miracle Set begins at **\$104**.

*Over-the-counter drug product



extra credit

Customers who love the Miracle Set and other TimeWise® basics will appreciate knowing about all of the TimeWise® products you offer. Educate your customers!

TimeWise® Even Complexion Essence

The newest product in the TimeWise® collection provides the most dramatic anti-aging results offered yet. Using the patent-pending Lucentrix™ complex, TimeWise® Even Complexion Essence is clinically shown to restore skin's natural, even tone by helping reduce visible dark spots and reverse skin discoloration as part of a comprehensive anti-aging program. **\$35**

TimeWise® Microdermabrasion Set

The TimeWise® Microdermabrasion Set fights fine lines, refines pores and achieves beautifully smooth skin *immediately*. The super exfoliating cream in Step 1: Refine contains the same exfoliating crystals dermatologists use. And the triple tea complex in Step 2: Replenish provides the skin with a wonderful nourishing effect. **\$55**

Less-Visible Wrinkles: TimeWise® Eye Creams

Does your customer want a lightweight, age-fighting eye cream that minimizes the appearance of fine lines and wrinkles? Then TimeWise® Age-Fighting Eye Cream is right for her. If she wants a richer texture in an eye cream that not only offers the same benefits as TimeWise® Age-Fighting Eye Cream but also increases firmness, brightens and provides intense moisturization, then she should go with TimeWise® Firming Eye Cream.

TimeWise® Firming Eye Cream, **\$30**

TimeWise® Age-Fighting Eye Cream, **\$26**

TimeWise® Age-Fighting Lip Primer

Lipstick looks better longer after the application of TimeWise® Age-Fighting Lip Primer. It works against fine lines and wrinkles on and around the lips – a common sign of aging – to create healthy looking lips. Customers can use it in both the day and evening! **\$22**



lip service

Want to be a professional Independent Beauty Consultant who's always up to date on the latest beauty tips and trends? "Sure," you say, "but how?" You can start with the expert advice on this page. Then take a trip to your very own Mary Kay® Personal Web Site to see the fantastic, all-new lip product application tips there. Customers will appreciate your expert beauty advice – it's just another benefit of doing business with you!

MK Signature™ Lip Liners: State-of-the-Art Beauty

What more could you possibly ask for in the all-new MK Signature™ Lip Liners? Have you seen the new packaging – a retractable pencil that *never* needs sharpening? Have you experienced the smooth, creamy formula that glides on with ease for a clean, precise line that perfectly defines lips? And those colors! You can help your customers choose the shade that's right for them from among six new colors and three remaining all-time favorites – all in long-wearing, waterproof formulas. And you'll want to draw attention to one last perk: Color bands around the middle and color buttons at the end of the lip liner pencil let your customers quickly know what shade is inside. Rummaging through overstuffed purses just got easier! **\$10 suggested retail**



Shades for Whiter-Looking Teeth

Did you realize that certain combinations of lip liner, lipstick and lip gloss can help make teeth look whiter? To the right, you'll find an easy-to-follow chart that shows how lip products work together to create the look your customers want. Note that berry shades work best, and lip gloss adds that special shimmer to make those pearly whites really shine!

		Lip Liner
Skin Tone	Ivory	Pink Red
	Beige	Raspberry Red
	Bronze	Raspberry Raspberry Plum
	Ebony	Plum Plum



Lip Tips: Expert Beauty Advice Is Just a Click Away!

Through the *new* interactive demonstration on your Mary Kay® Personal Web Site, you and your customers will find both video and audio tips for creating the perfect pout and customized lip looks designed to enhance a variety of lip shapes. Here are just a couple of the useful lip application tips you'll find:

- When choosing the perfect MK Signature™ Creme Lipstick shade, remember the lighter colors illuminate and help make lips appear fuller.
- Bright, warm colors tend to make lips appear more youthful.

Once your customers have finished creating fabulous, luscious lip looks with MK Signature™ Creme Lipsticks, Lip Glosses and Lip Liners, they can print out the tips for easy reference. And when you log on to familiarize yourself with the Mary Kay® Personal Web Site, stop by the "Eye Promise" section for – you guessed it – application tips and techniques for eyes.

MK Signature™ Color 101 Looks

Do you love to be in the know about seasonal trends in color? Of course you do! And so do your customers. It's easy to stay in the loop with the convenience of MK Signature™ Color 101 Looks. The professionally designed combinations feature everything your customers need to get the season's latest looks. Each Color 101 Look includes the Custom Compact (shown left) filled

with coordinating lip, eye and cheek colors; plus an eyeliner, lip liner, MK Signature™ Ultimate Mascara™ and lip gloss. You even get a Cheek Color Brush and a Dual-End Eye Applicator. You know where to find them: in *The Look* and on your Mary Kay® Personal Web Site With Shopping, of course!



Lipstick	Lip Gloss
Sunset Magenta	Watermelon Pink Allure
Magenta Red Salsa	Watermelon Natural or Cranberry
Apple Berry Red Salsa Apple Berry	Watermelon Cranberry Cranberry
Redwood Black Cherry	Natural Cranberry

Beauty for All!

What types of beauty products do your customers really want? Those that help them eliminate stress and relax, add some fun to their days and make them feel happy and look great. It's that simple! What can you offer that just about every woman would love? Let's take a look.

Private Spa Collection™ Satin Hands® Pampering Set With Satin Hands® Satin Smoothie™ Hand Scrub

Treat your customers to the sweet sensation of hands that feel renewed, soothed and pampered every day with the Private Spa Collection™ Satin Hands® Pampering Set. Just think of the stress-reducing three-step process as a spa experience. And that peachy scent! It makes the Satin Smoothie™ Hand Scrub just divine! Consider encouraging customers to buy more than one Satin Hands® Satin Smoothie™ Hand Scrub to create a spa at every sink in their home! They deserve it. Hand Scrub, **\$15**; Set, **\$30**



MK Signature™ Mascara

Just about every woman wears mascara, so if your customers aren't buying from you, they could be! MK Signature™ Ultimate Mascara™ has an exclusive formula that helps your customers create long, thick lashes with up to five times the volume; Lash Lengthening Mascara™ helps lashes look longer; and Waterproof Mascara resists running and smudging while it delivers longer-looking, thicker-looking lashes. MK Signature™ Ultimate Mascara™, **\$15**; Lash Lengthening Mascara™, **\$10**; Waterproof Mascara, **\$10**



The Private Spa Collection™ Embrace Collection



Just say *ahh*. Relaxation in the comfort of your own home doesn't get much better than this. The Private Spa Collection™ features four spa aromas created to transform the mood of all who experience them. There's a scent for everyone; it's just a matter of asking your customer to use the sampler multipack (available on Section 2 of the Consultant order form) until she decides which scent she loves the most! Body Wash, **\$12**; Moisture Lotion, **\$14**; Sheer Fragrance Mist, **\$18**; Sugar Scrub, **\$14**

Limited-edition (while supplies last)
Embrace Romance® Candle Set, **\$18**

All prices are suggested retail.



Get set for holiday sales ... with the Preferred Customer Program!



Enroll your customers now for the *After-Thanksgiving Sweepstakes* brochure!

It's a fact! The 2005 *After-Thanksgiving* sweepstakes was such a success, we've wrapped up an encore! Designed to help you capitalize on the biggest shopping days of the year – Nov. 24 through Nov. 30 – the brochure is packed with gift-giving ideas to help customers with their holiday shopping. And while they're at your Mary Kay® Personal Web Site from Nov. 24 through Nov. 30, they can register to win \$1,000 in holiday cash and prizes!

Brochure facts at-a-glance:

- Cost per customer: 40 cents
- Deadline to enroll: Sept. 15
- Begins mailing: Oct. 30
- MKeCard® available: Nov. 24



Don't have a Personal Web Site yet?

Visit the Mary Kay InTouch® Web site and click on "Applause® Online" to subscribe. After all, you'll want all your customers to be eligible to enter the sweepstakes when they visit your Mary Kay® Personal Web Site!

**Seven Customers Win
\$1,000 Cash!**
**70 Customers Win
Private Spa Collection™
Holiday Gift Sets!**

Draw customers to your Mary Kay® Personal Web Site With Shopping!

- Provide chances for customers to win in the *After-Thanksgiving* sweepstakes.
- Promote 24/7 shopping.
- Tell customers about the virtual makeover site, fun new looks, great application tips and gift ideas!
- Share the monthly *Beaut-e-News™* e-newsletter for the latest beauty essentials.
- Use MKeCards®.
- Let customers know about the convenient tools they can find there, such as the new hostess online *Beaute-vite™* invitation.
- Offer FREE samples on your Mary Kay® Personal Web Site With Shopping.

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, limitations and to enter during a Daily Entry Period (12:00:01 a.m. Central time – 11:59:59 p.m. Central time), go to www.marykay.com or your Independent Beauty Consultant's Mary Kay® Personal Web Site. Grand Prize (7): \$1,000 (paid by check). First Prize (70): Mary Kay® Holiday Gift Set. ARV: \$32 each. Begins 11/24/06 and ends 11/30/06. Limit one prize per person. Independent Beauty Consultants and their immediate family members and household members are not eligible to participate.

holiday abundance

Make
it work
for you!

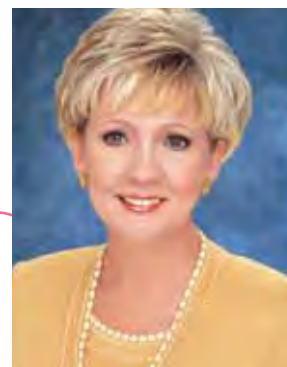
'Tis (almost) the season of warm wishes, blessings and gifts galore! Customers will be starting their holiday shopping soon, and you'll want to get in step with their "early" frame of mind. Imagine yourself holding successful open houses and making the most of the *After-Thanksgiving* sweepstakes event. With all that customer contact, you'll be wrapping up glowing relationships with a pretty pink ribbon! It's all yours for the *giving and taking*!

Kathy excels at *After-Thanksgiving* sweepstakes success!

"Have you ever noticed after the big Thanksgiving meal how the guys are usually gathered around the TV watching a game? Why not gather the ladies around the computer and do virtual makeovers? In my area, we took the idea a step further and offered our customers a special gift for doing virtual makeovers after their own Thanksgiving celebration. Why wait to start the holiday push the day *after* Thanksgiving when we have a captive audience right there on Thanksgiving Day? We even issued a challenge in my area to encourage Independent Beauty Consultants to do virtual makeovers with their own families as they visited."

Kathy's open-house philosophy

"Expect your open houses to grow every year, thanks to your increasing number of customers. Look at open houses and their holiday sales opportunities as the icing on the cake: Customers are still ordering products from you as they run out of skin care and glamour essentials!"



Independent National
Sales Director Kathy
Goff-Brummett

Kathy says, "I always had my best open-house success by telephoning first, then following up with a paper invitation. I started with my Preferred Customer Program list, which I kept right next to my telephone. Whenever I had five minutes, I grabbed it and started calling!"



Amie says holiday open houses are one of the best ways she's found to meet her customers' early shopping needs! Here are some of her strategies:

- Make the day after Halloween the beginning of open-house season. Try focusing on November for the majority of your events, rolling into the first two weeks of December for the rest. That leaves you a week before Christmas to cater to the last-minute male shoppers who need quick gifts!
- Book hostesses to bring friends. Give them hostess credit just like you would if you were doing a skin care class in their homes and encourage them to bring five, 10 or even more friends. Book a special time just for them so the atmosphere seems like a "shopping coffee" so you can meet their individual shopping needs.
- Schedule specific arrival times. Customers are more committed when they've scheduled personal time to be there. Handle open houses just like you book a hostess for a skin care class or a guest for a Mary Kay event.
- Take a few extra minutes on the telephone to confirm each customer's attendance and determine her specific shopping needs. Prepare suggestions and have gift ideas set aside for her to preview when she arrives. That gives you time to handle those especially large gift orders and have her order ready for her – gift wrapped and all – when she arrives!



Independent Future
Executive Senior
Sales Director
Amie Gamboian



Your customers can gift themselves for free!

Just remind them that most regular-line gift sets they purchase from you will qualify them for a FREE gift for themselves – through Sept. 15, the travel-sized TimeWise® Microdermabrasion Set! (Pack of 5), \$17.50



Product not included.

For party gals, more FREE fun!

Playing hostess brings on the girlfriend fun, and more! You can offer your customers the opportunity to host a collection preview party, then let them know how to earn this quarter's pretty and practical set of three cosmetic bags! Hostess Gift, \$10.00



let's talk
about...

PLANNING AHEAD

Even though it's still officially summer, it's not too early to start thinking about the holiday shopping season ahead. (Yes, we know it's only August, but we also know just how fast the next few months will fly by!) "Independent Beauty Consultants should remember that their customers have a lot of demands on their time," says **Dr. Myra Barker, Executive Vice President of Marketing/Research and Development**, "so anything you can do to make their lives a little easier will be greatly appreciated."

A great place to start is by placing your product order as soon as the Mary Kay® holiday collections are available – on Sept. 16. (If you enrolled your customers to receive *The Look* for Fall/Holiday 2006, you get to order six days earlier, on Sept. 10. Another great perk of the Preferred Customer Program!) "Research shows that one-third of shoppers actually begin their holiday shopping in September and October, so having products available for those customers who like to shop early is one great way to plan ahead," suggests Dr. Barker. "Plus, ordering early has another benefit – you're less likely to be disappointed if a limited-edition product sells out early." You might also consider placing an order now for regular-line products that make great gifts, like the "busy women" products shown on Pages 2 and 3 of this issue of *Applause*® magazine and the new Satin Hands® Pampering Set featured on Page 10.

Another way to plan ahead is by deciding *now* when you're going to have your holiday open house events. "The fall/holiday edition of *The Look* begins mailing on Sept. 25, so you might want to have your first open house in early October to build on the excitement," says Dr. Barker. "Then you could schedule additional open house events in November and December so that all your customers – the ones who plan ahead *and* the ones who wait until the last minute – get to enjoy some stress-free shopping." (Go to the Mary Kay InTouch® Web site and click on "Beaute-vite™ Online Party Planner" to find an online invitation you can send to customers.)

With the deadline fast approaching to sign up customers for the *After-Thanksgiving Sweepstakes* brochure, that's something else you'll want to do soon. Last year's event was such a success that it's back by popular demand. "In addition to great gift ideas, customers will also find out how they could win \$1,000 in holiday spending money," says Dr. Barker. "And since they have to enter online, it's a great way to promote your Mary Kay® Personal Web Site." (For details, see Page 11.)



Pictured top to bottom:
Independent Sales Director
Natalie Gurney, Independent
Sales Director Robin Brush,
Independent Sales Director
Jill Tolly, Independent Beauty
Consultant Julie Do,
Independent Sales Director
Melissa Nix Henderson,
Independent Sales Director
Tami Batschelet, Independent
Sales Director Karen Mannino,
Independent Sales Director
Melissa Fillmore, Independent
Sales Director Rebecca Spaeth
and Independent Executive
National Sales Director Jan Harris

“Ten a week” for vibrant business health

It's no secret Mary Kay Ash loved a challenge! Any woman in 1963 who stubbornly proclaimed possibilities against “expert opinion” had to believe in her vision. But Mary Kay didn't rely on her dream to pull her through. She put her shoulder to the wheel each step of the way. For example, she discovered that holding

10 skin care classes in one week was a great formula for a healthy business, and to show everyone it could be done, she did it herself! Ever since, enterprising women who want to nourish their own dreams, often led by their Independent National Sales Directors, have found the 10-class-a-week “vitamin” a powerful business boost. When

Independent Executive National Sales Director Jan Harris issued the challenge to her area for a chance to earn a “Cinderella Weekend” in her home – packed with plenty of pampering and gal-pal sharing – all top 10 qualifiers learned so much, they said they'd do it again. Just imagine what such a challenge could do for you!

Independent Beauty Consultant



Julie Do

"When Jan challenged us to hold 10 classes in one week, I had been an Independent Beauty Consultant for just seven months. The idea was scary! Skin care classes were scary! At the last minute, I decided to try. My first attempt failed when all but one class cancelled that week. I nearly gave up then. But I stayed focused and booked 11 classes. Ten of them held, and in seven days, I did facials for 50 women. I changed their lives, and mine, and I felt a huge sense of personal pride. I overcame fear that could have defeated me!"

Independent Sales Director



Jill Tolley

"The 10-class-a-week challenge erased my hesitation to tackle a hard goal and created a drive to overcome what sounded insurmountable. The key for me was enrolling my hostesses in my goal and my excitement. I found things 'clicked' if I started classes by thanking them and the guests for helping me achieve my objective. So many hostesses called at the end of the month to see 'if we made it,' that I called and left messages thanking all of them again, letting them know their support made a big difference. The friendships, memories and education I gained through this event will carry me up to and through the quantum leap I'm working to achieve in my business."

Independent Sales Director



Tami Batschelet

"On the eve of this challenge, I was facing surgery and four to five weeks' recovery time. All of it during Career Car qualification! By holding 10 classes in one week, I met the new people – and the new faces – I needed. That burst of confidence, that sense of accomplishing something that improved my business, felt great. I learned how to stay on task no matter what. A little tip that really worked: I offered an extra hostess gift for holding the classes at the specified time. I also made the classes more fun with contests, prizes and different themes. I learned you're more likely to accomplish a goal when you organize your time. I use the *Weekly Plan Sheet* and make out those Six Most Important Things lists!"

Independent Sales Director



Melissa Nix Henderson

"In 12 years of owning my Mary Kay business, I had never before done 10 classes in one week. I didn't know if I *could* do it. But I selected some of my best customers who had never been hostesses for me, told them about my goal and asked for their help. I booked 16 skin care classes, of which 10 held, and I moved a considerable amount of inventory off my shelves. I began each class by thanking everyone for helping me earn a prize just by attending, and they all felt good. It was an exceptional month. And bookings and reorders continue. Holding 10 classes in one week broke my belief barrier and became one of my shining moments in the business."

Independent Sales Director



Natalie Gurney

"My pace was lagging toward the end of the challenge, but I was determined to go to Jan's 'Cinderella Weekend'! So I squeezed in 11 classes during the last week. Naturally, I later earned a gold medal! My hostesses worked with me like it was their own goal, calling friends to book classes. I learned that I truly believe in myself after all and that women will do nearly anything to help each other. It was amazing how my friends, my customers and my hostesses all pulled together to help make this happen. To everyone out there who wants to achieve a goal, just keep booking and don't give up!"



Robin Brush

"I've always enjoyed recognition – the ribbons, the prizes and the pride we feel. As an Independent Sales Director, if I don't get excited about our contests, why would the women in my unit get excited? But the 10-class-a-week challenge gave me new insights. I saw that I'm stronger than I thought. Stronger in perseverance, stronger in sales ability and stronger in self-confidence. Because of the very first kickoff class, three strong performers came into my unit. I got bookings that lasted into the next two months, and later, I received a silver medal. I no longer build my business on facials only. Skin care classes are a springboard for bookings, sales and team building, and an example for our units to follow. I fell in love with skin care classes. Now I'm addicted and can't wait for the next one!"



Rebecca Spaeth

"I took the challenge to jump-start my Mary Kay business and set an example for the women in my unit, but what I learned went far beyond what I expected. I had been feeling so-so about the outcome when one day I was talking to one of my hostesses, and she mentioned she had 20 names for me! Two of them wanted to accept the opportunity! I learned that if you do the work, you will reap the results. The Preferred Customer Program was a fabulous booking tool, and I enjoyed offering my customers a free mascara sampler. When they accepted, I built on the appointment by asking them to invite friends, and those friends would receive a mascara sampler too. That worked great for me, and my mascara sales soared!"



Melissa Fillmore

"I've been a Star Consultant ever since starting my Mary Kay business in 1998. But now I'm more motivated than ever to accomplish my goals. The key for me is a goal that compels me to rise above difficulties. I admit it, I love winning prizes, whatever the challenge! But when Jan offered us a 'Cinderella Weekend' at her house, I was even more motivated! I realized that if we're motivated enough by the goal, the work will follow, and we won't be afraid to get out there and talk to people. We'll just naturally share our excitement with them. I booked 17 classes and held 10. And there's a lesson right there: Mary Kay was right about overbooking! From those 10 classes, I booked 12 more classes. My customers were thrilled about helping me."



More special moments from the Cinderella weekend!



Cookie Watts

"Setting goals and working toward them gives me a rush! I love putting myself to the test, and I believe 'if it's to be, it's up to me.'"

My goal was to hold three classes in one day. But three turned into more, and the ball kept rolling. I learned that others are there to help you along, and all you have to do is ask. None of us started in this business with the keys to that pink Cadillac in our hand. We have to work

hard and earn the use of it, and that means staying focused, giving it our all and putting others first. All through this challenge, I made out my Six Most Important Things list every night for the next day. I surrounded myself with positive people. I asked for help if I needed it. Mary Kay Ash was right. These practices really do work!"



Independent Sales Director-in-Qualification Cookie Watts



Karen Mannino

the death of my mother several months before. We were very close. I'm grateful for the flexibility my Mary Kay business gave me, allowing me to spend precious hours with her that would have been impossible if I had a corporate job.

"My mother always told me I could do anything I wanted, and I remembered her words when I tackled this challenge. This experience renewed my sense of power, and now I know I truly can do anything. It's always been hard for me to ask for help, but I learned the power of women working together to make something great happen."

"I thought this sounded like a great challenge. I would cheer my unit on and watch from the sidelines! Wow, what was I thinking? I'm so grateful for what I learned about myself and my business. I can't imagine missing this opportunity, even though I had been going through emotional turmoil since

Reflections From Mary Kay

Happy Anniversary, Mary Kay Inc.!

Sept. 13 marks our 43rd year of enriching women's livesSM!

“In the beginning, I held skin care classes, too. But we soon discovered that people wondered why the owner of a company had to be out holding classes. ‘You own this Company?’ they would say, ‘And you’re at my house doing a skin care class? Must be an awfully small company.’ They figured if the company was so small, the products couldn’t be any good either. So, I had to work through the Independent Beauty Consultants, giving them ideas to try, and little by little, we would find our techniques.”

– Mary Kay Ash



POWER Notes

Dates to Remember

AUGUST

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		

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

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:

Aug. 1: Class of 2007 Offspring Challenge begins.

Aug. 5: Last day to receive Fall/Holiday 2006 Preferred Customer Program quarterly enrollment mail orders.

Aug. 7: Summer 2006 Preferred Customer Program mailing of the *Products to Simplify Your Life* brochure begins. (Allow 7-10 business days for delivery.)

Aug. 11: Last day to cancel *The Power of Pink* Seminar 2006 registration for a partial refund.

Aug. 15: Postmark deadline to earn the Month 2 bonus. Last day to enroll online for the Fall/Holiday 2006 Preferred Customer Program mailing of *The Look*, including an exclusive sampler of a new Mary Kay® fragrance while supplies last.

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

Aug. 20: July Career Car qualifier paperwork due to the Company.

Next Month:

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

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. 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: Early ordering of the new Fall/Holiday 2006 promotional items available for all Independent Beauty Consultants. 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 a new Mary Kay® fragrance. (Allow 7-10 business days for delivery.)



David Holl Assumes New Position

Mary Kay Executive Chairman of the Board Richard R. Rogers recently announced the promotion of David Holl to President and Chief Executive Officer (CEO) of Mary Kay Inc.

David has demonstrated exceptional business acumen and leadership skills since being appointed to the position of Chief Operating Officer five years ago, says Rogers, while overseeing dramatic Company expansion around the globe. In a personal note to employees, Rogers adds, "As Mother would say, David has 'both the head and the heart' for this expanded role. He's the kind of day-to-day leader who's already demonstrated he's up to this challenge, and I know that you will lend him every support in that effort going forward." Although he has held the CEO position for much of the Company's history, Rogers will remain actively involved in the Company's mission and strategic direction as Executive Chairman.

Please join us in congratulating David!



Filtering the Facts About Sunscreens

The importance of sun protection continues to be big news, and savvy consumers looking for an effective sunscreen product look for the Skin Cancer Foundation Seal of Recommendation. According to the Skin Care Foundation,

sunscreen products bearing the Seal of Recommendation have met stringent criteria for safety and effectiveness. Since 1993, many Mary Kay® products with Sun Protection Factor have proudly displayed the Skin Cancer Foundation's Seal of Recommendation. Now comes a new design, and you can expect more "exposure" to this important emblem in Company literature and product information. Mentions include the upcoming fall/holiday issue of *The Look* and the *Products to Simplify Your Life* brochure.

The Skin Cancer Foundation is the only national and international organization concerned exclusively with the world's most common malignancy – cancer of the skin – and Mary Kay is proud to serve on both the Skin Care Foundation's U.S. Corporate and International Corporate Councils. Another great talking point when talking sun protection!

A Colorful Way of Speaking

You and your Mary Kay sisters sold MILLIONS and MILLIONS of units of lip color, cheek color and eye color products in 2005! Want to test your color quotient? Here's a quick quiz on the 2005 results:

1. What were the **top four MK Signature™ Creme Lipstick shades**?
2. What was the **most popular MK Signature™ Lip Gloss shade**?
3. What was the **biggest MK Signature™ Eye Color shade**?
4. What was the **best-selling MK Signature™ Cheek Color shade**?

1. Raisinberry, Downtown Brown, Sweet Nectar, Apple Berry 2. Cream & Sugar
3. Hazelnut 4. Sunny Spice

Working Smarter

Tools for Greater Efficiency

CUSTOMERS PLUS PROPAY™ EQUAL MORE SALES!

Did you know greater selling success can be as simple as offering your customers the convenience of paying by credit card? And now it's easier than ever with ProPay™.

For three easy payments of just \$9.98 each, you can sign up online for a ProPay™ Premium Account and start accepting your customers' credit cards in person or through your Mary Kay® Personal Web Site With Shopping! You can even process customer credit cards at a skin care class. Just pick up the phone to process a card or access your ProPay™ account online. With the ProPay™ Premium Account, you also can receive the **MK pink cashSM MasterCard®**. It's so convenient because it works like a debit card. You have access to your funds within 24 hours, and you can use the card anywhere MasterCard® is accepted!

And that's not all. When you place an online order, you can use any or all of your ProPay™ funds – plus one additional credit card to pay for your order. All these pluses add up to *more sales, more convenience and time saved*. Cool times three!

Get Your Product Info Here!

We're making way for fabulous new offerings! The following products will move to the Section 1 Discontinued Items section of the Sept. 16 Consultant order form, available while supplies last:

- MK Signature™ Eyesicles® Eye Color
- Satin Hands and Body® Buffing Cream, Cleansing Gel and Hydrating Lotion
- MK Signature™ Nail Enamel
- Retractable Powder Brush

The following product will move to the Section 2 Discontinued Items section of the Sept. 16 Consultant order form, available while supplies last:

- Satin Hands and Body® Sampler Set

Be sure to check next month's *Applause*® magazine for exciting product developments!

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.

BizBuilders Bonuses!

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

Total Section 1	Month 3 Bonus*	Bonus Suggested Retail Value**
\$400 sugg. retail/ \$200 wholesale	50% Discount/ Earned Discount Privilege	
\$800 sugg. retail/ \$400 wholesale	1 Oil-Free Eye Makeup Remover	\$14
\$1,200 sugg. retail/ \$600 wholesale	2 Oil-Free Eye Makeup Removers 1 Set Private Spa Collection™ Satin Hands® Pampering Set Samplers and Sampler Cards	\$28
\$1,600 sugg. retail/ \$800 wholesale	3 Oil-Free Eye Makeup Removers 1 Set Private Spa Collection™ Satin Hands® Pampering Set Samplers and Sampler Cards	\$42
\$2,400 sugg. retail/ \$1,200 wholesale	4 Oil-Free Eye Makeup Removers 1 Set Private Spa Collection™ Satin Hands® Pampering Set Samplers and Sampler Cards	\$56
\$3,600 sugg. retail/ \$1,800 wholesale	5 Oil-Free Eye Makeup Removers 1 Set Private Spa Collection™ Satin Hands® Pampering Set Samplers and Sampler Cards 1 Travel Roll-Up Bag	\$70
\$4,800 sugg. retail/ \$2,400 wholesale	5 Oil-Free Eye Makeup Removers 1 Set Private Spa Collection™ Satin Hands® Pampering Set Samplers and Sampler Cards 2 Travel Roll-Up Bags	\$70
\$6,000 sugg. retail/ \$3,000 wholesale	5 Oil-Free Eye Makeup Removers 1 Set Private Spa Collection™ Satin Hands® Pampering Set Samplers and Sampler Cards 3 Travel Roll-Up Bags	\$70
\$7,200 sugg. retail/ \$3,600 wholesale	5 Oil-Free Eye Makeup Removers 1 Set Private Spa Collection™ Satin Hands® Pampering Set Samplers and Sampler Cards 4 Travel Roll-Up Bags	\$70

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 *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 May 2006.

On-Target Diamond Circle

Independent National Sales Directors become members of the prestigious Diamond Circle when they earn \$200,000 or more in "NSD commissions" during the Seminar contest period. (NSD commissions are comprised of commissions earned on the wholesale production of first-, second-, and third-line offspring units, Senior NSD commissions, NSD commissions on their personal units, plus NSD bonuses for first-line offspring from their personal unit and NSD offspring.) Congratulations to the following NSDs who are considered on-target from July 1, 2005, through May 31, 2006. (This includes NSD commissions earned on all foreign countries through April.) These "NSD commissions" are used to determine NSD ranking for a Seminar year.

EMERALD



Anne Newbury

PEARL



Jan Harris

DIAMOND



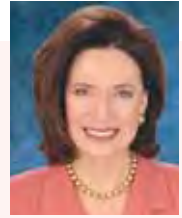
Barbara Sunden

RUBY



Pat Fortenberry

SAPPHIRE



Christine Peterson

On-Target for Diamond/Inner Circle	
On-Target for \$1,000,000	
Anne Newbury	\$948,246.82
On-Target for \$750,000	
Pat Fortenberry	\$732,427.88
Barbara Sunden	706,469.50
On-Target for \$500,000	
Christine Peterson	\$670,857.97
Gayle Gaston	665,833.86
Carol Anton	585,587.71
Karen Piro	490,033.09
Lisa Madson	469,073.12
On-Target for \$300,000	
Jan Harris	\$453,266.13
Kathy Helou	446,119.64

Rena Tarbet	435,737.89
Nan Stroud	431,278.24
Gloria Mayfield Banks	404,863.27
Karlee Isenhardt	393,864.92
Joanne Holman	391,541.50
Pat Danforth	369,583.84
Stacy James	360,919.29
Sherry Giancristoforo	356,290.91
Cheryl Warfield	348,196.01
Jana Cox	333,970.78
Nydia Payán	332,281.01
Lupita Ceballos	327,679.71
Linda McBroom	326,130.03
Ronda Burnside	323,898.44
Rosa Enriquez	316,895.54
Sue Kirkpatrick	314,915.23
Holly Zick	313,907.58
Julianne Nagle	308,069.02

Cindy Williams	307,709.96
Pamela Waldrop Shaw	296,876.76
Johnnette Shealy	294,897.06
Debi Moore	293,162.28
Judie McCoy	289,271.69
Darlene Berggren	284,519.30
Gloria Castaño	280,418.59
Pam Gruber	279,359.52
Joan Chadbourne	279,218.19
On-Target for Diamond Circle	
On-Target for \$250,000	
SuzAnne Brothers	\$271,766.92
Jackie Swank	271,264.55
Helene Reiners	270,569.72
Wanda Dalby	267,196.98
Shirley Oppenheimer	264,649.97
Linda Toupin	262,537.09

Anita Mallory Garrett-Roe	258,997.34
Mary Diem	253,268.82
Donna Floberg	253,051.67
Nancy Perry-Miles	252,843.70
Doris Jannke	252,616.16
Diane Underwood	248,622.71
Kathy Z. Rasmussen	247,078.53
Asenath Brock	246,959.51
Rosa Jackson	242,033.33
Sonya LaVay	240,900.83
Ronnie D'Esposito Klein	239,983.87
Patricia Rodriguez-Turker	230,919.63
On-Target for \$200,000	
Kerry Buskirk	\$223,558.19
Jeanne Rowland	220,272.26
Tammy Crayk	216,939.53
Elizabeth Fitzpatrick	214,466.65

Anita Tripp Brewton	211,805.14
Joyce Z. Grady	205,008.64
Margaret Winner	202,595.43
Dawn Dunn	201,919.17
Valerie Bagnol	199,020.84
Pam Ross	198,988.96
Kay Elvrum	198,627.95
Judy Newton	195,676.46
Maureen Ledda	194,780.85
Jo Anne Cunningham	194,702.29
Jo Anne Barnes	189,504.58
Jamie Cruse-Vrinios	184,283.52
Shannon Andrews	184,187.90

Monthly Commissions and Bonuses

Recruiter commissions, and NSD contest bonuses. Cars, prizes, etc. are **not** included in these amounts.

Listed are NSD commissions earned in May by Independent National Sales Directors as defined above **plus** the following which are not included in rankings: NSD Director level commissions,

EMERALD

Anne Newbury**	\$97,367
Kathy S. Helou*	48,851
Sherry Giancristoforo**	48,233
Gloria H. Mayfield Banks**	44,039
Debi R. Moore*	40,771
Dacia Wiegandt	32,994
Ronda Burnside*	31,815
Nydia Payán*	29,672
Doris Jannke*	23,080
Kerry Buskirk*	22,473
Jamie Cruse-Vrinios	21,389
Joanne R. Bertalan*	20,768
Consuelo R. Prieto	19,776
Pamela Tull	19,640
Lily Orellana	19,530
Kay E. Elvrum	19,374
Cathy Phillips	18,358
Cindy Fox	18,230
Jackie LaPrade	17,881
Miriam Gómez-Rivas	17,812
Cathy Bill*	17,081
Shelly Gladstein	16,908
Janet Tade*	16,241
Mona Butters	14,687
Sherry A. Alexander	13,078
Brenda Segal*	13,068
Judy E. Rohde	12,326
Kym A. Walker*	11,993
Cristi Ann Millard	11,958
Jo Reynal Rogers	11,882
Yvonne S. Lemmon	11,536
Judy Harmon	11,370
Irene A. Shea	10,695
Sabrina Goodwin Monday	9,498
Regina Hogue	9,430
Dawn Otten-Sweeney	8,626
Carmen Rios	8,557
Joanne Hollingsworth	8,417
Esther Whiteleather	8,234
Natalie Privette-Jones	8,085
Francie McBeth	7,752
Crisette M. Ellis	7,234
Nora L. Shariff*	6,751
Phyllis R. Sammons	6,375
Pamela Cheek	4,193

PEARL

Nan Stroud**	\$44,210
Darlene Berggren*	39,621
Stacy L. James*	38,439
Jan Harris**	34,712
Cheryl Warfield*	32,754
Pamela Waldrop Shaw	32,553
Cindy A. Williams	32,025
Elizabeth Fitzpatrick*	26,950
Lynda Jackson*	26,421
Nancy Perry-Miles*	25,714
Jackie Swank*	25,203
Joan B. Chadbourne*	23,736
Shirley M. Oshiro	22,862
Rosa Jackson**	21,788
Lise T. Clark*	19,614
Maureen S. Ledda*	19,004
Anita Tripp Brewton	18,971
Nancy Bonner*	18,706
Robin Rowland	18,572
Julie Krebsbach	17,811
Monique Todd Balboa	16,655
Anabell Rocha-Pedraza	16,385
Wilda Dekerlegand*	14,597
Sandy Miller	14,431
Bett Vernon	14,255
Sylvia Kalicak	14,162
Ruth Theodocion	14,052
Wadene Claxton-Prince	14,039
Glinda McGuire	13,743
Beatrice Powell	13,253
Barbara Faber	12,562
Rosalie Ann Medjesky	12,066
Pat Campbell	11,993
Linda Kirkbride	11,002
Jane Studrawa	10,993
Maureen Myers	10,952
Kathy C. Goff-Brummett	10,476
Gloryann Koester	9,912
Deb Pike	8,745
Connie Phillips	7,855
Kathy Jones	7,417
Bettye M. Bridges	7,087
Mary Pat Raynor	6,840
Sonja Hunter Mason	5,479

DIAMOND

Barbara Sunden**	\$74,501
Lisa Madson	50,620
Gloria Castaño**	48,317
Karen Piro*	43,906
Patricia Rodriguez-Turker*	33,685
Julianne Nagle*	32,094
Sonia Páez	31,237
Tammy Crayk	28,517
Anita Mallory Garrett-Roe*	28,480
SuzAnne Brothers*	27,950
Holly Zick**	26,775
Linda C. Toupin	26,547
Pam Gruber*	26,467
Joyce Z. Grady	23,741
Dawn A. Dunn	23,621
Mary Diem*	23,080
Diane Underwood	22,331
Kathy Z. Rasmussen**	20,318
Jo Anne Cunningham	19,150
Sandy Valerio	19,021
Judy Newton	17,476
Sharon Kingrey	16,459
Sharon Z. Stempson*	15,986
Diana Sumpter	15,523
Linda O. Scott	14,986
Betty Gilpatrick	14,080
Diana Heble	12,953
Isabel Venegas	11,708
Jo McKean	11,142
Kay Z. Mazzotti	10,515
Kay Z. Hall	10,145
Connie A. Kittson	9,875
Charlotti G. Kosenka	9,083
Naomi Ruth Easley	7,225
Andrea C. Newman	7,176
Carol Lawler	6,473

RUBY

Pat Fortenberry**	\$57,862
Carol Anton*	53,055
Pat Danforth*	33,002
Wanda Dalby**	32,384
Karlee Isenhardt**	30,338
Johnnette Shealy*	29,084
Linda McBroom*	28,371
Pam Ross*	27,700
Shirley Oppenheimer	27,000
Sue Kirkpatrick*	26,235
Ronnie D'Esposito Klein	26,148
Jeanne Rowland*	21,447
Margaret Winner*	18,088
Janis Z. Moon	18,063
Joan Watson	17,449
Scarlett Walker*	17,044
Pamela A. Fortenberry-Slate*	16,626
Judy Kawiecki	16,138
Rebecca Evans	16,029
Toni A. McElroy	15,798
Dianne Velde*	15,092
Kirk Gillespie	14,760
Vicky L. Fuselier	14,448
Patricia Lane	13,666
Lynne G. Holliday	13,533
Elizabeth Sapanero	13,358
Michelle L. Sudeth	13,352
Cheryl J. Davidson	13,185
Bea Millsagie	12,434
Nancy West Junkin*	12,400
Maria Aceto Pirro	12,293
Jessie Hughes Logan*	12,197
Sue Z. McGray	11,797
Kimberly R. Walker-Roop	11,457
Kate DeBlander	11,396
Rhonda L. Fraczowski	11,382
Phyllis Chang	10,959
Jean Santini*	10,723
Kelly McCarroll	10,576
Cindy Towne	10,544
Cindy Z. Leone	10,359
Nancy M. Ashley*	10,321
Gay H. Super	10,122
Cyndee Gress	8,730
Sharilyn G. Phillips	8,605
Margaret M. Bartsch	7,804
Amy Dunlap	6,809
Katie Walley	6,809
Renee D. Hackleman	5,794

SAPPHIRE

Christine Peterson**	\$75,566
Gayle Gaston**	64,248
Lupita Ceballos*	45,219
Rena Tarbet*	44,573
Joanne Holman*	37,238
Jana Cox*	34,197
Jo Anne Barnes	30,970
Rosa Enriquez*	29,463
Valerie J. Bagnol*	28,873
Shannon C. Andrews*	26,164
Judie McCoy*	25,768
Donna Floberg*	24,709
Helene Reiners*	24,458
Sonya LaVay*	22,290
Asenath G. Brock*	19,361
Alla L. Head	18,378
Gloria Baez	18,318
Mattie Dozier	16,474
LaQueta McCollum	15,344
Mary L. Cane	15,113
Nancy A. Moser	15,096
Vernella Benjamin	14,574
Jeanne Curtis	14,167
Maribel Barajas	13,814
Martie Sibert*	13,661
Jan L. Thetford	13,024
Sherril L. Steinman	12,809
Sharon L. Buck	12,320
Carol L. Stoops	12,147
Karen B. Ford	11,824
Davanne D. Moul	11,789
Karen Kratochvil	10,928
Kendra Crist Cross	10,196
Gillian H. Ortega	10,000
Ann Brown	9,633
Jo Ann Blackmon	8,485
Jill Moore	7,377
Joy L. Breen	6,159

* 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 May 2006 estimated unit retail production.

EMERALD

Auri Hatheway	\$129,439
Hollie R. Sherrick	102,426
Helen Jakpor Asare	101,649
Kathy P. Oliveira	86,409
Kimberly Dawn Reed	78,352
Karen A. Jorgenson	76,799
Ann Shears	71,815
Candy Jackson	69,739
Pamela J. Borghesani	68,894
Barbara Gizzo	63,247
Haydee Guzman	61,028
Sheri L. Farrar-Meyer	60,723
Hope S. Pratt	60,047
Michelle Martella Armes	59,698
Silvia Ramos	59,070
Karen M. Posey	58,939
Cory L. Kinchloe	58,672
Vicki Powell	58,610
Paula Vander Vorste	58,522
Brenda D. Elliott	58,506
Nancy L. DeFina	56,228
Zenelia Wheeler	55,988
Antonia Miranda	55,874
Elaine Oatmeyer	55,836
Denise G. Kucharski	54,671
Sheila J. McCune	54,570
Nancy A. Coleman	54,465
Pam Robbins Kelly	54,272
Denise W. Montgomery	53,524
Kimberly R. Parker	53,497
Trish Reuser	52,427
Cheri Pearce	52,396
Christy M. Sands	52,274
Anique M. Bryan	50,670
Evalina Chavez	50,646
Yolanda Lopez	50,156
Dana G. Berry	49,829
Julie A. Griffin	49,809
Pat Forehand	49,797
Tia Elie	49,243
Alyson Renee Young	49,198
Jennifer Lyn Meade	49,057
Josefina Vargas-Quintero	48,712
Lorena P. Ramirez	48,597
Marcia Neyra	48,596
Tanya Olivia King	48,274
Trisha Taylor	47,928
Valerie Cashin	47,352
Shanna M. Nowling-Brannon	46,537
Rosemary Carolan	46,427
Sue Uibel	46,187
Rachael A. Molik	46,169
Nancy A. Berlin	45,558
Maria Sanches	45,027
Gina C. Fry	44,923
Carrell A. Cannon	44,172
Penny R. Walker	44,149
Vera E. Spencer-Gray	43,716
Jean MacDonald	43,682
Michelle S. Williams	43,680
Eva M. Hall	43,492
Ronit Goldstein	43,226
Heather Shea Catts	43,214
Alicia Jane Ouellette	43,085
Kara D. Bang	42,985
Mayra Smalley	42,909
Ruth S. Parker	42,811
Gale H. Slater	42,545
Tandy L. Ludin	42,414
Laura Krewson	42,395
Karen E. Riddle	42,353
Minerva Vazquez Tlatenchi	42,341
Rose Campbell	42,161
Maritza Lanuza	42,000
Anne Sullivan	41,885
Brittany Krutulis Suarez	41,110
Lynn F. Huckels	41,050
Kathy Rodgers-Smith	40,875
Nancy Graham	40,487
Gwen Regan	40,330
Laura A. Armstrong	40,279
Linda Bradley	39,845
Mary Elizabeth Sadd	39,722
Joyce Young	39,650
Debbie L. Bower	39,455
Carmen Encarnacion Gomez	39,435
Yuris Rocio Alvarado	39,385
Elaine K. Williams	39,171
Monica L. Parada	39,156
Karen L. Lima	39,127
Joyce Trafford	38,398

Kerri L. Bunker	38,337
Vicki Hunter	38,117
Stephanie Ann Sims	38,051
Paula Ladurantaye	37,755
Darnielle A. Jervey	37,683
Celsa Menjivar	37,251
Susan Ruth Cunningham	37,194
Ann C. Baldwin	37,137
Andrea C. Armantrout	37,110

PEARL

Allison Lee LaMarr	\$191,878
Amie N. Gamboian	118,849
Kim L. McClure	100,875
Leah G. Nelson	94,318
Cindy Machado	92,066
Fay M. Hamelin	83,144
Sherry L. Fields	80,380
Lisa Olivares	80,036
Keita Powell	75,121
Jeanie Martin	75,109
Nadine H. Huckabee-Stanley	71,567
Susan M. Hohlman	68,083
Tracey L. Chavez	67,473
Cathy A. Glick	65,773
Tammy A. Vavala	65,365
Linda A. Burns	64,653
Sandra M. Lee	64,613
Connie Lustig	64,568
Kathryn L. Engstrom	64,229
Heather Marie Erbe	63,983
Patty Webster	63,886
Alma Orrostieta	63,433
Holly L. Ennis	61,208
Lisa Allison	61,124
Shari M. Kirschner	61,064
Elizabeth B. F. Muna	60,834
Holly J. Sawyers	60,526
Tina M. Wright	60,510
Betsy C. Richard	59,163
Susan K. Janish	58,585
Diane M. Terwilliger	58,396
Alicia Borkowska	58,381
Maureen Shipp	57,260
Roya M. Mattis	56,950
Peggy Matish	56,114
Julia Sander Burnett	55,385
Denise E. Crosby	54,829
Cheryl Marie Brown	53,859
Krista Lynnette Shepard	53,440
Kathy Eckhardt	53,437
Veronica Ruth Wright	52,870
Beth H. Piland	52,790
Dorothy D. Boyd	52,161
Patricia Fitzgerald	51,794
Melissa Nix Henderson	51,681
Victoria Rachel Piccirilli	50,410
Janice Baxter Hull	50,005
Harriett Sharpe	49,679
Maria Bolling	49,599
Charlene Grubbs	49,357
Cathie Tomlinson	49,223
Susan Moore	48,502
Patty J. Olson	47,808
Amy Kitrell	47,370
Angela P. LaFrance	47,309
Susan T. West	46,952
Sandra Giraldo Kirchhoff	46,794
Menina M. Givens	46,334
Moriah Kinzer	46,325
Halle Kathryn Simpson	46,137
Patti Cornell	45,335
Sherry Moir	44,991
Carmen J. Felix	44,952
Betty B. Lucido	44,879
Angel B. Toler	44,701
Kristin Myers	44,321
Misty D. Guyre	44,294
Barbara L. Bayer-Coulter	43,294
Tai Cobb Klam	43,210
Kim Stone	42,866
Laura Poling	42,631
Lorri E. Woehle	42,396
Amy Kemp	41,707
Rita Schaefer	41,423
Pat Ringnald	41,362
Donna M. Josellis	41,294
Angela G. Blount	40,873
Yuris Rocio Alvarado	40,365
Elaine K. Williams	40,128
Monica L. Parada	39,993
Karen L. Lima	39,817
Joyce Trafford	39,739

Debbie P. Grant	39,726
Barbara R. Johnson	39,510
Ella M. Chick-Power	39,462
Anita N. Conley	39,441
Rhona C. George	39,400
Regina Lockwood	39,172
Germaine Nichelle Richardson	38,719
Joyce Recenello	38,541
Sheryle Frederic	38,442
Maria Neatherton	37,977
Ginger J. Benedict	37,857
Michelle Anness Bleichert	37,707
Tammarie M. Bradford	37,272
Debbie A. Thomas	37,052
Anne Geertsen	36,959
Joy D. Bailey-Gress	36,911
Connie L. Young	36,799
Farrell S. Norton	36,495

DIAMOND

Kim I. Cowdell	\$116,795
Pat A. Nuzzi	99,869
Ana Carolina Alvarez	97,301
Vivian Diaz	86,410
Melinda M. Balling	84,067
Jeanette E. Beichle	83,946
Lisa Rada	83,252
Evelinda Diaz	83,233
Ada Y. Garcia-Herrera	82,545
Patricia Carr	82,171
Heidi Goelzer	81,648
Mariann Biase Mason	81,503
Suzanne T. Young	80,346
Karen L. Kunzler	73,101
Deborah Dudas	72,343
Susan Hattam Weeks	70,527
Deanna L. Spillman	68,492
Chatney Gelfius	67,297
Audrey K. MacDowall	65,452
Judy Higgins	64,280
Jennifer V. Agema	63,867
Evitelia Valdez-Cruz	63,765
Audrey J. Doller	63,627
Priscilla MCPheeters	63,513
Shelly Palen	62,567
Maricarmen Gonzalez	61,745
Diane Lynn Ferguson	61,093
Amy Zanto	59,436
Nicki R. Hill	58,849
Denise M. Guthrie	58,731
Andrea Shields	58,506
Nancy Fox Castro	57,956
Rosibel L. Shahin	57,278
Amy Hanifil	57,115
Connie L. Russo	56,566
Kelly Willer-Johnson	56,468
Lesley A. Bodine	56,333
Caterina M. Harris	55,156
Heather M. Julson	54,869
Kathe Cunningham	54,759
Ana X. Solis	54,401
Tammie M. Hanson	54,373
Stephanie A. Richter	54,372
Eileen M. Huffman	54,278
Lara F. McKeever	54,196
Erica D. Hunt	53,365
Cynthia L. Frazier	53,304
Donna J. Saguto	52,937
Char Griffin	52,368
Maria J. Monarrez	52,303
Lisa A. Stengel	52,142
Cindy S. Kriner	52,025
Vicki O'Bannon	51,429
Kim A. Messmer	51,362
Faith A. Gladding	51,172
LaRonda L. Daigle	51,080
Lori M. Langan	50,802
Ericka Balch	50,502
Joy H. Rentz	50,334
Nita Kathryn Heid	50,188
Peggy Sperling	49,841
Allison M. Nielsen	49,613
Luciana Zook	49,197
Rosa C. Fernandez	48,835
Jenny Siemonsma	48,669
Renee M. Gorron	48,305
Rosa Bonilla	47,954
Karen Sinclair	47,917
Mary P. Creech	47,868
Betty McKendry	47,735
Terri J. Beckstead	47,467
Debi Christensen	47,382
Renee C. Burdette	46,993

Julie Schlundt	46,933
Nancy Ashton	45,280
Joyce M. Conant	45,248
Rubiel Palacio	45,095
Linda C. Weniger	44,927
Patricia Schneider	44,716
Carol Lee Johnson	44,524
Arianne C. Morgan	44,410
Sandy L. Kaiser-Dzialo	44,231
Jenny R. DeMell	44,227
Santos Mejia	43,805
Karen M. Bonura	43,700
Maria Flores	43,542
Stephanie Ann Showers	43,472
Maritza Estela Gonzalez	43,376
Morayma Rosas	43,251
Julie Garvey	43,219
Maria Teresa Lozada	43,212
Josefa E. Rosario	43,192
Sheilagh Glenn Murray	42,721
Marta Reyes	42,671
Lisa Bonadonna Madden	42,357
Martha Kay Raile	42,328
Blanca E. Sola	42,295
Sheryl Peterson	42,292
Kerry J. DeVilbiss	42,251
Laurie Shively	42,136

RUBY

Candy D. Lewis	\$101,407
Ekene S. Okafor	101,266
Donna B. Meixsell	93,934
Thessy Nkechi Nwachukwu	86,402
Kathleen C. Savorgnan	85,839
Roli Akperi	84,522
Margi S. Eno	81,590
Sheila K. Valles	78,304
Mary Lou Ardohain	76,909
Gaynell L. Kennedy	76,519
Mary Jo Dallen	72,972
Jeannie Ripley	72,853
Sherrille L. Clemons	68,963
Vicki Jo Auth	68,581
Tracy A. Crisler	68,172
Terri A. Oppenheimer-Schaefer	67,018
Jill E. Garrett	66,673
Lisa Anne Harmon	66,656
Phuong L. White	66,588
Vicki S. Lindsay	65,798
Mimi A. Novak	65,127
Tiffany Marie Roddy	63,818
Thea Elvin	63,596
Linda Leonard Thompson	62,641
Diane Covington	61,993
Kathy Monahan	61,762
Cindy Anderson	58,827
Mary Sharon Howell	57,926
Glora Dominguez	56,528
Judie Roman	55,109
Sheryl K. Goins	54,822
Aimee Elizabeth Power	54,042
Donna F. Knotts	53,860
Krystal D. Downey-Shada	53,265
Lumen Nunez	53,044
Carmen A. Kattenbraker	52,530
Colleen Robustelli	51,846
Dorothy C. Ibe	51,713
Debbie A. Elbrecht	51,660
Graceanne S. Williams	51,515
Jacqueline N. Alford	51,289
Sara Starkey	51,167
Elizabeth Medernach	51,035
Sandra Braun	50,546
Julie Smith	50,445
Kali DeBlander Brigham	50,429
Gena Rae Gass	50,254
Maggie G. Shake	49,496
Kristen Anne Lawhorn	49,453
Helen Amato	49,283
Liz Whitehouse	48,584
Jan Martino	48,047
Eleanor M. Reigel	47,980
Cyndy Legowski	47,025
Natalie T. Conner	46,973
Carol Fehr	46,507
Lori Gangl Humble	46,460
Deborah K. Hack	46,396
Alicia Bivens-Jones	45,765
Margaret Marie Leonelli	45,743
Sylvia J. Cook	45,705
Denise Nelson Parmely	45,374
Sylvia Limon Martinez	45,116
Marnie R. Yunger	44,918

Ingrid Randall	44,755
Cathleen Walter	44,488
Jeanette M. Thompson	44,447
Lisa V. Bauer	44,236
Ana Cristina N. Carper	44,208
Amber L. Faulk	44,014
Angelita Lara Espinosa	43,986
Anne Weidenweber	43,465
Monique Renee Lucas	43,441
Janet S. Pavey	43,405
Stella Nwokoye-Pius	42,545
Ketteline Guerrier	42,331
Gail Nevius	42,218
Susan C. Dunlap	42,218
Amy J. Spence	41,988
Karen L. Link	41,603
Donna Savacool-Barkley	41,497
Karen E. Gardner	41,495
Cindy P. Markowski	41,021
Margaret H. Gormly	40,978
Dana M. Silecchio	40,682
Crystal Caldwell Hubbard	40,300
Kemi E. Madunta	40,258
Donna Clark	39,988
Judy Lund	39,952
Maurie Traylor	39,927
Johnnie M. Robertson	39,720
Vicki L. Estes	39,634
Stacey P. Nelson	39,462
Anita D. Chavez	39,441
Dana Ann Gonzalez	39,314
Melissa Kaye Kopec	39,237
Molly A. Williamson	39,115
Pansy L. Pierce	39,014
Lisa A. DeLucia	38,845
Jeannette Curren-Cochran	38,823

SAPPHIRE

Paola B. Ramirez	\$144,110
Zasha Noel Lowe	136,342
Melva M. Slythe	122,288
Janelle A. Ferrell	99,102
Robin Blackmon-Dunda	92,575
Tracy Potter	85,101
Julie Weaver	83,285
Jill L. Glockner	80,675
Ann W. Sherman	75,767
Tammy Romage	74,996
Angie S. Day	73,754
Cheryl T. Anderson	73,732
Jennifer L. Semelsberger	68,772
Barbara Olesen Randall	68,715
Lynn Baer Roberts	66,110
Maria Aguirre	64,628
Linne Lane	63,345
Candy I. Johnston	61,167
Brigit L. Bridle	60,785
Pilar Najera	58,894
Pamela D. Cox	58,834
Kathy R. Bullard	58,360
Kristi M. Nielsen	58,213
Lady Ruth Brown	58,127
Jill Beckstedt	57,219
Jami B. Hovey	56,973
Maria Clavel	54,836
Randi Stevens	54,160
Julia Mundy	53,490
Michele T. Gallman	53,078
Linda L. Quillin	53,072
Ana Maria Barba	52,711

7	Kathleen Bonadie	52,632
8	Angelee R. Murray	51,428
7	Terry A. Hensley	51,354
6	Eileen Fricke	50,136
8	Joanna Helton	49,931
4	Peggy B. Sacco	49,612
6	Linda Klein	49,276
5	Julie K. Scalissi	49,240
1	Sharon K. Swayzer	49,138
5	Nannette G. Short	48,523
5	Romelia Bjornnes	48,421
1	Theresa Kusak-Smith	48,252
8	Virginia E. Curry	48,180
8	Elizabeth McCandliss	48,175
8	Jodi L. Feller	48,045
3	Kim B. Roberts	47,822
7	Barbara A. Tyler	47,536
5	Barbara D. McKneely	47,500
1	Angela D. Jackson-LaFerry	46,794
8	Pam I. Higgs	46,745
2	Julie Neal	46,586
0	Heather L. Bohlinger	46,569
8	Cheri L. Taylor	45,989
8	Brynnne M. Blalock	45,666
2	Leann Elaine Zondag	45,631
7	Kim Williams	45,582
0	Giana Marelli Bonneau	45,251
4	Elizabeth Sanchez	44,793
4	Phyllis I. Pinsky	44,505
1	Dawn Coby	44,220
7	Ronnie Fitzpatrick	44,199
4	Debbie A. Weld	44,080
5	Judy K. Johnson Englund	44,016
5	Lynn A. Cervini	43,409
3	Elsie Jackson	43,360
	Therese E. Simon	43,082
	Kathy Steinman	42,991
	Julie M. Moreland	42,694
0	Sarah Stiger	42,640
2	Gena Prince	42,625
2	Diana E. Frausto	42,595
8	Marilynne H. Rowland	42,498
8	Jennifer G. Bouse	42,374
1	Traci Weber	41,979
5	Judy Pennington	41,913
1	Sara Bennett-Moore	41,687
7	Margaret Neill	41,621
6	Andrea I. Zajac	41,374
4	Elaine B. Lewis	41,190
2	Ann Ferrell Smith	41,041
2	Flory Palencia	40,943
5	Mary C. Bernhardt	40,911
2	Nancy Panza	40,902
0	Roxanne McInroe	40,761
5	Judy G. Johnston	40,614
5	Binta Touray Jagne	40,558
7	JoAnna P. Shippe	40,426
4	Gayle J. Green	40,270
4	Sarah C. Bowering-Miller	40,263
3	Pam Garner Moore	39,812
6	Lourdes Flores-Guerrero	39,690
7	Brenda M. Zalka	39,524
9	Betty H. Schuler	39,337
3	Andrea Denise Evans	39,031
6	Lyzzette LeRoy Maroszek	38,854
0	Bonnie Crumrin	38,798
9	Tasha Bergman	38,595
0	Marie Pfarr	38,545

Commission Circle

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

Auri Hatheway \$16,835.74
 Hollie R. Sherrick 13,729.05
 Helen Jakpor Asare 12,253.77
 Kathy P. Oliveira 11,811.77
 Nancy A. Coleman 11,202.83
 Karen A. Jorgenson 11,124.69
 Kathy Rodgers-Smith 11,052.88
 Elaine Oatmeyer 11,046.65
 Zenelia Wheeler 10,676.12
 Paula Vander Vorste 10,659.20
 Haydee Guzman 10,412.97
 Candy Jackson 10,396.44
 Pamela J. Borghesani 10,393.69
 Sheri L. Farrar-Meyer 9,850.07
 Michele Martella Armes 9,806.70
 Evalina Chavez 9,698.13
 Ann Shears 9,317.34
 Barbara Gizzo 9,288.07
 Kimberly Dawn Reed 9,284.04
 Yolanda Lopez 9,184.36
 Denise W. Montgomery 9,139.75
 Rose Campbell 9,103.63
 Maria Sanches 9,037.53
 Linda Bradley 8,944.25
 Marina Sanchez Ramirez 8,886.70
 Silvia Ramos 8,778.35
 Debbie L. Bower 8,736.48
 Tanya Olivia King 8,638.56
 Sheila J. McCune 8,529.13
 Kimberly R. Parker 8,500.33
 Brenda D. Elliott 8,496.50
 Christine J. Kurzawa 8,424.46
 Trisha Taylor 8,419.36
 Tandy L. Ludin 8,383.09
 Hope S. Pratt 8,321.56
 Valerie Cashin 8,321.39
 Blanca E. Arroyo 8,238.78
 Nancy L. DeFina 8,215.93
 Sue Uibel 8,201.00
 Julie A. Griffin 8,180.58
 Trish Reuser 8,170.47
 Pam Robbins Kelly 8,158.73
 Helen M. Harlow 8,030.83
 Denise G. Kucharski 7,968.17
 Karen M. Posey 7,870.97
 Jo M. Cotton 7,821.39
 Antonia Miranda 7,784.17
 Candice M. Santomauro 7,757.04
 Nancy A. Berlin 7,736.70
 Alyson Renee Young 7,728.99
 Maritza Lanuza 7,708.17
 Vicki Powell 7,608.32
 Dana G. Berry 7,533.61
 Eva M. Hall 7,369.54
 Lorena P. Ramirez 7,338.17
 Cory L. Kinchloe 7,245.78
 Elaine K. Williams 7,224.91
 Kimbi L. Bartik 7,216.82
 Gina C. Fry 7,199.14
 Pat Forehand 7,148.30
 Laura A. Armstrong 7,037.89
 Carmen Encarnacion Gomez 6,971.79
 Sherry L. Crews 6,950.23
 Carolyn L. DeGroat 6,943.43
 Barbara Pleet 6,941.17
 Minerva Vazquez Tlatenchi 6,915.10
 Kerri L. Bunker 6,890.89
 Gale H. Slater 6,824.54
 Marcia Neyra 6,823.53
 Charlotte Mantooth 6,803.32
 Nancy Harder 6,798.79
 Josefina Vargas-Quintero 6,797.69
 Melody Ann Fox 6,776.40
 Heather A. Carlson 6,724.39
 Christy M. Sands 6,704.14
 Anique M. Bryan 6,700.07
 Tawny-Raquel A. Collins 6,663.44
 Alicia Jane Ouellette 6,653.28
 Deborah Metzger 6,645.07
 Frankie Clapp 6,619.03
 Stacy D. Foust 6,618.78
 Darnielle A. Jervey 6,607.65
 Michelle B. Ehrich-Stravolo 6,596.95

Melissa Ann Beckett 6,564.39
 Laura Krewson 6,551.16
 Shanna M. Nowling-Brannon 6,540.73
 Kara D. Bang 6,533.46
 Cheri Pearce 6,531.13
 Erin Kristin Fisher 6,518.11
 Lynn F. Huckels 6,495.51
 Karen E. Ridle 6,466.41
 Annette D. Oxley 6,396.52
 Vicki Hunter 6,391.78
 Rosemary Carolan 6,385.70
 Jean MacDonald 6,381.68
 Mayra Smalley 6,276.64
 Gail Patton Menefee 6,220.25
 Stacy S. Gilson 6,194.04
 Karen L. Lima 6,187.52
 Gloria E. Sandoval 6,174.32

PEARL

Allison Lee LaMarr \$29,418.99
 Amie M. Gamboian 16,088.04
 Kim L. McClure 13,926.17
 Donna Stephano 13,616.79
 Cathie Tomlinson 13,489.08
 Michelle Annese Bleichert 13,190.09
 Sandra M. Munguia 12,403.99
 Angel R. Cruz 11,968.30
 Tracey L. Chavez 11,717.65
 Fay M. Hamelin 11,507.38
 Leah G. Nelson 11,474.41
 Jeanie Martin 11,435.31
 Susan M. Hohlman 11,393.12
 Lisa Olivares 11,393.12
 Alma Orrostita 11,393.12
 Betsy C. Richard 10,906.15
 Carmen J. Felix 10,598.31
 Sherry L. Fields 10,254.16
 Betty B. Lucido 10,229.39
 Kathryn L. Engstrom 9,839.41
 Lisa Allison 9,775.18
 Patty Webster 9,743.20
 Krista Lynette Shepard 9,735.96
 Maria Bolling 9,539.08
 Shari M. Kirschner 9,385.53
 Dorothy D. Boyd 9,216.12
 Maureen Ship 9,190.70
 Jeanie K. Navkal 8,972.16
 Sandra M. Lee 8,865.48
 Nadine Bowers 8,824.24
 Julia Sander Burnett 8,805.88
 Roy M. Mattis 8,688.67
 Peggy Matish 8,679.91
 Susan K. Janish 8,587.97
 Janice Baxter Hull 8,579.84
 Linda A. Burns 8,544.87
 Sherry Moir 8,481.74
 Kathy Eckhardt 8,421.90
 Cathy E. Littlejohn 8,371.97
 Heather Marie Erbe 8,352.78
 Harriett Sharpe 8,307.98
 Susan Moore 8,246.09
 Sandra Giraldo Kirchhoff 8,215.54
 Elizabeth B. F. Muna 8,091.67
 Anita N. Conley 8,066.33
 Connie Lustig 7,986.81
 Denise E. Crosby 7,960.70
 Alicia Borkowska 7,955.83
 Holly L. Ennis 7,851.43
 Kathy A. Glick 7,848.94
 Kyla Jean Dodson 7,695.13
 Patty J. Olson 7,674.46
 Charlene Grubbs 7,641.69
 Tina M. Wright 7,576.88
 Gloria Heyaime 7,576.85
 Victoria Rachel Piccirilli 7,574.75
 Belle L. Martin 7,535.81
 Melissa Nix Henderson 7,417.50
 Penny J. Jackson 7,370.82
 Menina M. Givens 7,370.41
 Cheryl Marie Brown 7,209.91
 Patti Cornell 7,201.72
 Irene K. Foster 7,186.73
 Marita W. Campbell 7,176.93
 Mary C. Estupinan-Martel 7,174.96
 Patricia Fitzgerald 7,164.19
 Rita Schaefer 7,133.14

Angela P. LaFrance 7,127.89
 Veronica Ruth Wright 7,041.37
 Susie Kopacz 7,000.36
 Vicki B. Crank 6,967.89
 Barbara Stimach 6,906.15
 Alicia Morales 6,855.52
 Ella M. Chick-Power 6,837.07
 Amy Kitrell 6,833.51
 Ginger J. Benedict 6,821.48
 Lorri E. Woehrl 6,805.16
 Susan T. West 6,798.90
 Bette Lord Hillman 6,764.76
 Anne Geertsens 6,756.35
 Beth H. Piland 6,750.60
 Diane M. Terwilliger 6,749.16
 Holly J. Sawyers 6,743.39
 Debbie A. Thomas 6,728.22
 Judy Brack 6,658.11
 Evelyn Pirhalla 6,650.82
 Virginia S. Rocha 6,645.83
 Darlene Rutledge 6,601.34
 Donna Stephano 6,579.35
 Cathie Tomlinson 6,549.40
 Michelle Annese Bleichert 6,539.51
 Sandra M. Munguia 6,512.05
 Angel R. Cruz 6,509.32
 Garciaquiere 6,488.97
 Debbie P. Grant 6,486.94
 Kathy Lee 6,463.92
 Sherree E. Koehler 6,463.92
 Constanza C. Sweeney 6,459.63
 Halle Kathryn Simpson 6,456.39
 Judi Tapella 6,454.28
 Angela G. Blount 6,425.83
 Barbara Ashworth 6,391.14

DIAMOND

Kim I. Cowdell \$15,494.27
 Evelinda Diaz 14,662.85
 Vivian Diaz 14,168.88
 Ana Carolina Alvarez 13,886.21
 Pat A. Nuzzi 13,486.20
 Melinda M. Balling 13,103.97
 Mariann Biase Mason 13,050.99
 Heidi Goetzer 13,043.97
 Jeannette E. Beiche 12,633.38
 Maricarmen Gonzalez 12,625.46
 Lisa Rada 12,213.13
 Deanna L. Spillman 12,015.31
 Suzanne T. Young 11,758.31
 Ada Y. Garcia-Herrera 11,746.10
 Priscilla McPheeters 11,600.44
 Deborah Dudas 11,503.00
 Patricia Carr 10,799.75
 Evitelia Valdez-Cruz 10,636.00
 Caterina M. Harris 10,467.19
 Martha Kay Raile 10,322.12
 Terri J. Beckstead 10,318.92
 Judy Schlundt 10,303.01
 Connie L. Russo 10,172.91
 LaRonda L. Daigle 9,970.02
 Maria I. Monarret 9,846.47
 Audrey J. Doller 9,839.27
 Maria Flores 9,802.23
 Morayma Rosas 9,686.19
 Karen L. Kunzler 9,643.36
 Rosa Bonilla 9,619.32
 Sheryl Peterson 9,601.08
 Judy Higgins 9,588.16
 Rosibel L. Shahin 9,572.37
 Shelly Palen 9,569.44
 Heather M. Julson 9,420.11
 Chatey Gelfius 9,299.52
 Peggy Sperling 9,252.12
 Ana X. Solis 9,133.17
 Rosa C. Fernandez 9,060.35
 Susan Hatten Weeks 9,051.11
 Betty McKendry 9,972.81
 Donna J. Saguto 9,953.63
 Juanita Gudino 8,685.41
 Katie Cunningham 8,678.96
 Lara F. McKeever 8,645.16
 Eileen M. Huffman 8,639.35
 Martha Brown 8,631.76
 Amy Haniff 8,621.90
 Julie Garvey 8,620.05

Audrey K. MacDowall 8,587.85
 Nancy Fox Castro 8,534.33
 Lisa A. Stengel 8,476.43
 Josefa E. Rosario 8,371.02
 Tammie M. Hanson 8,364.78
 Mary Lasso 8,321.97
 Linda C. Weniger 8,307.64
 Elvi S. Lamping 8,240.93
 Nicki R. Hill 8,206.30
 Kelly Willer-Johnson 8,053.43
 Mary Strauss 8,036.46
 Mary P. Creech 7,981.79
 Gina Rodriguez 7,917.41
 Nancy Ashton 7,916.04
 Amy Zanto 7,902.93
 Maria Teresa Lozada 7,886.44
 Stephanie A. Richter 7,839.72
 Faith A. Gladding 7,835.56
 Krista A. Johnson 7,789.70
 Lila DeWeber 7,731.15
 Luciana Zook 7,723.03
 Lesley A. Bodine 7,697.95
 Vicki O'Bannon 7,666.22
 Jennifer V. Agema 7,564.94
 Dalene Hartshorn 7,555.56
 Kathy M. Viola 7,546.88
 Mary Jacobson 7,501.51
 Joyce M. Conant 7,489.93
 Denise M. Guthrie 7,483.26
 Julie Danksin 7,475.55
 Andrea Shields 7,470.70
 Tricia Ann Ramer 7,437.22
 Omosolape O. Akinyoyenu 7,419.46
 Marsha Morrisette 7,401.52
 Susan K. Carlson 7,339.92
 Cynthia L. Frazier 7,282.07
 Diane Lynn Ferguson 7,261.84
 Erica D. Hunt 7,247.89
 Patricia Schneider 7,203.82
 Cindy S. Kriner 7,174.56
 Carol Lee Johnson 7,099.28
 Norma Lee Shaver 7,079.10
 Char Griffin 7,068.91
 Ann M. Jones 7,062.56
 Sandy K. Griffith 7,060.89
 Rose Rodriguez 7,052.24
 Mileta K. Kinser 7,050.52
 Joy H. Rentz 7,046.32
 Karen M. Bonura 7,013.50
 Pat Joos 7,002.47
 Rusty Kurtzrock 6,979.15

RUBY

Thessey Nkechi Nwachukwu \$19,057.85
 Candy D. Lewis 16,418.52
 Ekene S. Okafor 14,000.89
 Donna B. Meixsell 13,693.18
 Vicki Jo Auth 13,057.63
 Gaynell L. Kennedy 12,169.02
 Terri A. Oppenheimer-Schafer 11,791.38
 Margi S. Eno 11,757.88
 Thea Elvin 11,652.18
 Mary Lou Ardohain 11,479.86
 Kathleen C. Savorgnan 11,263.46
 Sheila K. Valles 11,204.98
 Kathy Monahan 10,967.84
 Lisa Anne Harmon 10,899.59
 Phuong L. White 10,521.26
 Mary Jo Dallen 10,421.81
 Diane Covington 10,370.06
 Rolli Akperi 10,324.45
 Gena Rae Gass 10,265.44
 Sherrie L. Clemons 10,172.80
 Jeanie Ripley 10,029.31
 Tracy A. Crisler 9,824.36
 Dorothy C. Ibe 9,592.72
 Laura A. Kattenbraker 9,315.22
 Judy Roman 9,306.25
 Cindy Anderson 9,157.42
 Sheryl K. Goins 8,823.11
 Mimi A. Novak 8,795.18
 Jill E. Garrett 8,785.50
 Vicki S. Lindsay 8,658.12
 Michele Semper 8,624.37
 Carmen Nunez 8,453.42

Gloria Dominguez 8,427.00
 Gail Bauer 8,271.33
 Elizabeth Medernach 8,213.88
 Lisa A. DeLucia 8,167.69
 Julie Smith 8,087.93
 Mary Alice Dell 8,001.45
 Helen Amato 7,972.66
 Tiffany Marie Roddy 7,951.92
 Jacqueline N. Alford 7,944.95
 Sylvia Limon Martinez 7,910.25
 Amy J. Spence 7,862.20
 Donna F. Knotts 7,857.72
 Mary Sharon Howell 7,807.08
 Linda Leonard Thompson 7,664.64
 Jan Martino 7,661.10
 Laurie Hallock 7,610.88
 Sylvia J. Cook 7,606.57
 Debbie A. Elbrecht 7,592.22
 Sandra Braun 7,571.48
 Margaret Marie Leonelli 7,547.47
 Joyce Omene 7,516.25
 Liz Whitehouse 7,469.04
 Colleen Robustelli 7,446.97
 Ingrid Randall 7,329.17
 Donna Clark 7,313.09
 Amber L. Faulk 7,270.13
 Alicia Bivens-Jones 7,267.84
 Marnie R. Yunger 7,266.46
 Graceanne S. Williams 7,256.58
 Stacey P. Nelson 7,193.41
 Aimee Elizabeth Power 7,175.26
 Mary Kay Simpson 7,159.26
 Debbie Deets 7,154.12
 Deborah K. Hack 7,152.78
 Kristen Anne Lawhorn 7,146.56
 Helen Naomi Godswill 7,118.47
 Susan C. Dunlap 7,053.03
 Mary D. Whitman 7,008.80
 Eleanor M. Reigel 7,005.63
 Jeanette M. Thompson 6,939.32
 Lynette L. Meisel 6,926.64
 Patti Maxwell 6,906.25
 Cindy P. Markowski 6,899.38
 Maggie G. Shake 6,895.47
 Carol Fehr 6,812.40
 Pansy L. Pierce 6,807.69
 Stella Nwokoye-Pius 6,794.54
 Kali DeBlender Brigham 6,783.82
 Julie Rene Jennings 6,772.76
 Ann Tinucci Anderson 6,761.55
 Krystal D. Downey-Shada 6,734.77
 Judy Lund 6,712.38
 Gloria Garoutte 6,642.65
 Diana Gutierrez 6,607.09
 Gina M. Gildone 6,560.25
 Janet S. Pavey 6,551.46
 Gail Nevius 6,499.69
 Collette McNamee 6,442.15
 Dori M. Fennell 6,369.41
 Michelle M. Visco 6,359.21
 Rose Mary Neil 6,301.62
 Brenda Fenner 6,274.58
 Corrin Cresci 6,266.99
 Sonya F. Goins 6,224.53
 Anne Weidenweber 6,217.92
 Robin A. Albert 6,194.74
 Schoen McGinnity 6,179.94
 Ketteline Guerrier 6,149.49

SAPPHIRE

Paola B. Ramirez \$16,632.32
 Zasha Noel Lowe 15,631.70
 Melva M. Sityhe 15,524.47
 Janelle A. Ferrell 14,868.84
 Pam I. Higgs 13,168.20
 Julie Weaver 13,119.31
 Robin Blackmon-Dunda 12,911.67
 Maria Aguirre 12,411.26
 Cheryl T. Anderson 12,035.83
 Tammy Romage 11,993.86
 Tracy Potter 11,782.96
 Ann W. Sherman 11,777.99
 Lady Ruth Brown 11,510.57
 Ana Maria Barba 11,472.74
 Angie S. Day 11,060.90
 Pam Klickna 10,965.82

Julia Mundy 10,926.50
 Lynn Baer Roberts 10,676.52
 Pamela D. Cox 10,676.01
 Gladis Elizabeth Camargo 10,480.98
 Randi Stevens 10,280.77
 Jennifer L. Semelsberger 9,904.85
 Jill L. Glockner 9,799.92
 Jill Beckstedt 9,785.60
 Elizabeth Sanchez 9,582.07
 Candy I. Johnston 9,570.05
 Linne' Lane 9,421.87
 Brigit L. Bridle 9,208.65
 JoAnna P. Shippe 9,093.10
 Julie Neal 9,014.92
 Kim Williams 8,903.39
 Debra M. Wehrer 8,852.67
 Peggy B. Sacco 8,769.67
 Kathy R. Bullard 8,744.42
 Barbara Olesen Randall 8,577.32
 Pilar Najera 8,514.10
 Linne' B. Hovey 8,484.15
 Kristi M. Nielsen 8,144.97
 Elizabeth McCandliss 8,099.54
 Therese E. Simon 8,066.24
 Sharon K. Swayzer 8,035.87
 Joanna Helton 7,992.25
 Linda Klein 7,882.50
 Ruby Garner 7,848.52
 Kathleen Bonadie 7,792.75
 Maria Clavel 7,787.62
 Phyllis I. Pinsker 7,692.15
 Sarah C. Bowering-Miller 7,661.94
 Theresa Kusak-Smith 7,578.39
 Moleda G. Dailey 7,521.85
 Diana E. Fraustro 7,444.34
 Cheri L. Taylor 7,429.00
 Mirna Mejia 7,417.81
 Gena Prince 7,383.32
 Lorraine B. Newton 7,342.24
 Nannette G. Short 7,333.17
 Barbara A. Tyler 7,304.65
 Barbara D. McKeenly 7,299.78
 Natalie Reed 7,299.17
 Judy K. Johnson England 7,220.29
 Roxanne McInroe 7,213.46
 Silisia Evans Moses 7,176.20
 Rita E. Siqueiros-Avila 7,090.59
 Eileen Fricke 7,078.17
 Pam Garner Moore 7,027.72
 Romaine Korzon 7,006.36
 Kim B. Roberts 6,993.50
 Dawn Coby 6,986.26
 Tasha Bergman 6,947.00
 Dolores Keller-Wills 6,917.05
 Jodi L. Feller 6,887.63
 Wendy Clausen 6,793.78
 Romelia Bjornnes 6,767.79
 Michele T. Gallman 6,754.24
 Delmy Ana Torrejon 6,717.11
 Flory Palencia 6,698.67
 Ann Ferrell Smith 6,689.41
 Marjorie S. Haun 6,661.23
 Petie L. Huffman 6,606.99
 Brynne M. Blalock 6,583.14
 Norma Hood 6,573.99
 Nadia D. Bailey 6,516.98
 Traci Weber 6,508.85
 Josefa Chacon 6,506.79
 Heather L. Bohlinger 6,486.41
 Gloria Stake Miller 6,486.02
 Ellen Ezekiel Farquharson 6,461.48
 Leann Elaine Zondag 6,442.80
 Agnes Stewart 6,440.60
 Terry A. Hensley 6,415.19
 Linda L. Quillin 6,390.59
 Angela Jackson-LaFerry 6,383.43
 Lynn A. Cervini 6,382.15
 Jennifer G. Bouse 6,379.71
 Marie Plarr 6,375.12
 Rhonda G. Deines 6,369.57
 Elsie Jackson 6,367.43
 Patsy A. Glunt 6,297.38
 Maria Elvia Lopez 6,270.60
 Kimberly D. Starr 6,269.15

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

Mary Kay Angels

These Independent National Sales Directors, Independent Sales Directors and Independent Beauty Consultants achieved the highest commissions/bonuses or production or had the most new team members in their Seminar areas in May 2006.

TOP NATIONAL SALES DIRECTORS — COMMISSIONS AND BONUSES



Anne Newbury
\$97,367
EMERALD



Nan Stroud
\$44,210
PEARL



Barbara Sunden
\$74,501
DIAMOND



Pat Fortenberry
\$57,862
RUBY



Christine Peterson
\$75,566
SAPPHIRE

TOP UNIT — ESTIMATED RETAIL PRODUCTION

EMERALD — Auri Hatheway, <i>D. Wiegandt Area</i>	\$129,439
PEARL — Allison Lee LaMarr, <i>D. Berggren Area</i>	\$191,878
DIAMOND — Kim I. Cowdell, <i>T. Crayk Area</i>	\$116,795
RUBY — Candy D. Lewis, <i>R. D'Esposito Klein Area</i>	\$101,407
SAPPHIRE — Paola B. Ramirez, <i>L. Ceballos Area</i>	\$144,110

TOP SALES DIRECTOR-PERSONAL SALES

EMERALD — Marilyn Harris, <i>K. Walker Area</i>	\$13,620
PEARL — Fay M. Hamelin, <i>J. Chadbourn Area</i>	\$12,853
DIAMOND — Rhonda Morgan, <i>L. Toupin Area</i>	\$11,325
RUBY — Ketteline Guerrier, <i>N. Ashley Area</i>	\$13,556
SAPPHIRE — Linda S. Perry, <i>H. Reiners Area</i>	\$13,175

TOP BEAUTY CONSULTANT-PERSONAL SALES

EMERALD — William N. Van Osdol, <i>L. Krewson Unit, Go Give Area</i>	\$22,375
PEARL — Susan Hope Knott, <i>M. Shipp Unit, C. Williams Area</i>	\$12,575
DIAMOND — Terri Lynn Kunzler, <i>C. Gainsford Unit, M. Diem Area</i>	\$19,589
RUBY — Suann W. McGhee, <i>A. Palmer Unit, Go Give Area</i>	\$18,820
SAPPHIRE — Colleen S. Vander Pas, <i>B. Tyler Unit, N. Moser Area</i>	\$20,208

TOP TEAM BUILDER

EMERALD — Margit S. Heist, <i>V. Russell Unit, Go Give Area</i>	16 New Team Members
PEARL — Teri K. Crum, <i>M. Kinzer Unit, K. Jones Area</i>	15 New Team Members
DIAMOND — Sales Director Valerie J. White, <i>Go Give Area</i>	14 New Team Members
RUBY — Brijida C. Aleman, <i>Y. Baldenegro Unit, C. Anton Area</i>	15 New Team Members
SAPPHIRE — Elizabeth A. Bains, <i>G. Bonheur Unit, C. Peterson Area</i>	21 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 May.

EMERALD

Jackline Pipim, <i>H. Asare Unit</i>	\$2,739.39
Sales Director Zenelia Wheeler.....	2,153.29
Sales Director Julie A. Griffin.....	1,722.66
Sales Director Kathy Rodgers-Smith.....	1,633.61
Sales Director Erin Kristin Fisher.....	1,620.84
Sales Director Maria Sanchez.....	1,604.79
Denise A. Knisley, <i>B. Gizzo Unit</i>	1,599.91
Sales Director Alyson Renee Young.....	1,596.37
Sales Director Jean MacDonald.....	1,534.62
Sales Director Margarita Guerra.....	1,511.64
Sales Director Haydee Guzman.....	1,495.21
Sales Director Marina Sanchez Ramirez.....	1,481.94
Sales Director Jo M. Cotton.....	1,464.35
Sales Director Valerie Cashin.....	1,429.25
Sales Director Marian Annette Smith.....	1,378.80
Sales Director Chelsea Gardner.....	1,358.11
Sales Director Shara Mobley Gladden.....	1,339.33
Sales Director Karen E. Ridle.....	1,323.08
Sales Director Deborah Metzger.....	1,311.20
Sales Director Lorena P. Ramirez.....	1,292.56
Sales Director Michelle B. Ehrich-Stravolo.....	1,288.63
Sales Director Maria Reina Cruz-Garcia.....	1,277.77
Taylor Danielle Lemus, <i>B. Suarez Unit</i>	1,274.81
Sales Director Helen M. Harlow.....	1,273.19
Sales Director Tawny-Raquel A. Collins.....	1,271.56

PEARL

Sales Director Keita Powell.....	\$2,212.54
Darlene Heithoff, <i>N. Huckabee-Stanley</i>	2,039.42
Jatashia A. Bennett Manson, <i>C. Tomlinson</i>	1,924.85
Teri Kinzer Crum, <i>M. Kinzer Unit</i>	1,825.40
Sales Director Fay M. Hamelin.....	1,813.34

Sales Director Betsy C. Richard.....	1,689.16
Denise Marie Yerkes, <i>H. Erbe Unit</i>	1,599.33
Sales Director Amie N. Gamboian.....	1,527.92
Sales Director Alma Orrosteieta.....	1,523.67
Sales Director Alicia Morales.....	1,519.90
Sales Director Allison Lee LaMarr.....	1,486.03
Teresa Marie Staggs, <i>A. LaMarr Unit</i>	1,418.89
Sales Director Constanza C. Sweeney.....	1,402.12
Sales Director Krista Lynnette Shepard.....	1,337.57
Marnie Lynn Williams, <i>H. Sawyers Unit</i>	1,335.31
Sales Director Maureen Shipp.....	1,311.12
Sales Director Susan K. Janish.....	1,294.83
Sales Director Donna Stephano.....	1,246.68
Sales Director Roya M. Mattis.....	1,234.68
Sales Director Maria E. Jesus Placencia.....	1,224.70
Sales Director Angela P. LaFrance.....	1,215.47
Sales Director Betty B. Lucido.....	1,200.68
Sales Director Joy D. Bailey-Gress.....	1,189.83
Sales Director Melissa Nix Henderson.....	1,174.23
Sales Director Alexandra Baker.....	1,164.96

DIAMOND

Elizabeth Marie Diaz, <i>M. Biase Mason Unit</i>	\$2,035.44
Sales Director Valerie Jean White.....	1,824.89
Sales Director Angela D. Jacobson.....	1,663.61
Teanna Marie Lambert, <i>T. McRann Unit</i>	1,591.67
Sales Director Lisa Rada.....	1,583.37
Sales Director Silvia Sanchez.....	1,526.59
Sales Director Luciana Zook.....	1,494.97
Sales Director Martha Kay Raile.....	1,486.78
Sales Director Kim I. Cowdell.....	1,482.94
Sales Director Judy Higgins.....	1,481.35
Sales Director Morayma Rosas.....	1,454.70
Sales Director Peggy Sperling.....	1,441.80

Sales Director Patricia Schneider.....	1,439.82
Sales Director Evitelia Valdez-Cruz.....	1,430.52
Sales Director Christine Wittmann.....	1,414.35
Sales Director Elvi S. Lamping.....	1,397.34
Sales Director Ruth Ojibeka.....	1,364.58
Sales Director Missy Shopshire.....	1,355.06
Sales Director Erica D. Hunt.....	1,352.75
Sales Director Karen M. Bonura.....	1,320.38
Tina Dianne Ward, <i>D. Tripoli Unit</i>	1,319.18
Sales Director Evelinda Diaz.....	1,317.78
Sales Director Claudia Lemper.....	1,310.50
Sales Director Maria Flores.....	1,308.27
Sales Director Donna J. Saguto.....	1,290.38

RUBY

Sales Director Candy D. Lewis.....	\$1,959.00
Sales Director Phuong L. White.....	1,876.23
Sales Director Margaret Marie Leonelli.....	1,859.52
Sales Director Michele Semper.....	1,801.65
Sales Director Margi S. Eno.....	1,727.05
Sales Director Collette McNamee.....	1,611.04
Patricia Maria Yambay, <i>J. Jones Unit</i>	1,610.64
Sales Director Elizabeth Medernach.....	1,596.53
Sales Director Thessy Nkechi Nwachukwu.....	1,517.88
Sales Director Tracy A. Crisler.....	1,501.92
Sales Director Mary Lou Ardohain.....	1,492.14
Sales Director Julie Rene Jennings.....	1,474.59
Sales Director Kimberley Victor.....	1,428.96
Sales Director Gaynell L. Kennedy.....	1,413.04
Sales Director Colleen Robustelli.....	1,395.94
Sales Director Ekene S. Okalor.....	1,364.55
Sales Director Toni Zaino.....	1,345.18
Sales Director Amber Palmer.....	1,325.45
Sales Director Susan Levy.....	1,299.74

Sales Director Cathy O. Calabro.....	1,281.31
Sales Director Abbey Lee Kent.....	1,275.46
Sales Director Diane Covington.....	1,274.52
Sales Director Lisa A. DeLucia.....	1,258.76
Sales Director Jesslyn Ponce-Dick.....	1,242.59
Sales Director Lenore A. Gilbert.....	1,232.11

SAPPHIRE

Sales Director Janelle A. Ferrell.....	\$1,951.04
Sales Director Ana Maria Barba.....	1,898.57
Sales Director Therese E. Simon.....	1,881.52
Sales Director Cheryl T. Anderson.....	1,852.99
Sales Director Barbara A. Tyler.....	1,746.79
Sales Director Gladis Elizabeth Camargo.....	1,622.47
Sales Director Theresa Kusak-Smith.....	1,608.72
Rosalee C. Mierzwa, <i>J. Ferrell Unit</i>	1,600.53
Elizabeth Ashley Bains, <i>G. Bonheur Unit</i>	1,512.49
Sales Director Nadia D. Bailey.....	1,456.49
Sales Director Ellen Ezekiel Farquharson.....	1,407.01
Sales Director Jodi L. Feller.....	1,396.41
Sales Director Julia Mundy.....	1,390.09
Sales Director Beth S. Austin.....	1,378.59
Sales Director Marie E. Vlamincik.....	1,375.27
Sales Director Pam I. Higgs.....	1,347.19
Sales Director Dawn Coby.....	1,338.71
Jacqueline C. Van Wulven, <i>A. Head Unit</i>	1,317.75
Sales Director Maria Dolores Plascencia.....	1,312.69
Sales Director Jennifer L. Semelsberger.....	1,312.64
Sales Director Sharon K. Swayzer.....	1,306.99
Sales Director Ann W. Sherman.....	1,302.08
Micah Kelly Shea, <i>B. Randall Unit</i>	1,256.48
Jacqueline Denise Moyer, <i>M. Gallman Unit</i>	1,238.90
Sales Director Svetlana Lipsey.....	1,212.67

Sales Mentors

Special thanks to the sales mentors for the May 16, 2006, *New Independent Sales Director Education* class.



Pamela Cheek
National Sales Director
Hillsborough, N.C.
Emerald Seminar



Kathryn L. Engstrom
Future Executive Senior
Sales Director
Land O Lakes, Fla.
Pearl Seminar



Donna B. Meixsell
Executive Senior
Sales Director
Fayetteville, N.C.
Ruby Seminar



Julie Weaver
Elite Executive Senior
Sales Director
Louisville, Ky.
Sapphire Seminar

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GO-GIVE® AWARD

Congratulations to the winners for September 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."



Debbie Sands

Pearl
Senior Sales Director

Began Mary Kay
June 1998

Sales Director Debut
July 1999

Offspring one first-line,
two second-line

National Sales Director
Maureen Myers

Honors Cadillac qualifier; Star Consultant; Double Star Achievement; two-times Circle of Achievement; two-times Queen's Court of Sharing; gold medal winner; estimated highest monthly unit retail: \$68,894

Personal Lives in Pembroke Pines, Fla. Husband, Bill; Daughters, Danielle and Brielle; Son, L.B.

Favorite Quote "Where are you going to be two years from now if you don't change anything — and are you OK with that? It's time for you to be living the dream!"

Independent Beauty Consultant
Lois Walser of Wellington, Fla., says, "Debbie is always there to encourage you and fill you with confidence and enthusiasm. You never know Debbie's unit members from her adoptees."



Andrea Peters

Diamond
Senior Sales Director

Began Mary Kay
February 1983

Sales Director Debut
June 1985

Offspring one first-line,
one second-line

National Sales Director
Go Give Area

Honors Cadillac qualifier; Circle of Honor; two-times Circle of Achievement; two-times Double Star Achievement; 11-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$73,027

Personal Lives in Hermitage, Pa. Daughter, Independent Beauty Consultant Nicole McQuiston; Son, Richard

Favorite Quote "All that we send into the lives of others comes back into our own."

Independent Beauty Consultant
Elaine Obermeyer of Brookfield, Ohio, says, "Andrea cares about the adoptees in our unit and always treats them as if they were 'her own.' In addition, she gives so much to her community and others around the country! Last year, an event she organized raised more than \$8,000 for the Mary Kay Ash Charitable Foundation."



Valerie Hammond

Ruby
Sales Director

Began Mary Kay
January 1999

Sales Director Debut
August 2001

National Sales Director
Ronnie D'Esposito Klein

Honors Premier Club qualifier; Star Consultant; Double Star Achievement; two-times Queen's Court of Sharing; two-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$21,914

Personal Lives in Bridgewater, N.J. Sons, Darrell and Terrence

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 Senior Sales Director
Barbara Udit of Gulf Breeze, Fla., says, "Valerie always shares great information with her sister Sales Directors. She has also adopted Beauty Consultants from my unit who live locally, and she treats them like her own unit members. She is a warm, genuine, thoughtful and caring person who makes everyone feel special."



Carmoline Grady

Sapphire
Senior Sales Director

Began Mary Kay
June 1971

Sales Director Debut
August 1973

Offspring two first-line,
one second-line

National Sales Director
LaQueta McCollum

Honors Cadillac qualifier; Circle of Honor; 23-times Circle of Achievement; monthly Go-Give® Award, April 1982; gold medal winner; estimated highest monthly unit retail: \$66,078

Personal Lives in Albuquerque, N.M. Husband, Bing

Favorite Quote "'Come to the edge,' He said. They said, 'We are afraid.' 'Come to the edge,' He said. They came. He pushed them, and they flew."

Independent Senior Sales Director
Charlotte Whitcomb of Santa Fe, N.M., says, "Carmoline was my adopted Sales Director 22 years ago when I became a Sales Director. She has been a mentor for all of New Mexico, continually raising the standard of excellence for the Mary Kay independent sales force."



Terri Pittman

Emerald
Sales Director

Began Mary Kay
October 1995

Sales Director Debut
September 1997

National Sales Director
Anne Newbury

Honors Premier Club qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$40,353

Personal Lives in Fayetteville, Ark. Husband, Ryan; Son, Riley; Daughter, Abbie

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

Independent Beauty Consultant
Karen Hill of Rogers, Ark., says, "Terri epitomizes courage, dedication and a willingness to go above and beyond to help others."

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*Over-the-counter drug product Price is suggested retail.

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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 Director's 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.

Then 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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