

MARY KAY

# applause®

SEPTEMBER 2011

## Awaken Your Skin's **Age-Fighting Potential.**

**THE POWER OF THREE:**  
A STORY OF MARY KAY FRIENDSHIP  
**OPEN HOUSES? IT'S NOT TOO SOON!**



You can earn a product bonus when you order  
**TimeWise® Night Restore & Recover Complex!**  
Visit Mary Kay InTouch® for full details.

find it online: check out Mary Kay InTouch®

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

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



### BizBuilders Offers

You heard all about the program at Seminar! Now here's a chance to look over the details and start planning your next order! Go to **Products > BizBuilders** to learn more.



### TimeWise® Night Restore & Recover Complex

Visit **Product Central** for fact sheets, selling tips, and other tips and tools for introducing this beauty-sleep booster to your customers!



### Trend Report

You saw the 2011 Fall/Winter Mary Kay® Trend Report at Seminar, and now it's available on [www.marykay.com](http://www.marykay.com), Mary Kay® Personal Web Sites and the Mary Kay InTouch® website. It's even advertised in the September 2011 issues of *People StyleWatch* and *People en Español*.



### Get Ready for Fall.

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

## september: dates to remember



### Mary Kay said it best

*In business, we're taught that time is money. But when it comes to being with our families, we can't place a dollar amount on an hour. Just as you make a daily list of your work priorities, make another list of the most important things you want to do with your family. Include things you want to do during the time you spend with them each night and each weekend.*

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

2011 Mary Kay® Makeover Contest – *New York. New You!* – begins.

Labor Day. All Company and branch offices closed. Postal holiday.

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

Last day to submit online Independent Sales Director-in-Qualification Commitment Form. Commitment Form available until midnight Central time.

Early ordering of the new Fall/Holiday 2011 promotional items begins for Star Consultants who qualified during the March 16 – June 15, 2011, quarter and Independent Beauty Consultants who enrolled in *The Look* for Winter 2011 through the Preferred Customer Program<sup>SM</sup>.

13 Mary Kay Inc. 48th anniversary.

Postmark deadline for Quarter 1 Star Consultant quarterly contest.

Deadline to make Quarter 4 Star Consultant prize selections.

Postmark deadline for Summer 2011 promotion.

Early ordering of the new Fall/Holiday 2011 promotional items available for all Independent Beauty Consultants.

15 Last day for customers to take advantage of the Summer 2011 gift-with-purchase offer.

Last day to enroll online for the Fall/Holiday 2011 Preferred Customer Program<sup>SM</sup> Month 2 mailer.

Quarter 2 Star Consultant quarterly contest begins.

Fall/Holiday 2011 promotion begins.

20 Online prize selection available for Quarter 1 Star Consultant quarterly contest.

Fall/Holiday 2011 Preferred Customer Program<sup>SM</sup> customer mailing of *The Look* begins. (Allow 7-10 business days for delivery.) Customer follow-up list and labels master begin mailing.

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

30 Last day of the month for Independent Beauty Consultants to place online orders (until 9 p.m. Central time).

Last business day of the month. Orders and Independent Beauty Consultant Agreements submitted by mail or dropped off at the branches must be received by 7 p.m. local time to count toward this month's production.

Online Independent Beauty Consultant Agreements accepted until midnight Central time.



# INSIDE THIS ISSUE



## 2

### A BOOST FOR BEAUTY SLEEP

Now TimeWise® Night Restore & Recover Complex can help customers **awaken the age-fighting potential of their skin at night**. You can read all about this new product, learn why nighttime is an important time for healthy-looking skin and find out the amazing results reported by an independent panel.

## 7

### HOLIDAY PLANNING NOW!

The days may still be warm, but it's not too early to start planning the success of your holiday open house. You can read these quick-and-easy tips from Independent Sales Directors to begin preparations for exciting sales this fall.

**Why wait?**



## 16

### SHARING SISTERHOOD AND SUCCESS

Read the amazing story of how three Independent Sales Directors support each other in their Mary Kay businesses and in their personal lives with their strong friendships. It's a tale of sisterhood and success!



# AWAKEN

the age-fighting potential  
of skin at night.



**TIMEWISE® NIGHT  
RESTORE & RECOVER  
COMPLEX** HELPS BOOST  
YOUR BEAUTY SLEEP.

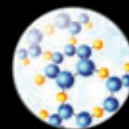
Do your customers want to know one of beautiful skin's best secrets? It's fighting the signs of aging while you sleep! With their knowledge of the ways in which skin behaves at night, the scientists at Mary Kay® developed TimeWise® Night Restore & Recover Complex with key ingredients that give skin what it needs when it needs it the most.

**NEW**

**TimeWise® Night Restore & Recover  
Complex, \$40**

Part No. (N/D) 10-041270  
Part No. (C/O) 10-041281  
All product prices are suggested retail.

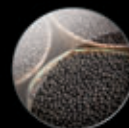
Formulated With:



**Palmitoyl  
Tetrapeptide-7**



**Cotton Seed  
Extract**



**Acai Berry  
Extract**



**Pomegranate  
Sterols**



**Chestnut Seed  
Extract**

## EXPERT INSIGHT From Dr. Beth Lange, Chief Scientific Officer

Sleep is important for the skin, just as it is important for overall physical and mental health and wellness. Like the rest of the body, skin needs its rest at night to recover and rejuvenate from the stress of the day: sun exposure, environmental pollution and so on. Using TimeWise® Night Restore & Recover Complex is one way your customers can improve skin health.

Studies have shown that night is the best time to replenish the skin dermal matrix and restore the skin barrier by giving skin what it needs to help it recover and restore itself from the stresses of everyday life. TimeWise® Night Restore & Recover Complex builds on the science of sleep to help keep the visible signs of aging from showing up prematurely.

Scientists now know that the metabolic processes and physiologies that occur at night are different from the ones that occur during the day, so they can recommend products that have ingredients which are particularly

important to use at night. TimeWise® Night Restore & Recover Complex was formulated with those types of ingredients!

For example, the antioxidants used in the formulation are known to help the skin recover from the environmental damage it was exposed to during the day. Nighttime also is an important time to return moisture to the skin, and ingredients such as pomegranate sterol aim at that.

Dermatologists like to remind us that our skin is our largest organ, so it's important to help customers find a skin care routine that will help them keep it healthy! Not only should they follow basic guidelines like using a sunscreen during the day, they also should remember to moisturize and supply antioxidants to their skin at night!



## WHAT IT DOES

How does this advanced formulation help skin? First, **it activates collagen production\*** through palmitoyl tetrapeptide-7, a peptide known to be critical in collagen production and in controlling the activity of damage signals to the skin.\* This can benefit how skin reacts both immediately and in the long term.

TimeWise® Night Restore & Recover Complex also **targets the skin's dermal matrix.\*** (The skin's dermal matrix is like its structure — similar to the frame of a house.) It's primary component is collagen, and the visible signs of aging are a reflection of the health of the matrix; the weaker the dermal matrix, the older a person is likely to look.

**It helps skin recover from daily damage** it can experience when exposed to free radicals caused by UV exposure. Cotton seed extract is known to boost skin recovery and reduce the effects of daily damage.\* In addition, our acai berry extract helps replenish the antioxidants that are lost during the day as they are used up neutralizing free radicals. Unless these reserves are replenished at night, the cumulative effect adds up until signs of aging become visible as fine lines, wrinkles and a loss of firmness.

Finally, **it restores the skin barrier,\*** which is critical to skin health. The barrier regulates and maintains moisture levels that help skin function as it should. Pomegranate sterol is an ingredient that can potentially help strengthen and stabilize the skin barrier. Chestnut seed extract has been shown to help promote cell turnover,\* a process that is vital to having youthful-looking skin and that can slow down as we age.

\*Based on in-vitro testing for key ingredients

## SECTION 2 SAMPLERS AVAILABLE!

\$1.25 pk./6 (normal/dry and combination/oily formulas)

## EFFORTLESS RESULTS

**7 out of 10 women** agree that after using TimeWise® Night Restore & Recover Complex for one week, skin feels younger.<sup>1</sup>

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

**76%** said skin feels firmer.

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

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

**71%** said there was a reduction in the appearance of environmental damage.

<sup>1</sup>Results reported during a 12-week consumer study

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

**81%** said skin feels firmer.

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

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

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

## TIMESWISE® NIGHT RESTORE & RECOVER COMPLEX eBROCHURE!

Available on [www.marykay.com](http://www.marykay.com) and Mary Kay® Personal Web Sites.

## ORDER OF APPLICATION

Mary Kay® Oil-Free Eye Makeup Remover

TimeWise® 3-In-1 Cleanser

TimeWise® Microdermabrasion Set

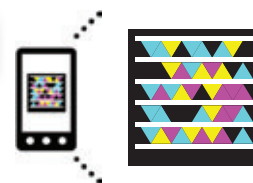
TimeWise Replenishing Serum+C™ and/or

TimeWise® Even Complexion Essence

TimeWise® Night Solution

TimeWise® Night Restore & Recover Complex

TimeWise® Age-Fighting Moisturizer



**WATCH A VIDEO ABOUT TIMESWISE® NIGHT RESTORE & RECOVER COMPLEX**

1. Download the free TagReader app at <http://gettag.mobi>
2. Scan this code with your phone.
3. Or view online at <http://www.youtube.com/watch?v=WiQazscgoJ0>



# TIMEWISE®: making miracles every day



It doesn't take a miracle to have beautiful skin. It simply takes the **TimeWise® Miracle Set®**, the essential groundwork for all skin care.

Did you know that the **TimeWise® Miracle Set®** is the only set of products that is tested and sold as a set to deliver 11 age-fighting benefits? *There are no other four-product sets in the marketplace that can deliver these results for just \$90 suggested retail.* (Add your choice of foundation from \$14.)

TimeWise® 3-In-1 Cleanser contains cleansing beads that provide gentle exfoliation and is designed to work perfectly with TimeWise® Age-Fighting Moisturizer. This moisturizer not only hydrates the skin, but also leaves skin feeling soft. TimeWise® Day Solution Sunscreen SPF 25\* provides the skin with essential nourishment throughout the day and vital sun protection. And at night, TimeWise® Night Solution works to provide skin renewal.

All product prices are suggested retail.  
\*Over-the-counter drug product

## All 11 benefits of the Miracle Set®:

- 1. Cleanse** – Wash away daily impurities such as dirt and makeup.
- 2. Exfoliate** – Gently rid your skin's surface of unwanted dead skin cells that cause skin to look dull.
- 3. Freshen** – Restore your skin's natural pH balance.
- 4. Hydrate** – Lock in moisture for up to 10 hours.
- 5. Smooth** – Nurture your skin.
- 6. Reduce lines and wrinkles** – Accelerate the skin's natural renewal process.
- 7. Firm** – Create younger-looking skin daily.
- 8. Soften** – Have silky-feeling skin.
- 9. Protect** – Shielding your skin from harmful UVA/UVB rays during the day will prevent new signs of aging.
- 10. Energize** – Nourish your skin with vitamins and botanicals that will protect it from free radicals.
- 11. Rebuild** – Restore your skin with collagen-enhancing peptides that activate the skin to rebuild from within.

While the **TimeWise® Miracle Set®** is the foundation of overall skin well-being, **supplements** offer solutions for specific skin care needs.



**TimeWise Replenishing Serum + C™.** Skin will appear lifted and firmed with a complex of botanical ingredients known for having high levels of vitamin C. These ingredients help enhance the production of new collagen, keep existing collagen from breaking down and also contain ingredients known to support elastin.

This botanical complex is made up of extracts from the following: Kakadu Plum, Camu Camu, Acerola Cherry, Black Currant Berry, Pomegranate and Argan Seeds.

**\$55**



### TimeWise® Firming Eye Cream

is an essential skin care supplement. This luxuriously rich eye cream is so advanced that it improves firmness, brightens and provides intense moisturization.

**\$30**



**TimeWise® Microdermabrasion Set** is ideal for anyone wishing to fight the appearance of fine lines and visible pores. **TimeWise® Microdermabrasion**

**Step 1: Refine (\$30)** contains tiny exfoliating crystals that immediately energize the skin. It creates a healthy glow by nourishing the skin from below and brings oxygen to the surface, which stimulates circulation. In addition, it reduces the appearance of pores by removing the dead skin cells that form in and around them.

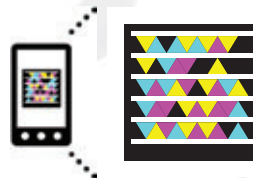
**TimeWise® Microdermabrasion Step 2: Replenish (\$25)** is immediately absorbed into the skin to smooth, soften and bring skin back into balance. The exclusive Mary Kay® triple tea complex nourishes the skin from above, aids in rejuvenation and protects against environmental pollutants.

**\$55 per set**

All product prices are suggested retail.

## WHY IT'S SO IMPORTANT ...

Two of skin's most important components are collagen and elastin. While collagen provides strength to the skin, elastin helps the skin "snap back" after stretching. These two components are essentially the skin's natural support system. But as skin ages, cells begin to produce these two essentials more slowly. This, combined with free-radical damage, causes the skin to become stressed, and the supportive network of collagen and elastin becomes compromised. Luckily, the TimeWise® Miracle Set® can restore the skin's youthful look.



### LEARN MORE ABOUT THE TIMEWISE® MIRACLE SET®

1. Download the free TagReader app at <http://gettag.mobi>
2. Scan this code with your phone.
3. Or view online at <http://www.youtube.com/user/marykay#p/u/43/Req00ZKLd1s>



# Sweet Dreams. for your skin

MARY KAY

## TimeWise® Night Restore & Recover Complex

awakens the age-fighting potential of your skin at night with these benefits\*:

Activates  
collagen  
production\*

Targets the  
skin matrix\*

Helps skin  
recover from  
daily damage

Restores the  
skin barrier\*



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

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

**76% said skin feels firmer.**

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†Results reported during a 12-week independent consumer study

\*Based on in-vitro testing for key ingredients

All product prices are suggested retail.

# NEW

TimeWise® Night Restore & Recover Complex, **\$40**

(Available in normal/dry and combination/oily formulas)



**Expert insight from Dr. Beth Lange,  
Mary Kay Chief Scientific Officer**

*"Studies have shown that night is the best time to replenish the skin's dermal matrix and restore the skin barrier by giving skin what it needs to help it recover and restore itself from the stresses of everyday life."*



# open your **HOLIDAY** **SEASON** to sales.



## Give your customers the gift of comfort and ease!

The days are getting shorter, the brisk fall air is rolling in and now is the perfect time to plan for a *great* holiday selling season. Remember, between special luncheons, school performances, office parties and family visits, your customers' calendars can fill up quickly during the holiday season. Early planning is essential for success! You can feel comfortable sending invitations for your holiday open houses as early as late October. (For the ultimate in easy planning, send your customers invitations through the Beaute-vite® online party-planning tool!)



### HASSLE-FREE **HOLIDAY SHOPPING**

**Independent Senior Sales Director**

**Linda Kieper** from Cedar City, Utah, loves to gather groups of friends, family and customers together to relax, browse her holiday product offerings and enjoy her beautiful decorations. She says, "The holidays are an excuse to go 'over the top' with the things that I love. Gorgeous gift wrapping, twinkling lights and mulled apple cider are some of the reasons

my customers love shopping with me year after year." Your customers know that crowded malls can make for a chaotic experience, but you can provide them with a stress-free shopping experience. Linda's customers know that although they will be buying for others, they will leave her open house feeling pampered and appreciated.

**Why not ...** *Imagine your customers' delight as you offer them a cookie and show them beautifully packaged gifts at every price point.*

### THINK **PINK!**

In addition to her annual open house, Linda takes advantage of the biggest shopping day of the year – the day after Thanksgiving. From midnight on Thursday through midnight on Friday, her customers can place an online order and receive a discount. Linda calls this exciting day of selling "Pink Friday." Linda's customers know that this is much better than being trampled at the mall, and they look forward to this special offer every year.

**Why not ...** *Post The Look e-catalog to your Facebook page and encourage customers to shop your Mary Kay® Personal Web Site.*



### THE COMPLETE **PACKAGE**

**Independent Sales**

**Director Joy Westbrooks**

from Houston is not only known for her beautiful holiday gift baskets, but also for the education that she offers to her unit members.

Joy also teaches Independent Beauty Consultants the importance of offering gift options at every price point. (She offers gift packages ranging from less than \$10 to more than \$150.) She says, "Some people want to give a little gift to 10 or 15 co-workers, and we want to provide them with the perfect gift that is ready to be given." A best seller for Joy is what she calls "Coffee and Cream." She simply puts Mary Kay® Satin Hands® Hand Cream or Mary Kay® Mint Bliss™ Energizing Lotion for Feet & Legs in a cute coffee mug and wraps it up with some cellophane and a ribbon.

**Why not ...** *Remember to keep holiday gift wrap supplies and packaging inexpensive. Visit mega-stores, craft stores and drug stores regularly and build up your "stash" over time so that your beautiful baskets can be budget-friendly!*



# Recognition

## Congratulations to the winners for May 2011

### Top NSDs Year-to-Date

Pictured here are the top 10 NSDs year-to-date.



Barbara Sunden

Carol Anton

Karen Piro

Lisa Madson

Kathy Helou

Gloria Mayfield Banks

Jan Harris

Anita Mallory  
Garrett-Roe

Pat Danforth

Cheryl Warfield

### On-Target Inner/Diamond/Gold Circle

Independent National Sales Directors become members of the Gold Circle when they earn \$125,000 or more; members of the prestigious Diamond Circle when they earn \$200,000 or more; and a member of the exclusive Inner Circle when they earn \$325,000 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; Top 10 fourth-line and beyond; Elite Executive NSD commissions; NSD commissions on personal units; NSD bonuses for NSD offspring and offspring from personal units for May 2011, NSD bonuses for Star Consultants and NSD commissions earned on all foreign countries for April 2011.) These "NSD commissions" are used to determine NSD ranking for a Seminar year. Congratulations to the following NSDs who are considered on-target from July 1, 2010, through May 31, 2011.

#### On-Target for \$1,000,000 Inner Circle

Barbara Sunden.....\$929,317.41

#### On-Target for \$550,000 Inner Circle

Carol Anton.....\$530,632.19

#### On-Target for \$500,000 Inner Circle

Karen Piro.....\$477,287.60

#### On-Target for \$450,000 Inner Circle

Lisa Madson.....\$435,292.04  
Kathy Helou.....419,236.72  
Gloria Mayfield Banks.....413,985.90  
Jan Harris.....412,857.87

#### On-Target for \$350,000 Inner Circle

Anita Mallory Garrett-Roe.....\$362,137.64  
Pat Danforth.....359,691.11  
Cheryl Warfield.....344,182.20  
Gloria Castaño.....326,579.24

#### On-Target for \$325,000 Inner Circle

Karlee Isenhardt.....\$319,620.51

Sherry Giancristoforo.....315,678.71  
Sonia Páez.....311,921.33  
Patricia Rodríguez-Turker.....311,695.22  
Stacy James.....310,603.21  
Lupita Ceballos.....300,061.58

#### On-Target for \$300,000 Diamond Circle

Debi Moore.....\$297,158.82  
Sue Kirkpatrick.....284,893.28

#### On-Target for \$250,000 Diamond Circle

Halina Rygiel.....\$265,501.19  
Dacia Wiegandt.....265,243.27  
Linda Toupin.....262,710.86  
Cindy Williams.....258,857.61  
SuzAnne Brothers.....256,992.18  
Judie McCoy.....256,861.19  
Pamela Waldrop Shaw.....245,684.64  
Shirley Oppenheimer.....242,618.13

#### On-Target for \$200,000 Diamond Circle

Mary Diem.....\$225,169.46  
Julianne Nagle.....219,886.79  
Jackie Swank.....218,053.32

Ronnie D'Esposito Klein.....207,575.44  
Anita Tripp Brewton.....207,463.20  
Shannon Andrews.....205,832.97  
Diane Underwood.....204,983.41  
Kerry Buskirk.....202,996.95  
Mary Estupinian-Martel.....200,543.11  
Sandy Miller.....194,909.38  
Lily Orellana.....193,160.94  
Sandy Valerio.....184,643.49

#### On-Target for \$150,000 Gold Circle

Pamela Fortenberry-Slate.....\$182,351.63  
Kay Elvrum.....181,146.70  
Nancy Bonner.....174,994.69  
Lisa Allison.....173,327.43  
Cindy Fox.....173,139.73  
Elizabeth Fitzpatrick.....171,717.16  
Maureen Ledda.....171,693.24  
Dalene Hartshorn.....171,399.21  
Julie Krebsbach.....170,242.38  
Tammy Crayk.....169,428.12  
Jeanne Rowland.....167,673.89  
Dawn Dunn.....166,640.98  
Jamie Cruse-Vrinios.....165,479.94

María Monarrez.....164,012.22  
Cyndee Gress.....161,639.88  
Davanne Moul.....157,883.90  
Janet Tade.....157,615.55  
Pam Ross.....157,349.02  
Connie Kittson.....157,214.01  
Consuelo Prieto.....154,856.89  
Rebecca Evans.....154,274.97  
Gloria Báez.....149,949.79  
Lynne Holliday.....149,828.78  
Yvonne Lemmon.....149,615.64  
Pam Klickna-Powell.....149,472.73  
Wilda DeKerlegand.....148,927.42  
Kimberly Copeland.....148,782.91  
Anabell Rocha.....148,718.18  
Mona Butters.....146,991.91  
Valerie Bagnol.....144,947.72  
Shirley Oshiro.....144,504.31  
Lise Clark.....144,135.18  
Alia Head.....143,194.51  
Joanne Bertalan.....141,728.40  
Miriam Gómez-Rivas.....140,106.00  
Jeanie Martin.....139,739.32  
Judy Brack.....139,373.70

Glinda McGuire.....138,855.54  
Evelinda Díaz.....138,272.33  
Janis Z. Moon.....137,797.40

#### On-Target for \$125,000 Gold Circle

Ada García-Herrera.....\$135,799.73  
Michelle Sudeth.....134,207.22  
Toni McElroy.....133,713.13  
Cathy Bill.....133,229.04  
Scarlett Walker-Simpson.....132,826.25  
Monique Todd Balboa.....132,656.45  
Kate DeBlander.....131,229.47  
Jan Thetford.....128,030.43  
Linda Kirkbride.....126,300.18  
Maribel Barajas.....124,104.23  
Lorraine Newton.....120,623.60  
Pamela Tull.....119,635.36  
Gena Rae Gass.....117,925.20  
Sharon Buck.....117,071.85

### Monthly Commissions and Bonuses

Listed are NSD commissions above \$10,000 earned in May by Independent National Sales Directors as defined above **plus** the following which do not count toward NSD ranking: Sales Director commissions, Personal Team commissions and NSD contest bonuses. Cars, prizes, etc., are **not** included in these amounts.

#### Emerald

1. Gloria Mayfield Banks\*\*\*.....\$55,117  
2. Sherry Giancristoforo\*\*.....48,195  
3. Kathy S. Helou\*.....46,944  
4. Debi R. Moore\*.....40,200  
5. SuzAnne Brothers\*.....27,682  
6. Dacia Wiegandt\*.....27,486  
7. Lily Orellana.....23,307  
8. Kerry Buskirk\*.....21,027  
9. Auri Hatheway.....20,125  
10. Consuelo R. Prieto.....19,959  
11. Cindy Fox\*.....19,886  
12. Kay E. Elvrum.....18,659  
13. Yvonne S. Lemmon.....18,482  
14. Jamie Cruse-Vrinios.....17,076  
15. Crisette M. Ellis.....16,224  
16. Mona Butters.....16,172  
17. Cathy Bill\*.....16,094  
18. Pamela Tull.....16,065  
19. Joanne R. Bertalan\*.....15,573  
20. Miriam Gómez-Rivas.....15,499  
21. Cristi Ann Millard.....15,113  
22. Morayma Rosas.....14,986  
23. Brenda Segal\*.....13,927  
24. Dawn Otten-Sweeney.....13,652  
25. Janet Tade\*.....13,516  
26. Kathy Rodgers-Smith.....13,052  
27. Kym A. Walker\*.....11,741  
28. Sabrina Goodwin Monday.....11,617  
29. Jackie LaPrade.....11,382  
30. Sherry A. Alexander.....10,750  
31. Sandra Chamorro.....10,465  
32. Caterina M. Harris.....10,351

#### Pearl

1. Jan Harris\*\*.....\$37,416  
2. Stacy J. James\*.....37,329  
3. Cindy A. Williams.....31,122  
4. Cheryl Warfield\*\*.....30,675  
5. Pamela Waldrop Shaw.....30,285  
6. Mary C. Estupinian-Martel\*.....29,282  
7. Halina Rygiel\*.....25,208  
8. Elizabeth Fitzpatrick\*.....23,849  
9. Anita N. Conley\*.....22,989  
10. Lynda Jackson\*.....22,540  
11. Jackie Swank\*.....21,276  
12. Lisa Allison\*.....20,803  
13. Anita Tripp Brewton\*.....19,919  
14. Alma Rodríguez-Turker\*.....19,663  
15. Sandy Miller\*.....19,399  
16. Bett Vernon.....17,855  
17. Anabell Rocha.....17,846  
18. Julie Krebsbach.....17,707  
19. Bettye M. Bridges.....17,366  
20. Glinda McGuire.....17,251  
21. Nancy Bonner\*.....17,066  
22. Shirley M. Oshiro.....16,943  
23. Lise T. Clark\*.....15,867  
24. Maureen S. Ledda\*.....15,854  
25. Wilda DeKerlegand\*.....15,319  
26. Jeanie Martin.....15,240  
27. Monique Todd Balboa.....13,973  
28. Judy Brack.....13,918  
29. Sylvia Kalicak.....13,764  
30. Robin Rowland.....12,189  
31. Jane Studrawa.....12,112  
32. Kathy C. Goff-Brummett.....11,891

33. Linda Kirkbride.....11,786  
34. Pat Campbell.....11,598  
35. Barbara Stimach\*.....11,585  
36. Cathy E. Littlejohn.....11,461  
37. Hollie Lowe.....10,020

#### Diamond

1. Barbara Sunden\*\*\*.....\$104,219  
2. Sonia Páez\*.....47,980  
3. Lisa Madson.....46,408  
4. Gloria Castaño\*\*.....41,502  
5. Anita Mallory Garrett-Roe\*\*.....35,624  
6. Patricia Rodríguez-Turker\*\*.....34,099  
7. Linda C. Toupin.....28,655  
8. Dayana Polanco.....25,056  
9. María Monarrez.....21,732  
10. Mary Diem\*.....21,433  
11. Diane Underwood.....20,719  
12. Connie A. Kittson.....19,325  
13. Ada García-Herrera.....16,380  
14. Dalene Hartshorn.....16,051  
15. Evelinda Díaz\*.....15,618  
16. Rosibel L. Shahin\*.....12,284  
17. Diana Heble.....10,935  
18. Isabel Venegas.....10,370

#### Ruby

1. Carol Anton\*\*.....\$48,897  
2. Pat Danforth\*.....31,734  
3. Sue Kirkpatrick\*.....28,958  
4. Pam Ross\*.....26,380  
5. Shirley Oppenheimer\*.....25,229

6. Karlee Isenhardt\*\*.....25,074  
7. Bea Millsagle.....23,307  
8. Kate DeBlander.....22,617  
9. Rebecca Evans\*.....21,723  
10. Cyndee Gress.....21,390  
11. Pamela A. Fortenberry-Slate\*.....21,169  
12. Ronnie D'Esposito Klein\*.....20,591  
13. Kimberly R. Copeland.....17,877  
14. Toni A. McElroy.....16,983  
15. Jeanne Rowland\*.....16,006  
16. Cindy Z. Leone.....15,373  
17. Judy Kawiecki.....14,996  
18. Lynne G. Holliday.....14,250  
19. Vicki Jo Auth.....14,094  
20. Janis Z. Moon.....13,863  
21. Scarlett S. Walker-Simpson\*.....13,313  
22. Michelle L. Sudeth\*.....12,230  
23. Gena Rae Gass.....11,867  
24. Kirk Gillespie.....11,658  
25. Jo Anne Barnes.....11,326  
26. Thea Elvin.....10,841  
27. Terri Schafer.....10,628

#### Sapphire

1. Lupita Ceballos\*\*.....\$49,031  
2. Karen Piro\*\*.....45,245  
3. Shannon C. Andrews\*.....31,782  
4. Judie McCoy\*.....24,381  
5. Dawn A. Dunn.....23,481  
6. Julianne Nagle\*.....23,479  
7. Jan L. Thetford.....17,982  
8. Valerie J. Bagnol\*.....17,850  
9. Tammy Crayk.....17,631

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



# Recognition

## Commission Circle

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

### Emerald

Evalina Chavez .....\$12,637.72  
Jordan Helou Eicher .....12,428.15  
Pam Kelly .....12,114.02  
Karen E. Riddle .....11,701.57  
Barbara Pleet .....11,635.06  
Christie I. Ehiobu .....11,449.18  
Michele Martella Arnes .....11,370.26  
Paula Kelsch .....11,164.93  
Sue Uibel .....11,123.32  
Linda Bradley .....10,971.64  
Connie Marie Ackroyd .....10,872.67  
Traci L. Smith .....10,374.09  
Jeanie M. Tamborello .....9,955.03  
Yolanda Lopez .....9,934.40  
Maria Sanchez .....9,839.57  
Jessica Brash Holzbach .....9,810.51  
Elaine K. Williams .....9,658.47  
Stacy D. Foust .....9,654.90  
Sheri Farrar-Meyer .....9,279.43  
Heather A. Carlson .....9,244.00  
Tanya O. King-Lee .....9,153.80  
Susie J. Serio .....8,912.90  
Julie A. Griffin .....8,855.43  
Gerri L. Gurreri .....8,811.14  
Christine A. Denton .....8,774.57  
Kathy P. Oliveira .....8,738.38  
Helen Jakpor .....8,632.42  
Nancy A. Berlin .....8,577.61  
Hollie R. Sherrick .....8,544.88  
Ann Shears .....8,536.37  
Trisha Taylor .....8,440.47  
Michelle M. Martinez .....8,285.65  
Shara Mobley Gladden .....8,200.63  
Ayobami Olanrewaju Olusa .....8,097.37  
Dana Ann Lamade .....8,069.74  
Marina Sanchez Ramirez .....8,043.08  
Amie E. Kelly .....7,987.83  
Antonina Miranda .....7,953.85  
Juanita Pedrosa .....7,951.61  
Candy Jackson .....7,927.86  
Maritza Lanuza .....7,894.45  
Christine J. Kurzawa .....7,860.97  
Pat Forehand .....7,859.43  
Jo M. Cotton .....7,767.47  
Kimbi L. Bartik .....7,700.08  
Carol M. Fulton .....7,625.02  
Sandra Cathina Blacksher .....7,615.89  
Hope S. Pratt .....7,567.58  
Karen A. Jorgenson .....7,539.16  
Talia W. Peterson .....7,531.79  
Laura A. Armstrong .....7,518.61  
Denise G. Kucharski .....7,453.36  
Shelly E. Ehler .....7,440.53  
Cynthia Cain .....7,434.25  
Misty McCain Pollard .....7,424.96  
Marcela Sierra .....7,264.03  
Ann Williamson .....7,204.59  
Rita Jean Barthel .....7,195.30  
Judith E. Cotton .....7,159.95  
Debbie L. Bower .....7,153.26  
Celsa Menjivar-Gutierrez .....7,136.60  
Leanne Parrino .....7,082.71  
Helen M. Harlow .....7,076.78  
Rubi Amateco-Nava .....7,076.78  
Vazquez .....6,975.35  
Rita Vera Eromosele .....6,954.22  
Anita Rodriguez .....6,953.24  
Rosy Garcia Acevedo .....6,936.24  
Lynn F. Huckels .....6,931.39  
Jeanette E. Beichle .....6,885.52  
Judith Beede .....6,815.99  
Cecilia Merport .....6,787.80  
Nancy L. DeFina .....6,754.84  
Rachelle Lea Brinker .....6,750.72  
Rebecca C. Allen .....6,741.27  
Myrna I. Colon .....6,739.23  
Maria Beddick .....6,725.08  
Sonya C. D'Herde .....6,721.77  
Stacy S. Gilson .....6,667.80  
Jackie L. Root .....6,634.01  
Linda Jackson .....6,631.35  
Lisa Jo Dequenne .....6,621.04  
Cheryl L. Foster .....6,620.01  
Kristen L. Voyles .....6,611.89  
Denise W. Montgomery .....6,604.16

Macaria Ramirez-Santana .....6,500.38  
Yuvris Rocio Alvarado .....6,498.87  
Susan Ruth Cunningham .....6,459.49  
Anne Sullivan .....6,430.75  
Nancy Harder .....6,362.78  
Margaret E. Baros .....6,353.83  
Kay Dickerson .....6,340.71  
Jeannine R. DeVore Harris .....6,333.43  
Stacy M. Houy .....6,323.47  
Nicole Williams Robinson .....6,323.06  
Pamela Rowe Krzmarick .....6,299.60  
Amanda Thulin-Marrano .....6,295.87  
Meredith Richardson .....6,277.28  
Tandy L. Ludin .....6,274.96  
Katie L. Ashby .....6,243.26  
Sonia E. Argueta .....6,198.05

### Pearl

Kim McClure .....\$15,828.96  
Susan T. West .....13,892.70  
Annie N. Gamboian .....13,210.71  
Kristin Myers .....13,160.69  
Angel B. Toler .....12,420.90  
Leah Michelle Lauchlan .....12,379.97  
Cindy Machado-Flippin .....12,142.46  
Katherine Mirkes Ward .....11,633.27  
Diane M. Detesco .....11,269.25  
Julia Sander Burnett .....11,132.76  
Beth H. Piland .....11,029.35  
Michele Salisbury Rankin .....10,994.64  
Dorothy D. Boyd .....10,700.11  
Angela P. LaFrance .....10,518.91  
Tammy A. Valada .....10,445.42  
Lia Rene Carta .....10,353.39  
Nicole J. Canamare .....10,229.81  
Patty Webster .....9,991.09  
Mayre Durrer .....9,436.42  
Mia J. Mason Taylor .....9,371.35  
Royla Heyaime .....9,277.43  
Gloria Marie Mattis .....9,197.23  
Jeanie K. Navrak .....9,165.30  
Patti Cornell .....9,128.68  
Anne Geertsen .....9,057.65  
Vicki Piccirilli .....9,003.07  
Blythe Jolee Egbert .....8,984.21  
Carrie V. Eddings-Foster .....8,932.24  
Shelley Eldridge .....8,582.04  
Patty J. Olson .....8,530.02  
Gyud Gesion .....8,525.91  
Evelyn Pirhalla .....8,449.25  
Janice Baxter Hull .....8,446.21  
Nadine Bowers .....8,371.96  
Tina M. Dees .....8,321.39  
Nadine H. Huckabee-Stanley .....8,254.08  
Lisa Olivares .....8,249.39  
Rebecca Milligan .....8,121.54  
Sandra Giraldo Kirchhoff .....8,062.82  
Debra L. Thomas .....8,009.95  
Amy C. Schule .....7,889.85  
Toni Louise Moore .....7,877.46  
Sylvia Limon Martinez .....7,859.14  
Amy Kemp .....7,832.98  
Betsy C. Richard .....7,662.07  
Amy Stokes .....7,612.35  
Laura Ann Zipay .....7,596.76  
Jo Shuler .....7,552.57  
Tammy Brown .....7,411.02  
Lindsay R. Stewart .....7,381.48  
Terri Lewis .....7,343.23  
Kathy Eckhardt .....7,311.94  
Debbie A. Thomas .....7,271.56  
Stacey Craft .....7,222.57  
Amy M. Alber .....7,199.40  
Barbara R. Johnson .....7,170.98  
Sandra Tatzler .....7,154.28  
Maribel Olivares .....7,129.77  
Susan K. Janish .....7,127.06  
Sally Moreno .....7,092.21  
Heather Marie Erbe .....7,070.74  
Connie L. Young .....7,029.16  
Christina Lynn Frantz .....7,024.80  
Angie R. Cameron .....6,910.30  
Richelle V. Barnes .....6,891.28  
Amber Rene Nichols .....6,871.77  
Melissa Nix Henderson .....6,835.20  
Kathryn L. Engstrom .....6,831.19

Kathy A. Freeman .....6,762.60  
Laura Poling .....6,749.95  
Samantha Cheek .....6,748.73  
Fern M. Gerdes .....6,745.46  
Alicia Morales .....6,723.38  
Shari M. Kirschner .....6,714.42  
Denise E. Crosby .....6,678.11  
September Anne James .....6,659.77  
Shauna Lynn Abbotts .....6,657.42  
Cindy S. Koenig .....6,649.04  
Tamarie M. Bradford .....6,647.64  
Donna Stephano .....6,625.43  
Hazel White .....6,599.27  
JoAnn Mnn Peele .....6,564.37  
Charlene Grubbs .....6,559.48  
Adrianne M. Detesco .....6,551.96  
Morales .....6,532.08  
Jane Cagle .....6,526.07  
Angela Rae Schneider .....6,516.01  
Mary C. Zimmerman .....6,495.61  
April Christine Hutchinson .....6,443.90  
Constance Nugent Miller .....6,443.90  
Heather D. Hulsey .....6,408.10  
Stacy O. Ervin .....6,388.13  
Ruthie Brestette-Mount .....6,314.78  
Crystal Dawn White .....6,299.48  
Laurie Travis Plyler .....6,263.13  
Laurie C. Cole .....6,259.21  
Maureen Shippe .....6,222.06  
Tracey L. Chavez .....6,205.03  
Susie Moore .....6,183.65  
Maria Claxton-Taylor .....6,175.86  
Delores E. Black .....6,107.34

### Diamond

Marni Hendricks .....\$13,739.73  
Vivian Diaz .....13,582.50  
LaRonda L. Daigle .....13,314.58  
Delmi Cristina Santos .....13,113.70  
Heidi Goetzer .....12,845.85  
Karime Rosas .....12,698.84  
Kristin Jenae Rogers .....12,670.78  
Melinda M. Balling .....12,403.02  
Juanita Gudino .....12,089.15  
Priscilla McPheeters .....11,889.30  
Julie Neal .....11,807.01  
Mary Strauss .....11,787.10  
Diane L. Mentiply .....11,511.29  
Ruth L. Everhart .....11,391.98  
Martha Kay Raile .....11,287.35  
Luisa Urena Mora .....11,284.02  
Gerri Anne Morris .....11,150.88  
Melissa Jensen .....11,093.41  
Sheryl Peterson .....11,020.80  
Terri J. Beckstead .....10,992.53  
Susan M. Hohman .....10,692.62  
Leticia Barajas .....10,489.66  
Meyra Espinoza-Cruz .....10,427.78  
Evelita Valdez-Cruz .....10,363.98  
Stephanie A. Richter .....10,325.01  
Shelly Palen .....10,069.10  
Mayuli Maria Rolo .....9,870.96  
Brenda K. Howell .....9,852.93  
Lisa Rada .....9,826.09  
Ana X. Solis .....9,765.08  
Maricarmen Gonzalez .....9,663.72  
Mary Beissel .....9,603.65  
Maria Flores .....9,562.56  
Linda T. Cartiglia .....9,458.25  
Susana Pereira-Morales .....9,442.84  
Irene Olebara .....9,392.00  
Lisa A. Stengel .....9,384.49  
Deborah Dudas .....9,383.75  
Alicia Kingrey-Lokal .....9,261.55  
Chatney Gelfius .....9,240.79  
Marsha Morrisette .....9,034.99  
Susan M. McCoy .....9,001.05  
Lila DeVeber .....8,946.88  
Sandy Griffith .....8,782.46  
Suzanne T. Young .....8,764.02  
Virginia Rowell .....8,761.33  
Julie Schlundt .....8,702.93  
Melissa R. Hennings .....8,602.38  
Betzaida Arriaga .....8,469.02  
Vicki O'Bannon .....8,430.87  
Kari Alice Johnson .....8,418.07

Yosaira Sanchez .....8,416.33  
Tawnja Krempes .....8,406.26  
Kathy M. Viola .....8,372.00  
Heather Rachel Catchpole .....8,367.08  
Amelie B. Kemogne .....8,187.82  
Marianne Biase Mason .....8,144.31  
Nancy Ashton .....8,129.70  
Denise Nygard .....8,120.87  
Sonia Suyapa Bonilla .....7,976.11  
Nancy Fox Castro .....7,947.00  
Nancy Kathryn King .....7,910.03  
Maria Teresa Lozada .....7,868.30  
Susan J. Pankow .....7,844.88  
Donna K. Smith .....7,831.29  
Amy Allgood .....7,779.85  
Leticia Vargas .....7,776.53  
Heather M. Julson .....7,702.59  
Oyindamola Ogunlana .....7,654.96  
Chris Landaker .....7,640.27  
Mairelys Lopez .....7,637.67  
Nancy Polish Dove .....7,611.54  
Anne Newcomb .....7,601.09  
Susan K. Carlson .....7,601.02  
Rose Rodriguez-Capone .....7,598.61  
Mary P. Creech .....7,588.97  
Kristen C. Spiker .....7,570.13  
Maraelena Boquin .....7,565.10  
Barbara E. Roehrig .....7,533.34  
Blanny Fabiola Ramirez .....7,523.73  
Maggie Rader .....7,508.36  
Holly A. Brown .....7,497.08  
Diane L. Van Boxtel .....7,496.17  
Tami K. Cluzi .....7,488.16  
Pat A. Nuzzi .....7,485.10  
Nicki R. Hill .....7,471.57  
Robin L. Sailer .....7,450.12  
Betty Symons .....7,429.23  
Shelley Olson .....7,378.19  
Audrey J. Doller .....7,370.48  
Meg Booker Steward .....7,361.09  
Alicia Borkowska-Sattler .....7,292.58  
Donna J. Saguto .....7,287.93  
Irma Medina Guerrero .....7,250.46  
Digna Ubaya .....7,230.34  
Linda Faye Dowell .....7,207.32  
Julie Danskin .....7,169.86  
Ana Carolina Alvarez .....7,129.89  
Kim A. Messmer .....6,982.86  
Lupita Castillo .....6,978.19

### Ruby

Juliet Okonko .....\$19,697.52  
Thessy Nkechi .....14,454.77  
Nwachukwu .....14,454.77  
Donna Clark-Driscoll .....13,897.85  
Krystal D. Downey-Shada .....12,251.64  
Winifred Nonye .....12,250.11  
Ogunamiri .....12,250.11  
Carlotta Sandiford-Coleman .....11,252.38  
Michele Semper .....11,112.99  
Julio Dominguez .....10,579.33  
Jacqueline N. Alford .....10,486.12  
Deborah S. Bailey .....10,366.55  
Jesslyn Ponce-Dick .....10,349.68  
Somer Ballard Carter .....10,049.13  
Janelle A. Ferrell .....9,812.63  
Corrin Cresci .....9,577.81  
Jeanette M. Thompson .....9,477.78  
Carmen Nunez de Valencia .....9,439.56  
Meg Springer .....9,352.15  
Diana Gutierrez .....9,176.45  
Suzanne P. Wallace .....9,080.11  
Cheryl O. Fulcher .....8,962.87  
Vicki S. Lindsay .....8,956.21  
Oye A. Onuoha .....8,887.73  
Suzanne Moeller .....8,742.32  
Kali DeBlender Brigham .....8,736.85  
Barbara L. Harrison .....8,676.57  
Boo Menestrina .....8,651.42  
Rose Mary Neel .....8,635.54  
Liz Whitehouse .....8,624.84  
Sha Ron Martin .....8,595.41  
Phuong L. White .....8,592.85  
Mary Sharon Howell .....8,446.50  
Eva E. Berber .....8,330.69

Christy M. Cox .....8,320.85  
Patti Maxwell .....8,279.75  
Sherrie L. Clemons .....8,173.87  
Michelle L. Sanders .....8,136.67  
Rosanne Pluchino .....8,085.32  
Kathleen C. Savorgnan .....8,062.45  
Cissy E. Warren .....7,956.66  
Susan C. Ehmsstrom .....7,943.75  
Diane Covington .....7,931.03  
Julie Brindell Sapp .....7,888.65  
Jill E. Garrett .....7,824.10  
Teka-Ann Haynes .....7,802.42  
Candace Laurel Carlson .....7,749.64  
Courtney Leanne Armstrong .....7,728.19  
Mary Alice Dell .....7,683.54  
Lisa Anne Harmon .....7,682.23  
Breda M. Teal .....7,587.52  
Tiffany Brooke Stout .....7,501.70  
Tina Hulsman .....7,484.79  
Sheryl K. Goins .....7,484.04  
Krystal K. Walker .....7,403.07  
Shelia D. Evans .....7,323.54  
Deborah Jean Oertel .....7,311.15  
Kaye Driggers .....7,292.38  
Appollonia Nnedigbo .....7,269.76  
Onwuaegbule .....7,142.61  
Debbie A. Elbrecht .....7,099.81  
Deborah J. O'Leary .....7,099.81  
Lisa V. Bauer .....7,098.66  
Kathy Monahan .....7,066.45  
Marnie R. Yungler .....7,031.99  
Karen M. Getty-Hopkins .....7,009.64  
Judy Lund .....6,926.82  
Nancy N. Danley .....6,890.80  
Pamela O. Pruitt .....6,839.48  
Cheryl A. Dechenne-Sheddy .....6,827.30  
Lisa Blackmore .....6,811.54  
Natalie Marie Paparella .....6,727.43  
K.T. Marie Martin .....6,706.28  
Pat Z. Allen .....6,679.00  
Ekene S. Okafor .....6,592.49  
Linda Christenson .....6,579.47  
Tracy Ley .....6,574.96  
Becky J. Seim .....6,574.56  
Irene Zapalac .....6,568.84  
Sasha Jackson .....6,516.34  
Judie Roman .....6,515.28  
Laurieann Barclay .....6,507.24  
Melissa Regina Almanza .....6,445.00  
Erin Lynch .....6,437.92  
Carol Fehr .....6,424.05  
Terezeja Marie Lemieux .....6,423.58  
Alicia Newton .....6,409.23  
Cleta Colson .....6,408.10  
Vanessa R. Upkins .....6,404.75  
Gina Beekley .....6,384.74  
Karen Pappas .....6,356.70  
Nadine N. Daniel-Hurry .....6,322.22  
Eleanor M. Reigel .....6,268.33  
Laura A. Kattenbraker .....6,239.99  
Cindy P. Markowski .....6,199.91  
Lacy Janel Nickelson .....6,171.85  
Jennifer Isenhardt .....6,164.94  
Daria R. Bull .....6,161.33  
Ingrid Elke Smith .....6,159.06  
Lisa A. DeLucia .....6,158.79  
Stephanie Lynne Lenard .....6,146.49  
Terry Thole .....6,123.81  
Stella Smith-Pius .....6,098.51

### Sapphire

Julie Weaver .....\$17,332.17  
Tammy Romage .....16,726.88  
Tracy Potter .....14,165.77  
Moleda G. Dailey .....11,076.85  
Roxanne McInroe .....10,998.61  
Lara F. McKeever .....10,710.02  
Tabitha A. Hallums .....10,641.98  
Julia Mundy .....10,496.49  
Josefa Chacon .....10,211.36  
Debbie A. Weld .....10,053.08  
Kristi M. Montesana .....10,010.92  
Sylvia Boggs .....9,952.54  
Kathy R. Bullard .....9,909.75  
Phyllis I. Pinsker .....9,850.86

Faith A. Gladding .....9,780.93  
Jennifer L. Besecker .....9,683.90  
Randi Stevens .....9,580.34  
Angie S. Day .....9,554.63  
Ruby Garner .....9,478.20  
Sara Pedraza-Chacon .....9,401.35  
Angela D. LaFerry .....9,049.70  
Lady Ruth Brown .....9,029.21  
Ann Ferrell Smith .....8,991.58  
Melva M. Slythe .....8,923.78  
Jill L. Glockner .....8,836.94  
Maranda Michelle Rains .....8,813.69  
Diane Bruns .....8,808.04  
Connie L. Russo .....8,597.83  
Brenda Bennett .....8,375.13  
Leanne Sexton .....8,234.13  
Diana E. Fraustro .....8,172.34  
Christy Bigham .....8,098.99  
Sharon K. Swayzer .....8,089.06  
Alison Jurek .....8,034.02  
Natalie Reed .....8,014.93  
Esther Cisneros .....8,013.82  
Kathleen Kirkwood .....7,995.27  
Linda Klein .....7,950.37  
Heather L. Bohlinger .....7,912.41  
Renee J. Pirtz .....7,901.82  
Peggy B. Sacco .....7,791.61  
Kim I. Sabourin .....7,766.50  
Robyn S. Cartmill .....7,761.39  
Marjorie S. Hahn .....7,733.60  
Patrice Moore Smith .....7,716.56  
Jennifer G. Bouse .....7,708.79  
Krista A. Johnson .....7,642.67  
Jill Beckstead .....7,636.30  
Maisha A. Bankhead .....7,628.04  
Dolmy Ana Torrijon .....7,611.64  
Teodora Ahumada .....7,603.97  
Julie Garvey .....7,543.42  
Audrey K. MacDowall .....7,541.54  
Krista Neal Warner .....7,502.65  
Hilda Marrufo .....7,469.98  
Rayne D. Tubbs .....7,443.42  
Lynnea E. Tate .....7,427.74  
AnaMaria R. Cruz .....7,398.75  
Maria Elena Coyote .....7,394.59  
Nuria Yesenia Maldonado .....7,285.41  
Marivel Villacana .....7,277.48  
Kim B. Roberts .....7,273.36  
Deborah Robina .....7,268.09  
Crystal Dawn McDaniel .....7,258.33  
Brynn M. Blalock .....7,253.71  
JoAnna P. Shipoe .....7,227.09  
Rita E. Siqueiros-Avila .....7,195.65  
Ellen Farquharson .....7,194.37  
Joanna Helton .....7,164.31  
Cindy Harness .....7,141.31  
Maria G. Leon .....7,110.02  
Agnes Stewart .....7,074.45  
Margaret Neill .....6,959.91  
Dee Dennison .....6,924.37  
Marie E. Vlamincck .....6,915.01  
Cherie L. Smith .....6,857.84  
Anita R. Rabelo .....6,829.14  
Angelique M. Talbert .....6,792.47  
Virginia E. Curry .....6,790.19  
Angeles Herrera .....6,789.93  
Sagrario M. Magana .....6,739.62  
Mary K. White .....6,737.04  
Bonnie Crumrin .....6,709.74  
Gayle J. Green .....6,671.91  
Melody Missick .....6,603.93  
Joli A. Dockery .....6,594.13  
Pam Garner Moore .....6,585.86  
Karen L. Kunzler .....6,529.39  
Rosa Orozco .....6,482.86  
Jodi L. Feller .....6,481.12  
Judy L. Staats .....6,460.79  
Lynn A. Cervini .....6,441.68  
Monica Garcia .....6,399.75  
Dolores Keller .....6,388.68  
Lynn Baer Roberts .....6,384.48  
Bea Heath .....6,349.63  
Marty Ulmer .....6,339.03  
Rebekah Hirseisen .....6,306.64  
Blanca Celia A. Caceres .....6,297.07  
Linda F. Merritt .....6,295.50

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

# Recognition

## Mary Kay Angels

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

### Top National Sales Directors — Commissions and Bonuses



**Gloria Mayfield Banks**  
\$55,117  
Emerald



**Jan Harris**  
\$37,416  
Pearl



**Barbara Sunden**  
\$104,219  
Diamond



**Carol Anton**  
\$48,897  
Ruby



**Lupita Ceballos**  
\$49,031  
Sapphire

### Top Unit — Estimated Retail Production

EMERALD — Jordan Helou Eicher, <i>K. Helou Area</i> .....	\$88,112
PEARL — Susan West, <i>G. McGuire Area</i> .....	\$100,774
DIAMOND — Marri Hendricks, <i>A. M. Garrett-Roe Area</i> .....	\$102,754
RUBY — Juliet Okonkwo, <i>Go Give Area</i> .....	\$121,269
SAPPHIRE — Julie Weaver, <i>Go Give Area</i> .....	\$125,465

### Top Sales Director — Personal Sales

EMERALD — Kim Manire, <i>Go Give Area</i> .....	\$13,290
PEARL — Linda Pilolli, <i>Go Give Area</i> .....	\$13,064
DIAMOND — Cheryl Riead, <i>Go Give Area</i> .....	\$14,196
RUBY — Janette Copeland, <i>Go Give Area</i> .....	\$13,664
SAPPHIRE — Brenda Robinson, <i>K. Piro Area</i> .....	\$21,236

### Top Beauty Consultant — Personal Sales

EMERALD — Helen Leiby, M. Bright Unit, <i>G. Mayfield Banks Area</i> .....	\$27,500
PEARL — Mary Famiglietti, C. Machado-Flippen Unit, <i>P. Shaw Area</i> .....	\$17,463
DIAMOND — April Kegley, R. Karg Unit, <i>Go Give Area</i> .....	\$16,153
RUBY — Sandra DeVries, S. Wallace Unit, <i>Go Give Area</i> .....	\$13,385
SAPPHIRE — Tina Lam, E. Farquharson Unit, <i>S. Andrews Area</i> .....	\$22,662

### Top Team Builder

EMERALD — Sales Director Lynn Brown, <i>K. Rodgers-Smith Area</i> .....	10 New Team Members
PEARL — Sales Director Sonia Lett, <i>V. Benjamin Area</i> .....	7 New Team Members
DIAMOND — Sales Director Adzo Tsedze, <i>Go Give Area</i> .....	15 New Team Members
RUBY — Sales Director Keisha Clements, <i>Go Give Area</i> .....	16 New Team Members
SAPPHIRE — Sales Director Victorine Nkembe, <i>Go Give Area</i> .....	10 New Team Members

## Top Unit Builders

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

### Emerald

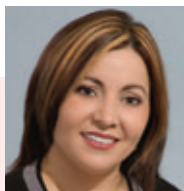
Christine A. Denton.....	22 New Unit Members
Jessica Brash Holzbach.....	21 New Unit Members

### Sapphire

Tabitha A. Hallums.....	22 New Unit Members
Maranda Michelle Rains.....	22 New Unit Members

## New NSD Debuts

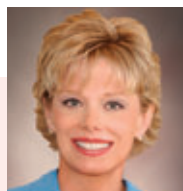
New Independent National Sales Director Debuts May 1, 2011



**Dayana Polanco**  
National Sales Director  
Diamond Seminar

## Sales Mentors

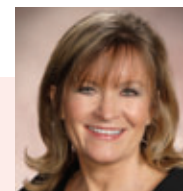
Special thanks to the sales mentors for the May 3, 2011, *New Independent Sales Director Education class*.



**Joanne Bertalan**  
Senior National Sales  
Director  
Emerald Seminar



**Tanya King-Lee**  
Elite Executive Senior  
Sales Director  
Palmetto Bay, Fla.  
Emerald Seminar



**Brenda Stafford**  
Future Executive Senior  
Sales Director  
Mount Vernon, Ohio  
Pearl Seminar

**APPLAUSE®** magazine is published in recognition of and as information for members of Mary Kay Inc.'s independent contractor sales organization, Independent National Sales Directors ("National Sales Directors"), Independent Sales Directors ("Sales Directors") and Independent Beauty Consultants ("Consultants") in the United States, Puerto Rico, U.S. Virgin Islands and Guam by Mary Kay Inc., Dallas, Texas ©2011 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Applause, Beaut-e-News, Beauty Blotters, Belara, Bella Belara, Break the Silence, Compact Pro, Day Radiance, Domain, Enriching Women's Lives, Exotic Passionfruit, Eyesicles, Go-Give, Indulge, Inspiring Beauty Through Caring, Journey, Mary Kay, Mary Kay InTouch, Mary Kay Tribute, Miracle Set, MK, MKConnections, MKeCards, MKMen, NouriShine, Pink Doing Green, Pronewal, Satin Hands, Satin Hands & Body, Satin Lips, Satin Smoothie, Simply Cotton, Smart Start, Targeted-Action, TimeWise, Tribute, Velocity and Visible-Action* are registered trademarks; *Forever Orchid, Mint Bliss, MK High Intensity, Satin Body, Thinking of You, TimeWise Body, Ultimate Mascara, Ultimate Miracle Set, Warm Amber and Your Way to Beautiful* are trademarks; and *Consultant First Look, MK Rewards, Pink Changing Lives, Preferred Customer Program, The Mary Kay Foundation and The Silver Wings Scholar Program* are service marks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, [www.marykay.com](http://www.marykay.com).

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# JUST FOR YOU, GO GIVE!

# a day of celebration and inspiration

**2011 Fall Go Give  
Area Workshops**



*I was so honored to be able to host this great event (in the Atlanta area) and to share the knowledge and expertise that I've learned over the years with the incredible Go Give Area. The love and appreciation I received from them went straight to my heart!* – Independent National Sales Director Connie Kittson

It's a can't-miss day of heartfelt celebration, timely motivation, great inspiration, career education and just plain fun! And it's exclusively for members of the Go Give Area! This is a unique opportunity for all members to come together as one big Go Give Area family.

At these close-to-home locations, you'll learn from an Independent National Sales Director and top Independent Sales Directors near you. Whether your goal is to earn a red jacket, debut as an Independent Sales Director or add 50 customers to your list, here's a great way to learn from the best! Meet with the successful Mary Kay Independent National Sales Directors and Independent Sales Directors who will share their secrets of success with you.

## when and where

CITY	LOCATION	DATE
Chicago, Ill.	Hilton Rosemont Chicago O'Hare	10/15/2011
Houston, Texas	Crowne Plaza Houston	10/15/2011
Riverside, Calif.	Marriott/Riverside Convention Center	10/15/2011
Dallas, Texas	Mary Kay Inc.	10/22/2011
Montclair, N.J.	The Conference Center, Montclair State University	10/22/2011
Phoenix, Ariz.	Phoenix Convention Center	10/22/2011
Richmond, Va.	Richmond Convention Center	10/29/2011
Columbus, Ohio	Columbus Convention Center	10/29/2011
Philadelphia, Pa.	Radisson Hotel Northeast	10/29/2011
Atlanta, Ga.	Georgia World Congress Center	11/5/2011
Miami, Fla.	Miami Beach Convention Center	11/5/2011
St. Louis, Mo.	Gateway Center	11/5/2011
Tacoma, Wash.	LaQuinta Inn & Suites Convention Center	11/5/2011

MARY KAY®

go give  
workshop

Beautiful Together<sup>SM</sup>

### Registration Opens:

Aug. 15

### Independent Beauty Consultants:

Call 800-272-9333

### Independent Sales Directors:

Call 800-545-4347

Monday – Friday,  
8:30 a.m. – 5 p.m. Central time

**Cost:** \$35

### Included:

- Continental Breakfast
- Boxed Lunch
- Teaching From a Top Independent National Sales Director
- Great Girlfriend Time!

# SISTERHOOD OF **RESPECT**

A photograph of three women with blonde hair, smiling and wearing black tops and pearl necklaces. They are positioned in a close-up shot, with one woman in the foreground and two slightly behind her.

Discover how three women bonded together to create a Mary Kay sisterhood honoring one another's business achievements, family life and individual dreams. Friendship can be one of the best fringe benefits of Mary Kay®!





**Independent Future  
Executive Senior Sales  
Director Angie Day**  
Little Rock, Ark.

## MY STORY: BUT I DID IT ANYWAY

"I do not ask my unit to do anything that I haven't done, or I will promise to work alongside with them if it's something new." That's how Angie Day gained the unwavering respect of her unit and offspring since becoming an Independent Sales Director in 1992. Her motto is to work steadily and consistently in an effort to avoid the extreme highs and lows that can sometimes accompany a business in sales.

At 25, managing an insurance office suited Angie just fine. She liked working, was proud of her career and planned to go back to work after the birth of her son in 1990. But once he was born, things changed. "I knew I needed to be at home with him," Angie recalls. But it wasn't long before she wanted to do something more that she could call her own.

When Angie was presented with the Mary Kay opportunity, she was convinced she wouldn't have time to do it. It was her husband, David, who encouraged her to start. "I let my Independent Sales Director know that I would only hold one appointment each week, meaning I would book three to hold one," Angie recalls. She kept to that plan until she was ready to put more hours into her business each week. With that commitment, she went on-target to earn the use of her first Mary Kay® Career Car. Two years later, she became an Independent Sales Director and began moving up the career path, eventually earning three Top Sales Director Trips and the use of eight pink Cadillacs.

While Angie wanted the extra income from her Mary Kay business to enjoy the finer things in life, she didn't necessarily need it, thanks to David's successful executive career. "I didn't *need* to have a Mary Kay business; I *wanted* it," Angie shares. "I love to see women succeed, watch them develop self-esteem and help them build businesses that can lead to financial independence — their 'Plan B' when they need it. While I personally did not have to work to be financially stable, I'm so thankful that I did it anyway and used my Mary Kay® earnings for things that I wanted for my family."

Angie is now one of those Mary Kay® businesswomen who others want to emulate. Her exuberant personality and confident style naturally draw other women to her. When Krista first saw Angie, she knew she wanted to be just like her.



**Independent Senior  
Sales Director  
Krista Neal Warner**  
Muldrow, Okla.

## MY STORY: **PLAN B WHEN I NEEDED IT**

Happy as a kindergarten teacher, Krista Neal Warner never imagined doing anything else until she sampled Mary Kay® products in 2001. Krista asked for a catalog and showed it to other teachers who ordered more than \$400. Once she realized how much an Independent Beauty Consultant could earn, she asked, "How do you do Mary Kay®?"

Krista was presented with the business opportunity, and it was a done deal. "She put a pin on me, and I said, 'You've got to be kidding me; I'm not in Brownies.'" Krista had no intention of holding parties or going to meetings. But when her first sale fell easily into her lap, Krista knew she had found a promising business venture.

Krista did attend meetings and soon saw Angie Day who had begun to mentor several unit members in Oklahoma. "She was so cute," Krista recalls. "She talked about how she didn't have a college degree but made an incredible income and earned the use of many Mary Kay® Career Cars. I wanted to be just like her." Angie soon began mentoring Krista, who took Angie's advice to heart. In the process, the two developed a bonding friendship across the miles, calling each other frequently about business and personal concerns.

Before long, Krista was packing for her first Top Sales Director Trip, surpassing Angie to this milestone. But Angie was never prouder of her friend and mentee.

By 2003, Krista had seven first-line offspring Independent Sales Directors and reached the \$700,000 Circle of Excellence. But in 2005, as she was building a future Independent National Sales Director area, she found herself in an unexpected divorce. "I had two children, and I was totally unprepared. I stopped working my business for eight months," Krista shares. But her unit carried her through. "My Mary Kay business was my 'Plan B' that I never thought I'd need," she says.

"Plan B" helped her again about two years later when she was hospitalized one week after marrying Bill Warner, the man of her dreams. A vertebral artery dissection had caused several small strokes. While in the hospital, she suffered a major stroke and temporarily lost the use of her right leg. After physical therapy and persisting with a Mary Kay positive attitude, Krista is almost fully recovered.

"Now my team is on fire, and we are shooting for the Sales Director trip to Hawaii in 2011. I want to be there together with Angie and Angela."

*People who lead happy and exciting lives are those who work at making friends. Somehow difficult times are easier to handle when you don't have to handle them alone.* – Mary Kay Ash



**Independent  
Senior Sales  
Director**  
**Angela LaFerry**  
Broken Arrow,  
Okla.

## MY STORY: BUILT-IN FRIENDS

When Angela LaFerry remarried and moved to a town of 1,700 in Oklahoma, she left behind almost everything she knew, including her friends. "I had to start over, and I knew it would be hard to make friends as the new person in town," she shares.

One slight acquaintance timidly approached Angela, the beautiful newcomer. The woman had started a Mary Kay business and needed a face to help her get started. Angela was given an address where a meeting would be held. "I knew she didn't think I'd come since I was new to town, and my husband was a local business owner. She thought I didn't need Mary Kay®," Angela recalls. In fact, the woman didn't show up, but Angela did. Angela listened as two women (one an Independent Sales Director) talked about products and the business. Skeptical, but interested, Angela signed her Independent Beauty Consultant Agreement on the spot in early 2003.

At a large New Consultant Orientation event, Angela felt intimidated by the leading women, whom she viewed as much more sophisticated. But Krista recognized

immediately that Angela was what Mary Kay® needed. "I couldn't believe this woman who drove a pink Cadillac spoke to me and asked me about my eyelashes," Angela says. "She thought they were fake, but it was the Mary Kay® mascara I was wearing!"

Krista mentored Angela and soon introduced her to Angie. "I wanted to be just like these women, and here they were helping me believe in myself. I wanted to achieve everything they did so I could spend time with them," Angela says. Over time, she, Krista and Angie – and even their husbands – sealed a friendship that spans the miles and culminates at every Mary Kay event.

Angela worked diligently to move up the Mary Kay career path, following Krista and Angie's advice. She earned Top Sales Director Trips in both 2009 and 2010 and is planning for Hawaii, where the goal is for all three women to spend a fabulous time celebrating their achievements.

For Angela, her Mary Kay business has given her not only a source of friendship but also a sense of accomplishment. Angela's husband is involved in her successes, and as two business owners, they share ideas and discuss challenges. And he doesn't mind that Angela is now the family's top earner.

Angela says: "I love my Mary Kay business because it gives me flexibility, something that I love to do and close friends whom I never would have met otherwise."



## OUR STORY: SUPPORT AND RESPECT

**Angie:** "Our Mary Kay businesses brought the three of us together, but it's the sisterhood and friendship we developed over time that keeps us together. Our families have grown close as well, and we've taken trips together. Angela and Krista inspire me, and it doesn't matter that they have achieved some milestones before me. It makes me proud. When you surround yourself with women who respect you and your opinions, you have a support system that helps you through the tough times. These are women of their word whom I can count on and trust."

**Krista:** "Angie has been a mentor to me, professionally and personally. She's shown me how to live a positive, happy life. Angela and I support each other in many ways, always bouncing ideas off each other. While we talk on the phone constantly, we mostly see each other at Mary Kay functions, and it's like we have never been apart. We all room together, stick together and create great memories together. And that's something we are proud of. At Leadership Conference, an Independent Sales Director told me she had never seen such a close group, and she wished she could experience the same thing."

**Angela:** "I couldn't attend the Sales Director trip to Greece because my mother was ill. It was heart-wrenching. Angie and Krista called me every day and listened to me cry. They understood and empathized, and it helped me get through. Later, Angie invited me on a ski trip to Canada in an effort to make up for my lost trip. Angie and Krista both praised me to success. I don't know two people who are better at making you feel good about who you are, praising your qualities and character. I'm so lucky to have these Mary Kay women in my life."



# LETTING YOUR GUARD DOWN



*I really want to be remembered as someone who encouraged people to live their best lives. To never settle for less than the lives they were created to live. To maximize their full potentials.*

Once a registered nurse working in intensive care, **Independent Elite Executive Senior Sales Director Tanya King-Lee** of Palmetto Bay, Fla., decided to pursue a master's degree in medical law to improve the life she and her family were living.

Then, in May 2005, a friend and colleague introduced her to the Mary Kay opportunity. After saying "no" three times, she finally attended a "Monday Night Success" meeting. "I was there with my guard up. I remember that my thoughts went something like this: 'Why do I have to stand again? Why do we clap for everything?'" In spite of her negative attitude, Tanya says she saw something in those women: "Life, hope and excitement!" **Independent National Senior Sales Director Dacia Wiegandt** was speaking, but before she finished her presentation, Tanya signed her Independent Beauty Consultant Agreement.

There appeared to be a discrepancy, though. How could she, a tomboyish, free-spirited wife and mother who didn't wear makeup, embrace an opportunity that celebrated beauty and womanhood? "Life is ironic, isn't it?" asks Tanya. "I had been searching and asking and praying for something else. I would go to work, leaving my husband, Robert, and twins at home for 14 hours a day. My twin boys, James and Joshua, were 18 months old at the time, and although I enjoyed being a nurse, I really wanted to be at home with my family. I wanted flexibility, freedom and financial security."

Of course, it didn't take long for Tanya to discover her beauty and identity. "I have completely embraced skin care and color cosmetics." Not only that, she says she was rather shy. "Now I am able to speak in front of large groups. I have come out of my shell."

But what is at the core of this hardworking woman, who holds a full-time job with a biomedical company

and builds her Mary Kay business consistently?

Tanya explains it like this: "I had made a commitment to myself at a very young age that I would *not* struggle my entire life as I had watched my mother do for so many years. She worked three jobs at a time to keep us clothed, fed and living in a two-bedroom apartment. My mom would sleep on the couch in the living room just so my brother and I could have our own room. We watched her do this for years, and that left me to grow up quickly and be responsible. From her I have learned about self-sacrifice, how to be responsible, how to be resilient and that there isn't anything that I cannot handle."

Ultimately, Tanya feels that it's all about allowing yourself to grow. "I had the privilege of working with an Independent Beauty Consultant for the past five years. When she started her Mary Kay business, she was working as a successful architect, and Mary Kay® was her 'Plan B.' She had many limiting beliefs about herself, but I always saw her potential. This was never lip service; I truly believed in her. And she just debuted as the eighth first-line offspring Independent Sales Director in my unit!"



Tanya and offspring Independent Sales Director Karlene Morgan

The Lee Family (with children Joshua, James and Natalie) at Disney World in 2011.



## TANYA'S POWER TIPS

- Never miss an opportunity to learn: a meeting, conference call or Company event.
- We all do what we are told our entire lives. We are told when to go to work, when to eat lunch, when to take vacation. Yet when we start our businesses, so many of us decide not to follow a plan. Consider following the plan that has been laid out for us.
- Learn about the heart of Mary Kay. Learn about the woman herself: who she was, how she thought, her values and principles. This allows Mary Kay to get into you instead of you just "being in" Mary Kay.
- Let go of all your personal stigmas and stereotypes.
- Make your decision and just get it done!



Tanya's future area at Career Conference 2011

# go-give® award

Congratulations to the winners for September 2011

**The Go-Give® Award** is given in memory of Independent National Sales Director **Sue Z. Vickers** to recognize Independent Sales Directors who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

If you know an Independent Sales Director who has displayed the Go-Give® spirit, why not nominate her for the monthly Go-Give® Award? The Go-Give® Award nomination form is available on the Mary Kay InTouch® website under “Recognition.”



## **Donita Cough Pearl**

Independent Sales Director

**Began Mary Kay**

March 1991

**Sales Director Debut**

September 1997

**National Sales Director**

Barbara Stimach

**Honors** Premier Club qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; four-times Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$32,482

**Personal** Lives in Orchard Park, N.Y. Husband, Ed; sons: Jimmy, Bryan; daughters: Kelly, Michelle

**Favorite Quote** “Trust in the LORD with all your heart and lean not on your own understanding; in all your ways acknowledge Him, and He will make your paths straight.” – Proverbs 3:5-6

**Independent Senior Sales Director Debby LaMendola of Grand Island, N.Y.**, says, “Donita volunteered to organize a ‘Christmas basket’ drive for a local refugee organization, and I know her thoughtfulness gave many refugees a wonderful Christmas celebration.”



## **Kristin Rogers Diamond**

Independent Senior Sales Director

**Began Mary Kay**

June 2006

**Sales Director Debut**

October 2006

**Offspring** two first-line; two second-line

**National Sales Director** Connie Kittson

**Honors** Cadillac qualifier; Star Consultant; three-times Sales Director Queen's Court of Personal Sales; four-times Queen's Court of Sharing; three-times Circle of Achievement; Circle of Excellence; Double Star Achievement; three-times Triple Star Achievement; Fabulous 50s; Honors Society; gold medal winner; estimated highest monthly unit retail: \$107,260

**Personal** Lives in Sugar Hill, Ga.

**Favorite Quote** “Remember, you have a wealth of influence, and everyone you meet forms an impression of you by your words and actions. So make the Golden Rule your way of life.” – Mary Kay Ash

**Independent Senior National Sales Director Pat Danforth** says, “Kristin is a shining example of the Mary Kay principles and traditions. She is not only leading and actively mentoring her own unit and offspring, she is doing the same for many other Independent Sales Directors and Independent Beauty Consultants.”



## **Georgia Awig Ruby**

Independent Sales Director

**Began Mary Kay**

April 1996

**Sales Director Debut**

July 1997

**National Sales Director**

Go Give Area

**Honors** Grand Achiever qualifier; Circle of Honor; Consultant Queen's Court of Personal Sales; four-times Sales Director Queen's Court of Personal Sales; 12-times Queen's Court of Sharing; Circle of Achievement; two-times Double Star Achievement; Triple Star Achievement; Fabulous 50s; gold medal winner; estimated highest monthly unit retail: \$40,262

**Personal** Lives in North Ridgeville, Ohio. Husband, Donald; son, Brian; daughter, Michelle

**Favorite Quote** “If it is to be, it is up to me!” – Mary Kay Ash

**Independent Sales Director Mary-K Kirsch of South Amherst, Ohio**, says, “After a back injury, Georgia cared for me and drove me to my doctor appointments. She also attended several meetings to support and motivate my unit.”



## **Sherri Reindl Sapphire**

Independent Future Executive Senior Sales Director

**Began Mary Kay**

June 1976

**Sales Director Debut**

April 1980

**Offspring** four first-line; 11 second-line

**National Sales Director**

Go Give Area

**Honors** Cadillac qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; 21-times Circle of Achievement; Circle of Excellence; gold medal winner; estimated highest monthly unit retail: \$108,083

**Personal** Lives in Kansas City, Mo. Son, Nicholas; daughters: Tracy, Tanya; four grandchildren

**Favorite Quote** “So this is the thought we always wish, the prayer we always pray; Lord, let my life bless other lives I touch along the way.” – Mary Kay Ash

**Independent Senior Sales Director Debby LaMendola of Grand Island, N.Y.**, says, “Sherri invited me to participate in coaching calls she makes once a week with her offspring Sales Directors. She is a wonderful coach and shares concrete ideas to help me focus on my business.”



## **Joy Butler-Huffstutler Emerald**

Independent Senior Sales Director

**Began Mary Kay**

March 1995

**Sales Director Debut**

August 1997

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

**National Sales Director**

Cindy Fox

**Honors** Grand Achiever qualifier; Star Consultant; Sales Director Queen's Court of Personal Sales; gold medal winner; estimated highest monthly unit retail: \$44,637

**Personal** Lives in Anniston, Ala. Husband, Randy; sons: Joshua, Jeremy; daughter, Natalie

**Favorite Quote** “Trust in the LORD with all your heart and lean not on your own understanding; in all your ways acknowledge Him, and He will make your paths straight.” – Proverbs 3:5-6

**Independent Senior National Sales Director Cindy Fox** says, “Due to illnesses or emergencies in my family, Joy has conducted several meetings for me. Recently, because health issues made driving difficult, Joy volunteered to drive me to events.”



# NEW YORK NEW YOU!

MARY KAY

## MARY KAY® MAKEOVER contest

### READY TO ENTER!

1

BOOK A MAKEOVER APPOINTMENT.

2

COMPLETE THE ONLINE ENTRY PROCESS.

3

WIN VOTES BY ENCOURAGING FAMILY AND FRIENDS TO VOTE!

### THREE CUSTOMERS WILL WIN THESE GLAMOROUS PRIZES:

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



### KEEP THESE DATES IN MIND

**Phase 1:** Makeovers Submitted:  
Sept. 1 – Oct. 31

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

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

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

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