

MARY KAY

SPECIAL Anniversary Edition

# applause®

September 2013

Celebrating All That One Woman Can™ Be



50

**Years of Beauty**

MARY KAY  
**one woman can™**  
50 YEARS

A woman with blonde hair, smiling, wearing a gold sequined dress and high-heeled sandals. She is standing next to a large number '50' formed by glowing sparklers. The background is a warm, golden-brown gradient.

**50 years ago ...**

**Mary Kay Ash** had a dream

that became a **reality**

which launched an **empire**

that **spans the globe**

and **changes** our world

by **enriching women's lives®** every day.

If **One Woman Can™** do all that,

just **imagine what YOU can do.**

*One Woman Can™* be

an **inspiration**

an **original**

ahead of her time

**flawlessly unique**

a **role model**

more than she imagined

a **true beauty**

anything she wants.

**One Woman Can™** be **YOU.**

MARY KAY

**one**  
**woman**  
**can™**

50 YEARS





# CELEBRATING 50



**Sept. 13, 1963**

With \$5,000, Mary Kay and her 20-year-old son, Richard Rogers, launch Beauty by Mary Kay in a small office space in Dallas' Exchange Park. Little do they know they are opening opportunities for millions across the globe. The original Beauty by Mary Kay set includes Magic Masque, a powdered oatmeal formula that customers mix with water.

MARY KAY  
**one woman can**  
50 YEARS





# Years



## 1964

**Seminar** begins more like a large family dinner than the grand gala it is today. Mary Kay cooks chicken and jalapeño dressing for 200 Independent Beauty Consultants. She decorates with crepe paper and balloons to celebrate their first anniversary.



## 1965

Since a great image can inspire confidence, success and pride, it's no surprise that the **Career Apparel program** is among the first developed after the Company opens.

## 1966

Mary Kay marries Mel Ash on January 6. They marry on a Thursday, and on every Thursday after that, Mel gives Mary Kay a gift, sometimes candy or a flower, other times, a cherished collectible.

## 1969

Make it pink! Mary Kay Ash requests a pink Cadillac and creates the **Career Car program**. The first pink Cadillacs are awarded to the top 5 Independent Sales Directors. Today, more than 1,200 Independent Sales Directors earn the use of a Mary Kay pink Cadillac.



## 1970

**First diamond bumblebee pin.** Mary Kay Ash tells the story of how aerodynamic engineers are unable to understand how the bumblebee flies. The bumblebee symbolizes the can-do spirit to achieve new heights.

## 1971

Mary Kay opens first international subsidiary.

## 1975

The **Star Consultant program** is born! Mary Kay Ash leads a challenge to hold 10 parties in a week! Ryan Rogers launches a similar challenge in 2011 and holds 10 skin care parties of his own! Today, Star Consultants receive lavish prizes and the Ladder of Success pin.

## 1979



**Company is featured on CBS's 60 Minutes**, making Mary Kay a household name and leading thousands of women to become Mary Kay Independent Beauty Consultants.



WATCH 60 MINUTES  
INTERVIEW







## 1982

First nationally televised commercial airs.

## 1984

Mary Kay Cosmetics, Inc. appears in "100 Best Companies to Work for in America."

## 1989

Mary Kay is among the first companies to enact a recycling program. Today, *Pink Doing Green*® initiatives are at work around the world. Also, Mary Kay global retail sales top \$1 billion!

## 1993

Kathy Helou is the first Independent Sales Director to break the \$2 million mark in estimated unit retail sales!

## 1996

The Mary Kay Ash Charitable Foundation is established. Since then,



the Foundation has awarded \$18.6 million in grants to scientists focusing on curing cancers that affect women and \$28 million to shelters and programs addressing domestic violence in the U.S.

## 2000

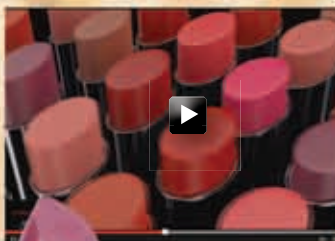
Demand for products that promote younger-looking skin increases. Mary Kay launches *TimeWise*® 3-In-1 Cleanser and Age-Fighting Moisturizer. Today, the *TimeWise*® *Miracle Set*® and supplements continue to be top-selling products.

## 2003

Worldwide independent sales force exceeds 1 million. Today, sales force are located in more than 35 markets throughout Europe, Asia Pacific and the Americas.

## 2009

Mary Kay launches its YouTube channel and Facebook page.



## 2011

Mary Kay is the only cosmetics company to be named one of **Brand Key's Top 10 "Brands That Delight,"** along with companies such as Apple and Facebook.

## 2012

The Company's most sophisticated age-fighting skin care to date, *TimeWise Repair*™ is the most successful launch in Company history. Mary Kay hits 1 million fans on Facebook.



## 2013

Mary Kay hits its goal of 3 million Independent Beauty Consultants around the globe on its 50th Anniversary!



# 50th Anniversary



“Just as a tiny mustard seed grows into a mighty plant, Mary Kay Inc. has grown into the finest teaching-oriented skin care company in the world. Looking at you, I see proof that my dream became a reality, my mustard seed sprouted. I can see proof that my belief in Mary Kay Inc. was well-founded when I believed in you.”

september

# dates: to remember

## triviaquiz

1. The first Independent Sales Director suit in 1965 was a two-piece black wool knit suit with what accessory?
2. In 1978, Dr. Norman Vincent Peale presented Mary Kay Ash with a prestigious award given to distinguished Americans who have succeeded in spite of adversity. What was the award?
3. Career Conference is sisterhood, education, motivation and recognition all rolled into one fun event. It gives Independent Beauty Consultants the tools they need for success. What year did Career Conference launch?
4. In 2003, the worldwide independent sales force reached how many Independent Beauty Consultants?
5. What is the Company's most successful product launch to date? (Name the product.) Answers below.

- Postmark cutoff for Independent Beauty Consultants to mail Commitment Forms to begin Independent Sales Director qualification this month.
- Online Independent Sales Director-in-Qualification Commitment Form available beginning 12:01 a.m. Central time.



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

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



Mary Kay Inc.  
50th Anniversary!

- Postmark deadline for Quarter 1 Star Consultant quarterly contest.
- Deadline to make Quarter 4 Star Consultant prize selections.

- Quarter 2 Star Consultant quarterly contest begins.
- Holiday 2013 Preferred Customer Program<sup>SM</sup> online enrollment for *The Look*, including exclusive samplers (while supplies last), and Month 2 mailer begins.

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



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

- Last day to register for October New Independent Sales Director Education week.
- 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.

Also available on *Mary Kay Mobile InTouch*<sup>TM</sup> on your smartphone at [m.marykayintouch.com](http://m.marykayintouch.com)

**Helpful Numbers:** Mary Kay Consultant Contact Center 800-272-9333 (M – F, 8:30 a.m. – 5 p.m. Central time)  
For questions regarding Mary Kay<sup>®</sup> product orders, Mary Kay InTouch<sup>®</sup>, special events, product information, etc.  
**Automated Info Line 800-454-1130 (24 hours)**



# inside THIS ISSUE

## 8 MARY KAY AT PLAY™

Introducing fun, flirty, fabulous makeup for eyes and lips. Expand your customer base in a whole new way.

## 10 FAIRYTALES AND FANTASIES

Limited-edition<sup>†</sup> mauve pink and gold hues for eyes and lips tell a romantic story for fall. Escape to a dream where imagination reigns.

## 20

### ONE WOMAN CAN™

Mary Kay Ash was an original. As an entrepreneur and philanthropist, she started her business with five products and one big dream.



## 4

### CLEARER SKIN

NEW! *Clear Proof™* Acne System is great for your customers with mild to moderate acne.



## 24

### 50 REASONS

Independent sales force members and Mary Kay employees share personal stories of why they love their Mary Kay!

# NEW! Clear Proof™ Acne System!

See clearer skin in just 7 days\*

**\$45**  
for the four-  
product set.  
Value price!  
Also sold  
separately

## Who's the Customer?

- Anyone with mild to moderate acne
- Teens
- Young adults
- Women 40+ experiencing acne for the first time or with recurring acne

## How Can I Get My Customers to Switch From a Competitor's Brand?

*When selling this new skin care line, you may want to point out that the set:*

- Clears blemishes without irritation; helps maintain a clear complexion.
- Unclogs pores, removes excess oil and leaves skin feeling healthier.
- Fades look of lingering acne spots.
- Controls excess oil while helping to dramatically reduce the appearance of pores.
- Uses a combination of salicylic acid and benzoyl peroxide to attack multiple factors that can contribute to acne breakouts.
- Is mild enough to use daily. Skin looks and feels healthier without an uncomfortable tight feeling.
- Shown effective on teens to people in their 50s, males and females, different ethnicities.



## STEPS

- 1 Clear Proof™ Clarifying Cleansing Gel,† \$16**  
Deep cleanses skin to penetrate and clear pores. Gently removes dirt, oil and complexion-dulling impurities. **Contains 2% salicylic acid.**
- 2 Clear Proof™ Blemish Control Toner,† \$15**  
Tones without over-drying. Cleanses skin and helps control shine. Leaves skin feeling soft and supple. **Contains 2% salicylic acid.**
- 3 Clear Proof™ Acne Treatment Gel,† \$10**  
Helps clear up pimples fast while helping prevent new ones from forming. Helps fade the look of lingering acne spots. **Contains 5% benzoyl peroxide.**
- 4 Clear Proof™ Oil-Free Moisturizer for Acne-Prone Skin, \$18**  
Replenishes moisture to provide balanced hydration. Helps control excess oil, leaving skin with a beautiful matte finish.





## Science Behind the Regimen!

Why are two acne fighters better than one?

**Salicylic acid** acts like an **exfoliant** to promote the easy **removal of dead skin cells**. It **helps keep pores unclogged** and reduces the buildup of *P. acnes* bacteria.

**Benzoyl peroxide** is an **oxygen-releasing ingredient** that **kills bacteria**. *P. acnes* bacteria flourish when there's a lack of oxygen, like in a clogged pore. By creating an oxygen-rich environment, benzoyl peroxide can **help reduce the number of *P. acnes* bacteria** that can cause lesions to form.

*The combination of these two ingredients attacks acne in multiple ways to help clear up existing acne and help keep future acne from forming.*



## Dr. Beth Lange, Mary Kay Chief Scientific Officer

What's special about the **Clear Proof™ Acne System**?

"It includes products that use ingredients recognized by U.S. dermatologists to treat acne. The **set attacks multiple factors** that can contribute to acne breakouts.

**Consistency and patience** are key. It's natural that your customers want to see immediate results, but results don't happen overnight. Not everyone will see improvement to the same degree and in the same time frame due to various factors like hormonal fluctuations or even stress. Stress doesn't cause acne but can make it worse. Keep a regular **daily and nightly routine**. Avoid skipping steps. While a 12-week independent clinical study showed that many people who tried the **Clear Proof™ Acne System** had clearer skin in just 7 days, it's important to remember that results improved over time."



**DR. LANGE ON CLEAR PROOF™  
ACNE SYSTEM**

## NEW! Clear Proof™ Pore-Purifying Serum†

For more acne-fighting power, add the **Pore-Purifying Serum** to your **Clear Proof™ Acne System** regimen. This translucent, leave-on serum contains 2% salicylic acid to help clear existing blemishes and help prevent new blemishes from forming, and it acts like an exfoliant to help keep pores unclogged. It glides on smoothly and absorbs quickly as it helps minimize the appearance of pores and reduces shine.

Serum is sold as a supplement to the regimen and is not part of the boxed set. If used as part of the daily regimen, apply to the entire face after toner (step 2).



**Julia Mundy, Independent  
Executive Senior Sales  
Director, Roanoke, Texas**

“What an exciting way to **grow your customer base!** This regimen is right for anyone with **mild to moderate acne**. I immediately think teen years, but **acne can happen at any time**. Independent Beauty Consultants can offer a competitive regimen at a very competitive price.”

**ON SELLING:** I'll mention it at my skin care parties and invite anyone to discuss it with me at the close. I may have a **Crystal Clear party** for guests who have expressed acne concerns. I'd love to help my hostesses and their guests develop healthy skin care habits. Once my **younger customers and their moms see results**, they'll look to me for more skin care and color products!

**ON INVENTORY:** If you have a minimal number of acne customers, the Customer Delivery Service may be perfect to supplement inventory when orders come in. Or you may want to keep a few sets on your shelf if you see high demand within your customer base.

**ON APPROACHING A NEW CUSTOMER:** Acne is a delicate issue. Once I book an appointment, I may ask, 'If I can help you with one main skin concern, what would that be?' This puts the ball in her court, and I can reassure her that Mary Kay has the right products to help.

**ON SWITCHING YOUR CUSTOMERS TO THIS REGIMEN:** Tell them about the new products and that you'd love them to share their opinions. You also can mention the *Mary Kay*® Satisfaction Guarantee, so they have nothing to lose! When you take time to work with a customer with blemish-prone skin, it can be rewarding for you both. You could end up with a customer for life and maybe even one who refers her friends as well!



## transition YOUR CUSTOMERS

*Clear Proof*™ Blemish Control Toner<sup>†</sup> and *Clear Proof*™ Acne Treatment Gel<sup>†</sup> have the same formulas as *Classic Basic*® Blemish Control Toner 3 and Acne Treatment Gel, respectively. The difference is that now they're in exciting new upscale packaging. Therefore, **Blemish Control Toner 3** and **Acne Treatment Gel** will appear on the **discontinued section of the Aug. 16 Consultant order form**. *Velocity*® Facial Cleanser and *Velocity*® Lightweight Moisturizer also will be discontinued to make room for the new *Clear Proof*™ line and its updated formula.

## one week to WOW!

Your customers will love the *Mary Kay*® *Clear Proof*™ **The Go Set**, a seven-day trial set. Once they see what seven days can do, they will want to take home the full-sized set.



## share NOW

The *Clear Proof*™ Acne System eCatalog has details on results, tips for acne-prone skin, videos and more! Share it with your customers today.

## Upsell!

- *Clear Proof*™ Pore-Purifying Serum
- *Mary Kay*® Oil-Free Eye Makeup Remover
- *Mary Kay*® Mineral Powder Foundation
- *Mary Kay*® Foundation Primer Sunscreen Broad Spectrum SPF 15<sup>†</sup>
- *Mary Kay*® Concealer (TIP! Yellow shade helps cover and hide red acne lesions.)
- *Clear Proof*™ The Go Set
- *Mary Kay*® Oil Mattifier
- *Beauty Blotters*® Oil-Absorbing Tissues

## \*Want more?

*Mary Kay InTouch*® has detailed product information, along with great videos and selling tools!



# I love your skin for life

MARY KAY

Whatever your age, skin type or preferences, Mary Kay has a skin care product to suit your needs.



Botanical Effects® Skin Care

Easy Beauty



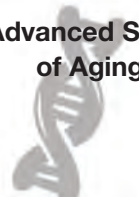
TimeWise® Miracle Set®

Early-to-Moderate Signs of Aging



TimeWise Repair™ Volu-Firm™ Set

Advanced Signs of Aging



Clear Proof™ Acne System

NEW! Special Solutions



I'd love to help you find your perfect match.

**CALL ME**, your Mary Kay Independent Beauty Consultant, to try today!



LOVE YOUR SKIN FOR LIFE.

The Mary Kay® **SATISFACTION GUARANTEE** ensures you're confident and completely satisfied with your products.

# marykayat Play™

Fun, flirty, fabulous makeup for eyes and lips!

Mix 'n' match  
with affordable  
ease!

\$10  
EACH

## 1 Mary Kay At Play™ Baked Eye Trio

Three shades create fun, vibrant looks for any mood.

- Earth Bound
- Ocean View
- On the Horizon
- Tuxedo

## 2 Mary Kay At Play™ Lip Crayon

Buildable shades give a buttery, shimmering finish.

- Candied Apple
- Perfect Pink
- Violet Love
- Toasted

## 3 Mary Kay At Play™ Eye Crayon

Shade lid or smudge lashline with true color that won't fade.

- In the Navy
- Purple Smoke
- Green Tea
- Gold Mine

## 4 Mary Kay At Play™ Jelly Lip Gloss

Glossy goodness with a sheer wash of color.

- Berry Me
- Crushed Plum
- Teddy Bare
- Hot Tamale

All prices are suggested retail.



## Go BOLD.

and **expand your customer base** in a whole new way! These products help keep your Mary Kay business relevant and attractive to a new generation.

**Mary Kay At Play™** color completes your color offering with fun, vibrant mix-and-match shades. These fashion-friendly products are easy to use and affordable, making them **perfect for young women and makeup junkies.**

**Targeted to high school and college women**, these gals...

- Love color and experimenting with new looks.
- Have huge buying power.
- Are influenced by friends and can influence peers.
- Prefer communicating digitally and through social media.

## Grab her ATTENTION.

**It only takes one.** Introduce *Mary Kay At Play™* to one of your trendy customers. Ask her to spread the word online and offline. She can share Mary Kay Facebook posts on her own page, post on Twitter and share her look on Instagram using #mkatplay for a chance to be featured on Mary Kay's social media network.

**Create buzz!** Popular coffeehouses, yogurt shops, concert venues, etc., are where these young women hang out. Partner with a trendy boutique and offer makeover tips.

## Share the LOVE.

Spread the word with downloadable fliers, eCatalog, Facebook posts and **Mary Kay At Play™ Virtual Makeover** looks! All this and more is available on *Mary Kay InTouch®*.

## How 'bout an "At Play Beauty Day?"

- Send e-vites.
- Keep events upbeat. **Create stations:** bold lip, smoky eye and natural look, so girls can rotate and stay busy.
- Create a **music playlist** to suit your guests.
- Encourage guests to snap **pictures and upload to their favorite social media.** You can tag your Facebook Fan

page from their photo to help spread the word!

- **Mary Kay At Play™** is the star, but also **feature other products that appeal:** Mary Kay® Oil-Free Eye Makeup Remover, the new *Clear Proof™* Acne System and *Botanical Effects®* skin care, *Mary Kay®* mascaras and more!

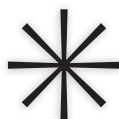
**Check OUT this fun,** trendy bag to carry your *Mary Kay At Play™* products to parties. It's available on **Mary Kay InTouch® > MKConnections®.**



**\$19**



SEE MARY KAY AT PLAY™.



**The Targeted Marketing Module** on The Silver Wings Scholar Program<sup>SM</sup> on *Mary Kay InTouch®* has great tips to reach these young customers.



Limited-Edition† Mary Kay®

# Fairytales & Fantasy Collection



Emily is enchanting in Moonstone and Gold Coast mineral eye colors paired with NEW limited-edition† Mary Kay® Smoke & Shimmer Eye Wand in Golden Illusion. She uses NEW limited-edition† Mary Kay® Kohl Eyeliner in Golden Illusion and Mary Kay® Lash Love® Mascara in I ♥ black. For her cheeks she uses Mary Kay® Cream Blush in Sheer Bliss. Soft Blush lip liner with NEW limited-edition† Mary Kay® Glossy Lip Stain in Enchanted Mauve are applied to lips.



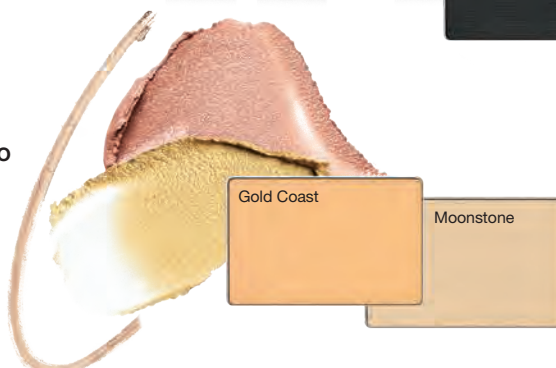
Israela pairs Honey Spice, Iris and Coal mineral eye colors with NEW limited-edition† Mary Kay® Smoke & Shimmer Eye Wand in Amethyst Smoke. She uses Mary Kay® Eyeliner in Black and Mary Kay® Lash Love® Mascara in I ♥ black. Dark Cherry mineral cheek color over Cherry Blossom adds a striking effect. Chocolate lip liner and NEW limited-edition† Mary Kay® Glossy Lip Stain in Mulberry Forest are applied to lips.

**NEW! Limited-Edition† Mary Kay®**  
Smoke & Shimmer Eye Wand defines eyes with bold color and blends smoothly for a smoky effect.

**\$14**  
**EACH**



**TREND COLLECTION VIDEO**



**\$7**  
**EACH**

**Complement with regular-line Mary Kay® Mineral Eye Colors**



**NEW! Limited-Edition<sup>†</sup> Mary Kay<sup>®</sup> Glossy Lip Stain.** Intense color and ultraglossy finish provide brilliant shine for a glamorous look.

**\$16**  
**EACH**



**NEW! Limited-Edition<sup>†</sup> Mary Kay<sup>®</sup> Kohl Eyeliner** Imparts smearproof, creamy color to create any look.

**\$16**  
**EACH**

Mulberry Forest

Golden Illusion



**\$15**  
**EACH**

I ♥ green

I ♥ plum



**NEW! Limited-Edition<sup>†</sup> Colored Mary Kay<sup>®</sup> Lash Love<sup>®</sup> Mascara.** These shades go well with the Fairytale & Fantasy Collection and *Mary Kay At Play™* products.

# Spotlight the Season's Hottest Trends with

regular-line *Mary Kay<sup>®</sup>* products. **Members of the Mary Kay Global Makeup Artist team recommend these colors for fall:**

*Mary Kay<sup>®</sup> Cream Eye Color*, \$14 ea., in **Pale Blush**, **Beach Blonde**, **Violet Storm** and **Apricot Twist**.

*Mary Kay<sup>®</sup> Mineral Eye Colors*, \$7 ea., in shades like **Gold Coast**, **Honey Spice**, **Precious Pink**, **Truffle**, **Sweet Plum**, **Lavender Fog**, **Polished Stone**, **Amber Blaze**, **Granite** and **Spun Silk**.

*Mary Kay<sup>®</sup> True Dimensions™ Lipstick*, \$18 ea., in **Mystic Plum** and **Rosette**.

*Mary Kay<sup>®</sup> Creme Lipstick*, \$15 ea., in **Rich Fig**, **Berry Kiss**, **Merlot**, **Sheer Blush** and **Pink Passion**.

*Mary Kay<sup>®</sup> Cream Blush*, \$14 ea., in **Sheer Bliss**.

*Mary Kay<sup>®</sup> NouriShine Plus<sup>®</sup> Lip Gloss*, \$14 ea., in shades like **Pink Parfait** and **Café au Lait**.

## Fall's Feminine Fashions

**Figure-flattering** shapes are the rage! Try nipped-waist or peplum tops, and skirts and dresses with fluted hems. Hot fabrics: chiffon, lace, velvet and decorative motifs.

**Update** colors with a few new pieces or check your closet for old favorites in burgundy, plum, navy and raspberry shades.

**Discover** more of fall's trends on *Mary Kay InTouch<sup>®</sup>*, and share the *Mary Kay<sup>®</sup> Trend Report* with your customers via Facebook.

**trendLOOKS**

# Recognition

Congratulations to the winners for May 2013

## Top NSDs Year-to-Date

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



Anita Mallory  
Garrett-Roe



Carol Anton



Gloria Mayfield Banks



Kathy Helou



Jan Harris



Karen Piro



Lisa Madson



Gloria Castaño



Patricia Turker



Pat Danforth

## 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 2013, NSD Area Leadership Development Bonuses and NSD commissions earned on all foreign countries for April 2013.) 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, 2012, through May 31, 2013.

### On-Target for \$850,000 Inner Circle

Anita Mallory Garrett-Roe .....\$813,383.94

### On-Target for \$650,000 Inner Circle

Carol Anton .....\$606,082.61

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

Gloria Mayfield Banks .....\$539,514.82  
Kathy Helou .....532,136.08  
Jan Harris .....517,024.85

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

Karen Piro .....\$502,717.66  
Lisa Madson .....500,660.75

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

Gloria Castaño .....\$445,533.46

### On-Target for \$400,000 Inner Circle

Patricia Turker .....\$403,946.83  
Pat Danforth .....401,849.84

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

Sherry Windsor .....\$364,526.14  
Lupita Ceballos .....358,708.31  
Cheryl Warfield .....356,393.41  
Debi Moore .....345,978.78  
Stacy James .....343,051.60

Halina Rygiel .....341,443.10  
Karlee Isenhardt .....331,046.06  
Cindy Williams .....320,049.63

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

Sonia Pérez .....\$317,340.33  
Sue Kirkpatrick .....299,275.05

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

Dacia Wiegandt .....\$278,053.00  
Pamela Waldrop Shaw .....277,120.36

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

Judie McCoy .....\$273,632.26  
SuzAnne Brothers .....270,287.94  
Mary Diem .....262,578.59  
Linda Toupin .....244,125.07  
Mary Estupian .....242,717.70  
Anita Tripp Brewton .....240,030.36  
Julianne Nagle .....234,264.85  
Diane Underwood .....229,257.32

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

Shannon Andrews .....\$228,130.94  
Sara Pedraza-Chacón .....223,636.66  
Dayana Polanco .....222,816.17  
Julia Burnett .....216,203.45  
Pamela Fortenberry-Slate .....204,780.50

Kerry Buskirk .....204,378.25  
Sandy Valerio .....204,319.01  
Julie Krebsbach .....204,005.33  
Connie Kittson .....201,406.49  
Sandy Miller .....200,358.09  
Cindy Dunn .....196,935.54  
Dawn Dunn .....195,844.37  
Jeanne Rowland .....193,009.89  
Tadete .....189,234.11  
Auri Hatheway .....187,123.82  
Janie Cruse-Vrinos .....186,211.62  
Ronnie D'Esposito Klein .....184,489.98

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

Nancy Bonner .....\$182,428.84  
Lily Orellana .....182,063.32  
Nancy Orellana .....182,063.32  
Dalene Hartshorn .....180,921.93  
Maureen Ledda .....180,756.20  
Anabell Rocha .....179,813.85  
Lisa Allison .....179,158.73  
Kay Elvrum .....177,900.33  
Kristin Myers .....176,168.82  
Davanne Moul .....175,459.20  
Susan Holman .....173,670.89  
Rebecca Evans .....173,627.86  
Maria Monarrez .....172,150.79  
Yvonne Lemmon .....170,106.25  
Cyndee Gress .....170,035.12

Tammy Crayk .....169,821.85  
Vivian Diaz .....168,088.86  
Lise Clark .....167,386.03  
Consuelo Prieto .....166,937.79  
Kim McClure .....166,824.90  
Valerie Bagnol .....165,801.10  
Gloria Béz .....161,189.53  
Judy Brack .....159,109.49  
Jan Thetford .....159,030.38  
Candace Laurel Carlson .....158,512.70  
Mona Butters .....156,723.45  
Joanne Bertalan .....155,702.89  
Pam Ross .....153,364.55  
Cathy Bill .....153,123.34  
Evelinda Diaz .....150,448.37  
Jeanie Martin .....149,964.51  
Mayuli Rolo .....147,984.29  
Alia Head .....144,279.80  
Juanita Gudiño .....143,971.15  
Shirley Oshiro .....143,811.11  
Pam Klickna-Powell .....143,259.27  
Elizabeth Muna-Mudsi .....140,848.38  
Scarlett Walker-Simpson .....138,958.61  
Monique Balboa .....137,516.42

Janis Z. Moon .....132,838.40  
Pam Higgs .....131,716.81  
Paola Ramirez .....131,396.41  
Kate DeBlander .....130,877.19  
Rosibel Shahin .....128,514.57  
Kym Walker .....128,263.08  
Glinda McGuire .....127,114.79  
Bea Millsagle .....126,931.21  
Roxanne McInroe Williams .....126,636.26  
Tammy Romage .....125,178.39  
Vicki Jo Auth .....124,031.43  
Brenda Segal .....123,598.89  
Shelly Gladstein .....123,295.49  
Sharon Buck .....123,181.84  
Alma Orrosta .....122,067.11  
Lorraine Newton .....121,464.85  
Maribel Barajas .....120,361.87  
Somer Fortenberry .....119,977.06  
Kimberly Copeland .....119,144.69  
Dawn Otten-Sweeney .....117,266.73  
Linda Kirkbride .....117,171.08  
Kirk Gillespie .....116,861.97  
Gena Rae Gass .....116,668.92  
Morayma Rosas .....116,602.43  
Heldi Goelzer .....116,524.35  
Kathy Rodgers-Smith .....116,398.42  
Maria Flores .....115,959.51  
Lynne Holliday .....114,931.22

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

Michelle Sudeth .....\$134,600.75  
Noelia Jaimes .....133,526.72

## 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.

### Diamond

1. Anita Mallory Garrett-Roe\*\*\* .....\$80,152  
2. Gloria Castaño\*\*\* .....56,272  
3. Lisa Madson .....54,570  
4. Sonia Pérez\*\*\* .....46,080  
5. Patricia Turker\*\* .....41,902  
6. Linda C. Toupin .....32,173  
7. Dayana Polanco\* .....28,043  
8. Mary Diem\* .....28,011  
9. Diane Underwood .....22,961  
10. Connie A. Kittson .....22,674  
11. Ada Garcia-Herrera .....20,724  
12. Susan M. Hohlman\* .....20,086  
13. Rosibel Shahin\* .....19,811  
14. Vivian Diaz .....18,686  
15. Evelinda Diaz .....18,573  
16. Dalene Hartshorn .....18,330  
17. Elizabeth Muna-Mudsi .....16,744  
18. Noelia Jaimes\* .....15,337  
19. Mayuli Rolo .....14,261  
20. Heidi Goelzer .....14,077  
21. Cecilia C. James .....13,891  
22. Diane L. Mentiply .....13,043  
23. Naomi C. Jaimes .....11,789  
24. Diana Heble .....11,039

10. Pamela A. Fortenberry-Slate\* .....19,690  
11. Candace Laurel Carlson\* .....18,377  
12. Vicki Jo Auth .....17,434  
13. Jeanne Rowland\* .....17,186  
14. Cyndee Gress .....16,602  
15. Kate DeBlander .....16,493  
16. Juanita Gudiño .....16,478  
17. Maria Flores .....16,177  
18. Somer Fortenberry .....15,562  
19. Jo Anne Barnes .....15,316  
20. Kirk Gillespie .....14,362  
21. Janis Z. Moon .....13,984  
22. Gay Hope Super .....13,907  
23. Scarlett S. Walker-Simpson\* .....13,904  
24. Terri Schafer .....13,791  
25. Michelle L. Sudeth\* .....13,597  
26. Kimberly R. Copeland .....13,494  
27. Judy Kawiecki .....13,139  
28. Gena Rae Gass .....12,887  
29. Donna B. Meixsell .....12,382  
30. Lynne G. Holliday .....10,846  
31. Cindy Z. Leone .....10,694  
32. Kelly McCarroll .....10,061

### Sapphire

1. Lupita Ceballos\*\* .....\$65,838  
2. Karen Piro\*\* .....49,238  
3. Shannon C. Andrews\* .....35,644  
4. Sara Pedraza-Chacón\* .....28,052  
5. Jan L. Thetford .....27,324  
6. Judie McCoy\* .....26,284  
7. Julianne Nagle\* .....25,249  
8. Dawn A. Dunn .....24,326  
9. Tammy Crayk .....23,044  
10. Valerie J. Bagnol\* .....22,259  
11. Pam I. Higgs .....21,223  
12. Paola Ramirez .....20,128

13. Sandy Valerio\* .....19,730  
14. Gloria Béz\* .....18,753  
15. Davanne D. Moul\* .....17,654  
16. Jill Moore .....17,406  
17. Roxanne McInroe Williams .....16,693  
18. Gladis Elizabeth Camargo\* .....15,798  
19. Lorraine B. Newton .....15,443  
20. Sharon L. Buck .....15,168  
21. Lara F. McKeever .....15,041  
22. Pam Klickna-Powell .....14,777  
23. Kimberly D. Starr .....14,308  
24. Sherill L. Steinman .....14,300  
25. Alia L. Head .....14,122  
26. Tammy Romage .....14,020  
27. Maribel Barajas .....12,730  
28. Magdalena Nevárez\* .....12,479  
29. Maria Guadalupe Diaz .....11,984  
30. Kendra Crist Cross .....11,380  
31. Diana Sumpter .....11,369  
32. Debra M. Wehrer .....11,059  
33. Charlotte G. Kosenka .....10,963  
34. Ann Brown .....10,929  
35. Nancy A. Moser .....10,875  
36. Karen B. Ford .....10,589  
37. Maria Aguirre .....10,406  
38. Mirra Mejia de Sánchez .....10,115

### Emerald

1. Gloria Mayfield Banks\*\*\* .....\$67,949  
2. Kathy S. Helou\* .....57,074  
3. Sherry Windsor\*\* .....53,938  
4. Debi R. Moore\* .....42,822  
5. Dacia Wiegandt\* .....32,259  
6. SuzAnne Brothers\* .....28,691  
7. Marie Cruse-Vrinos .....23,806  
8. Cindy Fox\* .....23,458  
9. Auri Hatheway .....22,622

10. Lily Orellana .....22,183  
11. Consuelo R. Prieto\* .....20,905  
12. Janet Tade\* .....20,419  
13. Kerry Buskirk\* .....19,844  
14. Kay E. Elvrum .....19,733  
15. Cathy Bill\* .....19,392  
16. Kym A. Walker\* .....19,144  
17. Mona Butters .....18,085  
18. Yvonne S. Lemmon .....18,021  
19. Joanne R. Bertalan\* .....17,910  
20. Dawn Otten-Sweeney .....17,645  
21. Morayma Rosas .....15,531  
22. Brenda Segal\* .....15,382  
23. Pamela Tull .....15,039  
24. Crisette M. Ellis .....14,797  
25. Shelly Gladstein .....14,675  
26. Evelyn Chávez .....14,456  
27. Kathy Rodgers-Smith .....14,360  
28. Heather A. Carlson .....14,317  
29. Cristi Ann Millard .....13,533  
30. Sandra Chamorro .....12,231  
31. Nora L. Shariff\* .....11,874  
32. Candy Jackson .....11,569  
33. Sabrina Goodwin Monday .....11,550  
34. Jackie LaPrade .....11,505

### Pearl

1. Jan Harris\*\* .....\$46,314  
2. Stacy I. James\*\* .....42,023  
3. Pamela Waldrop Shaw\* .....38,555  
4. Cindy A. Williams .....37,505  
5. Halina Rygiel\* .....34,948  
6. Cheryl Warfield\*\* .....33,966  
7. Kristin Myers .....28,296  
8. Mary C. Estupian\* .....27,762  
9. Lynda Jackson\* .....27,023  
10. Kim L. McClure .....25,310

11. Lia Carta .....24,652  
12. Julia Burnett\* .....24,538  
13. Lisa Allison .....23,967  
14. Anabell Rocha .....23,427  
15. Anita Tripp Brewton\* .....22,133  
16. Nancy Bonner\* .....20,862  
17. Julie Krebsbach\* .....20,464  
18. Leah Lauchlan .....19,912  
19. Anita N. Conley\* .....19,664  
20. Sandy Miller\* .....18,907  
21. Judy Brack .....18,798  
22. Maureen S. Ledda\* .....18,787  
23. Shirley M. Oshiro .....18,458  
24. Lise T. Clark\* .....17,710  
25. Jeanie Martin .....17,502  
26. Monique Balboa .....16,876  
27. Alma Orrosta .....15,861  
28. Amie N. Gobaian .....14,346  
29. Glinda McGuire\* .....14,201  
30. Sylvia Kalicak .....13,925  
31. Isabel Venegas .....13,522  
32. Robin Rowland .....13,382  
33. Bett Vernon .....12,407  
34. Cathy E. Littlejohn .....12,275  
35. Jane Studrawa .....12,205  
36. Meyra Esparza .....12,044  
37. Vernella Benjamin .....11,731  
38. Kathy C. Goff-Brummett .....11,712  
39. Linda Kirkbride .....11,422  
40. Dorothy D. Boyd .....11,016  
41. Deb Pike .....10,882  
42. Holli Lowe .....10,200

\*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 2013. Names in **bold print** are those who earned the maximum 13 percent Sales Director commission plus the maximum 13 percent personal recruit commission.

### Diamond

Sofia Aguilar .....\$22,206.32  
Kristin Jenae Rogers .....15,909.93  
LaRonda L. Daigle .....14,498.23  
Tawnya Krempges .....13,015.04  
Marsha Morrisette .....12,236.56  
Temi Odeyale .....12,219.19  
Melissa R. Hennings .....12,179.77  
Priscilla McPheeters .....12,173.15  
Amy Allgood .....12,122.64  
Delmi Cristina Santos .....11,934.89  
Mary Kathryn King .....11,778.04  
Deborah Dudas .....11,355.95  
Sonia Suyapa Bonilla .....10,991.92  
Sharon B. Carney-Wright .....10,898.53  
Ruth L. Everhart .....10,759.47  
Ashlee Angella Crook .....10,558.43  
Amelie B. Kemogne .....10,481.90  
Menina M. Givens .....10,469.58  
Nancy Polish Dove .....10,414.96  
Sandy Griffith .....10,382.25  
Jill D. Davis .....10,308.39  
Mary Strauss .....10,298.49  
Amanda Blair Michalak .....10,256.53  
Gerri Anne Morris .....10,240.63  
Barbara E. Roehrig .....10,130.99  
Denise Nygard .....9,889.61  
Maria M. Martinez-Ardon .....9,822.33  
Kim A. Messmer .....9,774.12  
Jenny Siemonsma .....9,768.83  
Chatney Gelfuss .....9,695.45  
Shelly Palen .....9,675.25  
Maritza Estela Gonzalez .....9,661.51  
Cynthia L. Frazier .....9,487.55  
Marielaena Boquin .....9,436.66  
Nicki R. Hill .....9,361.99  
Celeste Pichardo .....9,295.87  
Lisa A. Stengel .....9,289.51  
Rosalin Hernandez .....9,269.34  
Susan J. Pankow .....9,162.86  
Mary P. Creech .....9,142.31  
Stephanie A. Richter .....9,138.55  
Mary Beissel .....9,137.98  
Julie Neal .....9,086.67  
Rose Rodriguez-Capone .....9,047.18  
Evelita Valdez-Cruz .....8,883.22  
Yosaira Sanchez .....8,873.74  
Luzmila E. Abadia Carranza .....8,661.07  
Rhonda Jean Taylor .....8,650.91  
Shannon Melissa Duguay .....8,609.17  
Janet S. Chapman .....8,537.65  
Mariann Biase Mason .....8,533.73  
Jessica Marie Anderson .....8,533.68  
Nichelle Cape .....8,492.97  
Nancy Fox Castro .....8,489.95  
Kathy M. Viola .....8,465.53  
Suzanne T. Young .....8,388.38  
Aishat Bola Koya .....8,280.72  
Linda T. Cartiglia .....8,274.66  
Oyindamola Ogunlana .....8,200.49  
Patty Gutierrez .....8,082.50  
Leticia Vargas .....8,075.89  
Deborah R. Hettinger .....8,018.47  
Nancy Ashton O'Hara .....7,925.08  
Terri J. Beckstead .....7,875.37  
Marilinda R. Brown .....7,743.62  
Meg Booker Steward .....7,740.66  
Andrea Whitcomb .....7,715.72  
Lisa Peterson .....7,671.02  
Julie Danskin .....7,654.82  
Stephanie Audino .....7,642.09  
Shelley Olson .....7,497.08  
Rosmary A. Morel .....7,449.35  
Kellie L. Hammett .....7,407.78  
Jolinn Andriese .....7,406.85  
Julie Schlundt .....7,376.09  
Jessica Joy Mitchell .....7,368.62  
Linda J. Wicks .....7,355.24  
Pat A. Nuzzi .....7,328.51  
Melissa Mays .....7,263.40  
Sheryl Peterson .....7,240.28  
Cindy W. Hennings .....7,216.04  
Carol Lee Johnson .....7,215.20  
Stephanie Ann Showers .....7,207.19  
Kristen C. Spiker .....7,194.10

Robin L. Sailer .....7,192.58  
Indhira Jimenez .....7,157.46  
LaChelle M. Seleski .....7,105.23  
Blanca Vazquez .....7,084.45  
Debbie Larson .....7,048.41  
Norma Lee Shaver .....7,041.10  
Donna K. Smith .....7,027.43  
Holly V. Crumley .....7,010.44  
Maria Teresa Lozada .....7,005.36  
Digna Urbina .....6,973.09  
Wendy Hayum-Gross .....6,949.33  
Martha Kay Raile .....6,932.96  
Bonita A. Meniru-Hudson .....6,919.41  
Omosolape O. Akinyoyenu .....6,915.29  
Valorie Jean White .....6,899.76  
Heather M. Julson .....6,895.64

### Ruby

Thessy Nwachukwu .....\$17,166.89  
Cheryl O. Fulcher .....14,566.91  
Donna Clark-Driscoll .....13,269.77  
Paula M. Kirkpatrick .....12,457.73  
Kali DeBlander Brigham .....11,962.25  
Ekene S. Okafor .....11,747.62  
Mary Sharon Howell .....11,648.52  
Chastity Marie Bromley .....11,647.92  
Suzanne P. Wallace .....11,563.68  
Abosede Yetunde Oyediran .....11,363.70  
Alicia Lyndell-Adkins .....11,286.58  
Sheryl K. Goins .....11,240.97  
Tekka-Ann Haynes .....10,986.67  
Margarita Velez .....10,916.98  
Boo Menestrina .....10,524.85  
Lisa Anne Harmon .....10,495.19  
Kaye Driggers .....10,226.04  
Brenda Fenner .....9,751.05  
Mary Alice Dell .....9,645.21  
Cieta Colson .....9,561.48  
Gloria Dominguez .....9,502.93  
Carmen Nunez de Valencia .....9,467.37  
K.T. Marie Martin .....9,338.63  
Diana Gutierrez .....9,242.02  
Jackie M. Craver .....9,122.47  
Missy M. O'Neal .....9,112.78  
Jacqueline N. Alford .....9,015.02  
Michelle Semper .....8,902.66  
Deborah S. Baiye .....8,894.80  
Karime Rosas .....8,841.19  
Anne Weidenweber .....8,814.48  
Breda M. Teal .....8,813.90  
Winifred Nonye Ogbunamiri .....8,702.93  
Krystal D. Downey-Shada .....8,643.17  
Lisa Hansen .....8,572.00  
Patti Maxwell .....8,541.54  
Laura A. Kattenbraker .....8,468.88  
Sylvia Thomas Barritt .....8,433.40  
Shelia D. Evans .....8,372.28  
Suzanne Moeller .....8,332.70  
Marnie R. Yunger .....8,264.94  
Diane Covington .....8,157.13  
Gina Beekley .....8,154.19  
Candace Lynn Chambers .....7,952.80  
Carol Fehr .....7,809.94  
Rosanne Pluchino .....7,802.31  
Brandy E. Richwine .....7,732.53  
Gloria Moreno Medrano .....7,732.48  
Barbara L. Harrison .....7,696.62  
Silisia Evans Moses .....7,596.10  
Isabel Mejia .....7,562.88  
Cissy E. Warren .....7,405.42  
Beatriz Perez .....7,392.44  
Lupita G. Ramirez .....7,355.67  
Tiffany Brooke Stout .....7,338.49  
Pat Z. Allen .....7,318.77  
Jacqueline Donna .....7,292.22  
Judie Roman .....7,289.21  
Chick Stanschro .....7,225.01  
Lori B. Blades .....7,182.36  
Peggy Young .....7,117.45  
Debbie A. Elbrecht .....7,097.18  
Amber L. Towne .....7,062.37  
Lisa A. DeLucia .....7,050.59  
Charlyn C. Greene .....7,040.65  
Daria R. Bull .....6,951.03  
Bonnie Brannan .....6,895.91

Cindy Anderson .....6,858.04  
Tracy Ley .....6,855.91  
Lisa D. Prescott .....6,850.60  
Sonya F. Goins .....6,775.99  
Jeanie Ripley .....6,773.36  
Pansy L. Pierce .....6,771.63  
Liz Whitehouse .....6,764.94  
Betty Symons .....6,752.69  
Crystal Caldwell Hubbard .....6,732.24  
Susan C. Ehrnstrom .....6,730.00  
Jill E. Garrett .....6,723.04  
Mary Lou Ardohain .....6,688.07  
Lee Clouse .....6,564.55  
Sherri Ammons .....6,514.41  
Ann Tinucci Anderson .....6,508.07  
Nancy D. Marshall .....6,502.62  
Mary L. Morgan .....6,471.12  
Deborah J. O'Leary .....6,470.99  
Ma Ana Lilia Benitez Radilla .....6,463.76  
Julie Thomas .....6,461.01  
Kathy Monahan .....6,456.69  
Griselida Gordillo-Botello .....6,429.37  
Maricarmen Gonzalez .....6,417.20  
Christy M. Cox .....6,415.77  
Elizabeth A. Elder .....6,408.23  
Mary L. Cahoon .....6,402.56  
Dori M. Fennell .....6,399.91  
Maria Camacho .....6,380.30  
Janelle A. Ferrell .....6,374.81  
Rachelle Holloway .....6,371.56  
Helen Amato .....6,370.14  
Julie Smith .....6,364.78  
Maria Guadalupe Ramirez .....6,361.84

### Sapphire

Julia Mundy .....\$16,140.44  
Julie Weaver .....16,061.60  
Jennifer L. Besecker .....13,796.84  
Tracy Potter .....13,506.94  
Ryan Ashley Rives .....12,695.14  
Kristi M. Montesana .....12,352.77  
Debbie A. Weld .....11,199.00  
Binta Touray Jagne .....10,922.20  
Tabitha A. Hallums .....10,786.04  
Crystal Dawn McDaniel .....10,477.40  
Josefa Chacon .....10,434.12  
Ruby Garner .....10,166.38  
Connie L. Russo .....9,905.00  
Diane Bruns .....9,861.65  
Faith A. Gladding .....9,842.47  
Leann Elaine Zondag .....9,804.10  
Lady Ruth Brown .....9,761.00  
Alejandra Zurita .....9,633.02  
Randi Stevens .....9,619.65  
Kathy R. Bullard .....9,525.31  
Lyneea E. Tate .....9,404.28  
Christy Bigham .....9,380.93  
Heather L. Bohlinger .....9,197.89  
Zenaida Garcia .....9,168.47  
Hilda Maruffo .....8,993.56  
Audrey K. MacDowall .....8,899.66  
Brynn M. Blalock .....8,892.21  
Patrice Moore Smith .....8,856.84  
Moleda G. Dailey .....8,849.26  
Krista A. Johnson .....8,826.84  
Ann W. Sherman .....8,605.83  
Deanna L. Spillman .....8,571.98  
Sylvia Boggs .....8,543.70  
Mary K. White .....8,497.98  
Maria Montes .....8,448.68  
Debra J. Witmer .....8,384.20  
Robyn S. Cartmill .....8,212.96  
Monica Garcia .....8,188.05  
Melva M. Smart-Slythe .....8,187.79  
Esther Cisneros .....8,151.62  
Nikki M. Crayk .....8,132.65  
Debbie Yost .....8,130.65  
Natalie Reed .....8,011.73  
Cindy S. Kriner .....7,980.45  
Chris Havens .....7,902.13  
Maranda Michelle Rains .....7,876.09  
Pam Garner Moore .....7,846.15  
Christi Lynn Burns .....7,743.78  
Jeannie Helm .....7,719.76

Linné Lane .....7,687.69  
Phyllis I. Pinsker .....7,650.00  
Sarah Sullivan Krycinski .....7,636.17  
Nancy W. Pettaway .....7,577.96  
Maria G. Leon .....7,462.46  
Dolores Keller .....7,424.68  
Barbara J. Puckett .....7,309.29  
Martha Gomez .....7,283.12  
AnaMaria R. Cruz .....7,281.87  
Peggy B. Sacco .....7,274.82  
Linda A. Jones .....7,274.31  
Rosa Elia Meza-Sanchez .....7,257.46  
Angie S. Day .....7,230.63  
Maggie Sitar .....7,204.55  
Maria Elena Coyote .....7,166.78  
Nannette G. Short .....7,138.06  
Lynn Baer Roberts .....7,122.73  
Zasha Levee .....7,120.80  
Angeles Sosa .....7,120.47  
Cheryl T. Anderson .....7,087.43  
Anita R. Rabelo .....7,007.30  
Debie Mary Nunez .....6,975.11  
Kim I. Sabourin .....6,964.34  
Sanjuana Sosa .....6,932.73  
Terri L.M. Rinko .....6,817.03  
Candy I. Johnston .....6,814.12  
Elizabeth A. Poole .....6,749.64  
Kaye Yuen .....6,712.86  
Angela D. LaFerry .....6,706.80  
Coty Aglaee Trevino .....6,686.04  
Ida M. Sukalo .....6,684.34  
Marjorie S. Haun .....6,657.11  
Jerlene Vrana .....6,650.01  
Sherrie Clark Purvis .....6,619.34  
Jim Cundiff .....6,573.79  
Melody Missick .....6,573.50  
Kathleen Kirkwood .....6,554.80  
Jennifer G. Bouse .....6,536.89  
Beth S. Austin .....6,531.14  
Odilia Vasquez .....6,492.69  
Marty Ulmer .....6,488.09  
Mary G. Gronholz .....6,459.89  
Catalina T. Barahona .....6,408.50  
Julie Garvey .....6,398.53  
Diane M. Broderson .....6,383.43  
Ruth Elizabeth LaClair .....6,376.33  
Romaine Korzon .....6,343.25  
Ma Bertha Reyes-Tapia .....6,329.45  
Milbella Sosa .....6,323.77  
Joni D. Kootz .....6,298.97  
June V. Jarvis .....6,294.93

### Emerald

Karen Riddle .....\$13,892.81  
Melinda M. Balling .....13,746.33  
Christine Denton Barueco .....13,626.15  
Grace Elizabeth Snively .....12,729.19  
Kathy P. Oliveira .....12,694.14  
Ayobami Olanrewaju Olusa .....12,452.87  
Sue Uibel .....12,264.66  
Linda Spadlowski .....11,949.78  
Tatiana Rodriguez .....11,888.73  
Jeanie M. Tamborello .....11,676.06  
Jordan Helou Eicher .....11,657.77  
Jo M. Cotton .....11,620.46  
Susan Ruth Cunningham .....11,505.62  
Paula Kelsch .....11,459.90  
Michelle Martella Armes .....11,257.01  
Barbara Pleet .....10,806.83  
Pam Kelly .....10,249.73  
Sheri Farrar-Meyer .....9,735.22  
Robin S. Moody .....9,696.97  
Marina Sanchez Ramirez .....9,661.86  
Cheryl L. Foster .....9,415.09  
Kathy Robinson .....9,260.09  
Antonia Miranda .....9,199.73  
Debbie L. Bower .....9,030.04  
Trisha Taylor .....8,805.94  
Linda Bradley .....8,791.88  
Jeannine R. DeVore Harris .....8,783.97  
Julie A. Griffin .....8,732.91  
Linda Klein .....8,705.50  
Nykole Lynne Jackson .....8,656.32  
O'nelly Encarnacion Gomez .....8,528.03  
Judith E. Cotton .....8,515.35

Elaine K. Williams .....8,486.71  
Ann Ferrell Smith .....8,322.66  
Betty McKendry .....8,307.38  
Denise M. Sowder .....8,287.64  
Stacy D. Foust .....8,286.18  
Traci Smith .....8,209.65  
Kimbi L. Bartik .....8,186.92  
Susie J. Serio .....8,097.35  
Jeanette E. Beichle .....8,062.21  
Anne Newcomb .....8,055.36  
Jessica E. Alvarez .....8,043.01  
Maria Sanchez .....8,017.48  
Joyce M. Conant .....7,980.14  
Connie Marie Ackroyd .....7,970.94  
Jill Beckstedt .....7,931.62  
Phyllis Pottinger .....7,782.02  
Nancy Boucher .....7,756.67  
Shelley Bottiaux .....7,681.74  
Roxie Soto .....7,658.51  
Christina Lauren Stickle .....7,621.45  
Delia Ponce .....7,599.17  
Yolanda Lopez .....7,569.56  
Sonia E. Argueta .....7,536.86  
Lynn F. Huckles .....7,491.37  
Shara Mobley Gladden .....7,472.72  
Angel L. Hurley .....7,459.83  
Jessica Brash Holzbach .....7,428.66  
Carol M. Fulton .....7,410.42  
Delmy Ana Torrejon .....7,369.16  
Pattie A. Robinson .....7,328.58  
Natty Figueroa .....7,283.73  
Vicki Powell .....7,254.54  
Amanda Thulin-Marrano .....7,239.18  
Julie B. Potts .....7,226.96  
Silvia Sanchez .....7,214.65  
Melissa Elizabeth Milanak .....7,206.96  
Margaret Neill .....7,194.65  
Stacy S. Gilson .....7,162.39  
Joanna Helton .....7,151.74  
Jennifer Elizabeth Pardo .....7,130.58  
Celsa Menjivar-Gutierrez .....7,119.03  
Karen A. Jorgenson .....7,110.58  
Helen M. Harlow .....7,079.34  
Carmen Hernandez .....7,031.35  
Cristina Martins .....6,948.06  
Ines Padilla-Hernandez .....6,941.07  
Melody Ann Fox .....6,924.17  
Rhonda Kambeltz .....6,919.78  
Cynthia Pack .....6,896.56  
Leanne Parrino-Pheasant .....6,847.19  
Rose Campbell .....6,820.23  
Janie Garcia .....6,790.77  
Gerri L. Gurreri .....6,718.64  
Casie Hembree .....6,713.08  
Martha J. Roman .....6,702.67  
Joyce Young .....6,701.39  
Oluyinka K. Adegbayi .....6,677.21  
Teodora Ahumada .....6,675.88  
Agnes Stewart .....6,669.87  
Yolanda Gaytan Leon .....6,629.16  
Caroline Nesbitt Osmon .....6,613.18  
Renee R. Garcia .....6,598.56  
Janet S. Harmon .....6,566.59  
Amanda Gustafson .....6,566.59  
Nancy Jean Leroy .....6,532.86  
Vicki Hunter .....6,523.03  
Melissa Bright .....6,415.37  
Maria P. Loera .....6,398.17

### Pearl

Irene Olebara .....\$23,062.73  
Crystal June Trojanowski .....15,558.68  
Beth H. Piland .....14,901.36  
Blythe Jolee Egbert .....14,372.51  
Sandy Kay Gant .....13,654.28  
Christina Lynn Frantz .....13,227.53  
Cindy Machado-Flippen .....13,047.11  
Michele Salisbury Rankin .....12,765.15  
Tammy A. Vavala .....12,708.26  
Amy Kemp .....12,313.70  
Keita Powell .....12,222.65  
Patti Cornell .....12,080.61  
Anne Geertsen .....11,884.90  
Sandra Giraldo Kirchhoff .....11,658.09  
Jaime Marie Bittner .....11,551.53

Stacey Craft .....11,291.12  
Janice Baxter Hull .....11,144.57  
Lucia Fernandez .....11,078.44  
Marie Durrer .....11,054.38  
Amy Stokes .....10,940.45  
Lily Gauthreaux .....10,619.57  
Jeanie K. Navrkal .....10,590.60  
Patty J. Olson .....10,339.51  
Evelyn Pirhalla .....10,278.61  
Reina Murcia .....10,205.32  
Virginia S. Rocha .....10,031.79  
Nadine Bowers .....10,014.79  
Sara Ruth Pennella .....9,634.32  
Amy C. Schule .....9,431.43  
Randi S. Gleason .....9,334.86  
Shelley Money-Eldridge .....9,291.65  
Milagro V. Diaz .....9,179.32  
Maureen Shipp .....9,152.03  
Shari M. Kirschnr .....9,101.21  
Christina Lauren Stickle .....8,919.39  
Barbara R. Johnson .....8,906.28  
Shauna Lynn Abbotts .....8,865.12  
Laurie C. Cole .....8,858.66  
Diane M. Detesco .....8,801.25  
Rachael M. Bullock .....8,795.59  
Susan Moore .....8,712.50  
Christi G. Campbell .....8,694.88  
Roya Marie Mattis .....8,678.70  
Judy Gieson .....8,676.00  
Jean A. Wilson .....8,527.30  
Katherine Mirkes Ward .....8,487.03  
Lisa Olivares .....8,282.16  
Sherry L. Fields .....8,279.23  
Betsy C. Richard .....8,263.17  
Gwen L. Gihring .....8,220.25  
Nancy D.L. Brindley .....8,198.58  
Johnna Elizabeth Cline .....8,108.76  
Tamara M. Bradford .....8,017.03  
Angie R. Cameron .....7,999.78  
Peggy Matish .....7,883.41  
Laura Poling .....7,880.39  
Laurie Pavis Plyler .....7,816.78  
Angela J. Fry .....7,758.21  
Elizabeth B. Chatel .....7,752.83  
Nicole J. Canamare .....7,724.65  
Jenn Kirkham .....7,595.04  
Carl Newby .....7,575.94  
April Christine Hutchinson .....7,569.13  
Lindsay R. Stewart .....7,556.08  
Stephanie Lynn Coker .....7,556.03  
Kim Deel .....7,554.78  
Caroline Adelodapo Yussuf .....7,526.81  
Joyce Recenello .....7,495.90  
Tina Louise Roux .....7,399.65  
Wendi S. Sumner .....7,381.59  
Gina Beck .....7,372.19  
Brittany Marie Kaps .....7,275.57  
Brenda Stafford .....7,249.99  
Sally Moreno .....7,173.59  
Kathryn L. Engstrom .....7,123.05  
Iva Kurz .....7,113.06  
Julia Heyaime .....7,081.43  
Rachel Page Kellogg .....7,078.49  
Audrey L. Detesco-Nickell .....7,049.77  
Sandra M. Munguia .....7,047.62  
Gloria Ramos .....7,010.91  
Rita Schaefer .....7,010.81  
Tammy Brown .....6,977.09  
Jo Shuler .....6,964.08  
Tommi Pleasure .....6,908.33  
Adrianne Marie Detesco .....6,905.14  
Betty B. Lucido .....6,899.52  
Irene K. Foster .....6,893.73  
Maria Isabel Martinez .....6,886.34  
Amy Kitzler .....6,855.46  
Nicole Medjesky-Dixon .....6,845.41  
Vicki Piccirilli .....6,834.00  
Joy D. Bailey-Gress .....6,826.09  
Charlene Grubbs .....6,820.65  
Kathy Eckhardt .....6,798.75  
Carrie V. Eddings-Foster .....6,762.12  
Sheri Jacobs .....6,709.04  
Carmen J. Felix .....6,653.63  
Tina M. Dees .....6,636.08  
Kenia Karina Acosta .....6,631.55

\*WITH 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 EMAIL, 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 INC.® 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 2013.

### Top National Sales Directors — Commissions and Bonuses



**Anita Mallory  
Garrett-Roe**  
\$80,152  
Diamond



**Carol Anton**  
\$53,743  
Ruby



**Lupita Ceballos**  
\$65,838  
Sapphire



**Gloria Mayfield  
Banks**  
\$67,949  
Emerald



**Jan Harris**  
\$46,314  
Pearl

### Top Unit — Estimated Retail Production

DIAMOND — Sofia Aguilar, <i>A. M. Garrett-Roe Area</i> .....	\$167,101
RUBY — Paula Kirkpatrick, <i>S. Kirkpatrick Area</i> .....	\$96,077
SAPPHIRE — Julia Mundy, <i>Go Give Area</i> .....	\$100,410
EMERALD — Grace Snively, <i>J. Cruse-Vrinos Area</i> .....	\$106,911
PEARL — Irene Olebara, <i>I. Venegas Area</i> .....	\$133,183

### Top Sales Director — Personal Sales

DIAMOND — Kristen Spiker, <i>Go Give Area</i> .....	\$14,661
RUBY — Jacqueline Martinez, <i>C. Anton Area</i> .....	\$13,255
SAPPHIRE — Jim Cundiff, <i>Go Give Area</i> .....	\$14,073
EMERALD — Kim Manire, <i>Go Give Area</i> .....	\$13,462
PEARL — Linda Piloli, <i>Go Give Area</i> .....	\$13,145

### Top Beauty Consultant — Personal Sales

DIAMOND — Analisa Godar, <i>D. Hettinger Unit, A. M. Garrett-Roe Area</i> .....	\$17,512
RUBY — Linda Wagner, <i>R. Ruben Unit, P. Ross Area</i> .....	\$13,465
SAPPHIRE — Kelly Freeman, <i>B. Blalock Unit, K. Ford Area</i> .....	\$18,156
EMERALD — Helen Leiby, <i>M. Bright Unit, G. Mayfield Banks Area</i> .....	\$17,865
PEARL — Grace Maier, <i>R. Kinzig Unit, J. Brack Area</i> .....	\$14,895

### Top Team Builder

DIAMOND — Ormotola Olusanya, <i>C. Oni Unit, E. Muna-Mudsi Area</i> .....	15 New Team Members
RUBY — Kayla Gerstenberg, <i>J. Nentwich Unit, T. Schafer Area</i> .....	11 New Team Members
SAPPHIRE — Maricela Pena, <i>P. Villamil Unit, P. Ramirez Area</i> .....	10 New Team Members
EMERALD — Sales Director Kathy Robinson, <i>K. Helou Area</i> .....	13 New Team Members
PEARL — Angel Lester, <i>J. Cline Unit, P. Shaw Area</i> .....	13 New Team Members

## Top Unit Builders

Independent Sales Directors with 20 or more new unit members for May 2013.

### Diamond

Temí Odeyale.....	56 New Unit Members
Sofia Aguilar.....	38 New Unit Members
Caroline Adenike Oni.....	29 New Unit Members
Sonia Suyapa Bonilla.....	27 New Unit Members
Mary Kathryn King.....	25 New Unit Members
Maria Lourdes Acosta.....	22 New Unit Members
Cindy W. Hennings.....	22 New Unit Members
Cynthia L. Frazier.....	21 New Unit Members
Bisola Gbadamosi.....	21 New Unit Members

### Ruby

Teka-Ann Haynes.....	22 New Unit Members
Rachelle Holloway.....	20 New Unit Members

### Sapphire

Julia Mundy.....	26 New Unit Members
Lynnea E. Tate.....	25 New Unit Members
Alejandra Zurita.....	23 New Unit Members
Patrice Moore Smith.....	21 New Unit Members

### Emerald

Ayobami Olanrewaju Olusa.....	44 New Unit Members
Christina Lauren Stickel.....	31 New Unit Members
Pattie A. Robinson.....	25 New Unit Members
Grace Elizabeth Snively.....	25 New Unit Members
Janie Garcia.....	23 New Unit Members
Melody Ann Fox.....	21 New Unit Members
Kathy P. Oliveira.....	20 New Unit Members
Natasha Williams.....	20 New Unit Members

### Pearl

Beth H. Piland.....	57 New Unit Members
Johnna Elizabeth Cline.....	37 New Unit Members
Keita Powell.....	32 New Unit Members
Sandy Kay Gant.....	27 New Unit Members
Michael Suzanne Diaz.....	24 New Unit Members
Crystal June Trojanowski.....	24 New Unit Members
Angie R. Cameron.....	23 New Unit Members
Michele Salisbury Rankin.....	23 New Unit Members
Wendi S. Sumner.....	23 New Unit Members
Aimee Wiley Dorsey.....	22 New Unit Members
Christina Lynn Frantz.....	22 New Unit Members

## Sales Mentors

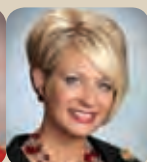
Special thanks to the sales mentors for the May 10, 2013, *New Independent Sales Director Education* class.



**Mia Mason Taylor**  
National Sales Director  
Pearl Seminar



**Trisha Taylor**  
Executive Senior  
Sales Director  
San Marcos, Texas  
Emerald Seminar



**Angela LaFerry**  
Future Executive  
Senior Sales Director  
Broken Arrow, Okla.  
Sapphire Seminar

## Meet Your NSDs

Be sure to visit the *Mary Kay InTouch®* website for inspiring success stories about Mary Kay Independent National Sales Directors. Click on the “Meet Your NSDs” link under the MK50 tab.

You can search for NSD stories by name, city, state, Seminar or even former occupation. Why not share their stories with potential team members?



**APPLAUSE®** magazine is published in recognition of and as information for members of the Mary Kay Inc. 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 ©2013 Mary Kay Inc. Member: Direct Selling Association; Cosmetics, Toiletry and Fragrance Association. *Applause*, *Beautiful e-News*, *Beauty Blotters*, *Beauty That Counts*, *Belara*, *Bella Belara*, *Botanical Effects*, *Break the Silence*, *Classic Basic*, *Compact Pro*, *Day Radiance*, *Domain*, *Enriching Women's Lives*, *Exotic Passionfruit*, *Go-Give*, *Indulge*, *Inspiring Beauty Through Caring*, *Journey*, *Lash & Brow Building Serum*, “Let's Talk” Party!, *Luminous-Wear*, *Mary Kay*, *Mary Kay InTouch*, *Matte-Wear*, *Miracle Set*, *MK*, *MKConnections*, *MKeCards*, *MKMen*, *Night Restore & Recover Complex*, *NounShine Plus*, *Pink Changing Lives*, *Pink Doing Green*, *Proneval*, *Replenishing Serum+C*, *Satin Hands*, *Satin Lips*, *Simply Cotton*, *Targeted-Action*, *Thinking of You*, *TimeWise*, *Tribute*, *Velocity* and *Visible-Action* are registered trademarks; *Dance to Life*, *Forever Orchid*, *Lash Love®*, *Lash Love Lengthening*, *Lash Response*, *Lash Spa*, *Mary Kay Show and Sell*, *Mint Bliss*, *MK High Intensity*, *One Woman Can*, *TimeWise Body*, *TimeWise Repair*, *Ultimate Mascara*, *Volu-Firm*, *Warm Amber* and *Your Way to Beautiful* are trademarks; and *Beautiful Together*, *Dare to Dream!*, *MK Rewards*, *myCustomers*, *Preferred Customer Program*, *The Mary Kay Foundation*, *The Silver Wings Scholar Program* and *You Can Do It!* are service marks of Mary Kay Inc., 16251 Dallas Parkway, P.O. Box 799045, Dallas, Texas 75379-9045, marykay.com.

**YOUR INDEPENDENT CONTRACTOR STATUS:** As an independent contractor, you are not an employee nor an agent of Mary Kay Inc. Throughout *Applause®* magazine, you will receive guidance, suggestions and ideas regarding your Mary Kay business, yet you have the freedom to choose your own hours and the business methods that work best for you. The Company retains no right of control over you, except those terms of your Independent Beauty Consultant, Independent Sales Director and/or Independent National Sales Director Agreement(s) with the Company. You, in turn, have no power or authority to incur any debt, obligation or liability, or to make any representation or contract on behalf of the Company.



# Be COLOR Confident!

Get ready for exciting color education, just a click away.

## Color Confident, a **NEW** mini site on *Mary Kay InTouch®* > Product Central,

offers you free online education that incorporates fun with interactive modules and how-to videos. Learn how to find the **perfect foundation shade**. Uncover **great eye color combinations**. Learn tricks to get the most from your makeup brushes and so **much more!**

And you can **learn wherever and whenever** because the site **works with**

**every mobile device!** Use your tablet, laptop or smartphone to watch videos and take quizzes on your own time.

You can market yourself as a color professional when you **earn your Advanced**



**Color Consultant designation.** Just visit the site, watch the videos and pass the four quizzes.

Include this designation on your *Mary Kay®* business cards, your *Mary Kay®* Personal Web Site and your Facebook Fan page. Your customers will love knowing you're their personal color expert!



**GET AN EVERYDAY LOOK AS PART OF THE COLOR CONFIDENT SITE.**

### COLOR CONFIDENT MODULES:



## BEAUTY WITH A

Countless business leaders have made great strides and achieved much success but no one quite compares to Mary Kay Ash. She was a business-woman, an innovator, a teacher and motivator, and a philanthropist.

Mary Kay Ash proved *one woman can™* do amazing things. As an entrepreneur, she started her business in a tiny storefront in Dallas, Texas. Her dream?

Mary  
Kay

To help  
other women  
transform  
their lives.  
That dream  
became

reality. Today the Company comprises a global independent sales force that numbers 3 million in 35 markets and growing. It has been said no other company wholeheartedly embodies the values and reflects the beliefs of its Founder more than Mary Kay.

50 years later, her timeless people-centered philosophies drive this global Company. The groundwork she began continues to touch the lives of others and open new opportunities. Mary Kay Ash was one of a kind. She exemplifies how *one woman can™* transform her life, become her most beautiful self and enrich the lives of countless others.

MARY KAY  
**one woman can™**  
50 YEARS

# Heart

Mary Kay



## THE INNOVATOR

Before “flex time,” there was Mary Kay time. Her priorities of God first, family second, business third continue to allow the independent sales force the flexibility

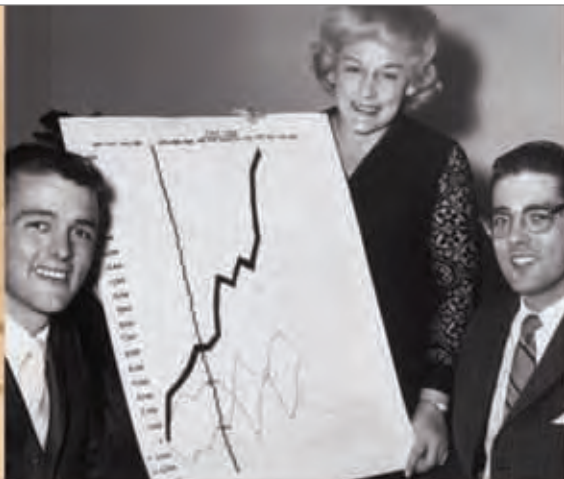


to work their businesses when they want.

Mary Kay Ash opened the country so new team members could be added anywhere. This open territory approach is supported by another innovation, the Mary Kay adoptee program, where







## The Business-Woman

Little did Mary Kay Ash know that day as she sat at her kitchen table writing her likes and dislikes from her experiences in the corporate world, that she was creating a business plan for a new kind of business. One that would reward effort, recognize achievement and enrich the lives of millions. She knew if the independent sales force fell in love with the products, it would be easy to share them with others! She believed in her products – so much so that she initiated the *Mary Kay*® Satisfaction Guarantee. That same promise stands today! Mary Kay Ash knew that happy customers are more likely to be repeat customers! In business, P & L refers to Profit and Loss, but for Mary Kay Ash, it also stood for **People and Love.**



adoptee Independent Beauty Consultants can participate in their local adoptive Independent Sales Director's programs.

Mary Kay Ash also realized early on that everything is subject to change – except her principles – and on those she stood firm. “Standing still is like moving backward,” she once said. “If you don’t go forward, others zoom past.”



Treating others with kindness and respect, the Golden Rule, was the force behind Mary Kay's business plan. She felt abiding by **the Golden Rule** helped promote integrity, performance, **sisterhood and satisfaction.** As she said, “Things change – hemlines swing, hairstyles evolve – new products come and go – but **values are timeless!**”



# The Motivator



**You can do it!** Mary Kay Ash often talked of her mother's positive encouragement and its impact on her life. She heeded the wisdom of her mother and was the ultimate practitioner of making others feel important. She always imagined an invisible "Make Me Feel Important" sign around everyone's neck. When meeting someone, she looked them in the eye, touched or held their hands and spoke just to them.



Mary Kay believed in praising people to success with words, actions, ribbons or thank-you notes. She believed if you said you were **GREAT**, you were on your way to being great.

She was a pioneer when it came to sharing best practices and saw the impact of sharing. "If you have an idea and I have an idea, we each have one idea; but, if we share them, we have two!" Mary Kay was proud of women from all walks of life who honored their commitment to share – that these women stood united to help enrich lives everywhere!







## The Philanthropist, **Advocate**

Careful use and reuse of resources was part of Mary Kay Ash's personal and Company philosophy. In fact, the Company was among the first to use refillable makeup compacts. She even repurposed her outfits – adding sleeves or other details! In recognition of the Company's recycling efforts, more than 300,000 trees have been planted in U.S. forests. She would be proud knowing Manufacturing reached its goal of zero-landfill waste.

She always felt a mission to share her life's blessings with others. Today, her personal philosophy expands through The Mary Kay Foundation<sup>SM</sup>. Thanks to the help of the independent sales force, the Foundation has donated a whopping \$50 million in grants toward cancer research and the prevention of violence against women!



# LOVE

## FEST!

Every day, Mary Kay helps women around the globe create friendships, gain support, experience success and inspire others. We asked 50 members from the Mary Kay independent sales force and Mary Kay employees to share "Why I Love My Mary Kay!"

### **NANCY BOUCHER**

Independent Senior Sales Director began her Mary Kay business 34 years ago

"I have friendships with women around the world. Without a doubt, this is the greatest gift I have received."

### **CHRISTI CAMPBELL**

Independent Future Executive Senior Sales Director began her Mary Kay business 13 years ago

"As the daughter of **Independent National Sales Director Emeritus Pat Campbell**, I LOVE being a part of a legacy that unites and empowers women to step into roles they were called to be!"

### **PATTI CORNELL**

Independent Future Executive Senior Sales Director began her Mary Kay business 29 years ago

"Meeting Mary Kay Ash as a new Independent Sales Director was a game-changer because I saw her lead with her heart. Leading this way provides energy and meaning to all aspects of my life."

### **JANIE MURRAY**

Senior Administrative Assistant  
12-year Mary Kay employee

"I love that the independent sales force members are so grateful for what we do, when it's the staff who is really grateful to them for making Mary Kay's dream work."

### **JULIE STONE**

Career Car Program Specialist  
21-year Mary Kay employee

"I received such love and support when my mother was terminally ill. Co-workers drove nearly three hours to be by my side."

### **ALISON WILLIAMS**

Independent Sales Director began her Mary Kay business 20 years ago

"My Mary Kay business allows me the flexibility to meet the needs of my family. They come before my career."

### **RACHEL COLEMAN**

Independent Beauty Consultant began her Mary Kay business 1 year ago

"I love the products and the earning potential, but it's Mary Kay Ash's philosophy of God first, family second and business third, and the superfun girlfriend time, that keep me going!"

### **ANDREA NEWMAN**

Independent National Sales Director began her Mary Kay business 20 years ago

"Little did I know when I signed my Independent Beauty Consultant Agreement with my mom in 1993 that I'd make lifelong sister friends. (I love you, Mom!)"

### **KRISTEN SPIKER**

Independent Future Executive Senior Sales Director began her Mary Kay business 17 years ago

"Our children were three, one and newborn when I was hospitalized for five weeks. We received cards and well wishes from independent sales force members around the country as well as from the Company."



**ANGIE ARMENTA**

Manager, Event  
Registration  
19-year Mary Kay employee

"I have smart, successful mentors and friends here who've helped me develop personally and professionally."

**SHERLY MORENO**

Senior Recognition  
Specialist  
13-year Mary Kay employee

"The Company's continued values of God first, family second, career third, and for friendships and the opportunities Mary Kay gives me."

**SANDRA KLINN**

Manager, Branch  
Customer Service  
32-year Mary Kay employee

"I had tea with Mary Kay Ash after a Career Conference once. We talked about our families and my job. She made me feel so special."

**JOYCE YOUNG**

Independent Sales  
Director began her Mary Kay  
business 27 years ago

"I am surrounded by extraordinary, powerful, audacious thinking and beautiful women. How can I not succeed!"

**TRACY UNDERHILL**

Training Specialist  
7-year Mary Kay employee

"I love the little 'pink cloud' that accompanies everyone here. It's our culture, and I'm humbled by it."

**DOROTHY BOYD**

Independent National  
Sales Director began her  
Mary Kay business 31 years ago

"The ultimate freedom, choices and lifestyle my Mary Kay business has allowed my family."

**DIANE UNDERWOOD**

Independent National  
Sales Director began her  
Mary Kay business 37 years ago

"When my sister was diagnosed with lung cancer last year, I received caring cards from my sister independent sales force members and Mary Kay employees, including Darrell Overcash."

**ERICA HUNT**

Independent Sales  
Director began her Mary Kay  
business 14 years ago

"As the mother of a terminally ill daughter, I love the precious time together that Mary Kay gives us. I've worked for years when I 'could' and now Mary Kay is working for me. Mary Kay allows me to be by Ella when I need to be. It has allowed me the freedom to live with no regrets as we make memory after memory with our family."

"We are recognized for positive performance and continue to learn new skills. I'm a plumber by trade, but I've received electric and A/C training here."

"Because of Mary Kay, I put others first. I volunteer at a local women's shelter and offer makeovers for cancer patients and survivors."

**LOUIS SMITH**

Facilities Mechanic  
17-year Mary Kay employee

**KATE DEBLANDER**

Independent National  
Sales Director began her  
Mary Kay business 22 years ago

**AMY MARX**

Independent Sales  
Director began her Mary Kay  
business 5 years ago

"I'm able to work around my life rather than let work run my life. I love the flexibility to create my schedule, build a lifestyle and know my family has a great future!"

**SARAH PALLOHUSKY**

Assistant Manager,  
Consultant Marketing  
6-year Mary Kay employee

"I've met some of my closest friends here who are now like family."

**JOE ARTTUS**

Transportation and  
Logistics Specialist  
7-year Mary Kay employee

"I met my wife at Mary Kay!"

**STACY FOUST**

Independent Senior  
Sales Director began her  
Mary Kay business 28 years ago

"There is a Mary Kay sisterhood where we connect with other big dreamers. Mary Kay women are balcony people who take you to new heights and ways of thinking."

“Enjoying the opportunity to nurture, mentor and inspire women to find their own passion and greatness.”

**LINDA CARTIGLIA**

Independent Elite Executive Senior  
Sales Director began her Mary Kay business  
33 years ago

**RICHARD JACK**  
Business Advisor, IST  
19-year Mary Kay employee

"I'm proud to know Mary Kay stands behind its mission and core values. Our leaders keep our values in mind, and our success is measured by that."

**SOMER FORTENBERRY**  
Independent National Sales Director began her Mary Kay business 12 years ago

"I got the greatest gift of all through Mary Kay: my husband Craig and our two sons. We love the freedom my Mary Kay business allows and that we get to design our life with God first, family second and career third."

**SUSAN MCGANN**  
Independent Beauty Consultant began her Mary Kay business 31 years ago

"The training and leadership I've received help me in all aspects of my life. I know the importance of setting goals and praising people to success."

**LORETTA HUMPHRIE**  
Manager, Legal Administration  
30-year Mary Kay employee

"Working with talented people! I appreciate our executive team. They are approachable and caring. Mary Kay Ash's legacy is apparent through them."

**LANCE MARGHEIM**  
Director, Medical Science Affairs  
19-year Mary Kay employee

"Besides having a great place to work, I get to share *Mary Kay*® products with my family. My wife loves the *TimeWise*® *Miracle Set*®."

**KIM MESSMER**  
Independent Senior Sales Director began her Mary Kay business 28 years ago

"I lacked self-esteem growing up, but through Mary Kay, I've grown personally, spiritually and financially. I love helping others grow and become more confident."

**MELISSA TAYLOR-YINDRICK**  
Independent Senior Sales Director began her Mary Kay business 17 years ago

"My Mary Kay business helps me do what I love – building others up – while allowing me to live my priorities. It's given me the flexibility to care for my parents through terminal illnesses, work around my husband's firefighting shifts and raise our six children (16 years to 18 months)."

“I am a single parent, and Mary Kay has enabled me to support my family, while creating lifelong friendships and priceless memories along the way.”

**LINDA BENNETT**  
Customer Operations Coordinator  
31-year Mary Kay employee



“Earning a spot on the Top Independent Sales Director Trip where I took my husband to Greece for our 20th wedding anniversary!”

**JENNY SIEMONSMA**  
Independent Senior Sales Director began her Mary Kay business 12 years ago

**WYNDE JONES REDDICK**  
Independent Beauty Consultant began her Mary Kay business 9 years ago

"Mary Kay gives me the confidence to step outside my comfort zone, speak to crowds and be a leader. As a minister's wife, this personal growth is a blessing."

**COLETTE REED HARMON**  
Special Projects Coordinator  
13-year Mary Kay employee

"I love hearing stories about Mary Kay Ash. I love that we always do what's right, and I love the relationships I've made."

**GLORIA CURTIS ESPINOSA**  
Services Resources Coordinator  
19-year Mary Kay employee

"For the kindness my Mary Kay friends (angels) showed my family 14 years ago as we escaped domestic violence. They provided groceries, notes, support and a lot of prayer."



**STEPHANIE BOYD**

Independent Beauty Consultant began her Mary Kay business 1 year ago

"The opportunity to spend time with other women and meet new people, and the freedom my Mary Kay business provides for my family."

**STEPHANIE DEAN**

Independent Senior Sales Director began her Mary Kay business 2 years ago

"Mary Kay makes me realize that life is what you make of it. Thanks to MY Mary Kay, I'm reminded to dream big, set goals and shoot for the stars!"

**LYNDA JOHNSTON**

Independent Beauty Consultant began her Mary Kay business 3 years ago

"The flexibility! I can plan for busy family times and work my Mary Kay business around that."

"Independent Beauty Consultants can be successes because Mary Kay Ash created this opportunity to be dependent on our work ethic and the Golden Rule."

**SANDRA WELLMMEYER**

Independent Sales Director began her Mary Kay business 7 years ago

"The genuine happiness my co-workers had when I got a promotion. One even cut and pasted footsteps on the floor to guide me to my new office."

**ROCHELLE WARE**

Senior Editor  
15-year Mary Kay employee

# VE

## FEST!

“I had the flexibility to stay by my mother’s side during her final days. I could focus on her while my Mary Kay business continued, thanks to the awesome marketing plan.”

**LINDA KIRKBRIDE**

Independent National Sales Director  
began her Mary Kay business 32 years ago

**LAUREEN CASALE**

Independent Beauty Consultant began her Mary Kay business 9 years ago

"I am able to spread kindness to everyone I meet."

"Mary Kay is one very special business because of its commitment to give back to the global community and the foundation of Golden Rule Service."

**MICHELLE WHEELER**

Administrative Assistant  
9-year Mary Kay employee

**RENEE GRUWELL**

Independent Sales Director began her Mary Kay business 2 years ago

"I have more confidence and drive, and I love the woman I've become. Mary Kay brings amazing women into my life, from my mentors to my customers to my unit members who teach me to lead so that I can lead them to their dream lives as well!"

"Our culture is one where people respect each other and practice the Golden Rule by caring for employees and members of the independent sales force worldwide."

**INDRO DASGUPTA**

Senior Principal Economist  
12-year Mary Kay employee

**ANNA MAMMINGA**

Assistant Manager, Consultant Marketing  
8-year Mary Kay employee

"Being from Armenia, I sometimes feel lonely, but my relationships with co-workers and members of the independent sales force make my life full."

"I had the privilege of working on Mary Kay Ash's personal staff and helped write letters. She truly cared about everyone, and you felt it by the way she spoke to you."

**KAREN GRIFFIN**

Senior Correspondent  
18-year Mary Kay employee

**CLETA COLSON**

Independent Future Executive Senior Sales Director began her Mary Kay business 27 years ago

"I met Mary Kay Ash when I was 26, and I have a responsibility to pass along her legacy. It's the least I can do after what she gave me. My Mary Kay business changed my life and gave me relationships I never expected."



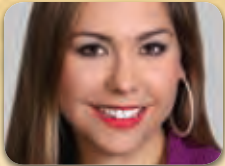
Now it's your turn.  
Go to **"Let's Talk"** on  
**Mary Kay InTouch®** and Share  
**Why You Love Your Mary Kay!**



# GO-GIVE® AWARD

Congratulations to our September 2013 *Go-Give®* Award winners who best exemplify the **Golden Rule** – helping others **unselfishly** and **supporting** adoptees as much as unit members.

Nominate a well-deserving Independent Sales Director who displays the *Go-Give®* spirit for this prestigious honor today! We've made it easier – look for the **NEW online nomination form** on *Mary Kay InTouch®* under the Contests/Promotions tab.



**Shannon Duguay**

**Diamond**

Independent Future Executive  
Senior Sales Director

**Began Mary Kay Business**  
December 2010

**Sales Director Debut**  
October 2011

**Offspring** three first-line

**National Sales Director**  
Lisa Madson

**Honors** Star Consultant; Sales  
Director Queen's Court of  
Personal Sales

**Personal** Lives in Napa, Calif.  
Husband, Joel

**"I am motivated to help others  
because** of the life-changing  
opportunities I have had. With my  
Mary Kay business, I have been  
able to live my best life, and it is  
my privilege to pass it on."

**Independent Sales Director  
Fallon Nelson of Napa, Calif.,**  
says, "Due to the economy,  
our parents lost their business  
and home. Shannon saw a  
Mary Kay business as a way for  
Mom to rebuild a bright future.  
Now Mom is a Career Car-driving  
Independent Sales Director!"



**Karen Johnson**

**Ruby**

Independent Future Executive  
Senior Sales Director

**Began Mary Kay Business**  
June 1996

**Sales Director Debut**  
October 2001

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

**National Sales Director**  
Rebecca Evans

**Honors** Star Consultant;  
six-times Sales Director Queen's  
Court of Personal Sales

**Personal** Lives in Menifee, Calif.  
Husband, Matthew; daughters:  
Miranda, Meredith, Marcella,  
Matisynn

**"I am motivated to help others  
because** there is no greater joy  
than the opportunity to lead and  
encourage women to discover  
all the Lord intended them to be.  
The rewards are priceless!"

**Independent Senior Sales  
Director Melissa Almanza of  
Brea, Calif.,** says, "My sisters  
and I have had no real family for  
the past few years, but Karen and  
her family have made us a part  
of theirs."



**Sharon Swayzer**

**Sapphire**

Independent Senior  
Sales Director

**Began Mary Kay Business**  
October 1993

**Sales Director Debut**  
April 1997

**Offspring** two first-line

**National Sales Director**  
Go Give Area

**Honors** Star Consultant;  
three-times Queen's Court of  
Sharing; four-times Circle of  
Achievement; two-times Double  
Star Achievement

**Personal** Lives in Huntsville,  
Texas. Son, Charles Swayzer II

**"I am motivated to help others  
because** there is more joy in  
helping others and watching their  
lives change for generations."

**Independent Beauty  
Consultant Deborah Andrus of  
Houston, Texas,** says, "Sharon  
saved my life by recognizing I  
was having a stroke and driving  
me straight to the hospital. She  
supported me with her positive  
attitude, time and kind words."



**Alyson Young-Guerra**

**Emerald**

Independent Senior  
Sales Director

**Began Mary Kay Business**  
June 2002

**Sales Director Debut**  
July 2003

**Offspring** two first-line

**National Sales Director**  
Gloria Mayfield Banks

**Honors** Star Consultant;  
Consultant Queen's Court of  
Personal Sales; five-times  
Sales Director Queen's Court  
of Personal Sales; two-times  
Queen's Court of Sharing; six-  
times Circle of Achievement;  
three-times Double Star  
Achievement; two-times Triple  
Star Achievement

**Personal** Lives in Westminster,  
Md. Husband, Joe; son, Joseph

**"I am motivated to help others  
because** my life has been  
blessed by the women who've  
helped, cheered, and mentored  
me and my unit members along  
the way. I want to honor  
Mary Kay Ash and do the same  
for others!"

**Independent Beauty  
Consultant Victoria Shirah of  
McKinney, Texas,** says, "Alyson  
supports her community and  
local charities by scheduling food  
deliveries to those who are ill or  
are new moms with babies."



**Tammy Lawson**

**Pearl**

Independent Sales Director

**Began Mary Kay Business**  
February 2006

**Sales Director Debut**  
September 2010

**National Sales Director**  
Linda Kirkbride

**Honors** Star Consultant;  
Sales Director Queen's Court  
of Personal Sales

**Personal** Lives in Kettering, Ohio  
Husband, George; son, Ricky;  
stepsons: Keith, Kaelon; step-  
daughters: Kellie, Kimberly

**"I am motivated to help others  
because** everyone deserves to  
have someone who truly cares  
about them, their success and  
their dreams. I am thankful God  
has blessed me to be a positive  
influence on others."

**Independent Sales Director  
Vikki Halstead of Dinuba, Calif.,**  
says, "While my husband was in  
the hospital, Tammy called me  
EVERY day and sent me 'Thinking  
of You' cards every Thursday for  
four months! Each week, I looked  
forward to the cards and so did  
my family."



# trending: @ Mary Kay



Rock 'n' Red

follow  
US

on Instagram



@MaryKayUS

for HOT product

images, fun

"behind the

scenes" shots and more!



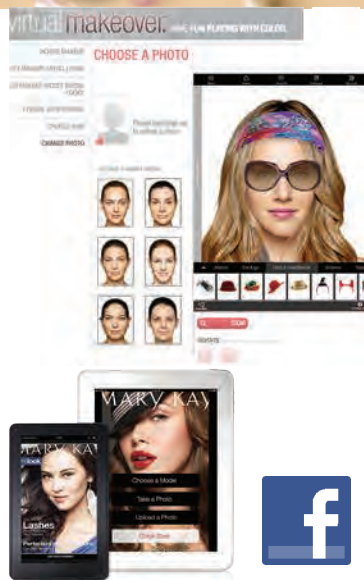
## Pink Link®

Do you like viewing the quarterly *Pink Link*® DVD with great videos at your unit meetings? Beginning now, everyone has access to the videos on **Mary Kay InTouch**® > Education > **Pink Link**®.

In addition to shipping the DVD in the quarterly Unit Support Package (USP), it will post online free! (Beginning February 2014, the DVD phases out of the USP and goes digital and online only.)



WATCH THE 8/16  
PINK LINK® NOW!



Have your customers tried a *Mary Kay*® Virtual Makeover App? Now they can personalize their looks with stylish glasses, cute hats and more. Also new – cool mirror feature to try a NEW eye look. They can share their NEW looks with friends on Facebook. Available on your smartphone, iPad or Kindle Fire.



## Mobile InTouch™

It's back to school time, and now you can learn all about the latest products and ways to improve your business all through your mobile phone! Just visit **m.marykayintouch.com**.



**one woman can™** MARY KAY  
50 YEARS

We're busy on Pinterest celebrating Mary Kay's 50th Anniversary and pinning the hottest trends, makeup tips and more! Follow us and join the fun:

**pinterest.com/marykayus!**



MARY KAY®

Mary Kay Inc.

P.O. Box 799045

Dallas, TX 75379-9045

PRSR STD  
U.S. POSTAGE PAID  
MARY KAY INC.

**HAPPY ANNIVERSARY,**  
Mary Kay

**Here's to 50 more!**

Mary Kay World Headquarters  
Dallas, Texas