

Applause[®]

JANUARY 2008

MK 30

MARY KAY[®]
CANADA

Enriching Women's Lives
www.marykay.ca

*new year,
new possibilities!*



NEW PRODUCTS • NEW OPPORTUNITIES TO ACHIEVE SUCCESS

December 2007 Ordering Bonus

mary kay[®] facial box

Yours with a
\$600 wholesale
Section 1 order!

Think outside the box and pique the interest of potential new customers with the December Ordering Bonus! Designed to reflect the evolution of the Mary Kay brand, this sleek black facial box is a stylish, professional way to promote your business in public spaces.

And just like your Mary Kay business, the facial box can be customized to suit your business goals. Each facial box includes four (4) reversible colour inserts – a total of eight (8) images – that highlight all areas of the Mary Kay product line, plus a place to prominently display your business card. You'll also receive a coordinating, retractable pen and two bilingual memo pads so potential new customers can request information with ease.



Mary Kay[®] Facial Box

Section 1 Suggested Retail	Beginning Section 1 Wholesale	Number of Bonuses
\$1,200	\$ 600	2
\$2,400	\$1,200	3
\$3,600	\$1,800	4
\$4,800	\$2,400	5
\$6,000	\$3,000	6
\$7,200	\$3,600	7



**You can receive the Mary Kay[®] Facial Box when you place a minimum \$600 wholesale Section 1 order (non-cumulative) during the month of December. The higher your order, the more bonuses you'll earn, to a maximum of seven. Orders must be received between December 1st and 31st, 2007. Bonus will be applied to your first qualifying order in the month only and is available while supplies last.*

Dimensions: 5" x 5" x 5".



Every failure, obstacle or hardship is
an opportunity in disguise.

Mary Kay

dates to remember

december january

- 5: Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on December 1st.
 - 15: **PREFERRED CUSTOMER PROGRAM:**
Last day for customers to take advantage of the Fall/Holiday 2007 Travel-Sized Satin Hands® Pampering Set gift with purchase.
 - 17: Deadline to submit tracking sheets for the *Scent-sational* Sales Challenge! Tracking sheets must be received by midnight Eastern Standard Time (EST) to be eligible for the challenge.
 - 20: December Career Car qualifier paperwork due to Company.
 - 25: **Christmas Day.** Mississauga and Montréal offices closed.
 - 26: **Boxing Day.** Mississauga and Montréal offices closed.
 - 31: Last day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Standard Time to count toward December production. Online and faxed orders must be received by midnight Eastern Standard Time to count toward December production.
- 1: **Happy New Year!** Mississauga and Montréal offices closed.
 - 2: **PREFERRED CUSTOMER PROGRAM:**
Winter 2007/2008 issue of *The Look* begins mailing to customers and Independent Beauty Consultants.
 - 5: Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on January 1st.
 - PREFERRED CUSTOMER PROGRAM:**
Online and mail-in enrolment begins for the Spring 2008 Preferred Customer Program.
 - 20: January Career Car qualifier paperwork due to Company.
 - 28: **PREFERRED CUSTOMER PROGRAM:**
Winter Wonders Optional Mailer begins mailing to customers.
 - 31: Last day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Standard Time to count toward January production. Online and faxed orders must be received by midnight Eastern Standard Time to count toward January production.

Find Applause®
magazine &
articles online!

When you see this mouse pictured
through *Applause®* magazine,
know that you can also find more
information on the MKOC!

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in this issue

Mary Kay® Mineral Powder Foundation	4
<i>Kissed By Success</i> Sales Challenge	9
September 2007 Recognition	15

It's a **foundation**. It's a **powder**.

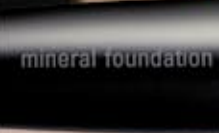
That's the **beauty** of **Mary Kay®**

mineral powder foundation

It's beauty made simple. A foundation that goes on with the sweep of a brush. A weightless powder that blends effortlessly for a flawless look. A skin perfecter that makes lines, wrinkles and other imperfections seem to disappear. And it's transfer-resistant so it won't fade away midday. Perfect for a natural and flawless finish.

With Mary Kay® Mineral Powder Foundation, you can offer customers a complete portfolio of foundation products, meeting everyone's needs. For a natural look, this long-wearing formula provides gorgeous medium-to-full coverage that's buildable yet lightweight. Packaged in a clear plastic sifter jar, it comes in six true-to-life shades: Ivory 1, Ivory 2, Beige 1, Beige 2, Bronze 1 and Bronze 2.

\$20



mary kay® mineral foundation brush

To get the look, you need the right brush. The Mary Kay® Mineral Foundation Brush was created to work exclusively with this foundation to deliver the results customers want. The bristles are soft, natural hair that pick up a precise amount of powder that's evenly released as it's swept and swirled on the skin. The bristles are also shorter and flat across the top, making it easy to customize the level of coverage. The black wooden handle is the perfect size for comfort and maximum control – plus it coordinates beautifully with the Mary Kay® Brush Collection.

\$12



the science behind the beauty

What do dermatologists say about mineral powder makeup?

Many leading dermatologists recognize and approve of the benefits of mineral makeup, such as its oil-absorbing properties, coverage, ease of application and adhesion to skin. However, dermatologists generally believe that mineral makeup is not a true treatment product for your skin, nor can a typical application provide adequate sun protection. While some brands of mineral powder foundation may tout the “natural” sun protection of certain minerals, it is widely accepted by industry experts that a powder product will not completely protect your skin from UV ray damage. Dermatologists recommend sun protection in a liquid form to protect skin from skin cancer and premature aging – and we agree.

Why is the Company launching this product?

The launch of Mary Kay® Mineral Powder Foundation allows you to offer a complete portfolio of foundation forms, so customers with different skin types can find a variety of foundations – medium- and full-coverage liquids, crème-to-powder and cream – for their specific skin needs. Mineral powder makeup was a niche category just a few years ago, but has become a mainstay in the foundation category, attracting many loyal users.

What makes Mary Kay® Mineral Powder Foundation different from other facial powders?

Mary Kay® Mineral Powder Foundation is a foundation in a powder form. The weightless formula provides buildable coverage that creates a flawless look and evens out skin tone – all with the wearing comfort of a silky powder. Plus, it's transfer-resistant and will not fade away midday.

Other regular facial pressed and/or loose powders generally have sheer/luminous coverage or shine control properties, but do not provide the coverage or benefits of a foundation.

Is Mary Kay® Mineral Powder Foundation “all natural”?

No ingredient used in mineral makeup is “all natural,” although it may be naturally sourced. All minerals found in nature undergo extensive purification and processing before they are incorporated into a cosmetic product. After all, even the water used in cosmetics is treated. There are many products on the market today advertising that they are “all natural”, so your customers may ask you why Mary Kay® Mineral Powder Foundation does not make this claim. The answer? Because it is not. The truth is that even if you use a lot of natural ingredients or botanicals – which are good and we do use them – it is not accurate to say “all natural” if the formula is not truly made of 100 percent natural ingredients.

What else can I tell my customers?

Mary Kay® Mineral Powder Foundation has been clinically tested and shown to be non-comedogenic. Additional studies are underway to determine a “suitable for sensitive skin” claim. We suggest that customers who tend to be more sensitive spot-test this product in a small area of the jawline or neck for several days to determine compatibility.

More on
Mineral Powder
Foundation!



brush up on mary kay[®] mineral powder foundation

You'll have your customers' questions covered with these Mineral Powder Foundation tips and how-tos.

application basics

- Cleanse and moisturize your face. Allow your moisturizer and any other treatment products to become dry to the touch.
- Unscrew the jar lid; hold the sifter with one hand while gently lifting the clear sifter label at an angle with your other hand. Once the sifter label is removed, screw the lid back onto the jar and gently shake jar to dispense the foundation into the sifter.
- Remove the lid and lightly dip your Mary Kay[®] Mineral Foundation Brush into the powder and tap against the rim of the jar to remove excess product. You do not need to use all the powder that is in the sifter – a little goes a long way.
- Swirl the Mary Kay[®] Mineral Foundation Brush inside the lid so that the powder is worked into the bristles.
- To apply, start in the center of the face and work your way out on either side toward the hairline and along the jawline, blending well.
- For light, natural coverage, a single light layer should suffice. For increased coverage, repeat the application process, applying the foundation in light layers until you reach your desired coverage level.



need to know

- When you're first working with Mary Kay[®] Mineral Powder Foundation, it's easy to over apply. Even if you want maximum coverage, you'll achieve a more natural look with several light layers instead of one heavy layer.
- Use a cosmetic sponge to buff away any excess product.
- The order of application of skin care and colour products should not change with the use of the Mary Kay[®] Mineral Powder Foundation. Follow your normal daily skin care and makeup application regimen. You should treat MaryKay[®] Mineral Powder Foundation as you would a regular liquid, cream or crème-to-powder foundation.
- As with all cosmetic brushes, it's best to clean the Mineral Foundation Brush weekly. Wet the hair, then squirt a mild cleanser into your palm and sweep bristles back and forth and in a circular motion. Rinse well. Squeeze out excess water with a towel; reshape bristles with fingers and lay brush with hairs extending out over a ledge to dry. Never dry upright, as water can seep in and weaken the handle.



← Pick up the December/January issue of *MORE* magazine - on newsstands November 26th!

a selling *ad*-vantage

We know you and your customers are going to love the latest addition to Mary Kay's foundation line-up. That's why you'll want to be sure to pick up the December 2007/January 2008 issue of *MORE* magazine – on newsstands November 26th! It includes the final ad in our 2007 advertising campaign, introducing new Mary Kay® Mineral Powder Foundation in a beautiful, contemporary ad that encourages consumers to “think about pink”. The ad highlights the skin perfecting benefits of Mineral Powder Foundation and is sure to help you share this fantastic new product in the selling season ahead.

cover your bases

Help your customers choose the foundation formula that's perfect for them. After all, **beautiful makeup needs a great foundation!**

If your customer wants...

A natural look with buildable coverage



You could recommend...

Mary Kay® Mineral Powder Foundation, \$20



Mary Kay® Medium-/Full-Coverage Foundation, \$20



Mary Kay® Crème-to-Powder Foundation, \$20



Mary Kay® Tinted Moisturizer with Sunscreen SPF 20, \$25





turn, turn, turn: a lipstick evolution

New packaging and stunning shades form the next generation of Mary Kay® lipstick.

Customers already love the formula. Now fragrance-free with an added hint of vanilla flavour to impart a pleasant taste without added fragrance, customers will fall in love with Mary Kay® Creme Lipstick all over again! The longwearing, stay-true colour glides on with a lightweight, creamy texture, providing a veil of protection against moisture loss and delivering maximum colour impact that lasts.

The luxurious new black tube makes a powerful fashion statement, while the outer package features outstanding black and pink graphics that take our colour products into the future! Drawing on packaging technologies from around the world, the new tube was designed at Mary Kay to feel and look beautiful in a woman's hand. Plus, it features a unique "click" cap that keeps the lipstick case closed when you're on-the-go. Ten new shades make their stunning debut, with 22 favourites returning to provide choices for an even broader range of skin tones.

Mary Kay® Creme Lipstick
\$16.50

new! rising shades



holding power



powerful persuasion

Help customers transition to a new shade of Mary Kay® Creme Lipstick!

If she loved...	Have her try...
Copper Mine	Sunset, Red
Gold Dust	Golden
Magenta	Hibiscus
Pink Coral	Pink Melon
Red Salsa	Red
Redwood	Red, Amber Suede
Strike-A-Pose Rose	Berry Kiss, Whipped Berries
Pink Daisy	Pink Melon, Hibiscus

new! mary kay® creme lipstick samplers

Customers are sure to fall in love with Mary Kay® Creme Lipstick when you offer samplers available in all 32 shades. The sampler packaging is updated with new graphics but comes in the same strip of six with an applicator.

\$2.00

Kissed By Success Sales Challenge!

December 16th, 2007 - March 15th, 2008

Want a way to beat the winter blahs and be kissed by successful sales all season long? Then take the *Kissed By Success* Lipstick Sales Challenge and celebrate 32 shades of glorious colour!

When you sell at least *Triple 21* (63 total) lipsticks by March 15th, 2008, you'll receive a custom lipstick charm to add to the "Totally Charmed" charm bracelet you earned during the Fall/Holiday *Scent-sational/Sales Challenge** and earn recognition at *Share The Dream* Career Conference 2008!

Plus, when you're the top-selling Independent Beauty Consultant or Independent Sales Director in Canada, you'll receive a \$200 gift card to celebrate your success!

Remember,
the deadline
to submit your
tracking sheet is
March 17th, 2008!

This is the second of three Sales Challenges during the 2008 Seminar year – and consistency counts! Achieve all three Sales Challenges and you'll earn a beautiful MK heart charm to add to your bracelet.

Visit *Contests & Rewards* to download the challenge tracking sheet** and remember to submit it by the deadline of March 17th, 2008!

**First-time sales challenge achievers will receive the custom lipstick charm and the "Totally Charmed" charm bracelet.*

***Tracking sheets submitted to the company will be cross-referenced against lipsticks purchased during the promotion period. Ties will be determined by number of lipsticks purchased.*



lip service

Rough, chapped and peeling are hardly flattering words to describe lips! As winter weather blows in, customers will want to give their lips as much attention as their skin. And you can provide them with everything they need to perfect their pout and create soft, smooth, irresistible lips all season long.

lick fine lines

Kiss lip lines goodbye! TimeWise® Age-Fighting Lip Primer creates healthier-looking lips by fighting fine lines and wrinkles, while light-diffusing microspheres decrease their appearance. Customers should apply TimeWise® Age-Fighting Lip Primer on and around the outside of lips to extend lipstick wear and prevent lipstick and lip gloss from feathering and bleeding.

TimeWise® Age-Fighting Lip Primer \$30



The perfect
pair for
Canadian
winters!

seasonal lip tips

Exfoliating lips two to three times per week can help keep them looking and feeling smooth, especially during chilly Canadian winters. Recommend Satin Lips® Lip Mask and Lip Balm to customers as a must-have winter beauty basic to keep lips beautifully buffed and moisturized.

Satin Lips® Lip Mask \$15

Satin Lips® Lip Balm \$15

The Set \$30



pout protector

Mary Kay® Lip Protector Sunscreen SPF 15 helps keep lips protected and guarded from the drying effects of the sun and wind. Exclusively formulated with beneficial moisturizers, this lightweight, water-resistant product glides on clear with no shine and a comfortable feel that seals in moisture.

It's the perfect product for customers who enjoy outdoor winter activities like skiing, snowboarding or skating.

**Mary Kay® Lip Protector Sunscreen
SPF 15
\$10**



lipstick to love

What's not to love about the new Mary Kay® Creme Lipstick? With new shades, an updated formula and hot new packaging, customers will fall head over heels for 32 great shades that provide instant moisture and colour that lasts. Check out page 8 to learn more!

Mary Kay® Creme Lipstick \$16.50



Did you Know...

Lipstick was used more than 5000 years ago in ancient Mesopotamia, when semi-precious jewels were crushed and applied to the lips.* What a way to add shimmer to a look!



glossy grin

Mary Kay® Nourishine™ Lip Gloss, with moisturizers and conditioners, leaves lips feeling amazingly soft and supple. The ultra-light, non-sticky formula includes vitamins A and E to help form a protective defense against wrinkles and environmental exposure.

Plus, for a limited time, you can order Nourishine™ Lip Gloss in Caramel Kiss** – a rich neutral shade never before available in Canada!

\$16.50



Use with
Mary Kay®
Creme Lipstick
for a luscious
lip look!

a brush with beauty

A new addition to the updated Mary Kay® Brush Collection, the Lip Brush is a must-have beauty tool to create a precise, polished lip look. Plus, it's a wonderful upselling opportunity for customers purchasing a new Mary Kay® Creme Lipstick shade.

Lip Brush \$10

**Mary Kay® Brush Collection (includes Lip Brush)
\$75**

*Source: Wikipedia

**Limited-edition while supplies last.



embracing the legacy
partagez l'héritage

During our 30th anniversary year, we'll celebrate Mary Kay Ash's vision by bringing even greater focus to the positive values on which our Company was built and that fill the hearts of millions of Mary Kay independent sales force members around the world. Watch each issue of Applause® magazine in 2008 for a special feature highlighting the inspiring ways we enrich women's lives. You can embrace the legacy by living our core values in your business and in your life each and every day.

the go-give spirit

The concept of the Go-Give™ Award was born in the image of U.S. Independent National Sales Director Sue Z. Vickers. Sue Z., as she was fondly known, started her Mary Kay business in 1965 and quickly climbed the ladder of success, debuting as an Independent Sales Director within eight months. In January 1974, she debuted as the Company's sixth Independent National Sales Director.

From the beginning, Sue Z. was famous among the independent sales force for her enthusiastic, loving personality. You could stop her anywhere, anytime, and she was never too busy to answer a question or share an encouraging word. She led with love, calling her unit "my beautiful bouquet of roses."

At Seminar 1971, Sue Z. was honoured for her willingness to inspire and motivate all who came to her for help, earning her the distinction of being named the first Miss Go-Give. In 1978, the first annual Go-Give™ Award was presented at Seminar as a memorial to Sue Z., whose tragic and untimely death that same year at the age of 37 left a tremendous void among the independent sales force. Each Go-Give™ Award recipient is chosen because she possesses the qualities that Sue Z. brought to her National Area — warmth, love, giving and caring.

The annual Go-Give™ Award was first presented in Canada in 1980 and remains a vibrant and essential part of the Canadian Mary Kay independent sales force. Annual Go-Give™ Award winners receive a beautiful crystal trophy, the coveted diamond Go-Give™ pin and a bouquet of roses.

Now that you have an understanding of the qualities that contribute to the Go-Give spirit, you can see why this award is truly the highest honour a person can receive. All independent sales force members are invited to participate in the nomination process each quarter and should do so thoughtfully, with regard for the special heritage behind this award.



quarter 2 go-give award™ winner Bernice Hartwell

STARTED MARY KAY: January 1978 – I am one of the original 150 Canadian Independent Beauty Consultants!

DEBUTED AS AN INDEPENDENT SALES DIRECTOR: January 1979 – We are the 13th Unit in Canada!

PERSONAL: I've been married 37 years to a super guy, Dave, and we have three married children – two sons and a daughter (who's soon to be an Independent Sales Director) – and four grandchildren: Abigail, Caleb, Meghan and Riley.

UNIT NAME: "Hartwell's Headliners"

GOALS: Half-Million Dollar Circle of Achievement, the Top Director Trip to Beijing, on our way to a National Area in 2009

ENRICHING LIVES:

"I have known Bernice all my 24 years in Mary Kay and she has always had a true Mary Kay heart. I have known many Independent Sales Directors but none that share as easily as Bernice."

-Independent Senior Sales Director Arlene McCall

ON BEING NOMINATED:

"First, thank you to all the independent sales force members who took time out of their busy schedule to honour me. Mary Kay Ash knew that by helping others you made them feel good, but when you touch many lives, many lives touch *yours* in return. So I am the one who has been richly blessed by each of you. When you know in your heart that someone is going to have a great day because you 'bee'lieved in them, it is a very rewarding experience."

-Independent Senior Sales Director Bernice Hartwell

To nominate a deserving Independent Sales Director as the Quarter 3 Go-Give™ Award nominee for the 2008 Seminar year, just submit your nomination form by January 21st, 2008. Nomination forms are available in the Go-Give™ Award section on the MKOC.

countdown to colour: time for transition

It's time for transition! Isn't that exciting? As new colour products and packaging begin to appear, keep in mind that this period of transition is normal and okay. Here are some tips for navigating yourself and your customers through the transition phase with ease.



creative merchandising tips

It will be
necessary
to offer

customers a mix-and-match selection of our current platinum and the new black packaging for a while, but you can make it marketable! Think like a retailer and put your creative merchandising hat on to showcase how these products look together, as shown here.

colour news you need to know

- Look for a great Mary Kay® Sheer Pressed Powder to replace Mary Kay® Dual-Coverage Powder Foundation in March 2008!
- Beginning December 16th, four new *Colour 101* Collections are available with the Winter

2007/2008 promotion – check them out in *The Look!* You'll want to note that *Colour 101* Cards will not be available for these collections, but they'll make their return with four new collections in Spring 2008.

- New packaging for lip liners is phasing in. Keep in mind, however, that MK Signature® Lip Liners in Raspberry, Coral, Pink and Red will remain in the platinum packaging until quantities are depleted.



Seminar will be here before you know it! Are you making steady progress toward your goals? Are you close to reaching new achievements? Make sure you stay on track for success by reviewing the rules for the Seminar courts and all other contests and challenges. And here's two additional ways you can *Celebrate The Dream* at Seminar 2008!



celebrate the moment

You've heard the saying "a picture is worth a thousand words". And to celebrate the dream of Mary Kay – and the Company's 30th anniversary in Canada – you can earn a special gift straight from the heart of our founder.

In 1969, Mary Kay commissioned this gift for her husband, Mel. This stunning painting, which hung above their fireplace, is the same

one that many Independent Sales Directors had their photo taken in front of while visiting Mary Kay's home.

You can strive for a photo finish this Seminar year, by achieving the Queen's Court of Personal Sales with \$45,000 or more in personal estimated retail production*. When you do, you'll receive a beautiful 8" x 10" reproduction of this beloved portrait. It's a wonderful way to celebrate the legacy of Mary Kay on the Awards Night stage – and receive a special gift to cherish for years to come!

* "Estimated retail production" equals estimated retail sales, calculated on wholesale purchases. Unless otherwise noted, dollar figures represent estimated retail sales, calculated based on wholesale production.

double time! reversible watch

winter 2007/2008 hostess gift

With the limited-edition *Twice as Nice Watch**, your hostesses can keep up with the times in style! Hostesses are sure to hold classes when they see this exclusive gift featured in the Winter 2007/2008 issue of *The Look*.

This gorgeous, reversible watch features a mother-of-pearl face with crystal insets and a reversible, faux lizard band in black and bronze to double her style options.

\$15*

* Limited-edition, while supplies last. Limit of five (5) per Independent Beauty Consultant per order.



embracing the legacy

There's no better way to build a successful Mary Kay business than by developing a strong customer base. And from December 1st, 2007, to May 15th, 2008, you can do just that during the *Embracing the Legacy* Challenge – designed to help you continue the fabulous legacy that Mary Kay left for you.

When you add 50 brand new customers* during the promotion period, you'll qualify to attend a special luncheon at Seminar 2008 with none other than Vice President of Strategic Initiatives – and Mary Kay's grandson – Ryan Rogers!

Plus, when you're the Independent Beauty Consultant or Independent Sales Director in your region** with the highest number of new customers, you'll receive reserved seating with Ryan at this special luncheon during Seminar 2008.

There's also fabulous recognition when you achieve the following milestones.

Add 30 new customers and you'll receive:

- A letter of congratulations from Ryan Rogers
- A small business item


Add 50 new customers and you'll receive:

- A letter of congratulations from Ryan Rogers
- A second coordinating business item
- Invitation to special luncheon at Seminar 2008

Add 75 new customers and you'll receive:

- A letter of congratulations from Ryan Rogers
- A third coordinating business item
- Invitation to special luncheon at Seminar 2008
- Group photo with Ryan on stage at Seminar

And that's not all! Your customers will be eligible to win a fabulous monthly draw prize when you submit their names on your promotion tracking sheet!

Be sure to stay wired to the MKOC for full details, and to download a customer tracking sheet that will help you embrace your legacy of success! 

* A new customer is one who has never purchased product from the independent sales force member prior to the promotion and purchases a minimum of \$85 retail product.

** The three regions are: West (British Columbia, Alberta, Manitoba, Saskatchewan and the Territories); East (Québec, Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland and Labrador); and Ontario.



Customer Service Savvy

"Our challenge [as Independent Beauty Consultants] isn't about selling something to someone – the product sells itself," says Sue. "The challenge is in finding the people. Be genuine with your customers. Don't rush your sales, don't force your sales – and the rest will happen!"

With a solid customer base established, you'll have a strong foundation for your business as well as a source for finding potential new team members. Be accessible and contact your customers often to remind them of what you have to offer – great product, convenience and personalized service.



if the crown fits...

When looking at photos from Seminar 2007, Independent Sales Director Sue McElhanney, of Calgary, AB, looks comfortable seated on the Seminar stage, crown atop her head, surrounded by her friends and family. It's hard to believe she never dreamed of being Queen of the Consultant Court of Personal Sales.

In fact, Sue says she didn't even have 'business' intentions when she started her Mary Kay® business almost six years ago. "But once the momentum started to build, I couldn't have stopped it even if I had wanted to," remembers Sue.

Sue credits Independent Senior Sales Director Donna Melnychyn with helping her to see how growing her business could enrich her life. "It's so exciting when you connect with someone that really sees the possibilities and shares the passion and thrill of it all," says Sue.

Having worked in corporate accounting as part of predominantly male engineering firms, Sue was intrigued by the opportunity to work with and relate to women through Mary Kay.

As her business developed and she built relationships with more and more customers, Sue was encouraged by the confidence and personal growth she experienced, staying motivated by prizes and other rewards.

"Donna always dangled a carrot or two in front of me to spur me on – and I was driven by that. I never felt forced to do more, I just wanted that little present when I achieved a goal."

Sue didn't ever plan to become an Independent Sales Director, but she says as her business evolved, it simply made sense. "Once the decision was made, it was full steam ahead!"

In less than a month, Sue completed her Independent Sales Director-in-Qualification period, debuting on July 1st, 2007. "Much of the foundation for becoming an Independent Sales Director was already in place, including the relationships with my unit members. Now it's just a matter of developing those relationships further."

And although she admits to slowing the pace of her business since last June, it's with good reason. Dedicated to customer service, Sue takes pride in building lasting relationships with her customers and wants to ensure strong relationships with her unit members too.

To do just that, Sue's now creating her own incentives to grow her sales and help her unit – "The SuePremes" – achieve their own goals. "Don't be afraid to give! Incentives come in all sorts of shapes and sizes. You are your own business – be creative!" advises Sue.

As for her future goals, Sue's setting achievable short- and long-term goals that are sure to contribute to her future success and see her return to the Seminar stage in years to come.

"Moving forward, I want to focus on the basics again and solidify a strong unit. Do I dare to envision becoming an Independent National Sales Director?"

Left: With the support of her husband Dave and son Corbin, Sue's managed her business and her life to find balance in both. "Dave is my rock – he's there to help around the house or look after our son when I'm swamped. And because he's only nine-years-old, I know Corbin sees my Mary Kay business as 'just make-up' – but someday he'll know that his mom has a happy, connected, fulfilling life, which is a wonderful thing for any kid to see."

recognition/reconnaissance

Congratulations to all **September 2007** achievers. / Félicitations à toutes les championnes de **septembre 2007**.

NSD Commissions/Commissions DNV Listed below are Independent National Sales Director commissions earned in September by Independent National Sales Directors on monthly wholesale production on first-, second- and third-line offspring; Independent Senior National Sales Director commission; Independent National Sales Director commission on their personal units; 13% Independent Sales Director commission on their personal unit wholesale production; Independent National Sales Director Star Consultant bonus; plus Independent National Sales Director bonuses for first-line offspring from their personal unit and Independent National Sales Director offspring. Independent National Sales Director commissions are included for all foreign countries through August. / Commissions touchées en septembre par les Directrices nationales des ventes indépendantes sur la production mensuelle en gros de leurs groupes de 1^{re}, 2^e et 3^e lignées; commissions touchées par les Directrices nationales des ventes senior indépendantes sur les groupes personnels de leurs Directrices nationales des ventes de 1^{re} lignée; commissions touchées par les Directrices nationales des ventes indépendantes sur leur groupe personnel; commissions de 13 % touchées par les Directrices des ventes indépendantes sur la production en gros de leur groupe personnel; plus toutes les récompenses de concours et primes issues des groupes personnels et des Directrices des ventes indépendantes de 1^{re} lignée. Ces commissions des Directrices nationales des ventes indépendantes englobent toutes les commissions issues de l'étranger en août.

Angie Stoker



\$22,228.00

Renée Daras



\$21,915.00

Dalene Allen



\$18,273.00

Gloria Boyne



\$17,149.00

Brenda Summach



\$15,376.00

Doreen Burggraf
Elaine O'Kafka
Donna Lowry
Bernice Boe-Malin

\$13,207.00
12,182.00
12,104.00
11,917.00

Gail Adamson
Marcia Grobety
Elena Sarmago
Heather Armstrong

\$11,524.00
11,364.00
11,289.00
10,823.00

Sandy Campbell
Phil Warren
Betty Elliott-Kichler
Anne Austin

\$9,803.00
9,388.00
8,955.00
8,433.00

Linda MacDonald
Darlene Ryan-Rieux
Susanne Felker
Janice Connell

\$8,187.00
6,874.00
6,557.00
6,424.00

Debbie Mattinson
Donna Weir

\$4,058.00
3,710.00

Diamond Circle/Cercle diamant Independent National Sales Directors become members of the prestigious Diamond Circle when they motivate their unaffiliated area to increase retail sales by 5 percent (Level 1) or 10 percent (Level 2) over the previous Seminar year. Congratulations to the following Independent National Sales Directors who have achieved the Diamond Circle during the month of September. / Les Directrices nationales des ventes indépendantes accèdent au prestigieux Cercle Diamant en enregistrant dans leur famille non affiliée une hausse des ventes au détail de 5 % (niveau 1) ou 10 % (niveau 2) par rapport à la précédente année Séminaire. Félicitations aux Directrices nationales des ventes indépendantes suivantes qui ont accédé au Cercle Diamant en septembre.

Gail Adamson



Level 2/Niveau 2

Betty Elliott-Kichler



Level 1/Niveau 1

Brenda Summach



Level 1/Niveau 1

Donna Weir



Level 1/Niveau 1

Stars on the Ladder of Success/Étoiles sur l'échelle du succès

Congratulations to the following outstanding achievers for earning their Pearl (\$4,800) and Emerald (\$3,600) Stars in just one month! / Félicitations à ces championnes qui ont obtenu leur Étoile Perle (\$4 800 \$) et Émeraude (\$3 600 \$) en UN mois!

Christene Briks
Deanna Blue
Judith Poulin
Heather Bennett
Olive Kang

\$7,318.75
5,793.75
5,122.25
4,973.00
4,600.25

Sabine Nabakobwa
Mona Hood
April Pinero
Jamie Karpik
Brenda Betz

\$4,591.75
4,515.25
4,500.25
4,301.75
4,238.50

Cassandra Lay
M-T Desormeaux
Alexandra Lee
Belinda Dunlop
Sophie Rodrigue

\$4,025.50
4,000.00
3,827.50
3,803.25
3,701.50

Molley Hendra
Meghan Yewell
Kim Johnson
Veronique D'Allaire
Colleen Myles

\$3,635.50
3,634.50
3,632.00
3,609.50
3,602.50

Lisa Dyble
Lenora Kriger
Cynthia Chevalier
Line Gravel
Kathy Pouliot

\$3,601.75
3,601.25
3,600.50
3,600.00
3,600.00

Sandra Tardif

\$3,600.00

These stars qualified for the Ladder of Success in just one month! / Ces étoiles se sont qualifiées sur l'échelle du succès en UN mois seulement!

Stephanie Logatto
Regina Da Silva
Edie Poole
Manon Leclair
Lenore Oughton
Vicky Murray

3,541.00
3,525.75
3,440.00
3,400.00
3,314.00
3,301.25

Sharon Robertson
Melanie St-Gelais
Danielle Bourgault
Kathryn Jewell
Joanne Long
Shirley Jamieson

3,265.00
3,256.25
3,189.00
3,170.50
3,163.50
3,150.50

Claudia Durand
Karen Buchanan
Mychele Guimond
Gail Linaker
Lorena Siemens
Jacqueline Cullen

3,137.75
3,108.25
3,100.00
3,056.25
3,045.25
3,042.50

J. Normand-Marleau
Nathalie Turgeon
Denise Hoger
Nina Persad
Karen Dalley Lockhart
Charmaine Lerch

3,007.75
3,007.50
3,005.25
3,004.50
3,002.50
3,002.00

Darlene Olsen
Becky Broughton
Cheryl Ball
Marie-Sophie Roy
Deanne Brunelle
Francoise Chartrand

3,001.75
3,001.50
3,001.50
3,001.00
3,000.75
3,000.00

Genoa Waymen
Mary-Lyn Beckstead
Lynda Lessard
M. Dos Anjos Pragana
L.G. Guebediang
Joan Rivett

3,000.00
2,942.50
2,942.00
2,940.25
2,931.50
2,882.00

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVTAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2006, THERE WERE OVER 34,272 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,843 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR, AND WHO EARNED COMMISSIONS, 50% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 724 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,500 TO IN EXCESS OF \$100,000. OF THE 21 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 76% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000. / LA VENTE DE PRODUITS REPRÉSENTE LA PRINCIPALE SOURCE DE PROFITS DE LA GRANDE MAJORITÉ DES MEMBRES DE L'EFFECTIF DE VENTE INDEPENDANT. DE PLUS, TOUTE CONSEILLÈRE EN SOINS DE BEAUTÉ INDEPENDANTE MARY KAY PEUT TIRER DES REVENUS SUPPLÉMENTAIRES PAR LE BIAIS DE COMMISSIONS, DE REMPLACEMENTS DE CONSEILLÈRES, DE PRIX ET DE RÉCOMPENSES. POUR AVOIR DROIT AUX COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDEPENDANTES DOIVENT ÊTRE DES MEMBRES ACTIFS ET COMPTER AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE CONSIDÉRÉE. LES MEMBRES DE NOTRE EFFECTIF DE VENTE INDEPENDANT SONT CONSIDÉRÉS COMME ACTIFS PENDANT UN MOIS DONNÉ (ET LES DEUX MOIS SUIVANTS) QUAND ELLES PASSENT DES COMMANDES DE COSMÉTIQUES TOTALISANT AU MOINS 200 \$ EN GROS EN VUE DE LES REVENDRE AU DÉTAIL AU COURS DE CE MOIS. EN 2006, L'EFFECTIF DE VENTE INDEPENDANT DES COSMÉTIQUES MARY KAY LTÉE COMPTAIT 34 272 MEMBRES AU CANADA. DES 4 843 QUI EN FAISAIENT PARTIE DEPUIS AU MOINS UN AN ET QUI ONT TOUCHÉ DES COMMISSIONS, 50 % ONT TOTALISÉ DES COMMISSIONS DÉPASSANT 100 \$. DES 724 QUI ÉTAIENT DES DIRECTRICES DES VENTES INDEPENDANTES MARY KAY, LES 50 % LES PLUS PERFORMANTES ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS VARIANT DE 16 500 \$ À PLUS DE 100 000 \$. ET DES 21 QUI ÉTAIENT DES DIRECTRICES NATIONALES DES VENTES INDEPENDANTES MARY KAY, 76 % ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

Stars on the Ladder of Success (continued)/Étoiles sur l'échelle du succès (suite)

Pam Hill	\$2,859.00	Jill Lee	\$2,400.00	Wendy-Lynn Jones	\$2,011.00	Debbi Levy Kay	\$1,824.00	Joan McMillan	\$1,805.00	Jen Matchett	\$1,801.00
Cynthia Harris	2,819.00	Gladys Torres	2,400.00	Kathy Whitley	2,008.00	Helene Moisan	1,823.75	Cathy Wild	1,805.00	Amrinder Multani	1,801.00
Dawn Desrosiers	2,808.00	Yelena Zavalishina	2,400.00	Adriana Verrilli	2,007.00	Sharon Maidment	1,822.75	Sue Webb	1,805.00	Charlene Parr	1,801.00
Mavis Keith-Gerber	2,795.75	Carla White	2,394.25	Elsa Brissett	2,005.75	Eunice Massett	1,821.75	Valeen Lee	1,804.75	Brenda Runzer	1,801.00
Yvette Kohut	2,791.25	Shirley Stevens	2,366.00	Alisa Thomas	2,003.00	Mae Resoso	1,821.00	Devinka Perera	1,804.75	Puneet Sharma	1,801.00
Jessica Robinson	2,765.00	Sherry Ogasawara	2,323.50	Olivia Ha	2,000.00	Rechie Diaz	1,820.50	Winnifred Ykema	1,804.75	Yvonne Sell	1,801.00
Dana Genge	2,762.25	Renee Legrand	2,318.00	Cathleen De Beer	1,999.75	Joyce Humphrey	1,820.50	Ena Arnot	1,804.50	Catherine White	1,801.00
Gail Hennig	2,747.50	Janine Gillis	2,317.00	Genevieve Meunier	1,989.75	Gaylynn Lelek	1,820.00	Lois Behlke	1,804.50	Eva Zea	1,801.00
Waffa Moukadem	2,744.25	Tammy Bodnar	2,305.50	Sheila Whalen	1,971.50	Vicki MacDonald	1,820.00	Bonnie Radke	1,804.50	Jane Coleman	1,800.75
Linda Giesbrecht	2,740.75	Karen Shapka	2,298.75	Edete Morton	1,969.00	Karen McNulty	1,819.25	Jodine Schmidt	1,804.50	Nathalie Palin	1,800.75
Sharon Wolthers	2,703.00	Carol Krushnisky	2,272.00	Wilda Ruth Stauffer	1,963.00	Erlinda Castro	1,818.25	Patricia Marchyshyn	1,804.25	Nicole Rene	1,800.75
Nicole Bellemare	2,701.25	Marthe Harvey	2,267.00	Ruth Juryn	1,952.00	Lynn Duthcyn	1,817.25	Karen Gauthier	1,804.00	Melissa Spracklin	1,800.75
Sheila Edwards	2,668.00	Margaret Parker	2,261.00	Mohinder Lail	1,950.75	Maria Prestipino	1,817.25	Laura Magnifico	1,804.00	Daniela Strada	1,800.75
Michelle Mosher	2,666.25	Amy Easterbrook	2,257.50	Sherrill Maki	1,938.25	Tracey Douglas	1,816.50	Wilma Patane	1,803.75	Hilary Burgess	1,800.50
Isabelle Guilmoin	2,655.25	Nicky Hudson	2,256.50	Viv Bonin	1,933.25	Irene Fung	1,816.25	Susan Plascos	1,803.75	Georgine Cook	1,800.50
Beth Pearson	2,651.25	Wendy Robinson	2,243.75	Tina N. Lajeunesse	1,929.00	Gelim Lou	1,816.25	Anne-Marie Rozsa	1,803.75	Marielle Caron	1,800.50
Rae Naka	2,634.50	Claire Pitre	2,239.25	Lori Kilby	1,926.00	Darlene Bakker	1,815.50	W. Vander Meulen	1,803.75	Krystal Cooper	1,800.50
Rebecca Lowes	2,625.25	Bonny McComb	2,232.50	Sarah Wishart	1,914.50	Cheryl Page	1,815.25	Linda Chivers	1,803.50	Karamjit Dhalwal	1,800.50
Linda Conners	2,625.00	Erin Blom	2,217.50	Jasvir Kaur	1,909.25	Nancy Kerr	1,815.00	Carol Charlebois	1,803.50	Sophie Girard	1,800.50
Rita White	2,610.25	Diane Burness	2,207.00	Judy Beck	1,906.00	Sarah Barfoot	1,814.25	Chantal Landry	1,803.50	Helena Klassen	1,800.50
Fely McGonigal	2,609.75	Sherry Gilbert	2,203.00	Linda Bell	1,905.75	Kimiko Carlson	1,813.75	Anna Ventura	1,803.50	Svetlana Kochetkova	1,800.50
Lila Tanner	2,604.75	Suzanne Plourde	2,199.75	Pascale Gravel	1,905.25	Denise Mohr	1,813.50	Penny Bouchard	1,803.25	Janet Mazur	1,800.50
Debbie Parsons	2,601.00	Erin Gee	2,197.00	Leila Holzworth	1,902.00	Marie-Anne Chretien	1,813.00	Linda Heron	1,803.25	Lorie-Lynn Phare	1,800.50
Samantha Randell	2,595.50	Sarah Price	2,195.50	Ilcila Byfield	1,891.25	Sharon Coghill	1,812.25	Krista Lalande	1,803.00	Alex Quinn	1,800.50
Laquita Normore	2,591.50	Dimple Kang	2,189.50	Shalla Richardson	1,890.50	Donna Sawyer	1,812.25	Karen Pinsent	1,803.00	Indu Seth	1,800.50
Sue McCre	2,581.00	Carol Adams	2,183.25	Anna Trischuk	1,890.25	Mary Sears-Sterling	1,812.00	Karine Beknazaryan	1,802.75	Jaime Swayze	1,800.50
Doreen Adair	2,575.50	Kristina Mitchell	2,175.50	Cheryl Docksey	1,890.00	Melanie Levesque	1,810.75	Sheila Sobaram	1,802.50	Martha Veenendaal	1,800.50
Theresa Pigeon	2,533.00	Kimberley Lougas	2,171.75	Yvonne Wolowski	1,884.50	Mary Isogon	1,810.50	Gentiane Beauregard	1,802.25	Zeneta Aleviski	1,800.25
Keri-Lynn Walker	2,523.25	Michelle Gurdabeke	2,167.50	Beth Moore	1,883.25	Cecilia Lo	1,810.00	Erlinda Dignos	1,802.25	Ashley Bylsma	1,800.25
Joyce Gustafson	2,514.50	C. Vanraamsdonk	2,144.25	Nancy Park	1,880.50	Joy Book	1,809.75	Naomi Jules	1,802.25	Ana Boiko	1,800.25
Kathryn Kenny	2,507.50	Ana Mendonca	2,131.50	Chris Miller	1,879.50	Heather Janzen	1,809.25	Sharon McDonnell	1,802.25	Katie Christie	1,800.25
Chantelle Outhwaite	2,503.75	Sharon Gibson	2,128.25	Colleen MacIsaac	1,872.00	Mary Miskell	1,809.25	Huguette Rousseau	1,802.25	Parveen Dass	1,800.25
Debra Lindskoog	2,502.25	Christine Dallas	2,127.00	Harpaveen Aujia	1,866.50	Frances Houston	1,809.00	Wendy Heeg	1,802.00	Graciela Gimenez	1,800.25
Karen Archer	2,500.00	Lisa Heard	2,124.25	Marie Monte	1,859.75	Mary Anne Whitford	1,809.00	Irina Kucherenko	1,802.00	Florinda Gafanha	1,800.25
Diana Robstad	2,471.25	Liliane David	2,121.50	Elizabeth Hastie	1,858.50	Ruby Dela Cruz	1,808.75	Cheryl Kyncl	1,802.00	Kulwinder Heer	1,800.25
Anastasia Tassy-Lyras	2,445.50	Nora Davis	2,118.00	Lorraine Funk	1,856.50	Linda Fuller	1,808.75	Jane Schultz	1,802.00	Donnalyn Marance	1,800.25
Joy Short	2,441.75	Esther Langille	2,110.25	Estelle Bogner	1,855.00	Lisa Molesky	1,808.75	Paulette Barry	1,801.75	Yinka Olaiya	1,800.25
Christine Forget	2,441.00	Amy Shang	2,109.50	Maria Camacho Zapata	1,851.25	Marie Metropoulos	1,808.00	Anne-Marie Levesque	1,801.75	Pascale Paradis	1,800.25
Marie Jean-Charles	2,433.25	Janine Brisebois	2,105.25	Irene Da Rosa	1,848.75	Sarah-Jane Scrivens	1,808.00	Jeanne Montague	1,801.75	Jane Awawais	1,800.00
Jennifer McKinnon	2,415.75	Eugenie Fortin	2,101.50	Tina Plourde	1,846.75	Karine Carpentier	1,807.75	Antonia Nascimento	1,801.75	Barbara Berven	1,800.00
Melanie Simard	2,412.25	Karen Colvin	2,100.50	Kathie McGann	1,844.50	G. Holmgren-Schultz	1,807.75	Cherry Stewart	1,801.75	Caroline Cote	1,800.00
Janie Hendry	2,409.50	Sharon Letwin	2,096.75	Alexandra Girard	1,842.25	Sarvinder Sidhu	1,807.50	Mary Collinge	1,801.50	Margaret Dubreuil	1,800.00
Reina Santiago Lopez	2,409.25	Brigitte Primeau	2,087.75	Holly Reynolds	1,838.25	Lynn Smillie	1,807.50	M-F Corriveau	1,801.50	Paula Fraser-Coutts	1,800.00
Melanie Dufort	2,409.00	Ellen Hatlevik	2,077.00	Karin Safarik	1,835.75	Sandra Neufeld	1,807.00	Italia whiteside	1,801.50	Laure Greer	1,800.00
Eugene Phillips	2,408.50	Loretta White	2,063.25	Thecla Kelly	1,835.00	Carol Bean	1,806.75	Alison Goossen	1,801.50	Jennie Hills	1,800.00
Connie Yany	2,407.50	Louise Ann Brunet	2,060.25	Cherie Hydzyk	1,834.75	Nadine Balkind	1,806.75	Sandra Jeffries	1,801.50	Angela Kimmie	1,800.00
Jamie Brennan	2,407.00	Judy Tjomsaas	2,056.00	Nicole Presisniuk	1,834.75	Mary Hudyma	1,806.50	Kerry Ringness	1,801.50	Amie Kube	1,800.00
Delta Hodder	2,405.00	Dana Welch	2,053.50	Lorraine Quintal	1,833.50	Victoria Johnson	1,806.50	Cindy Smallhorn	1,801.50	Judy Krahn	1,800.00
Joanne Anderson	2,404.00	Joyce Goff	2,050.00	Ana Larson	1,833.00	Theresa Nielsen	1,806.25	Prabhjeet Birdi	1,801.25	Holly Martin	1,800.00
Judith Pereira	2,402.25	Bernice Garrett	2,047.75	Ruby Hernandez	1,830.25	Maya Garg	1,806.25	Bailey Evans	1,801.25	Rhonda McCall	1,800.00
Maria Trynoga	2,402.00	Winnifred Barnett	2,040.75	Maria Bishop	1,830.00	Winnie Humby	1,806.25	Cynthia Fontaine	1,801.25	Alana Nahdee	1,800.00
Miriam Chavarria	2,401.25	Cindy Levesque	2,039.00	Marcy Beauchamp	1,829.25	Christine Spina	1,806.25	Julie Parisien	1,801.25	Denise Reid	1,800.00
Claudy Guillemette	2,401.25	Heather Loshack	2,031.50	Jennifer Wood	1,828.50	Monica Noel	1,806.00	Joanne Sanders	1,801.25	Tonina Russo	1,800.00
Catherine Sullivan	2,401.25	Haylee Hargreaves	2,028.50	Michele Gustafson	1,827.50	Chelsea Badr	1,806.00	Deanne Bonilla	1,801.00	Brandy Syroteuk	1,800.00
Fauziah Pruner	2,400.75	Adriana Toogood	2,026.25	Odette Routhier	1,826.50	Amy Klassen	1,806.00	Elma Blatz	1,801.00	Concettina Triassi	1,800.00
Kelley Wiebe	2,400.75	Bev Krueger	2,024.25	Elvira Boldt	1,826.00	Melanie May	1,806.00	Joan Chesney	1,801.00	Louise Verhagen	1,800.00
Stephanie Lepine	2,400.50	Robynne Lindhorst	2,018.75	Claire Kennedy	1,826.00	Deborah Stomphorst	1,806.00	Manthan Deep Dhillon	1,801.00	Lisa Wood	1,800.00
Karine Bratton	2,400.25	Julie Sweeney	2,016.25	Susan Bannister	1,824.50	Nikki Horton	1,805.75	Mercy Dadeipo	1,801.00		
Suzie Goyette	2,400.25	Renee Johnson	2,015.25	Randi Funk	1,824.25	Wendy Cheung	1,805.00	Helen Lam	1,801.00		

Independent Sales Directors in the Limelight/Directrices des ventes indépendantes sous les projecteurs

whose commission exceeded \$2,000 in September. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en septembre, exception faite des commissions des Chefs d'équipe et des VIP.

Sharon Coburn	\$9,854.76	Janine Brisebois	\$5,513.83	Annie Gagnon	\$4,476.63	Gladys MacIntyre	\$3,924.77	Arleen Fritz	\$3,478.57	Audrey Ehalt	\$3,113.87
Shannon Shaffer	9,030.88	Jane Kosti	5,442.42	Harpreet Dhalwal	4,446.55	Susan Brady	3,916.79	Peggy Denomme	3,475.01	Cheryl Page	3,106.58
Olive Ratzlaff	8,812.16	Tamara Swatske	5,422.78	Shelley Recoskie	4,368.89	Lorraine McCabe	3,873.18	Kathryn Milner	3,468.43	Ming Tsang	3,077.17
Evelyn Ramanauskas	8,701.69	Gaylene Gillander	5,413.98	Fran Sorobey	4,366.28	Joanne Ward	3,791.54	Louisa Hoddinott	3,455.39	Pam Hill	3,071.19
Josée D'Anjou	8,517.32	Nathalie Delisle	5,367.08	Liz Wodham	4,310.37	Kathy Handzuik	3,781.87	Paulette Nimco	3,437.89	Johanne Girard	3,061.24
Robin Courneva-Roblin	7,175.07	Guyline Dufour	5,355.00	Jacqueline Cullen	4,219.72	Tracey Douglas	3,770.54	Deborah Prychidny	3,409.05	Diane Riddell	3,058.87
Claribel Avery	6,641.63	Donna Izen	5,132.54	Phyllis Hansford	4,178.67	Colleen Hendrickson	3,757.01	Barbara Bond	3,380.39	Sharon Robertson	3,041.85
Jasbir Sandhu	6,550.22	Carol Heath	5,122.17	Joanne Manol	4,151.46	Diane Burness	3,755.41	Lois Sutherland	3,353.50	Sara Roberts	3,011.19
Joyce Goff	6,459.63	Elaine Fry	5,068.90	Elizabeth Farris	4,092.85	Marilyn Bodie	3,735.29	Barbara Martin	3,327.47	Judith Richardson	2,972.50
Louise Boulanger	6,299.60	Kathy Whitley	5,015.65	Angela Hargreaves	4,079.88	Shelley Haslett	3,725.28	Vaun Gramatovich	3,307.14	Giovanna Russo	2,943.91
Rita Samms	6,175.24	Elaine Scotte	4,813.20	Kyla Buhler	4,072.63	Susie Leavold	3,711.01	Ruby Chapman	3,279.74	Judy Buchanan	2,903.02
Donna Melnychyn	6,099.19	Susan Richardson	4,799.99	Michele Guimond	4,064.35	Lenore Oughton	3,670.94	Debbie McLaughlin	3,224.85	Carol Hayland	2,892.64
Mireille Morin	6,088.89	Isabelle Meunier	4,781.08	Ginette Desforges	4,026.32	Wanda Groenewegen	3,590.66	Bernice Hartwell	3,199.34	Luisa Rallo	2,889.15
Susan Bannister	5,950.99	Mary Davies	4,756.12	Pamela Kanderka	3,990.59	Patricia Monforton	3,587.64	Johanna Tobin	3,157.24	Nathalie Gervais	2,883.83
Donna Matthews	5,744.55	Jill Ashmore	4,670.46	Sonia Janelle	3,984.46	Shirley Austin	3,548.29	Lorrie Henke	3,156.98	Rebecca Irving	2,851.99
Rajinder Rai	5,686.95	Darlene Olsen	4,670.36	Heather Cook	3,982.01	Debbie Ryan King	3,527.46	Claudia Perrotti	3,145.76	Shirley Fequet	2,847.91
Shirley Peterson	5,542.24	Barb McKellar	4,494.42	Jennifer Levers	3,925.08	Bev Strechuk	3,497.13	Frances Fletcher	3,131.86	Teresa Alomar-Story	2,841.93

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2006, THERE WERE OVER 34,272 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,843 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR, AND WHO EARNED COMMISSIONS, 50% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 724 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,500 TO IN EXCESS OF \$100,000. OF THE 21 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 76% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Independent Sales Directors in the Limelight (continued)/Directrices des ventes indépendantes sous les projecteurs (suite)

Lisa Fraser	\$2,841.25	Pamela Tucker	\$2,607.35	D.A.Bomben	\$2,405.44	Tammy Lewis	\$2,318.21	Anna Leblanc	\$2,185.51	Doreen Adair	\$2,085.63
Donna Witt	2,828.66	Rita White	2,603.97	Wendy-Lynn Jones	2,405.29	Randhir Singh	2,317.17	Chantal Miron	2,167.65	Jody Zehr	2,077.54
Judi Todd	2,817.42	Bev Harris	2,586.45	Harsimran Saini	2,397.04	Barbara Berven	2,315.86	Cicily Brewer	2,160.12	Kathie McGann	2,076.73
Bonnie Vigue	2,793.56	Yasmin Manamperi	2,580.53	Jeri Pearce	2,395.88	Claudine Pouliot	2,313.21	Michelle Summach	2,159.90	Maureen Adamkewicz	2,071.79
Beverley Dix	2,786.92	Anik Seguin	2,575.16	Wilma Goit	2,392.98	Karen Hollingworth	2,310.82	Leanne Chamberlain	2,157.75	Judy Bycock	2,070.29
Michelle Currie	2,779.01	Margaret Courneyea	2,572.28	Michelle Gilbert	2,385.27	Bev Krueger	2,308.00	Vilma Patane	2,133.51	Divona Summer	2,069.25
Giselle Marmus	2,775.28	Lorena Siemens	2,529.84	Elisabeth Pomeroy	2,380.05	June Rumball	2,301.33	Renee Legrand	2,125.25	Adriana Toogood	2,065.97
Louise Desy	2,758.89	Louise Duchesne	2,516.52	Carolyn Nofall	2,376.19	Sonia Ryan	2,300.10	Ioulia Khairova	2,121.00	Heather Daymond	2,056.52
Guyline Comeau	2,757.47	Cheryl Neuman	2,512.91	Elaine Coderre	2,370.46	Angela Fedorchuk	2,290.60	Linda Gingrich	2,116.78	Brenda Hewko	2,050.61
Sam Young	2,753.64	Donna Dodds	2,497.43	Brenda Cuppage	2,366.24	Joan Knight	2,285.13	Tammy Cogswell	2,115.27	Joyce Khaiyanun	2,047.90
June Millar	2,744.01	Maureen Corrigan	2,494.38	Dierdre McKay	2,365.79	Georgie Anderson	2,272.80	Lori Rennich	2,112.12	Prabjyot Gill	2,040.64
Teresa Ho	2,720.96	Louise McCann	2,456.67	Marie York	2,356.49	Deanna Pease	2,256.64	Gwen Groves	2,109.81	Gloria Fitt	2,031.94
Shelley Mehling	2,699.11	Janice Appleby	2,443.58	Julie Ricard	2,346.72	Nadia Desroches	2,255.52	Betty Lister	2,109.34	Karen McNulty	2,027.87
Kitty Babcock	2,666.59	Lauren Miller	2,440.75	Alyce Parkes	2,346.44	Rhonda Ursulak	2,227.55	Angela Murphy	2,104.71	Karen Callsen	2,014.22
Joyce Harnett	2,652.75	Debbie Struthers	2,432.17	Karen Busch	2,336.14	Joyce Bigelow	2,211.70	Mary-Lou Hill	2,099.21	Ishali Mulchandani	2,010.03
Joan Elliott	2,638.10	Kathie Holmes	2,419.31	Darcey Smith-Heath	2,335.37	Agnes Loshusan	2,208.36	Jane Arsenault	2,098.99	Sophie Audet	2,000.47
Christine Ransom	2,623.63	Heidi McGuigan	2,416.16	Linda Feldman	2,334.61	Monica Noel	2,193.11	Stephanie Logatto	2,092.55		
Kimberly Licari	2,622.95	Lauretta Gorman	2,409.14	Lorraine Upwards	2,326.10	Lila Tanner	2,190.26	Fernanda Silva	2,089.70		

Scoreboard/Tableau des résultats

Listed below is the ranking of all Canadian units with \$20,000 or more in estimated retail sales in September based on wholesale purchases. / Groupes canadiens ayant totalisé en septembre des ventes au détail estimées de 20 000 \$ ou plus, d'après leurs commandes en gros.

Shannon Shaffer	\$62,368.00	Annie Gagnon	\$35,009.00	Olive Ratzlaff	\$28,871.00	Shirley Austin	\$25,203.50	Marilyn Bodie	\$22,644.00	Carolyn Nofall	\$21,047.00
Joyce Goff	56,302.00	Darlene Olsen	34,568.50	Mary Davies	28,812.50	Pamela Kanderka	25,093.50	Margaret Courneyea	22,526.00	Kimberly Licari	21,045.50
Louise Boulanger	55,378.50	Barb McKellar	34,481.00	Peggy Denomme	28,798.00	Jennifer Levers	25,029.50	Carol Hoyland	22,398.50	Bonnie Vigue	21,018.00
Sharon Coburn	52,494.50	Jacqueline Cullen	34,149.50	Tracey Douglas	28,777.50	Michelle Currie	24,272.50	Teresa Alomar-Story	22,183.50	Donna Witt	20,816.00
R. Courneyea-Roblin	52,416.00	Fran Sorobey	34,124.50	Diane Burness	28,633.00	Giselle Marmus	24,235.00	Shelley Haslett	22,141.00	Joyce Harnett	20,811.50
E. Ramanauskas	50,931.00	Susan Brady	34,104.50	W. Groenewegen	28,441.00	Louisa Hoddinott	24,223.00	Lisa Fraser	22,133.00	Louise McCann	20,800.00
Josée D'Anjou	48,652.00	Donna Matthews	33,425.00	Colleen Hendrickson	28,364.50	Patricia Monforton	24,023.00	Diane Riddell	22,053.50	Debbie Ryan King	20,797.50
Susan Bannister	47,630.00	Liz Wodham	33,205.00	Joanne Manol	28,130.00	Heather Cook	24,005.50	Lorena Siemens	21,997.50	Alyce Parkes	20,666.50
Donna Melnychyn	45,338.00	Isabelle Meunier	32,570.50	Kathy Handzuik	28,116.00	Johanne Girard	23,983.00	Sharon Robertson	21,974.00	Karen Busch	20,556.00
Rita Samms	44,906.50	Shelley Recoskie	31,938.50	Angela Hargreaves	28,094.50	Rebecca Irving	23,753.00	Gladys MacIntyre	21,937.00	Linda Feldman	20,532.50
Tamara Swatske	42,437.50	Susie Leakvold	31,691.50	Barbara Martin	27,874.00	Shirley Fequet	23,722.00	Kathie Holmes	21,835.50	Cheryl Neuman	20,495.50
Jasbir Sandhu	42,153.50	Lorraine McCabe	30,840.00	Debbie McLaughlin	27,565.00	Giovanna Russo	23,710.00	Sam Young	21,790.00	Lorraine Upwards	20,401.50
Janine Brisebois	41,473.50	Mychele Guimond	30,526.00	Elaine Fry	27,512.00	Joan Elliott	23,663.00	Heidi McGuigan	21,772.00	Christine Ransom	20,363.50
Gaylene Gillander	41,418.50	Bev Strebchuk	30,490.50	Lois Sutherland	27,288.50	Rajinder Rai	23,652.50	Judi Todd	21,744.50	Nathalie Gervais	20,127.50
Carol Heath	40,329.50	Sonia Janelle	30,463.50	Pam Hill	27,249.00	Cheryl Page	23,253.50	Guyline Comeau	21,592.00	Bev Krueger	20,123.00
Nathalie Delisle	40,226.00	Lenore Oughton	30,303.00	Kyla Buhler	26,791.50	Elizabeth Farris	23,221.00	Frances Fletcher	21,495.00	Harpreet Dhalwal	20,027.50
Claribel Avery	40,083.00	Phyllis Horsford	30,087.50	Arleen Fritz	26,627.50	Judy Buchanan	23,179.50	Jeri Pearce	21,475.00	June Rumball	20,020.50
Kathy Whitley	38,056.00	Mireille Morin	29,835.00	Sara Roberts	26,326.00	Rita White	23,090.00	Wilma Goit	21,384.00	Audrey Ehalt	20,002.00
Jill Ashmore	37,102.50	Kathryn Milner	29,358.00	Paulette Nimco	26,023.00	Bernice Hartwell	22,973.50	Bev Harris	21,330.00	Sonia Ryan	20,001.50
Shirley Peterson	36,220.50	Joanryn Ward	29,015.50	Donna Izen	25,955.00	Luisa Rallo	22,910.00	Claudia Perrotti	21,281.50		
Elaine Sicotte	36,084.00	Ginette Desforges	28,967.00	Ming Tsang	25,630.50	June Millar	22,827.50	Maureen Corrigan	21,233.00		
Guyline Dufour	35,184.50	Ruby Chapman	28,919.00	Lorrie Henke	25,492.00	Susan Richardson	22,759.50	Elaine Coderre	21,084.00		

Top Recruiting Units/Meilleurs groupes en recrutement

Listed below are the top recruiting units with signed Independent Beauty Consultant Agreements for September. / D'après les Accords de la Conseillère en soins beauté indépendante signés en septembre.

Ontario – Shelley Recoskie

Saskatchewan – Sam Young

British Columbia/Colombie-Britannique – Tracey Douglas

Québec – Josée D'Anjou

Québec – Sonia Janelle

Alberta – Donna Melnychyn

Saskatchewan – Deanna Pease

Ontario – Jasbir Sandhu

Québec – Louise Boulanger

Ontario – Cheryl Neuman

Provincial Sales Queens/Reines des ventes provinciales

Listed below are the top purchases of wholesale Section 1 product orders during the month of September. / D'après les commandes en gros les plus élevées de la Section 1 en septembre.

Alberta – Sabine Nabakobwa

British Columbia/Colombie-Britannique – Meghan Yewell

Manitoba – Belinda Dunlop

New Brunswick/Nouveau-Brunswick – Sharon Wolthers

Newfoundland & Labrador/Terre-Neuve-et-Labrador – Heather Bennett

Nova Scotia/Nouvelle-Écosse – Michelle Mosher

Nunavut – Ellen Hatlevik

Northwest Territories/Territoires du Nord-Ouest – Joanne Erasmus

Ontario – Christine Briks

Prince Edward Island/Île-du-Prince-Édouard – Dana Genge

Québec – Judith Poulin

Saskatchewan – Olive Kang

Yukon – Sarah Charlie

12% Club/Club 12 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose 12 percent cheque exceeded \$500 for the month of September. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en septembre.

Liz Wodham	\$1,633.80	Angela Hargreaves	\$1,103.97	Louisa Hoddinott	\$950.46	Rita Samms	\$870.39	Cheryl Neuman	\$788.73	Fay Hoiness	\$723.42
Kathy Whitley	1,595.43	Susan Richardson	1,098.24	Lisa Fraser	947.55	Claribel Avery	867.39	Kathryn Milner	783.24	Claudine Pouliot	720.21
Evelyn Ramanauskas	1,424.97	Vaun Gramatovich	1,093.41	Susie Leakvold	930.57	Susan Bannister	860.94	Diane Riddell	782.10	Sharon Carlson	716.40
Kyla Buhler	1,398.57	Shelley Recoskie	1,086.27	Kelsie Dawson	929.55	Agnes Loshusan	856.65	Jane Kosti	773.19	Donna Dodds	716.28
Bev Harris	1,359.96	Robin Courneyea-Roblin	1,041.99	Tracy Hajdasz	927.81	Giselle Marmus	855.99	Kitty Babcock	771.36	Harpreet Dhalwal	712.41
Diane Burness	1,327.50	Guyline Dufour	1,037.16	Sophie Audet	917.10	Sandra Klotz	847.65	Mary Ogunyemi	759.90	Rajinder Rai	711.45
Sharon Coburn	1,302.33	Annie Gagnon	1,022.46	Rita White	904.65	Pamela Kanderka	846.03	Dianne Heidman	757.29	Wanda Cheshire	710.70
Olive Ratzlaff	1,237.80	Sonia Janelle	1,002.93	Lorena Siemens	904.29	Guyline Comeau	845.85	Shelley Mehling	755.64	Debbie Ryan King	710.07
Fran Sorobey	1,223.01	Lorraine McCabe	986.67	Gwen Groves	900.66	Leona Heather	840.33	Isabelle Meunier	751.53	Sue Rigby-Mallard	709.74
Jasbir Sandhu	1,195.23	Donna Melnychyn	977.79	Joyce Goff	887.91	Patricia Monforton	829.32	Rhonda Ursulak	740.07	Marilyn MacDonald	709.11
Tracey Douglas	1,194.63	Marie York	976.08	Luisa Rallo	884.88	Sharon Robertson	819.57	Christina Doracin	739.29	Kimberly Boettger	706.77
Carol Heath	1,162.35	Jill Ashmore	971.34	Alyce Parkes	882.69	Renee Legrand	812.16	Maria Bennett	738.99	Jody Zehr	701.22
Jacqueline Cullen	1,159.83	Mychele Guimond	965.34	Joan Elliott	875.85	Tracy Zulka	804.75	Ruby Chapman	731.52	Janine Brisebois	700.92
Lorrie Henke	1,156.59	Paulette Nimco	956.28	Sara Roberts	874.14	Deb Wynn	802.77	Bernice Hartwell	729.48	Linda Gingrich	695.31
Michelle Gilbert	1,153.95	Tamara Swatske	955.11	Jennifer Levers	872.97	Deborah-Anne Bomben	790.50	Terri Kurtzweg	726.96	Shannon Shaffer	690.42

LA VENTE DE PRODUITS REPRÉSENTE LA PRINCIPALE SOURCE DE PROFITS DE LA GRANDE MAJORITÉ DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT. DE PLUS, TOUTE CONSEILLÈRE EN SOINS DE BEAUTÉ INDÉPENDANTE MARY KAY PEUT TIRER DES REVENUS SUPPLÉMENTAIRES PAR LE BIAIS DE COMMISSIONS, DE REMPLACEMENTS DE CONSEILLÈRES, DE PRIX ET DE RÉCOMPENSES. POUR AVOIR DROIT AUX COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ÊTRE DES MEMBRES ACTIFS ET COMPTER AU MOINS UNE RECRUTE ACTIVE PENDANT LA PÉRIODE CONSIDÉRÉE. LES MEMBRES DE NOTRE EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIFS PENDANT UN MOIS DONNÉ (ET LES DEUX MOIS SUIVANTS) QUAND ELLES PASSENT DES COMMANDES DE COSMÉTIQUES TOTALISANT AU MOINS 200 \$ EN GROS EN VUE DE LES REVENDRE AU DÉTAIL AU COURS DE CE MOIS. EN 2006, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LITÉE COMPTAIT 34 272 MEMBRES AU CANADA, DES 4 843 QUI EN FAISAIENT PARTIE DEPUIS AU MOINS UN AN ET QUI ONT TOUCHÉ DES COMMISSIONS, 50 % ONT TOTALISÉ DES COMMISSIONS DÉPASSANT 100 \$. DES 724 QUI ÉTAIENT DES DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LES 50 % LES PLUS PERFORMANTES ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS VARIANT DE 16 500 \$ À PLUS DE 100 000 \$. ET DES 21 QUI ÉTAIENT DES DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 76 % ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

12% Club (continued)/Club 12 % (suite)

Colleen Hendrickson	\$688.08	Karen Busch	\$646.53	Deborah Brown	\$601.29	Wendy-Lynn Jones	\$563.64	Barbara Craig	\$520.83	Linda Moreau	\$507.96
Sharlene Bukurak	685.80	Shelley Haslett	641.25	Barbara Berven	596.79	Sandra Haberman-Melville	563.16	Pamela Belair	520.05	Mandeep Bamrah	507.54
Irma Vogt-Dyck	685.50	Lenore Oughton	640.89	Georgie Anderson	592.35	Cynthia Steffen	557.16	Bonnie Eidse	519.78	Danielle Gobeil-Plante	506.82
Maureen Adamkewicz	684.15	Audrey Trach	639.84	Harsimran Saini	591.51	Lila Tanner	557.16	Nancy Murray	519.63	Cindy Shaw	506.22
Debbie Struthers	682.71	Michelle Currie	639.18	Dawn O'Connor Matthews	591.24	Michelle Clark	556.98	Patti Babyn	517.62	Krista Comisky	505.62
Patti Jeske	678.84	Julie Lee	636.09	Kathy Handzuik	589.83	Frances Fletcher	550.35	Monica Hecht	517.56	Jovana Platy	505.38
Angela Fedorchuk	671.61	Divona Summer	635.70	Donna Witt	585.63	C. Toner-Desjardins	545.28	Diana Hiscock	515.25	Patricia Snache	505.17
Sonia Ryan	666.45	Yasmin Manamperi	632.70	Lauretta Gorman	582.27	Ming Tsang	542.19	Joyce Bigelow	514.89	Brenda Cooper	505.05
Gladys MacIntyre	665.10	Shannon Cameron	630.30	Larisa Day	582.00	Wanda Groenewegen	542.01	Judy Byock	514.74	Ishali Mulchandani	504.75
Bonnie Vigue	664.71	Deanna Pease	623.40	Kathie McGann	577.56	Joan Knight	541.53	Kristine Sivertson	513.36	Gaylynn Lelek	503.16
Bev Krueger	659.25	Kay Carruthers	622.41	Darcey Smith-Heath	576.60	Diane Lebrun	539.94	Sharon Casteel	512.85	Maria Camacho Zapata	501.30
Nadia Desroches	659.13	Malinda Byrne	614.25	Audrey Ehalt	575.13	Heather Witte	534.36	Anna Leblanc	511.53	Pauline Campbell	500.91
Nathalie Gervais	654.33	Shirley Fequet	614.13	Monica Noel	573.24	Amie Muller	533.10	Randhir Singh	510.24		
Eve Raymond	652.20	Carol Hoyland	609.12	Christine Ransom	572.55	Lois Musselman	530.43	Valerie Pullishy	510.15		
Adriana Toogood	648.51	Johanna Tobin	607.92	Tammy Cogswell	569.25	Elizabeth Sly	529.35	Louise Boulanger	509.70		
Cheryl Page	647.91	Catherine Chapman	606.93	Karen McNulty	567.87	Alice Ko	528.09	Johanne Girard	509.67		

8% Club/Club 8 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose eight percent cheque exceeded \$250 for the month of September. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 8 % a dépassé 250 \$ en septembre.

Karen Cornish	\$461.50	Bushra Khalid	\$385.16	Franca Gerardelli	\$325.64	Karen Goldrick	\$285.64	Darla Lutwick	\$266.30	Patricia Leblanc	\$256.14
Barbara Bond	447.12	Angela Tremblay	363.74	Louise Desy	325.36	Carolann Blough	282.80	Cathy Webster	263.76	Uprajdeep Deol	255.10
Angie Fryer	445.22	Lisa Moratz	358.88	Debbie McLaughlin	322.74	Phyllis Hansford	279.74	Michele Hatley	263.44	Lindsay Lewis	251.16
Glynis MacDavid	431.26	Janet Taylor	354.88	Alicia Plosz	318.44	Lori Rennich	278.06	Leanne Koopman	262.60		
Terry Braid	425.94	Dawn Barclay	353.84	Marie Thomas	306.22	Suzanne Chamberlain	276.38	Tina L'Amant	262.34		
Sherry Wood	421.54	Kathy Quilty	333.06	Victoria Wakulchuk	302.88	Carolyn Nofall	272.18	Sandra Neufeld	262.14		
Diana Espenhain	410.78	Lisa Dobson	332.42	Fiona Corby	295.62	Bonnie (Pavan) Jagpal	268.94	Cathy Wright	262.10		
Anik Seguin	406.04	Sharron Durst	330.68	Christine Rossi	294.06	Avril Celestin	268.14	Fran McLaren	256.72		

4% Club/Club 4 %

Listed below are the Independent Beauty Consultants and Independent Sales Directors whose four percent cheque exceeded \$75 for the month of September. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 4 % a dépassé 75 \$ en septembre.

Nathalie St-Gelais	\$250.29	Rhonda Laflamme	\$131.17	Ruth Orr	\$112.48	John Chukwu	\$96.34	Doris Van Barneveld	\$90.26	Geraldine Burke	\$82.01
Rebecca Cordery	200.55	Vonita Glenney	128.59	Serena Sapallada	112.39	Frances Houston	96.14	Caroline Tessier	88.48	Jane Agnew	81.77
Chantal Tardif	193.40	Louanne Finlay	128.17	Arlene Bailey	110.60	Retty Sundawati	96.03	Lynne Pocock	87.68	Carole Belanger	81.36
Manon Dubois	192.07	Susan Haselhan	127.26	Vonne Ayala	108.22	Melanie Levesque	96.01	Francine Séguin Beaulieu	87.05	Micheline Proulx	80.13
Christie Poruchnek	183.67	Judy Beck	126.02	Tania Maidment	107.84	Elida Gomez	96.00	Sandra Lewis	86.89	Linde Yancie	80.12
Claudia Guzman-Vilchez	170.14	Grace Illes	125.26	Aldis Gislason	105.01	Lisa Molesky	96.00	Clarene Williams	86.68	Martine Duchesne	78.61
Tish Standell	167.35	Debbie Ewing	124.66	Monica Hunt	103.66	Elena Zavallishina	96.00	Maribel Lay Lozano	86.21	Juliet Herchenrader	78.58
Nicole Desormeaux	160.00	Wendy Robinson	120.71	Jill Cole	103.02	Sandra Schuetzle	95.77	Alexis Glabus	85.94	Roxanne Baker	77.16
Stephanie Keats	146.47	Josée Levesque	120.31	Sherri Murphy	101.46	Jacqueline Adams	93.48	Debbie Hollett	85.90	Feng Lett	76.34
Sukhbir Sandhu	144.09	Christine McVeigh	120.30	Brenda Hartley	100.00	Vicky Bouchard	93.44	Kimberly Lazorko	85.55	Chantal Rivard	76.21
Bertha Friesen	144.02	Kelly Morrison	120.06	Mary Reid	98.96	Elisa Fantillo	92.42	Celine Dallaire	84.86	Laura Greer	75.33
Monique Gagnon	144.00	Donna Jebb	117.70	Helen Klassen	98.30	Mary Mathurin-Felix	91.54	Louise Squire	84.21		
Patricia Stonehouse	139.21	Marie-Anne Chretien	113.39	Jenny Foran	97.68	Stacey Ferguson	91.12	Lynda Martin	82.30		
Marélie Savoie	135.45	Jennifer Gilmer	113.32	Sheena Murphy	96.66	Jillian Stuart	90.86	Pauline Richardson	82.29		

Gold Medal/Médailles d'or

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of five new team members during the month of September. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en septembre.

SHELLEY RECOSKIE Director/Directrice	TRACEY DOUGLAS Director/Directrice	ANGIE FRYER Sandy Campbell	ALEXIS GLABUS Marni Logan	TRACY ZUFKA Sam Young
CHERYL NEUMAN Director/Directrice	JACQUELINE CULLEN Director/Directrice	AUDREY NORONHA-TEIXEIRA Director/Directrice	LORRIE HENKE Director/Directrice	
DONNA MELNYCHYN Director/Directrice	TRUDY KLASSEN Director/Directrice	RHONDA URSULAK Director/Directrice	AMIE MULLER Angela Murphy	

Silver Medal/Médailles d'argent

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of four new team members during the month of September. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en septembre.

LOUISA HODDINOTT Director/Directrice	BONNIE VIGUE Director/Directrice	ANNIE GAGNON Director/Directrice	MARY SQUIRE Director/Directrice	SARAH KEARNEY Director/Directrice	SYLVIA SMITH Judy Toupin
SUKHJIT SOHI Director/Directrice	SHIRLEY WHEATON Director/Directrice	STEPHANIE LOGATTO Director/Directrice	JUDY WILDER Director/Directrice	MELANIE QUELLETTE Christina Toner-Desjardins	DARCEY SMITH-HEATH Director/Directrice
SHARON ROBERTSON Director/Directrice	BONNIE EIDSE Rhonda Unrau	CHRISSE NOVAK Heather Daymond	NICOLE BELLEMARE Sonia Janelle	RITA SAMMS Director/Directrice	

Bronze Medal/Médailles de bronze

The following Independent Beauty Consultants and Independent Sales Directors shared the Mary Kay opportunity with a minimum of three new team members during the month of September. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en septembre.

SHELLEY MEHLING Director/Directrice	JOYCE BIGELOW Director/Directrice	MARIE-JOSÉE BOURDAGES Director/Directrice	MYCHELE GUIMOND Director/Directrice	LAURETTA GORMAN Director/Directrice	MARIA CAMACHO ZAPATA Director/Directrice
VAUN GRAMATOVICH Director/Directrice	GLORIA FITT Director/Directrice	KYLA BUHLER Director/Directrice	MARILYN MACDONALD Director/Directrice	BUSHRA KHALID Director/Directrice	CHARLENE BLACKSTAR Deanna Pease
GISELLE MARMUS Director/Directrice	AGNES LOSHUSAN Director/Directrice	IOLIA KHAIROVA Director/Directrice	SUE MCELHANNEY Director/Directrice	BONNY MCCOMB Director/Directrice	DEBBIE HALL Director/Directrice
OLIVE RATZLAFF Director/Directrice	SONIA JANELLE Director/Directrice	JANET TAYLOR Director/Directrice	NATALIYA BOGDAN-SAVYTSKA Director/Directrice	ISHALI MULCHANDANI Director/Directrice	KAMAL KAUR Director/Directrice
ROBIN COURNEYA-ROBLIN Director/Directrice	KATHRYN MILNER Director/Directrice	DEBORAH-ANNE BOMBEN Director/Directrice	YOLENE GAY Director/Directrice	DEANNA PEASE Director/Directrice	SOFIA KITSIS Director/Directrice
LILA TANNER Director/Directrice	DEBBIE STRUTHERS Director/Directrice	MICHELLE GILBERT Director/Directrice	JOHANNE GIRARD Director/Directrice	LINDA VANDERHAM Director/Directrice	RENEE LEGRAND Director/Directrice

THE VAST MAJORITY OF THE INDEPENDENT SALES FORCE MEMBERS' PRIMARY SOURCE OF PROFIT IS SELLING PRODUCT. IN ADDITION, ALL MARY KAY INDEPENDENT BEAUTY CONSULTANTS CAN EARN INCOME FROM COMMISSIONS, DOVETAILING, PRIZES AND AWARDS. TO BE ELIGIBLE FOR COMMISSIONS, INDEPENDENT BEAUTY CONSULTANTS MUST BE ACTIVE THEMSELVES AND HAVE AT LEAST ONE ACTIVE RECRUIT DURING THE RELEVANT PERIOD. MEMBERS OF THE INDEPENDENT SALES FORCE ARE CONSIDERED ACTIVE IN A PARTICULAR MONTH (AND FOR TWO MONTHS AFTER) WHEN THEY PLACE AT LEAST \$200.00 IN WHOLESALE ORDERS FOR COSMETICS INTENDED FOR RESALE DURING THE MONTH. IN 2006, THERE WERE OVER 34,272 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS, LTD. IN CANADA. OF THE 4,843 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR, AND WHO EARNED COMMISSIONS, 50% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 724 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,500 TO IN EXCESS OF \$100,000. OF THE 21 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 76% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Bronze Medal (continued)/Médailles de bronze (suite)

DIANA ROBSTAD
Donna Witt
MIRLENE SEIDE
Dawn O'Connor Matthews
MIA YUEN
Rosie Brown
BONNIE ANDERS
Diana Hiscock

LUCIE BARBIER
Isabelle Meunier
ENCARNACION BAUMAN
Donelda Hunter
AIDA BOLIDE
Shelley Recoskie
MARGARET BUJOLD
Sarah Waters

CAROLINE CLINGEN
Doreen Burggraf
KRISTA COMISKY
Barb McKellar
GRACE ELGERSMA
Susie Leakvold
JAZMIN ESCANO
Shelley Recoskie

FRANCES HOUSTON
Catherine Wilson
NANCY JEFFREY
Louise Boulanger
ALICIA KRAUSE
Laura Landry
DIANE LEBRUN
Mychele Guimond

CAROLE LEVEILLE
Danielle Gobeil-Plante
KELLY MAYDINIUK
Joy Zaporozan
KATHY MCBRIDE
Sandy Campbell
LISA MCINNES
Vaun Gramatovich

BRENDA-LEA PETERSEN
Valerie Pullishy
JANET QUIRING
Director/Directrice
CLAUDIA GUZMAN-VILCHEZ
Teresa Alomar-Story

New Team Leaders/Nouveaux chefs d'équipe

These Independent Beauty Consultants added their fifth or more active team member during the month of September. / Conseillères en soins de beauté indépendantes ayant recruté dans leur équipe un 5^e membre actif ou plus en septembre.

MARGARET BUJOLD
Sarah Waters
OKSANA BUKOVSKA
Oksana Cherniakova

HEATHER DEMONT
Betina Bowman
BERNICE DONALDSON
Sharron Pashkoski

ISABELLE GUILMAIN
Dianne Cooper
SARAH JOHANNSON
Sharon Casteel

AMIE MULLER
Angela Murphy
MELANIE OUELLETTE
Christina Toner-Desjardins

MICHELLE PORTER
Mary-Lou Hill
BALBIR SINGH
Harsimran Saini

LORI WIEBE
Joyce Harnett

New Star Recruiters/Nouvelles recruteuses étoiles

These Independent Beauty Consultants added their third or more active team member during the month of September. / Conseillères en soins de beauté indépendantes ayant recruté dans leur équipe un 3^e membre actif ou plus en septembre.

SHERI ATCHISON
Anna Leblanc
KARLENE BETTERLEY
Rita White
JANET DRIEDGER
Sandra Lett
MANON DUBOIS
Josee D'Anjou
GRACE ELGERSMA
Susie Leakvold

JAZMIN ESCANO
Shelley Recoskie
TANNIS FARNCOMBE
Trudy Klassen
STACEY FERGUSON
Fiona Corby
JENNY FORAN
Barbara Lockerbie
ALISHIA FROESE
Shelley Mehling

ALEXIS GLABUS
Marri Logan
INGRID GUERRERO
Erna Voth
SANDRA HARVEY
Charmaine Stinson
NUALA HILLIS
Jailene Smith
WENDY KLEYWEGT-BOWEN
Doreen Burggraf

GRAZYNA KONTEWICZ
Oksana Cherniakova
CHERYL LOBB
Terri Kurtzweg
LUCY MAYES
Joy Zaporozan
KATHY MCBRIDE
Sandy Campbell
NATHALIE PARENT
Martine Richard

WENDY PIERCE
Tina Richardson
LISA PREGIZER
Sam Young
MICHELINE PROULX
Christine Poirier
WENDY ROBINSON
Patricia Monforton
MARÉLIE SAVOIE
Josée D'Anjou

LIANA M. SCOTT
Jennifer Levers
PATRICIA STONEHOUSE
Shirley Fequet
SHELLEY SYTNICK
Renee Legrand

Cadillac Achievers/Championnes Cadillac

These Independent Sales Directors have qualified during the month of September to earn the use of a pink Cadillac or receive cash compensation. / Directrices des ventes indépendantes qualifiées en septembre pour l'usage d'une Cadillac rose ou une compensation en argent.

Josée D'Anjou

Jasbir Sandhu

Premier Club Achievers/Championnes Club Première

These Independent Sales Directors have qualified during the month of September to earn the use of a Saturn Aura XE or receive cash compensation. / Directrices des ventes indépendantes qualifiées en septembre pour l'usage d'une Saturn Aura XE ou une compensation en argent.

Marilyn Bodie
Tracey Douglas
Elizabeth Farris
Shirley Fequet
Lisa Fraser
Annie Gagnon
Mychele Guimond
Bev Harris
Lorrie Henke

Teresa Ho
Donna Izen
Rae Naka
Darlene Olsen
Lenore Oughton
Diane Riddell
Sharon Robertson
Bonnie Vigue

Independent Sales Director Grand Achievers/Directrices des ventes indépendantes Grandes Gagnantes

These Independent Sales Directors qualified during the month of September to receive cash compensation. Directrices des ventes indépendantes qualifiées en septembre pour une compensation en argent.

Kelsie Dawson
Monica Hoffman

Nancy Murray
Gloria Rousseau

Independent Beauty Consultant Grand Achievers/Conseillères en soins de beauté indépendantes Grandes Gagnantes

These Independent Beauty Consultants qualified during the month of September to earn the use of a Pontiac VIBE, Pontiac G6 or receive cash compensation. / Conseillères en soins de beauté indépendantes qualifiées en septembre pour l'usage d'une Pontiac VIBE, Pontiac G6 ou une compensation en argent.

Claudia Cardoso
Marilyn Denis
Charmaine Lacoursiere

Honor Society Achievers/Championnes Société d'honneur

The following Independent Sales Directors achieved the Mary Kay Honor Society by achieving at least \$60,000 in net adjusted wholesale production and growing their unit size to 50 or more within one year of their debut date. / Les Directrices des ventes indépendantes suivantes ont atteint le statut de championne Société d'honneur Mary Kay pour avoir réalisé une production de groupe nette ajustée de 60 000 \$ en gros ou plus et pour avoir développé un groupe de 50 membres ou plus dans les 12 mois suivant la date de leurs débuts.



JACQUELINE CULLEN
National Area/Famille nationale : Go-Give/Dame Entraide
Debut Date/Débuts : October/Octobre 2006



JOANNE LAM
National Area/Famille nationale : Anita Garrett-Roe
Debut Date/Débuts : October/Octobre 2006



MICHELLE GILBERT
National Area/Famille nationale : Marcia Grobety
Debut Date/Débuts : July 2006/Juillet 2006

Dean's List Achiever/La liste des meilleures performances

The following Independent Sales Director made the Mary Kay Dean's List by achieving the Mary Kay Honor Society as the top unit with the highest adjusted unit wholesale production of her debut class and have a unit size of at least 50 during her debut quarter. / La Directrice des ventes indépendante suivante a accédé à la Liste des meilleures performances Mary Kay en réalisant la plus haute production de groupe nette ajustée de la Société d'honneur Mary Kay dans la classe de ses débuts et en ayant une taille de groupe de 50 ou plus le trimestre de ses débuts.

LA VENTE DE PRODUITS REPRÉSENTE LA PRINCIPALE SOURCE DE PROFITS DE LA GRANDE MAJORITÉ DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT. DE PLUS, TOUTE CONSEILLÈRE EN SOINS DE BEAUTÉ INDÉPENDANTE MARY KAY PEUT TIRER DES REVENUS SUPPLÉMENTAIRES PAR LE BIAIS DE COMMISSIONS, DE REMPLACEMENTS DE CONSEILLÈRES, DE PRIX ET DE RÉCOMPENSES. POUR AVOIR DROIT AUX COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ÊTRE DES MEMBRES ACTIFS ET COMPTER AU MOINS UNE RECRUE ACTIVE PENDANT LA PÉRIODE CONSIDÉRÉE. LES MEMBRES DE NOTRE EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIFS PENDANT UN MOIS DONNÉ (ET LES DEUX MOIS SUIVANTS) QUAND ELLES PASSENT DES COMMANDES DE COSMÉTIQUES TOTALISANT AU MOINS 200 \$ EN GROS EN VUE DE LES REVENDRE AU DÉTAIL AU COURS DE CE MOIS. EN 2006, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LTÉE COMPTAIT 34 272 MEMBRES AU CANADA. DES 4 843 QUI EN FAISAIENT PARTIE DEPUIS AU MOINS UN AN ET QUI ONT TOUCHÉ DES COMMISSIONS, 50 % ONT TOTALISÉ DES COMMISSIONS DÉPASSANT 100 \$, DES 724 QUI ÉTAIENT DES DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LES 50 % LES PLUS PERFORMANTES ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS VARIANT DE 16 500 \$ À PLUS DE 100 000 \$, ET DES 21 QUI ÉTAIENT DES DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 76 % ONT TOTALISÉ DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

treasure your success



There's no better way to share the dream of Mary Kay than by sharing your success with others. Like a buried treasure waiting to be discovered, your potential for success is as limitless as your dreams. When you achieve the *Treasure Your Success* promotion, you'll be the commander of your own destiny. **Here's how:**

- When you achieve and maintain a new (higher) step on the career path of Star Recruiter, Team Leader, Future Independent Sales Director or Independent Sales Director-in-Qualification from December 1st, 2007, to February 29th, 2008, you'll earn an invitation to a special luncheon at your Career Conference location – along with your Independent Sales Director.
- Plus, when you debut as a new Independent Sales Director from December 1st, 2007 to March 1st, 2008, you'll also earn an invitation to attend the luncheon, along with your Independent Senior Sales Director.
- And, in honour of our 30th Anniversary, you and your new team member will each receive a specially designed oyster necklace with a mini pearl inside, onstage recognition at your Career Conference location and a namebadge ribbon.

We can't wait to see you share the dream of Mary Kay – and treasure your success – at Career Conference 2008! Watch for full Career Conference 2008 details in the February/March issue of *Applause*® magazine!

* A qualified new personal team member is one whose Independent Beauty Consultant Agreement and a minimum of \$600 in wholesale Section 1 orders are received and accepted by the Company during the promotion period.

MARY KAY®

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Mississauga, Ontario

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