



Applause[®]

SUMMER 2009

MARY KAY
CANADA
Enriching Women's Lives
www.marykay.ca

“c” the difference

WITH NEW TIMEWISE[®] REPLENISHING SERUM+C

learn what's in the stars

FOR THE 2009/2010 STAR CONSULTANT PROGRAM

the preferred customer program

CONSISTENCY CHALLENGE IS BACK!

dates to remember

august

1: TimeWise® Replenishing Serum+C and TimeWise® Trial Miracle Set on sale!

3: Civic Holiday. Mississauga office closed.

5: Received deadline for Independent Beauty Consultant Commitment Form to begin Independent Sales Director-in-Qualification on August 1st.

15: Preferred Customer Program. Enrolment deadline for the Fall/Holiday 2009 Preferred Customer Program.

20: August Career Car qualifier paperwork due to Company.

31: Last day of the month. Mail-in and couriered orders must be received by 5 p.m. Eastern Daylight Time to count toward August production. Online and faxed orders must be received by midnight Eastern Daylight Time to count toward August production.

Preferred Customer Program. Last day to make changes to customer addresses online using myCustomers database.



on the cover

Warm hues blended together with coloured eyeliner accentuate natural beauty, like the look Gabriela is wearing on our cover. Simply line eyes with eyeliner in Navy – and smudge with mineral eye colour in Navy Blue. Next, apply a warm, unique eye colour like Lemongrass all over the eye and at the corners; then blend a medium shade like Sienna in the eye crease to add depth. Gabriela plays up this eye look with mineral cheek colour in Cherry Blossom and creme lipstick in Pink Shimmer.

CANADIAN APPLAUSE® MAGAZINE TEAM

EDITOR Heather Watterworth

EXECUTIVE EDITOR Debra Joseph

CONTRIBUTING WRITERS

Marijana Klapcic, Andrea Lepore, Heather Watterworth

FRENCH VERSION

Nicole Dagenais, Sébastien Kabacinski, Marie-Claire Pascuttini

ART DIRECTION – ORDERING BONUS PHOTOGRAPHY

Lorena Depante



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find Applause® magazine extras online!

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



Find it online: MKOC > Resources > Publications

coming in the september issue

- Fall/Holiday 2009 Product Promotion Details
- Why 2010 Is Your Time To Shine As An Independent Sales Director
- Mary Kay Media Buzz

– and so much more!

august 2009 ordering bonus

mary kay® gorgeous in garnet necklace

Free with a \$600 wholesale
Section 1 order!

Whether your style ranges from simply elegant to vintage or from modern and edgy, this is the season to express yourself with a statement accessory piece designed exclusively for Mary Kay – the *Gorgeous in Garnet* Necklace.

Delicate and feminine, yet bold and beautiful, the necklace boasts gold links that lead to an intricately embossed pendant adorned with garnet-coloured stones. Perfectly paired with your favourite little black dress, your business suit or a casual weekend ensemble, the Mary Kay® *Gorgeous in Garnet* Necklace is so versatile it'll quickly become your go-to set of jewels.

And remember, the Mary Kay® *Gorgeous in Garnet* Necklace is the final piece of the *Gorgeous in Garnet* three-piece collection – so you'll want to place your order today to complete your dazzling collection!

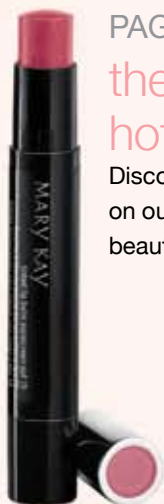
– Marijana Klapcic



**You can earn the Mary Kay® Gorgeous in Garnet Necklace when you place a minimum \$600 wholesale Section 1 order (non-cumulative) during the month of August. The higher your order, the more bonuses you'll earn, to a maximum of three. Orders must be received between August 1st and 31st, 2009. Bonus will be applied to your first qualifying order in the month only and is available while supplies last. We reserve the right to provide a bonus substitute at equal or greater value.*

MARY KAY® GORGEOUS IN GARNET NECKLACE*

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



PAGE 7

the summer hot list

Discover the hottest products on our list of must-have summer beauty essentials.

PAGE 10

the road to seminar 2010

Learn how a little planning can help get you there – with cash to spare!



PAGE 17

off to a beautiful start

You're making a difference!
Get the latest on our second annual *Beauty That Counts™* campaign.



age-fighting **genius**

Introducing New **TimeWise® Replenishing Serum+C**

Give collagen a **boost**.*

Help skin **bounce back**.

Need a lift? **TimeWise® Replenishing Serum+C** has benefits* that can help. This precious, antioxidant-rich serum is formulated with ingredients known to protect collagen from deteriorating.

It also contains ingredients known to support elastin, a protein that gives skin its elasticity or “spring.” Skin will appear lifted and firmed, and its resilience will be visibly improved. Youthful contours will appear more defined. The overall effect? Positively uplifting.

\$60 (28-day supply)



how it works

TimeWise® Replenishing Serum+C contains ingredients known to help strengthen existing collagen and elastin*. This powerful antioxidant complex includes extract of pomegranate, which has been used for centuries to combat oxidative stress and extract of kakadu plum, reported to have the highest level of vitamin C of any fruit. The formula also contains argan seed extract, a botanical that has been shown to be effective in helping support collagen and elastin.

application instructions

Used together with the **TimeWise® Miracle Set**, you have an age-fighting powerhouse. Apply to face and neck in the morning *before* **TimeWise® Day Solution Sunscreen SPF 25** and repeat in the evening, *before* **TimeWise® Night Solution**. Use three pumps per application. Each vial is designed to last one week (seven days).



Skin Damage Happens

Your skin is exposed to various stressors on a daily basis. Oxidative stress is caused by free radicals – unstable molecules produced in your cells due to your own natural metabolism. But excess free radicals can also be formed by environmental exposures to ozone, tobacco smoke and sunlight. This repeated free radical assault causes skin to accumulate damage. As a result, the supportive network of collagen and elastin can become compromised.

That's certainly not what we want, because collagen plays a critical role in strengthening and supporting the skin. Elastin helps it “snap back” after stretching, which happens thousands of times each day with the facial expressions we make. As we age, cells divide more slowly and damage accumulates – contributing to unwanted wrinkling and sagging.

Vitamin C To The Rescue

One of the best antioxidants for directly inhibiting free radical damage is vitamin C, also known as L-ascorbic acid. Over time, humans have lost the ability to naturally synthesize vitamin C, so we must obtain this important vitamin through our diet. And vitamin C is very important to the skin, since it directly scavenges free radicals, aids in the synthesis of collagen and defends the supportive network that gives skin its definition and fullness.

results you will “C”

An in-depth consumer study showed benefits** women saw after using TimeWise® Replenishing Serum+C. And the results speak for themselves:

89% said their skin looked lifted and more resilient.

86% said their skin looked more toned.

79% said their skin looked younger.

90% said their skin looked enhanced.

**Results reported after a two-week consumer study.

Potent Botanicals

TimeWise® Replenishing Serum+C is the result of extensive research by scientists in the Mary Kay Research & Development laboratories working closely with botanical experts from around the world. In our search for the most effective natural sources of vitamin C, we made some important discoveries. While TimeWise® Replenishing Serum+C contains ingredients known to help strengthen existing collagen and elastin, it also contains ingredients that can help protect collagen from deteriorating. The formula is enriched with a potent blend of multiple botanical sources, known for their endogenous high levels of vitamin C.

- **Pomegranate** – Often referred to as a “superfruit” because of the large number of vitamins it contains, this fruit has a high level of vitamin C, among other vitamins and antioxidants. It has been used for centuries to help reduce the effects of oxidative stress.
- **Kakadu Plum extract** – Derived from the kakadu plum, a fruit reported to have one of the highest concentrations of vitamin C. For example, the amount of vitamin C in 100 mL of kakadu plum is 3000 mg, while the same amount of an orange contains just 50 mg.
- **Camu Camu extract** – The fruit of the camu camu tree is known to have the second highest level of vitamin C of any fruit. The tree grows in the rainforests of South America and is extremely tolerant of the extreme weather conditions found there.
- **Acerola Cherry extract** – Especially rich in vitamins C and A, this fruit has been shown to have powerful antioxidant benefits.
- **Black Currant Berry extract** – These berries contain high levels of vitamin C and other vitamins and minerals.
- **Argan Seed extract** – A botanical extract derived from the argan tree, which grows only in Africa. Groves of argan trees provide the last barrier against the desert.

Some vitamin C skin care products can break down over time, but our innovative airless packaging for TimeWise® Replenishing Serum+C ensures that each pump of the product is as potent as the first.

More To Know

In addition to the lifting and toning benefits reported by the women in the study, a large majority also said their skin felt refreshed and moisturized – and looked smoother and brighter. TimeWise® Replenishing Serum+C has been clinically tested for skin irritancy and allergy, and is non-comedogenic. The serum is also oil-free and fragrance-free, although it does have a slight scent and off-white colour from the botanical extracts which are added to the formula in as natural a state as possible to maximize their benefits. Plus, this product is suitable for all skin types.

a small package with **big possibilities**

Introducing The **TimeWise® Trial Miracle Set**

The new **TimeWise® Trial Miracle Set** was created to help you attract new skin care customers – and develop them into loyal ones – by allowing them to experience the full benefits of the **TimeWise® Miracle Set**. The Trial Miracle Set offers a lower price point for new and potential Mary Kay customers, as well as those brand lovers who already love other Mary Kay® product but have been hesitant to purchase the TimeWise® Miracle Set.

more than a sample

Samples will always remain an important part of your business, but the Trial Miracle Set is so much **more than a sample!** Although consumers typically enjoy free samples, they're limiting in that they only offer a one-time application.

The Trial Miracle Set includes **more product**, encouraging **repeated use** and an increased chance of **loyalty to the regimen**. As your customer begins to see results, she's likely to be more interested in purchasing the economical full-size set.

start **small**

Of course, you want your customers to purchase the full-size Miracle Set right from the start. But for those consumers who are reluctant to purchase the full size, the Trial Miracle Set is a **wonderful alternative**. And while the full-size set is definitely the better value – because it contains more product at a lower price point – the Trial Miracle Set still provides the full benefits of the complete regimen. For those customers who purchase the Trial Miracle Set, consider offering a discount when they're ready to upgrade to the full-size set.

more **miracles for less**

You can also offer the TimeWise® Trial Miracle Set to existing customers. It's perfect for customers who are frequent travellers, flight attendants or those going on vacation. It fits easily into the Travel-Roll Up Bag and the product sizes meet airport regulations for carry-on liquids. It's also a great set for **overnight stays** and **weekend travel**, or to keep in your bag to freshen up on the go and at the gym. Be sure to let all your existing customers know you now have it available.



talking trial

The Trial Miracle Set is a great way for your customers to **have it all**. In a skin care class setting, the trial size gives your customer one more option to buy everything she's interested in trying.

Consider saying this when you want to talk trial: "I'm thrilled you're interested in all of the products included in the TimeWise® Miracle Set system – and I completely understand your concern with purchasing it all at once. Why don't you try the new trial size that I'm offering – and I'll follow up in about a month to see how it's working for you?"

summer 2009

hot list

Check out what made Mary Kay's list for blissfully easy summer beauty! And be sure to download the June issue of *Applause*® magazine for all the details on these fuss-free products!

Find it online: MKOC > Resources > Publications > Applause®



1+1+1+1 = FREE! ▲

Four products made for peepers – one great offer! Get gorgeous in a flash with the limited-edition **Mary Kay® Two-Minute Eyes Set*** including: limited-edition **Mary Kay® Cream Eye Color** in Pale Blush (matte) and Iced Cocoa (shimmer); the **Mary Kay® Cream Eye Color Brush**; and a **Mary Kay® Lash Lengthening Mascara®** in Black – all bundled in this perfectly portable FREE cosmetic bag!



◀ multi-benefit beautifier

New **Mary Kay® Tinted Lip Balm Sunscreen SPF 15** is like three products in one! It effortlessly glides on a tint of colour, while moisturizing with jojoba oil and shea butter. Plus, it protects your pout from harmful UVA/UVB rays. Choose from five new, natural hues.

welcome to the tropics ▼

This limited-edition **Mary Kay® Tropical Pineapple™ Gift Set*** is a sweet solution to summer gift-giving. It's a skin-delighting treat that includes a **body lotion**, **sugar scrub** and **fragrance rollerball** in a delicious tropical pineapple scent – all tucked in a sunny cotton canvas zippered bag.



*Limited-edition, while supplies last. Offer expires September 15th, 2009.

2009/2010 preferred customer program consistency challenge



The *Preferred Customer Program Consistency Challenge* is back for a fabulous **fifth** year! And that means a new opportunity to earn exciting recognition and fabulous rewards for doing what you do best – building relationships with customers!



Want to dress up your workspace with the sleek *Designer Desk Series** shown here? Then be sure to enrol in all four consecutive Preferred Customer Program quarters – beginning with the Fall/Holiday 2009 program (July 15th to August 15th, 2009) and ending with the Summer 2009 program (April 15th to May 15th, 2010).

Plus, enrolling in all four Preferred Customer Program quarters could earn you the ultimate Seminar 2010 Awards Night prize: one-on-one time with professional hair and makeup artists as they work their magic on you during the coveted *Glam-Up!*†

For full challenge details – including additional recognition** you can earn at Career Conference and Seminar 2010 – visit the *Preferred Customer Program* section on the MKOCSM!



Find it online: MKOC > Business Tools > Preferred Customer Program



* The Designer Desk Series includes: one acrylic letter sorter; one coordinating acrylic business card holder; one coordinating acrylic pen holder; and one coordinating acrylic curved photo frame (4 x 6) – all adorned with our trendy pink and black swirl pattern. Props shown not included.

** An independent sales force member is considered active in the month a minimum \$200 Section 1 wholesale product order is received by the Company and for the following two calendar months.

† Glam-Up! winners are responsible for airfare, hotel, meal and transportation costs associated with Seminar 2010. All prizes are non-refundable, non-transferable and have no cash value. Visit the Preferred Customer Program section on the MKOCSM for complete details.

fall/holiday 2009 preferred customer program
travel-sized satin hands®
pampering set
gift with purchase

Want a handy way to reward your favourite customers? This fall, when they purchase \$50 or more in Mary Kay® product, let them know how much they're appreciated by offering the **Travel-Sized Satin Hands® Pampering Set**.

The set includes one travel-sized:

- Satin Hands® Satin Smoothie® Hand Scrub (56 g);
- Satin Hands® Hand Cream (21 g); and
- Extra Emollient Night Cream (11 g).

Packaged in a mini peach-coloured Satin Hands® Pampering Set bag, this petite version of the full-size set makes a wonderful introduction to one of Mary Kay's best-loved products. That is, if your customers haven't already fallen for this three-step treatment with its fresh peach scent!



Enrolment for the Fall/Holiday 2009 Preferred Customer Program began July 15th!

dates to remember

- **Enrolment began:** July 15th, 2009.
- **Enrolment ends:** August 15th, 2009.
- **Last day to make changes to customer addresses online:** August 31st, 2009.
- **Gift with Purchase and Generic Literature Packs ship by:** September 7th, 2009.
- **Customer and Independent Beauty Consultant versions of *The Look* begin mailing:** September 7th, 2009.
- **Last day to enrol customers to receive the *Fall Fantasies* Optional Mailer Postcard:** September 15th, 2009.
- ***Fall Fantasies* Optional Mailer Postcard begins mailing:** October 26th, 2009.
- **Gift With Purchase offer expires:** December 15th, 2009.

summer sensations optional mailer offers preview of new timewise® replenishing serum+c

If you enrolled your customers to receive the *Summer Sensations* Optional Mailer, you'll want to be sure to follow-up in early August – and here's why: the optional mailer features an exclusive preview of the latest addition to the TimeWise® collection: **TimeWise® Replenishing Serum+C!**

Our new addition isn't available for purchase until August 1st, but your customers are definitely going to want to learn all about the benefits of adding it to their skin care regimen. And since the optional mailer doesn't begin mailing until July 24th, you'll have plenty of time to build your product knowledge base – so you'll be able to address your customers' skin care queries like a pro.

Be sure to check out the September issue of *Applause*® magazine to learn even more about the science behind this sensational product!

PSS-T!

The Preferred Customer Program online enrolment tool received a makeover! Don't miss the September issue of Applause® magazine for all the details!

the road to

seminar 2010:

a little planning can take you all the way!

Seminar 2009 isn't yet a shimmering memory and already there are countless women who are setting goals and planning their strategy to shine brightly onstage next year.

Wouldn't you love to join them at the premier Mary Kay event, where hard work, the ultimate in customer service and legendary sisterhood are rewarded like nowhere else?

Not sure you can pull it off? Not so fast, say those who know the planning drill. All it takes is the dedication to be there!

Practicing what they preach, these independent sales force members know that attending Mary Kay's biggest event of the year can help you reach new heights of super stardom!

Compiled by Andrea Lepore

where dreams take flight

There's nothing better than experiencing Mary Kay's biggest event of the year. That is, unless it's attending Seminar to shine onstage as a member of a Seminar court.

And **Independent Sales Director Debbie Parsons** of Channel-Port-Aux-Basques, NL agrees.

For the 2008 Seminar year, she made it her goal to be in the Director Queen's Court of Personal Sales. Not only did she achieve her goal, she earned the #20 spot in this prestigious Court. She credits the lessons learned by attending Seminar in years' past for her success.

"Seminar is an opportunity to see the dream come true. It's an event that gives you the big picture, to experience first-hand the qualities this wonderful Company has, such as making each and every woman feel important and special," she says.

Not only does it foster the dream of Mary Kay Ash – and the opportunity to enrich women's lives – it also provides independent sales force members with the education and motivation they need to achieve their goals.

"Seminar teaches women the skills they need to achieve success and gives them the confidence they need to make their dreams come true," says Debbie. "I explain to my unit members how Seminar is an experience like no other. It's an event that has opened my eyes to all that Mary Kay has to offer us."



the reasons why

Independent Senior Sales Director Yasmin Manamperi, of Mississauga, ON, believes that every independent sales force member should attend all Company events, regardless of where they are in their business.

"Seminar is an event that will open your eyes and heart to the wonderful world of Mary Kay," she says, adding, "you'll be introduced to new and upcoming product, be the first to receive all the goodies in a product giveaway, gain confidence in sharing the product and, potentially, increase your earning potential!"

And nothing beats hearing from Company leaders and, most importantly, the keepers of Mary Kay's dream – our Independent National Sales Directors.

"The words of wisdom from these individuals are priceless!"





the power to change lives

For **Independent National Sales**

Director Susanne Felker, the memories of attending her first Seminar more than 30 years ago in Dallas, Texas, are ones she holds close to her heart.

"The event impacted and changed my life. After attending Seminar, I went from holding one class a month to holding three a week – and within one year I debuted as an Independent Sales Director and earned the use of my first pink Cadillac!" she says.

This exclusive event, says Susanne, acts as a classroom from which to learn and connect with like-minded business women striving to reach their goals and make their dreams come true.

"There's always the opportunity to learn from someone sitting beside you on a shuttle bus or at lunch," says Susanne. "Plus, the stories shared on stage by our top achievers are an inspiration. Their stories will make you laugh, make you cry and make you believe that you, too, can do it!"

count your costs

As you work your plan and envision yourself as a star, just remember that each facial appointment, skin care class and open house you hold helps get you there. Open house? Oops, check that calendar. It's not too early to start planning holiday parties that move you that much closer to your Seminar 2010 goals. Why not start today?

Make it your goal to attend Company events at the beginning of the new Seminar year.

"I suggest my unit members put at least \$15 aside each week, which will give them \$780 at the end of the year. It might not cover all their expenses, but it's definitely a head start!" says **Independent Future Executive Senior Sales Director Shannon Shaffer** of St. Thomas, ON.



Why not create a pie chart that illustrates ways to "earn" a portion of all registration costs and other expenses.

"It's important to get concrete amounts fixed in your mind so you can hold skin care classes that produce the profits, which in turn you can apply toward your Company events fund," says **U.S. Independent Sales Director Jane Davidson Seibert** of Forsyth, Ill.



seeking success? make special events a way of life!

If you want to experience all that Mary Kay has to offer, you won't want to miss a single Company event this Seminar year. Check out next year's dates and themes, so you can start planning now to attend:



Leadership Conference 2010

January 13th – 16th, 2010
San Diego, CA



Career Conference 2010

March 5th/6th and 12th/13th, 2010
A complete list of cities and dates will be posted on the MKOCSM as the event nears, so you'll want to keep checking back.



Seminar 2010

July 25th – 28th, 2010
Mississauga, ON

be the star you are!

JULY 1ST, 2009 – JUNE 30TH, 2010

Stars are within your reach! You can be a star at Seminar 2010 by building your customer base and your selling power during each quarter of the year!

Just take part in the Star Consultant program from July 1st, 2009 to June 30th 2010, and you'll also enjoy exclusive rewards and a fabulous luncheon at Seminar 2010! Why not make this your year to increase your customer base, provide the ultimate in customer service and make your business work for you? It's in your stars!

earn points by selling and team-building

You have two ways to earn points through the Star Consultant Program each quarter: selling and team-building!

When you place a minimum of \$1,800 in wholesale Section 1 orders* in any contest quarter, you can achieve Sapphire Star Consultant status. When you do, you'll receive:

- your choice of prize from the 1,800 prize category; and
- a *Ladder of Success* pin with a Sapphire star.

And it only gets better from there! With each higher contest category you achieve, the prizes are more enticing! You can move up even faster by adding qualified new personal team members** – and you'll earn an additional 600 contest credits for each one! You'll find all the details in the Quarter 1 Star Consultant Prize Program brochure enclosed with this issue of *Applause*® magazine.

star dates

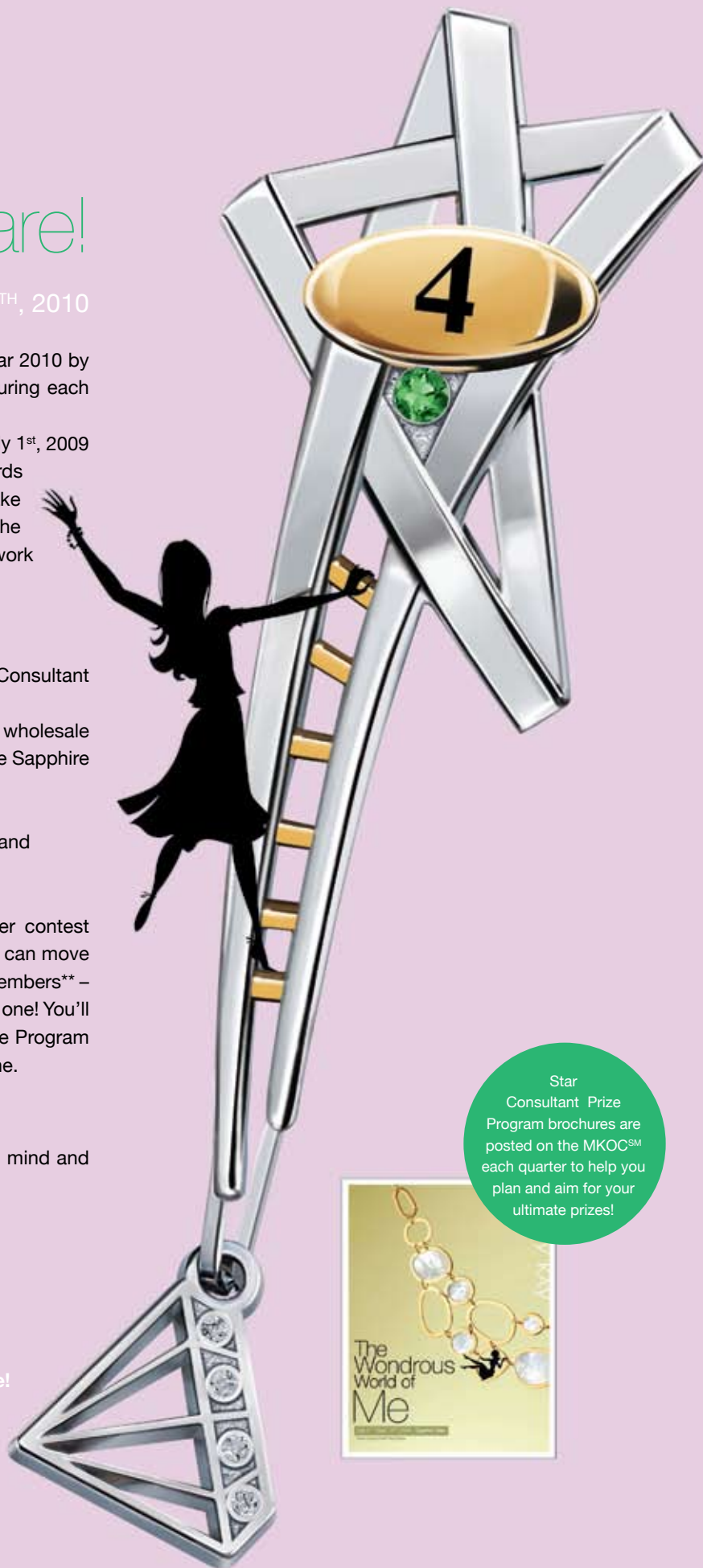
Keep these quarterly Star Consultant Program dates in mind and plan to shoot for the stars!

- **Quarter 1:** July 1st – September 30th, 2009
- **Quarter 2:** October 1st – December 31st, 2009
- **Quarter 3:** January 1st – March 31st, 2010
- **Quarter 4:** April 1st – June 30th, 2010

And remember, when you sell, you earn. **It's that simple!**

*A minimum of \$1,800 in wholesale Section 1 orders received within the contest quarter is required to qualify as a Star Consultant.

**A qualified new personal team member is one whose Independent Beauty Consultant Agreement and minimum of \$600 in wholesale Section 1 orders are received and accepted within the contest quarter, or 60 days from receipt and acceptance of Agreement to Company.



Star
Consultant Prize
Program brochures are
posted on the MKOCSM
each quarter to help you
plan and aim for your
ultimate prizes!

reach for the stars!

quarter three achievers

These independent sales force members achieved the *Reach for the Stars!* promotion by becoming a Star Consultant with a minimum order of \$1,800 in wholesale Section 1 purchases and completing a *Jump Start* by adding a minimum of 30 new customers from January 1st to March 31st, 2009.

Valerie Abramchuk
Susan Ambler
Linda Anderson
Irene Andriash
Sarah Appenheimer
Harparveen Aujla
Jane Awawias
Mirna Badaro
Ayda Bahrami
Wendi Barnes
Brenda Beardsley
Josée Beaucage
Francine Beaudry
Lucie Beaugregard
Judy Bedford
Pam Behnke-Van Hoof
Lise Belisle
Jeri Bell
Usha Bhui
Lynn Billings
Chantal Bisailon
Jennifer Blackburn
Sanna Bnaity
Nancy Bonenfant
Viv Bonin
Véronik Borgeleau
Kim Boudreau
Sandra Boudriau
Tracey Bouillon
Sasha Bradshaw
Janine Brisbois
Corinne Buckindale
Deena Bugden-McBride
Kyla Buhler
Betty Burke
Diane Burness
Amy Burnie
Rhoda Burton
Rosemary Calina-Pascoe
Tracy Campbell
Kayla Case
Mary Jo Cassidy
Avril Célestin
Cherry Cervito
Leanne Chamberlain
Pat Charbonneau
Nathalie Charette
Sarah Charlie
Samina Chaudhry

LeeAnn Cheadle
Sophie Chrétien
Barbara Clermont
Eva Maria Coelho
Guylaine Comeau
Marlene Commins
Georgine Cook
Amilie Corbeil
Jackie Cowderoy
Barbara Craig
Donna Crawford
Mirela Cristea
Jacqueline Cullen
Michelle Currie
Irma Dadan
Tiffany Daskewich
Julie DeFehr
Mary Denby
Raven Deni
Judith Desmarais
Nadia Desroches
Harpreet Dhaliwal
Lin Ding
Marie-Claude Dion
Odette Dobbin
Donna Dodds
Brenda Donoghue
Jane Douglas
Tracey Douglas
Virginia Draelan
Nadine Dube
Carole Duguay
Sonia Dumas
Melissa Dunn
Kim Dyck
Sara Eales
Audrey Ehalt
Susan Ennis
Rhonda Ewanyshyn-Kapusta
Linda Feldman
Kareena Felker
Shirley Fequet
Eugénie Fortin
Nicole Frank
Nancy Gauthier
Yolène Gay
Ginaqian Ge
Nathalie Gervais
Marie Gilbert

Sherryll Gilbert
Cheryl Gordon
Heather Gordon
Lauretta Gorman
Sylvie Greenwood-Plante
LaVerne Guild
Ginger Halliday
May Hanna
Brenda Harrison
Ellen Hatlevik
Kelly Hause
Lorrie Henke
Carole Hepperle
Reina Heras
Lina Hergert
Heather Hewitt
Pam Hill
Hilda Hiscock
Louisa Hoddinott
Angela Hoffmann
Gina Hormann
Nikki Horton
Lorna Hosker
Mary Humber
Judy Huskins
Donna Dadds
Angie Inglis
Mélissa Jacques
Jennifer James
Sonia Janelle
Yvett Jara
Ruba Jeorgy
Kim Johnson
Kim Jones
Mandy Jorgensen
Debi Kanerva
Tina Kapel
Hoda Karakach
Inderjeet Kaur
Sukhdeep Kaur
Risse Rosalie Kenababu
Claire Kennedy
Deborah Kenny
Alice Keough
April Dawn Klippenstein
Amanda Kohls
Michelle Königshaus
Sharon Korol
Bertha Kovach
Glenda LaBerge

Muryelle Lachance
Annie Lafond
Louise Lafontaine
Joanne Lam
Jamie Lamping
Ashley Langevin
Sylvie Larose
Renee Lavoie
Becky Lawrence
Cassandra Lay
Gina Le
Cynthia Lee
Sheila Lefebvre
Jennifer Levers
Lindsay Lewis
Ying Li
Rowena List
Debbie Loder
Juli Longaphie
Genoveva Lopez
Lu-Ann Lukes
Beverly MacDonald
Elaine Maeland
Christine Martel
Holly Martin
Stéphanie Martin
Zulma Martinez
Lisa-Marie Massey
Debra Mastromattei
Lorraine McCabe
Bonny McComb
Sue McElhanney
Nancy McEwen
Heidi McGuigan
Barb McKellar
Thea McMeachan
Mandy Meisner
Donna Melnychyn
Ana Mendonca
Aquilina Mendoza
Manuela Mihaljevic
Janet Millar
Laurina-Lynn Mills
France Mimeault
Chunhui Mo
Stacey Monagle
Marie Monte
Roselle Montplaisir
Lucie-Dominique Morin

Nancy Morin
Manal Mughamias
Ishali Mulchandani
Michele Murphy
Sheena Murphy
Nancy Murray
Manjula Murugesen
Lisa Naismith
Glenda Nelson
Kimberley Nelson
Erin Nims
Véronique Nolin-Morin
Earla Oakes
Adenike Olatunde
Sara Palmater
Debbie Parsons
Celsa Pasmo
Anne-Louise Paul
Floridema Peiris
Silvia Pencakova
Arusha Phillips
Maribel Pinenthiran
Claire Pitre
Alicia Plosz
Claudine Pouliot
Isabelle Pouliot
Maria Pragana
Lindsey Anne Pugh
Azza Pye
Monique Quail
Alex Quinn
Evelyn Ramanauskas
Lorna Randall
Christine Ransom
Shelley Recoskie
Patricia Rettis-Martínez
Barb Revell
Velma Richards
Judith Richardson
Melanie Robert
Catherine Roberts
Sara Roberts
Kelly Robertson
Sarah Robertson
Monique Romeo
Jeannine Rouleau
Laura Russell
Marsha Ryan
Shallis Ryder

Amarjit Saini
Harimran Saini
Rita Samms
Sharon Sansom
Chantel Sauve
Win Seabrooke
Amy Shang
Fernanda Silva
Balbir Kaur Singh
Darlene Smith
Darcy Smith-Heath
Ashley Snow
Fran Sorobey
Wilda Stauffer
Terina Stenger
Darla Stoppler
Debbie Struthers
Danyea Sulyma
Tamara Swatske
Hazel Tate
Munira Thobani
Megan Tilsner
Karl Touet
Vicky Traub
Lanna Tucker
Sherry Twynstra
Lorraine Upwards
Linda Vanderham
Aneila Vega
Melanie Wad
Joanne Ward
Dileeni Weerasinghe
Ashley Wiebe
Melanie Wiens
Patricia Wilson
Brooke Windblad
Deni Wolfe
Sharon Wolthers
Alice Wong
Marie York
Denise Young
Marion Zayachkowski
Fatima Zohra
Helen Zucchelli

reach for the stars! in the new seminar year

This fantastic program is back for a second year! That means you'll have four more chances to earn a quarterly trip and – even more exciting – a year-end trip to a destination that will send you into a whole other universe of celebrating your success!



Find it online: MKOG > Recognition/Contests > Contests & Rewards > Reach for the Stars!

a leader in the making

Have you ever met someone who just had that special “something”? It’s that electric energy, shining spirit and can-do attitude that’s so all-encompassing it defies words.

It can make you smile. It can make you learn to have faith. It can make you believe you can do whatever you set your mind to. And it can turn even the lousiest of days into a bright one.

That someone is **Independent Senior Beauty Consultant Mackenzie Kielstra** of Lethbridge, AB. We first heard about Mackenzie from her **Independent National Sales Director, Olive Ratzlaff**. Olive immediately saw something so special in Mackenzie that she felt she had to share it!

“From the get-go, Mackenzie stood out to me because of her ‘can do’ attitude and her creative ‘make a way/find a way’ approach to the normal challenges in a Mary Kay career. It’s so fulfilling to see someone actually take the training offered, run with it – and achieve results!” says Olive.

In fact, Mackenzie is the only one of 16 participants in Olive’s “Pink Power Hour” weekly conference calls who met the challenge of going out and getting 50 “nos” in one week. Yes, that’s 50 nos. It’s part of Olive’s 90-day training program during which she teaches her National Area members how to overcome the fear of rejection.

FAILING FORWARD TO SUCCESS

“At first we all thought it was odd to want to get 50 nos, when what we actually wanted was the very opposite,” remarks Mackenzie. “The first thing I did was get on my computer, type the word ‘no’ 50 times, print it out and put in my datebook. At first I was nervous, but after the first few nos the fear went away. I just kept crossing the word off my sheet as I went along. It was exciting to be told no, yet feel a sense of accomplishment.”

By the end of the week, Mackenzie had completed her



Left, Mackenzie enjoys a bit of downtime with husband Keith. Above, with Independent Sales Director Donna Reid. Below right, Mackenzie’s successfully completed Independent National Sales Director Olive Ratzlaff’s “50 Nos” challenge.

challenge of 50 nos, but what’s even better – she also had 20 women say “yes”!

“It’s so true that you have to kiss many frogs before you find your prince. And I no longer fear rejection! It’s a way to – as Mary Kay Ash said – ‘fail forward to success’”, expresses Mackenzie.

Keep in mind, Mackenzie has only had her Mary Kay business for seven months – and she works a 40-60 hour job as a manager for a retail clothing company.

WORKING HER PLAN

So how does she juggle it all?

“Planning my time is very important. By consistently using the *Weekly Plan Sheet* and always having my datebook on hand, I can successfully manage my time efficiently between both careers – and still have time for my family and friends. Another useful tool is double-booking my pampering sessions. By doing so, it makes the best use of my time and I see more clients than by booking them individually,” shares Mackenzie.

And staying motivated is key to Mackenzie’s future success with Mary Kay. “I’ve always enjoyed a good challenge and follow through on all the goals I set for myself. I have a wonderfully supportive **Independent Sales Director, Donna Reid** – who gives me constant encouragement and training every step of the way. And my Independent National Sales Director, Olive Ratzlaff, continues to mentor and inspire me with her weekly conference

calls. Both of these wonderful women have taught me that consistency is the key to success in Mary Kay – and to work every appointment full circle. If I do that, I know I will succeed!”

Mackenzie already has much to be proud of in her Mary Kay business. She recruited the first person she ever shared the opportunity with – even before she began training! Plus, she’s a consistent Star Consultant every quarter, recently completed Olive’s “Pink Power” 12-week training program *and* earned her Star Team Builder pin!

THE DRIVE TO SUCCEED

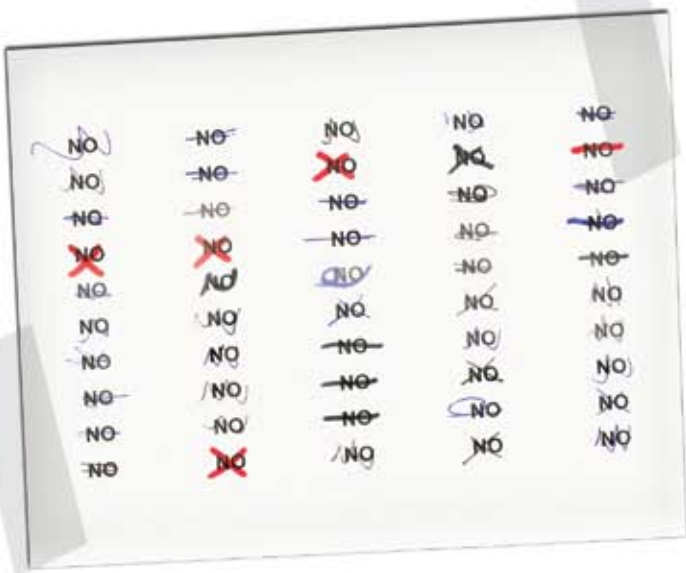
So what’s next for this ambitious Independent Senior Beauty Consultant? Mackenzie’s goal is to be a Team Leader by the end of the summer and to enter Independent Sales Director-in-Qualification in the fall. “I hope to build a fantastic team of stars and debut as a new Independent Sales Director by Seminar 2010! Of course, I see myself driving a Pink Cadillac one day – and I’d love to be able share everything I earn with all the family and friends who have supported me along the way.”

She continues, “I know that with Mary Kay the possibilities are endless. This was the number one reason I became an Independent Beauty Consultant. In what other company can you be your own boss from day one? And as Donna pointed out to me, you never have to wait for someone to quit or retire to advance. There are no hiring freezes or sales trends to hold you back. I can and will be everything I want to be because I was offered the Mary Kay opportunity. Thank you, Donna!”

And it’s this drive and determination that Donna believes will get Mackenzie where she wants to go in her Mary Kay journey.

“Mackenzie dresses for success and speaks with confidence and sincerity! She’s always positive and has a beautiful smile on her face to welcome everyone around her. I can’t say enough about her helpfulness and her true belief in the Mary Kay way! I’m so excited and proud to be working with Mackenzie as her Independent Sales Director. And I know she inspires our whole unit with her true leadership skills,” says Donna enthusiastically.

So will Mackenzie get her fairytale ending? It looks that way – with a few “Cinderella” prizes to make it all the more satisfying.



mackenzie's must-have business tools for new independent beauty consultants

1

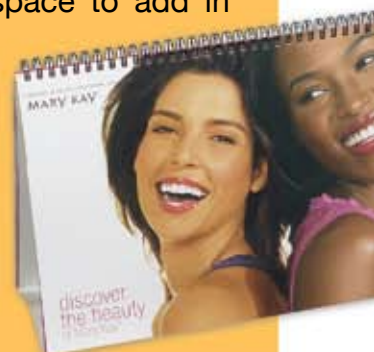
“The **Mary Kay® TimeWise® Miracle Set!** It contains the first Mary Kay® product I ever tried! Everyone needs this set – it not only makes your skin look great, but it feels great too!

Independent Beauty Consultants are supposed to teach great skin care – so we need to take great care of ours! And all the steps only take a few minutes for great results.”



“The **Mary Kay® Flip Chart** has everything an Independent Beauty Consultant needs to know to teach her first skin care class. It has great product knowledge, Company facts and – most importantly – a lot of space to add in your own special notes to share with your clients... a definite confidence-builder.”

2



news&updates

Compiled by: Andrea Lepore, Marijana Klapcic and Heather Watterworth

on the road to a happy ending

In the January/February 2009 issue of *Applause*® magazine, we shared a heart-warming story about how **Independent Senior Sales Director Isabelle Meunier**, of Rigaud, QC, helped a complete stranger in a time of need.

And what has happened in the six months that followed their initial meeting can only be described in one word: remarkable.

The “stranger” (who shall remain nameless for the sake of privacy), is now one of Isabelle’s adoptees! But that’s not all. With true Mary Kay determination, the woman met every business goal she set for herself, including becoming a Diamond Star Consultant by June 1st, 2009.

“I’ve never seen someone with so much perseverance and determination,” expresses Isabelle. “This woman undergoes chemotherapy treatments, then immediately goes and holds a skin care class, often followed by my unit meeting – and all while feeling very ill. She’s amazing – and a true inspiration to my unit. We joke that we’ll never complain about anything again!”

The woman escaped an abusive relationship to come to Canada with nothing but the clothes on her back, then had to undergo major surgery – and now, with the support of her new Mary Kay family, is slowly building the life she always wanted.

So what does the future hold? “She would like to earn her Red Jacket by Seminar,” says Isabelle.

And thanks to the generous help of her Mary Kay sisters, she’ll be moving into her own place.

“Mary Kay women are so amazing. Members of my unit have offered to donate furniture, kitchen wares and other necessities,” shares Isabelle.

A Mary Kay business has also allowed the woman to purchase a second-hand car – something she’s most grateful for, as she’s been relying on the generosity of others to get to her appointments and meetings. In addition, she’s also secured a pre-paid credit card to help establish her credit rating!

However, what she’s most proud of, says Isabelle, is her ability to instill Mary Kay values and confidence in her son.

“She is so grateful for every single thing everyone has done for her. She always reminds us that we saved her life because we opened our hearts,” ends Isabelle.

It’s stories like these that prove Mary Kay is not just about selling cosmetics – it’s about changing lives.

—Marijana Klapcic

Download the January/February 2009 issue of *Applause*® magazine from the MKOCSM to learn more about how this amazing woman’s Mary Kay journey began.



Find it online: MKOC > Resources > Publications > *Applause*® Magazine

“I have never seen someone with so much perseverance and determination. She undergoes chemotherapy treatments, then immediately goes and holds a skin care class, often followed by my unit meetings – and all while feeling very ill. **She’s amazing – and a true inspiration to my unit.** We joke that we’ll never complain about anything again!”

— Isabelle Meunier

download july and august podcasts of the month

Help your summer sizzle with these recent additions to the Media Library – available exclusively on the MKOCSM!

- **Building Virtues** with Independent Senior National Sales Director Renée Daras
- **Protecting Your Goals & Dreams** with Independent National Sales Director Debbie Mattinson
- **To Go Up You Must Show Up** with Independent Sales Director Shirley Fequet
- **Believe In The Possibilities** with Independent Sales Director Debbie Parsons
- **Bee The Star That You Are!** with Independent Sales Director Alexis Glabus
- **This Is Your Story To Write** with Independent Sales Director Joyce Goff



Find it online: MKOC > Education > Media Library

ready, set, sell! brochure gets a branding makeover

The Mary Kay® brand is rich with a heritage of powerhouse skin care and captivating colour – and now our presentation conveys this message with fresh, contemporary, modern packaging that captures the essence of where we came from – and where we want to go.

In the spirit of maintaining a strong, consistent brand, we're in the process of updating the *Ready, Set, Sell!* brochure to reflect the new product packaging updates.

In the meantime, we want to let you know that the current brochure will continue to be in effect until further notice. Also, you'll want to note that the French version of the *Ready, Set, Sell!* brochure is currently out of stock for ordering from Section 2; however, to ensure new Independent Beauty Consultants have the information they require, it will continue to be included in the Welcome Pack.

For the most current information about *Ready, Set, Sell!*, be sure to visit the *Business Tools* section of the MKOCSM. And stay tuned for more information on the *Ready, Set, Sell!* makeover – coming soon!

–MK

each one reach one promotion

Mary Kay Ash once said: "It is important to realize that you do not have to change a certain number of lives in order to make a difference in the world; you can do it by reaching out to just one person."

When you put Mary Kay's words into action by reaching out and sharing this wonderful opportunity with one woman, you'll impact someone's life in a positive way.

And it's this simple and heartfelt act – one that Mary Kay founded her Company on – that's behind our *Each One Reach One* promotion.

The goal of this promotion is simple: to make a difference in someone's life. When you reach out to one person – from August 1st, 2009, through June 30th, 2010 * – you'll receive:

- A thank you letter from President Ray Patrick; and
- An exclusive *Each One Reach One* necklace** that symbolizes your dedication to reaching out. (Check it out on the MKOCSM)



As well, your new team member will receive a letter from President Ray Patrick congratulating them on starting their Mary Kay business and welcoming them to this unique sisterhood that has enriched thousands of lives.

And stay tuned because throughout the year, you'll hear inspiring stories from around the world that will encourage you to reach out and impact someone's life in a positive way.

So make it your goal to share with others – and you'll not only enrich the lives of others, you'll be enriching your own as well.

–AL

*A signed Independent Beauty Consultant Agreement must be received and accepted during the promotion period – from August 1st, 2009 to June 30th, 2010. A qualifying order is not required.

**Limit of one necklace per person.



off to a beautiful start: beauty that counts™ campaign update

May 12th marked the start of our second annual *Beauty That Counts*[™] campaign – our global initiative to help change the lives of women and children around the world. As you likely already know, Mary Kay will donate \$1 from the sale of **Mary Kay® Creme Lipstick** in two shades – limited-edition **Pink Passion** and regular-line **Gingerbread** – to the Mary Kay Ash Charitable Foundation through to December 15th, 2009.

During our first global *Beauty That Counts*[™] campaign in 2008, you and your customers collectively purchased more than 21,000 tubes of Mary Kay® Creme Lipstick in Apple Berry to help change the lives of women and children across Canada. And we're thrilled to report that this year, we're well on our way to surpassing that number. Just one and a half months into our campaign, **you and your customers have already purchased 4,708 tubes*** (2,849 of Pink Passion and 1,859 of Gingerbread)!

We want to hear how you plan to keep the campaign a hot topic with customers throughout 2009 to exceed last year's beautiful results. Are you offering special colour consultations to incorporate the *Beauty That Counts*[™] lipstick shades? Or are you letting your lips do the talking by sporting one of these shades wherever you go?

Send your ideas to Heather Watterworth, Editor of *Applause*[®] magazine at heather.watterworth@mkcorp.com – and they just may be featured in an upcoming issue!

–HW






*As of June 24th, 2009.

april 2009 recognition reconnaissance d'avril 2009

Congratulations to all achievers. / Félicitations à toutes les championnes.

NSD Commissions/Commissions DNV

Listed below are Independent National Sales Director commissions earned in April 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 March. / Commissions touchées en avril 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 mars.

Angie Stoker  \$22,197.00		Brenda Summach  \$19,099.00		Renée Daras  \$18,681.00		Doreen Burggraf  \$14,680.00		Elena Sarmago  \$12,669.00	
Dalene Allen	\$12,408.00	Gloria Boyne	\$10,331.00	Gail Adamson	\$8,870.00	Marcia Grobety	\$6,434.00	Janice Connell	\$4,903.00
Heather Armstrong	11,935.00	Bernice Boe-Malin	10,282.00	Susanne Felker	8,132.00	Linda MacDonald	5,756.00	Jane Kosti	4,674.00
Anne Austin	11,215.00	Donna Lowry	9,440.00	Sandy Campbell	7,394.00	Debbie Mattinson	5,477.00		
Darlene Ryan-Rieux	11,040.00	Olive Ratzlaff	9,250.00	Philomena Warren	7,070.00	Donna Weir	5,199.00		

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 April. / 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 avril.

Anne Austin  Level 2/Niveau 2		Doreen Burggraf  Level 2/Niveau 2		Sandy Campbell  Level 2/Niveau 2		Debbie Mattinson  Level 2/Niveau 2	
Jane Kosti  Level 1/Niveau 1		Darlene Ryan-Rieux  Level 1/Niveau 1		Brenda Summach  Level 1/Niveau 1		Philomena Warren  Level 1/Niveau 1	

Top 10 Independent National Sales Director Area Retail Production/Production de famille au détail des 10 meilleures Directrices nationales des ventes indépendantes

Seminar year-to-date unaffiliated Independent National Sales Director area retail production as of April 30th, 2009. Includes unit retail production from all offspring lines not affiliated with another Independent National Sales Director. / Production de famille au détail des Directrices nationales des ventes indépendantes non affiliées pour l'année Séminaire en date du 30 avril 2009. Comprend la production de groupe au détail de toutes les Directrices de lignée non affiliées à une autre Directrice nationale des ventes indépendante.

Angie Stoker	\$7,478,119.90	B. Summach	\$4,683,755.06	Gloria Boyne	\$3,014,680.25	Elena Sarmago	\$2,793,226.43	Anne Austin	\$2,544,399.70
H. Armstrong	6,070,205.02	Doreen Burggraf	3,245,580.47	Dalene Allen	2,802,680.63	Gail Adamson	2,552,321.36	Donna Lowry	2,422,047.80

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 2008, THERE WERE OVER 30,679 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,278 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 608 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,567 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 66% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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!

\$6,000		Danielle Lepine	\$4,245.75	Jeanine Drew	\$4,201.50	Carleen Koski-Quaye	\$3,689.50	Julie Arcand	\$3,607.75	Maura Lucente	\$3,602.00
Debbie Parsons	\$6,555.00	Bethan Lewis	4,229.50	Catherine Little	4,200.75	Claire Soucie	3,631.00	Nathalie Malouin	3,607.25	Cherry Cervito	3,601.50
Kyla Buhler	3,428.50	Belinda Wastesicoot	4,213.00	Janine Hau	4,200.00	Kylie Martin	3,617.50	Andrea Connacher	3,607.00	\$3,600	
Cassandra Lay	5,281.25	Jena Taghavi	4,204.50	Deanna Blue	4,000.75	Ingrid Roach	3,609.50	Kathy Sky	3,604.75	Leeha De Schutter	3,600.00
\$4,800		Elizabeth Bissonnette	4,204.25	Mary-Margret Latella	3,702.00	Elaine Hart	3,608.00	Jesse Goodwin	3,603.00		
Lucie Baker	4,500.25										

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!

K. De La Sablonnière	\$3,481.75	Beth Pearson	\$2,573.75	Sandra Korte	\$2,385.75	Nicole Craig	\$1,905.00	Maria Brua	\$1,808.25	Sherry Ogasawara	\$1,801.50
Angela Fedorchuk	3,459.25	Kimberley Nelson	2,564.00	Mary Humber	2,355.25	Rochelle Noel	1,899.75	Fiona Lomas	1,807.75	Phi Tchen	1,801.50
Kyla Buhler	3,428.50	Isabelle Guerette	2,558.75	Danielle Bourgault	2,353.00	Claire Kennedy	1,892.25	Anoja Dias	1,807.50	Kathleen Appleby	1,801.25
Kathy Whitley	3,300.00	Samina Jinnah	2,551.00	Marie-Soleil Bedard	2,306.50	Don O'Kane	1,885.75	Dorothy Osadczuk	1,807.50	Chantal Vincke	1,801.25
Ellen Whiting	3,209.00	Audrey Trach	2,548.00	Nancy Halikas	2,287.50	Sara Palmater	1,879.25	Darlene Olsen	1,807.25	Nancy Argent	1,801.00
Valerie Langlois	3,121.50	Vanessa Adams	2,523.50	Eve Monette	2,260.50	Jenny-Lynn Sather	1,877.25	Kristen Wheaton	1,807.25	Ronda Craig	1,801.00
Fatema Khaku	3,121.00	Lorena Siemens	2,521.00	Ellen Hatlevik	2,260.00	Bakhshish Nahal	1,876.00	Kristine Harrington	1,806.75	Kulwant Dayal	1,801.00
Selina Philp	3,079.50	R. Calina-Pascoe	2,507.25	Carol Rennehan	2,246.50	Crystal Cassidy	1,873.25	Veronica Duncan	1,806.00	K. Harrison-Bartley	1,801.00
Brigitte Lang	3,076.25	Sharon Roberts	2,507.25	Ana Mateus	2,245.75	Esperanca Cordeiro	1,872.00	Rebecca Shipman	1,805.75	Gurwinder Janday	1,801.00
Victoria Buchy	3,039.75	Kimberly Gillis	2,478.50	Sue Rigby-Mallard	2,219.25	Jennifer Scott	1,869.50	S. Greenwood-Plante	1,805.50	Amy Klassen	1,801.00
Paul Polei	3,037.75	Megan Miller	2,461.75	Sonia Dumas	2,216.00	Audrey Karman	1,865.25	Jenny Kiono	1,805.50	Jeanette Lavery	1,801.00
Samantha Ryan	3,036.75	Desiree Spies	2,459.00	Janine Brisebois	2,208.25	Susan Ansther	1,864.00	Christiana Husson	1,805.25	Joanne Sanders	1,801.00
Esterlita Andres	3,033.50	Margaret Trojand	2,452.75	Lindsey Pugh	2,198.00	Christine Ransom	1,859.00	Melissa Segura	1,805.25	Gaye Snauwaert	1,801.00
Julia McDougall	3,028.75	Ingrid Gaillard	2,443.00	Amanda Loras	2,171.00	Michelle Boyes	1,858.75	Elyse Faucher	1,805.00	Anh Vu	1,801.00
Marie-Eve Paquin	3,021.00	Lanis Leslie	2,440.00	Claudine Pouliot	2,166.00	Terina Stenger	1,858.75	Marie Guevremont	1,804.75	Patricia Brogan	1,800.75
Annie Robert	3,020.50	Penny Westland	2,436.00	Karen Shapka	2,148.00	Marlene Wirachowsky	1,855.50	Karen Gallagher	1,804.75	Olga Masuragina	1,800.75
Cheryl Moody	3,019.50	Teresa Da Silva-Avila	2,431.00	Denise Price	2,144.25	Anita Williams	1,850.50	Jasmine Revilla	1,804.75	Heather Mangione	1,800.75
Danna Basque	3,016.75	Melissa MacPherson	2,428.00	Vilma Patane	2,134.50	Patricia Lavoie	1,849.75	Wanda Spencer	1,804.75	Estelle Tessier	1,800.75
Genevieve Cossette	3,012.25	Rita White	2,422.75	Claire Mercier	2,125.75	Bonnie Schurman	1,845.50	Karen Campbell	1,804.50	Lynn Atton	1,800.50
Christine Poissant	3,010.50	Heather Prosser	2,414.00	Patricia Shouldice	2,114.00	Lisa Naismith	1,845.00	Coral Marshall	1,804.50	Ayla Gormley	1,800.50
Kristina Andrews	3,008.00	Genevieve Rocheleau	2,412.75	Anna Brown	2,108.00	Marlene Commins	1,843.75	Stacey McCall	1,804.50	Carol Millar	1,800.50
Lori Porter	3,007.50	Renee Larocque	2,412.00	Maisie Lin	2,104.75	Virginia Dreelan	1,838.00	Elizabeth Omigie	1,804.50	Erin Roth	1,800.50
Sophie Cardin	3,006.50	Melanie Landry	2,411.00	Candice Bailey	2,100.25	Jessica Douglas	1,837.00	Krista Morash	1,804.25	Dana Silvestri	1,800.50
Jane Epp	3,005.25	Nathalie Ferland	2,410.25	Cindy Levesque	2,091.25	Charanjit Singh	1,837.00	Kerry-Lynn Callahan	1,804.00	Denise Stanley	1,800.50
Mealdey Sry	3,004.75	Gabrielle Poupart	2,409.75	Paula Hoffert	2,088.50	Catherine Bradbury	1,834.25	Nathalie Gravel	1,804.00	Audrey Ehalt	1,800.50
Stacey Deguire	3,004.25	Genevieve Gauthier	2,407.75	Alison Hogan	2,087.00	Evelina Warchol	1,833.75	Judith-Danielle Masse	1,804.00	Shelley Bresett	1,800.25
Teresita Llarinas	3,002.25	Sara MacDonald	2,407.50	Marie Monte	2,075.00	Betty Lister	1,833.25	Leslie Robert	1,804.00	Lynne Hamilton	1,800.25
Amber Krahenbil	3,001.00	Linda Boggs	2,406.50	Heather Oldenburg	2,062.75	Katie Hemond	1,828.25	Judith Su	1,804.00	Alyson Howatt	1,800.25
Terri McKee	3,000.75	Brigitte Santong	2,406.00	Floridema Peiris	2,058.50	Kimberly Blakey	1,824.50	Ellen Green	1,803.75	Kathy Jutras	1,800.25
Deborah Ridley	3,000.75	Gwyneth Jones	2,404.50	Lynn Bukala	2,051.75	Janice Chu	1,821.75	Balwinder Hairan	1,803.75	Ravinder Kaler	1,800.25
Jennifer Shiplack	3,000.50	Claudia Ouellet	2,404.00	Ginger Halliday	2,046.25	Lise Monette	1,820.00	Linda Smith	1,803.50	V. Kahandaliyanage	1,800.25
Erin Waters	3,000.50	Kim Jones	2,403.50	Gail Hennig	2,044.50	Karine Deschenes	1,819.75	Patricia Tremblay	1,803.50	Hazel Lopez	1,800.25
Amy Ball	3,000.25	Talla Abdallah	2,402.00	Annie Gagnon	2,029.25	Heather Achymichuk	1,817.75	Janie Wall	1,803.50	Jennifer Principe	1,800.25
Kerri Wilson	3,000.25	Edete Morton	2,401.50	Stephanie Charron	2,017.00	Marcie Cole	1,817.75	Elyse Lusignan	1,803.25	Amber Pompu	1,800.25
\$3,000		Nadia Bourgeois	2,401.00	Erna Voth	2,011.25	Charlene Phillips	1,816.00	Marie-Pier Desbiens	1,803.00	Jennifer Tocchio	1,800.25
Leanna Killoran	3,000.00	Lisa Kennedy	2,401.00	Fely Ababulon	2,009.50	Melissa Parker	1,813.00	Mary Zborowski	1,803.00	Ayesha Williams	1,800.25
Carole Tousignant	3,000.00	Kendra Zerr	2,401.00	Sheri Raggiunti	2,002.50	Jaspreet Sandhu	1,812.75	Helene Bercier	1,802.75	\$1,800	
Deborah Stevenson	2,801.50	Zohreh Goodarzi	2,400.50	Reina Heras	2,000.00	Marie-Eve Lecomte	1,811.25	Maria Canay	1,802.75	Selina Biscaro	1,800.00
Jan Irwin	2,768.50	Lise Moore	2,400.25	Dawn Nyholt	1,998.75	Carole Duguay	1,810.50	Nicole Picard	1,802.75	Linda Graham	1,800.00
Laeya Tsirigiannis	2,716.75	Correna Pardy	2,400.25	Arvinder Gill	1,974.75	Lyric Mei Wan Tsui	1,810.50	Johanna Solorzano	1,802.75	Marjorie Hunt-Platt	1,800.00
Paymaneh Varahram	2,687.00	Hakarandeep Singh	2,400.25	Julia Figueroa	1,966.25	Gloria Walton	1,810.50	Linda Neveu	1,802.00	Denise Huot	1,800.00
Lillie Johnson	2,685.50	Ana Velarde	2,400.25	Bey Harris	1,964.50	Iman Istetieh	1,810.25	Heather Starkes	1,802.00	Helene Maltais	1,800.00
Rose Hayden	2,681.00	\$2,400		Julie Johnston	1,945.00	Judith Speelman	1,809.50	Carol Timlin	1,801.75	Mireille Probst	1,800.00
Julie Bernier	2,675.00	Sarah Bardell	2,400.00	Maggie Lee	1,936.25	Nancy Paradis	1,809.25	Ingrid Vadina	1,801.75	Rose Belcastro	1,800.00
Barb March	2,600.00	Morgan Braine	2,400.00	Melissa Lavoie	1,929.00	Melyssa Tremblay	1,809.25	Rhoda Burton	1,801.50		
Lorna Randall	2,595.75	Trish Fox	2,400.00	Melissa Anderson	1,912.75	Vanessa Cope	1,809.00	Genevieve Landry	1,801.50		
Elaine Maeland	2,589.75	Monique Graziano	2,400.00	Jeannie Johnston	1,906.25	Elisa Luymes	1,809.00	Patricia Lafreniere	1,801.50		

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

Listed below are the Independent Sales Directors whose commission exceeded \$2,000 in April. Does not include Team Leader and VIP commissions. / Directrices des ventes indépendantes dont les commissions ont dépassé 2 000 \$ en avril, exception faite des commissions des Chefs d'équipe et des VIP.

Josée D'Anjou	\$12,585.27	Agnes Loshusan	\$5,429.32	Donna Matthews	\$4,623.13	Angela Murphy	\$3,574.67	Isabelle Meunier	\$3,250.76	Alexis Glabus-Bibby	\$3,018.85
Shannon Shaffer	10,895.09	Rita Samms	5,386.51	Sonia Janelle	4,574.06	Nicole Bellemare	3,574.47	Bonnie Vigue	3,230.44	Heidi McGuigan	3,011.07
Darcey Smith-Heath	8,321.27	Nathalie Delisle	5,370.05	Guyline Dufour	4,562.62	Audrey Ehalt	3,569.60	Phyllis Hansford	3,210.44	Maria Bennett	2,996.16
Mireille Morin	7,494.94	Angela Fedorchuk	5,352.17	Yasmin Manamperi	4,431.58	Kathy Quilty	3,528.00	Wanda Groenewegen	3,194.92	Judith Richardson	2,979.72
Tamara Swatske	6,753.70	Susie Leakvold	5,349.88	Louise Boulanger	4,402.60	Pam Behnke-Van Hoof	3,498.94	Shelley Haslett	3,187.61	Lucie Léveillé	2,955.65
Susan Bannister	6,258.27	Eve Raymond	5,261.42	M. Summach-Goetz	4,390.74	Colleen Hendrickson	3,484.83	Sophie Audet	3,184.40	Chantal St-Denis	2,924.09
Sharon Coburn	6,156.29	France Grenier	5,215.86	Elaine Scitote	4,331.43	Diane Riddell	3,464.68	Joy Zaporozan	3,175.47	Sylvia Smith	2,896.59
Harpreet Dhaliwal	6,132.30	Rajinder Rai	5,207.97	Jill Ashmore	4,017.12	Isabelle Perreault	3,413.88	Danielle Gobeil	3,132.22	G. Russo-Nardelli	2,880.64
Ginette Desforges	6,072.71	Guyline Comeau	5,192.27	Melissa Dunn	3,997.48	R. Courneya-Roblin	3,402.24	Vaun Gramatovich	3,107.28	Alissa Swail	2,830.49
Shelley Recoskie	5,976.33	Teresa Alomar-Story	5,174.69	Jasbir Sandhu	3,959.42	Karen Taylor	3,387.06	Beryl Apfelbaum	3,096.18	Cassandra Lay	2,811.77
Evelyn Ramanauskas	5,907.88	Marilyn Bodie	4,981.59	Debbie Parsons	3,911.95	Fiona Corby	3,353.90	Louisa Hoddinott	3,091.33	Cicily Brewer	2,805.81
Shirley Peterson	5,844.70	Claribel Avery	4,929.34	Johnna Tobin	3,899.41	Shannon Cameron	3,353.12	Susan Richardson	3,067.82	Liz Wodham	2,790.55
Harsimran Saini	5,781.09	Kyla Buhler	4,826.08	Kim Shankel	3,804.63	Barbara Martin	3,351.54	Lorrie Henke	3,067.18	Kathryn Milner	2,786.91
Lorraine McCabe	5,728.63	Angela Hargreaves	4,783.94	Mary Davies	3,755.19	Kim Johnson	3,328.81	Elaine Fry	3,066.17	Gladys MacIntyre	2,706.17
Donna Melnychyn	5,716.15	Lucie Beauregard	4,777.92	Ruby Chapman	3,754.65	Gaylene Gillander	3,318.16	Louise Desy	3,065.18	Carol Heath	2,696.11
Beverly Dix	5,679.30	Jacqueline Cullen	4,743.68	Ishali Mulchandani	3,748.15	Jane Maria Arsenaault	3,317.57	Martine Richard	3,060.16	Barbara Bond	2,680.13
Randhir Singh	5,453.54	Elizabeth Farris	4,638.75	Donna Izen	3,743.77	Jennifer Levers	3,311.27	Deanna Pease	3,029.20	Joyce Goff	2,676.42

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES. POUR POUVOIR PROFITER DES COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECROUTE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIVES DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2008, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY L'ÉE AU CANADA COMPTAIT PLUS DE 30 679 MEMBRES. PARMI LES 4 278 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 608 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOTITÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 16 567 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 66 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

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

Lorraine Upwards	\$2,675.50	Chrissy Novak	\$2,557.72	Trudy Klassen	\$2,364.58	Louiselle Duchesne	\$2,293.15	Allyson Beckel	\$2,123.85	Patricia Monforton	\$2,053.74
Kareena Felker	2,668.02	Valerie Pullishy	2,514.54	Patti Babyn	2,359.09	Barbara Craig	2,265.84	Joanne Ward	2,117.73	Sylvie Theriault	2,050.50
Mychele Guimond	2,667.15	Sharlene Bukurak	2,505.56	Janice Appleby	2,354.15	Lauretta Gorman	2,260.62	Angella Maynard	2,115.17	Laureen Miller	2,037.03
Helen Zucchelli	2,651.52	Marilyn Clark	2,461.49	Mary O. Ogunyemi	2,352.49	June Millar	2,252.28	Frances Fletcher	2,112.28	Heather Cook	2,036.90
Anna Leblanc	2,634.72	Deb Prychidny	2,459.70	Catherine Chapman	2,342.34	Theresa Nielsen	2,246.36	Deborah Kenny	2,110.72	Joyce Bigelow	2,025.37
Dierdre McKay	2,624.26	Linda Feldman	2,452.57	Pamela Kanderka	2,326.90	Christine Ransom	2,244.47	Leanne Chamberlain	2,105.29	Sara Roberts	2,025.05
Darlene Olsen	2,620.90	Donna Witt	2,431.00	Peggy Denomme	2,326.75	Charmaine Stinson	2,238.91	Renee Lavoie	2,099.54	Debbie Struthers	2,009.20
Ann Alexander	2,616.97	Janine Brisebois	2,428.82	Eva Coelho	2,326.16	Eva Boulay	2,216.03	Georgie Anderson	2,098.19	France Légaré	2,007.94
Fran Sorobey	2,612.56	Rita White	2,414.82	Cheryl Neuman	2,319.92	Mandeep Bambrah	2,211.53	Lois Hirtz	2,085.43	Paulette Nimco	2,005.89
Kathy Whitley	2,611.19	Elaine Maeland	2,412.43	Betty Lister	2,319.22	Teresa Ho	2,210.71	Ioulia Khairova	2,081.04	Sheila Lefebvre	2,004.79
Mary-Lou Hill	2,591.95	Laurie Schuster-Sydr	2,399.68	Kim Conaghan	2,310.38	Betty Burke	2,203.36	Judy Buchanan	2,071.16	Sylvie Beaucage	2,001.18
Shirley Austin	2,581.97	Shirley Fequet	2,393.90	Lynn Brady	2,306.57	Sharon Kolenc	2,185.47	Brigitte Raymond	2,070.26		
Louise Fortin	2,559.28	Judy Toupin	2,387.55	Harparveen Aujla	2,301.76	Carol Adams	2,181.25	Deborah Brown	2,065.32		

Scoreboard/Tableau des résultats

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

Shannon Shaffer	\$82,694.50	Ginette Desforges	\$38,476.00	Marilyn Bodie	\$30,017.50	Danielle Gobeil	\$25,111.00	Phyllis Hansford	\$23,215.50	Sylvia Smith	\$21,354.50
Josée D'Anjou	71,512.00	Jacqueline Cullen	38,398.50	Eve Raymond	28,621.50	Wanda Groenewegen	25,013.50	Mary-Lou Hill	22,953.00	Louise Desy	21,294.00
Darcey Smith-Heath	68,019.50	Teresa Alomar-Story	38,221.50	Angela Hargreaves	28,499.00	Cassandra Lay	24,796.50	G. Russo-Nardelli	22,779.00	Kareena Felker	20,993.50
Susan Bannister	50,120.50	Guylaine Comeau	36,713.50	Nicole Bellemare	28,489.50	Heidi McGuigan	24,785.50	Isabelle Perreault	22,752.00	Patti Babyn	20,909.00
Tamara Swatske	50,018.00	Louise Boulanger	35,116.50	Donna Matthews	28,477.50	Alexis Glabus-Bibby	24,671.50	Colleen Hendrickson	22,575.00	Shelley Haslett	20,788.50
Shirley Peterson	46,609.00	Sharon Coburn	34,641.50	Ishali Mulchandani	28,433.00	Maria Bennett	24,559.50	Lorrie Henke	22,572.00	Linda Feldman	20,751.00
Harsimran Saini	44,323.50	Kyla Buhler	34,368.00	Kathy Quilty	28,068.00	Diane Riddell	24,515.50	Deanna Pease	22,502.00	Janice Appleby	20,732.00
Agnes Loshusan	43,528.00	Debbie Parsons	34,030.00	Yasmin Manamperi	28,011.50	Kathryn Milner	24,414.00	Louise Fortin	22,450.50	Cicily Brewer	20,702.50
Rita Samms	43,301.50	Harpreet Dhaliwal	34,021.00	Beryl Apfelbaum	27,527.50	Elizabeth Farris	24,104.50	Chrissy Novak	22,426.50	Joyce Goff	20,485.50
Beverley Dix	42,469.50	Rajinder Rai	33,658.00	Shannon Cameron	27,235.50	Jane Maria Arsenaault	24,095.50	Bonnie Vigue	22,187.50	Peggy Denomme	20,411.50
Donna Melnychyn	42,423.00	Nathalie Delisle	33,623.50	Claribel Avery	27,030.50	Audrey Ehalt	24,022.50	Liz Wodham	22,095.50	Cheryl Neuman	20,306.50
Angela Fedorchuk	42,341.00	Guylaine Dufour	32,873.00	Jennifer Levers	26,898.50	Martine Richard	24,002.50	Alissa Swail	22,007.50	Carol Heath	20,269.00
Mireille Morin	42,275.00	Jill Ashmore	32,571.00	R. Courneya-Roblin	26,868.50	Gaylene Gillander	23,970.50	Rita White	21,766.50	Ann Alexander	20,261.00
France Grenier	41,782.50	Lucie Beauregard	32,564.00	Barbara Martin	26,733.50	Helen Zucchelli	23,869.50	Isabelle Meunier	21,758.00	Sophie Audet	20,235.50
Randhir Singh	41,559.00	M. Summach-Goetz	32,082.50	Kim Johnson	26,597.00	Lucie Léveillé	23,802.00	Marilyn Clark	21,645.00	Lynn Brady	20,101.00
Evelyn Ramanauskas	41,419.00	Sonia Janelle	31,691.50	Mary Davies	26,152.00	Anna Leblanc	23,611.00	L. Schuster-Sydr	21,533.50	Louisa Hoddinott	20,005.00
Lorraine McCabe	40,966.50	Kim Shankel	30,840.50	Elaine Sicotte	26,117.00	Chantal St-Denis	23,447.50	Elaine Fry	21,522.50		
Shelley Recoskie	40,241.00	Melissa Dunn	30,730.50	Joy Zaporozan	25,606.50	Donna Izen	23,338.50	P. Behnke-Van Hoof	21,448.00		
Susie Leakvold	39,942.00	Ruby Chapman	30,071.50	Fiona Corby	25,393.00	Kathy Whitley	23,249.00	Susan Richardson	21,370.00		

Top Recruiting Units/Meilleurs groupes en recrutement

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

British Columbia/Colombie-Britannique – Darcey Smith-Heath
 Québec – Josée D'Anjou
 Ontario – Robin Courneya-Roblin
 British Columbia/Colombie-Britannique – Mandeep Bambrah

Ontario – Fiona Corby
 Alberta – Suzie Leakvold
 Québec – Nicole Bellemare
 British Columbia/Colombie-Britannique – Harpreet Dhaliwal

Newfoundland & Labrador/Terre-Neuve-et-Labrador – Elaine Maeland
 Ontario – Agnes Loshusan

Provincial Sales Queens/Reines des ventes provinciales

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

Alberta – Catherine Little
 British Columbia/Colombie-Britannique – Danielle Lepine
 Manitoba – Belinda Wastesicoot
 New Brunswick/Nouveau-Brunswick – Danna Basque
 Newfoundland & Labrador/Terre-Neuve-et-Labrador – Debbie Parsons

Nova Scotia/Nouvelle-Écosse – Cheryl Moody
 Nunavut – Ellen Hatlevik
 Northwest Territories/Territoires du Nord-Ouest – Krista Harbin
 Ontario – Cassandra Lay
 Prince Edward Island/Île-du-Prince-Édouard – Deena Bugden-McBride

Québec – Elaine Hart
 Saskatchewan – Jesse Goodwin
 Yukon – Lori Mountain

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 April. / Directrices des ventes indépendantes et Conseillères en soins de beauté indépendantes dont le chèque de 12 % a dépassé 500 \$ en avril.

Shirley Fequet	\$1,454.22	Lorrie Henke	\$966.09	Rajinder Rai	\$815.82	M. Summach-Goetz	\$736.83	Ruby Chapman	\$693.18	Kitty Babcock	\$662.94
Shelley Recoskie	1,276.23	Donna Melnychyn	960.21	Joy Zaporozan	811.86	Angela Fedorchuk	733.35	Lorraine Upwards	692.43	Louise Boulanger	660.81
France Grenier	1,169.67	Liz Wodham	959.88	Cassandra Lay	804.00	Fran Sorobey	731.49	Ana Maria Guevara	688.80	Allyson Beckel	660.78
Guylaine Dufour	1,130.94	Maria Bennett	929.94	Chrissy Novak	786.93	Anna Leblanc	727.38	Sarah Robertson	685.98	Debbie Struthers	658.41
Kimberley Nelson	1,112.88	Shannon Cameron	916.35	Betty Burke	784.11	Sharlene Bukurak	723.54	Ann Alexander	685.32	Charlene Efford	657.93
Evelyn Ramanauskas	1,105.50	Rita White	906.15	Kathy Whitley	780.75	Gladys MacIntyre	719.55	Debbie Parsons	682.92	Gina Hormann	657.18
Shannon Shaffer	1,094.55	Darcey Smith-Heath	901.86	Angela Hargreaves	778.65	Leanne Chamberlain	716.82	Kathryn Milner	681.27	Louisa Hoddinott	655.20
Kyla Buhler	1,073.79	Marie-Claude Leblanc	894.42	Deanna Pease	771.27	Josianne Boily	712.92	Josee D'Anjou	679.47	Usha Bhui	652.62
Harpreet Dhaliwal	1,048.47	Esther Gallop	887.61	Susie Leakvold	753.39	Faida Ahadi	700.44	Claribel Avery	676.86	Kelly Thomas-Petrof	648.12
Nancy Normandin	1,037.94	Sonia Janelle	877.14	Marie-Josée Bourdages	745.44	Carlene Kerr	698.67	Kareena Felker	675.15	Sophie Audet	645.87
Tamara Swatske	990.78	Renee Lavoie	874.77	Louise Fortin	744.45	Eva Coelho	697.17	Nicole Bellemare	672.03	Colleen Hendrickson	630.30
Randhir Singh	980.82	Lorraine McCabe	871.17	Diane Poulin	741.33	Barbara Craig	696.72	Fay Hoiness	665.13	Johanna Tobin	628.20
Jennifer Levers	979.23	Jacqueline Cullen	825.48	Audrey Ehalt	739.89	Brenda Ewasiuk	694.65	Deb Prychidny	662.97	Ruba Jeorgy	620.22

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 2008, THERE WERE OVER 30,679 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,278 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 608 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,567 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 66% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

Sharon Coburn	\$618.54	Carol Heath	\$597.00	Claudine Pouliot	\$571.02	Sylvie Larose	\$548.64	Patricia Monforton	\$523.05	Michelle Currie	\$517.71
Valerie Pullishy	616.65	Sushma Dhir	590.97	Helene Boudreau	568.83	Jane Rumball	547.41	Karen Goldrick	522.48	Marlene Commins	516.81
Yasmin Manamperi	611.37	Shirley Austin	586.47	Joyce Goff	568.23	Naomi Scott	546.63	Glenda Laberge	522.45	Betty Lister	516.48
Michele Gustafson	609.15	Vaun Gramatovich	586.44	Diane Burness	566.58	Cheryl Neuman	544.68	Kathy Roberts	522.24	Pam Behnke-Van Hoof	511.17
Donna Witt	609.06	Michele Cutler	581.34	Marie York	563.07	Marlene Bridgman	538.86	Anne-Marie Lévesque	522.09	Linda Ginchel	509.46
Ashley Langevin	605.76	Mychele Guimond	576.54	Caroline Chan	562.86	Ellen Hatlevik	529.92	Lucie Beauregard	521.79	Monica Groir	507.27
Alexis Glabus-Bibby	604.35	Guyline Comeau	576.09	Katie Pokrant	559.71	Susan Bannister	528.15	Elaine Sciotte	519.21		
Lisa Naismith	599.31	Elaine Maeland	572.34	Alice Storev	557.79	Deborah Kenny	526.80	Alvra Parkes	517.86		

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

Sharon Kolenc	\$693.08	Cynthia Martel	\$404.82	Adriana Toogood	\$359.06	Alissa Swail	\$319.24	Cicily Brewer	\$293.58	Nathalie Laurin	\$270.10
Pamela Kanderka	515.64	Laeya Tsirogianis	404.18	Nikki Horton	348.44	Amy Shang	316.32	Jessica Decarie	281.12	Nikki Pointon	266.38
Claribel Avery	451.24	Beata Nowicki	403.62	Marie Sophie Roy	346.30	Kristl Harder Nelson	310.90	Svitlana Awogbami	278.56	Claudy Guillemette	259.48
Bev Crabb	448.64	Deanne Bonilla	393.56	Melissa Hodder	343.64	Susan Dart	305.88	Ilda Machado	278.54	Melody Gilmore	259.08
Ginette Desforjes	447.94	Tarra Keller	393.24	Denise Melanson	342.22	Dileeni Weerasinghe	302.86	April Williams	278.22	Myrica Balica	256.98
Kimberley MacBride	438.84	Cheryl Tessari	374.74	Julie Bisson	341.98	Wendy Doiron	297.66	Andrea Thorrougood	274.02	Cathy Wright	254.04
Sharon Wolthers	427.86	Jill Ashmore	371.10	Nancy Gauthier	324.98	Trudy Klassen	296.08	Bonnie Davies	273.38	Sylvie Beaucage	250.10
Louise Desy	414.94	Sukdeep Kaur	359.96	Marie Gilbert	320.62	Luisa Rallo	295.82	Melania Martin	272.06		
Nancie Lachance	406.28	Patti Jeske	359.20	Karen French	320.12	Mary O. Ogunyemi	294.82	France Mimeault	270.92		

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

Theresa Stafford	\$280.53	Kylie Martin	\$144.06	Brigitte How	\$120.09	Audrey Potvin	\$99.06	Sonia Cardin	\$88.58	Josée Beaulieu	\$81.13
Ann Dzambic	216.42	Marie-Soleil Bedard	139.27	Julie Defehr	120.03	Julie Hoefling	98.47	Dianne Stewart	87.92	Corinne Misko	78.80
Brooke Windblad	216.29	Carole Savoie	127.30	Cheryl Pedersen	120.03	Lillian Boudreau	98.11	Maria Perez	86.99	Avelina Juma	78.44
Laura Simpson	200.40	Sarah Appenheimer	123.18	Julie Johnston	120.00	Manpreet Rai	96.20	Judy Topolniski	86.99	Rosemary Minors	77.87
Jessica Henri	180.01	Margaret Bebber	122.43	Ivy Osmond	119.63	Jennifer Heidinga	96.04	Karla Van Sickle	86.91	Peggy George	77.13
Debra Brown	168.71	Kristen Bradley	121.59	Cheri Stefanucci	117.01	Ayda Bahrami	96.02	Laura Prodanyk	83.91	Gurpreet Washir	76.89
April Wastesicoot	168.52	Magielyn Guiling	121.34	Judith Poulin	115.00	Joanne Elliott	96.01	Kim Robitaille	81.98	Marla Kalinich	76.25
Kathy Plett	168.00	Stéphanie Guillemint	120.84	Freddelyne Labossiere	112.68	Claudia Rodriguez	96.01	Elaine Crawford	81.95	Linda Danis	75.43
Nanette Traill	148.63	Meghan Hetchler	120.32	Pierrette Hache	110.65	Beth Sahlin	96.00	Susan Leclair-Day	81.52	Ferne Greenwood	75.17
Nancy Morin	144.31	Carrie Edward	120.30	Hannah Lawrie	110.30	Anna Chmiel	92.75	Susan Strembitsky	81.17	Nirmal Chandi	75.04
Monique Quail	144.30	Marvse Lacharite	120.26	Cathleen Finn	100.83	Rhonda McDonald	88.96	Brenda Harrison	81.14		

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 April. / Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 5 nouveaux membres en avril.

SHELLEY RECOSKIE <i>Director/Directrice</i>	LEANNE CHAMBERLAIN <i>Director/Directrice</i>	GEORGIE ANDERSON <i>Director/Directrice</i>	NAOMI SCOTT <i>Director/Directrice</i>	MARIOLA HERBASZ Dierdre McKay	STEPHANIE PREGENT Ginette Desforges
LOUISA HODDINOTT <i>Director/Directrice</i>	ELAINE CODERRE <i>Director/Directrice</i>	GUYLAINE DUFOUR <i>Director/Directrice</i>	JULIE ALLARD Josee D'Anjou	SHIRLEY HOLLOWAY Elaine Maeland	JENNIFER PRINCEPIE Fiona Corby
RAJINDER RAI <i>Director/Directrice</i>	JUNE RUMBALL <i>Director/Directrice</i>	CHARLENE EFFORD Ruby Chapman	MARIE-SOLEIL BEDARD Julie Boulay	RUBA JEORGY Ishali Mulchandani	RAJWINDER JEET SANGHERA Balbir Singh
CAROL RENNEHAN <i>Director/Directrice</i>	LORENA B SIEMENS <i>Director/Directrice</i>	JOHANNE GIRARD <i>Director/Directrice</i>	HELENE BOUDREAU Sylvie Theriault	KAMALPREET KAUR Harpreet Dhaliwal	MICHELLE STAFFORD Bonnie Vigue
REINA HERAS <i>Director/Directrice</i>	JANICE APPLEBY <i>Director/Directrice</i>	FRANCE GRENIER <i>Director/Directrice</i>	MARIE-JOSEE BOUVIER Nicole Bellemare	SANDRA KORTE Susan Placsko	NANETTE TRAILL Melissa Dunn
CAROL HEATH <i>Director/Directrice</i>	MARILYN BODIE <i>Director/Directrice</i>	FAIDA AHADI Agnes Loshusan	CAROLINE CHAN Diane Peel	ALISON KRAUSE Robin Courneya-Roblin	LAEYA TSIROGIANNIS Alissa Swail
ELAINE MAELAND <i>Director/Directrice</i>	AUDREY EHALT <i>Director/Directrice</i>	MARIE CALBERRY Robin Courneya-Roblin	SUSAN DART Barbara Martin	CHARMAINE LACOURSIERE <i>Director/Directrice</i>	
SVITLANA AWOGBAMI <i>Director/Directrice</i>	YOLÈNE GAY <i>Director/Directrice</i>	SONIA DUMAS Josee D'Anjou	CHRISTINE DE JESUS Susie Leakvold	JAMIE LAMPING Joyce Bigelow	
MARILYN MACKENZIE-CUSACK <i>Director/Directrice</i>	LYDIE GISELE GUEBEDIANG Doreen Burggraf	DIGNA ESPINOZA Reina Heras	JESSICA DECARIE Julie Boulay	TRASY MAK Evelyn Ramanauskas	
MANDEEP BAMBRAH <i>Director/Directrice</i>	HILDA HISCOCK <i>Director/Directrice</i>	AMY KLASSEN Michelle Summach-Goetz	JULIE DEFÉHR Joy Zaporozan	OLGA MAVLYANOVA Ioulia Khairova	
NANCIE LACHANCE <i>Director/Directrice</i>	ASHLEY LANGEVIN <i>Director/Directrice</i>	MARIE-CLAUDE LEBLANC Nathalie Delisle	MARIE-JOSEE DERY Josée D'Anjou	KIMBERLEY NELSON Darcey Smith-Heath	
LORRAINE UPWARDS <i>Director/Directrice</i>	JANET TAYLOR <i>Director/Directrice</i>	SOPHIA LIN Joanne Lam	ARVINDER GILL Harsimran Saini	BEATA NOWICKI Darcey Smith-Heath	
MYCHELE GUIMOND <i>Director/Directrice</i>	DEANNA TUPLIN Diane Riddell	KATHY ROBERTS <i>Director/Directrice</i>	GURDIP GREWAL Harpreet Dhaliwal	DIANE POULIN Lucie Beauregard	

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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 April. /
Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 4 nouveaux membres en avril.

EVA KOPEC
Director/Directrice
JULIET CREARY
Director/Directrice
YASMIN MANAMPERI
Director/Directrice
HEIDI MCGUIGAN
Director/Directrice
JOYCE BIGELOW
Director/Directrice
MYRIA C BALICAO
Director/Directrice
ELAINE SICOTTE
Director/Directrice
EVA COELHO
Director/Directrice
SHARON LEWCO
Director/Directrice
ANGELA FEDORCHUK
Director/Directrice
SONIA KEHOE
Director/Directrice
BECKY LAWRENCE
Director/Directrice
DEANNA PEASE
Director/Directrice
SARA ROBERTS
Director/Directrice

MARIE YORK
Director/Directrice
SOPHIE AUDET
Director/Directrice
JANICE EPPLÉ
Janice Connell
NICOLE LABELLE
Mireille Marion Morin
VALERIE PULLISHY
Director/Directrice
GINA GE QIAN
Director/Directrice
ALICE STOREY
Director/Directrice
BONNIE VIGUE
Director/Directrice
BRENDA AKERMAN
Sharon Kolenc
LUCIE BEAUREGARD
Director/Directrice
USHA BHUAI
Harsimran Saini
SHARON CASTEEL
Director/Directrice
DANIELLE GOBEIL
Director/Directrice
KAREN GOLDRICK
Director/Directrice

JOYCE GUSTAFSON
Shirley Peterson
JOYCE HARNETT
Director/Directrice
BEV HARRIS
Director/Directrice
NIKKI HORTON
Director/Directrice
CASSANDRA LAY
Director/Directrice
CHANTAL RIVARD
Director/Directrice
JENNIFER SCOTT
Director/Directrice
JULIE SWEENEY
Director/Directrice
JOY BARBER
Fiona Corby
LYNN BRADY
Director/Directrice
WENDY DOIRON
Bonnie Vigue
CHERYL EHRESMAN
Angela Fedorchuk
SANDRA GOULD
Judy Toupin
MONA HOOD
Director/Directrice

GLENDALABERGE
Donna Melnychyn
ROSALINDA LACSAMANA
Joyce Bigelow
LISA NAISMITH
Kim Johnson
MRS. V. NIKIEL
Director/Directrice
PAULETTE ODERKIRK
Heidi McGuigan
SUSAN PLACSKO
Director/Directrice
SHERRILYNN POULTON
Director/Directrice
LU SCOTT
Director/Directrice
DANIELLE THERIAULT
Director/Directrice
KELLY THOMAS-PETROFF
Agnes Loshusan
KARLA VAN SICKLE
Sheena Murphy
AMPARO AMAYA
Giovanna Russo-Nardelli
JUDY BEDFORD
Lauretta Gorman
LINDA BEETON
Rita Samms

JOSÉE BÉLANGER
Eve Raymond
AUDREY CHAN
Ann Alexander
NATHALIE CHARETTE
Nicole Pharand
ELAINE CHENG
Rebecca Irving
SOPHIE CHRETIEN
Chantal St-Denis
NICOLE COOKE
Robin Courneya-Roblin
NADINE DUBÉ
Brigitte Raymond
KARI DUFOUR
Linda Feldman
DANIELA FERREIRA
Cicily Brewer
KIM JONES
Fiona Corby
JOSÉE BEAULIEU
Nicole Bellemare
CARLENE KERR
Director/Directrice
ANNA LAVIOLETTE
Shelley Recoskie
ISABELLE LECLAIR
Lucie Beauregard

ANNE-MARIE LÈVESQUE
Josée D'Anjou
KAREN MCMANUS
Donna Weir
NANCY NORMANDIN
Isabelle Perreault
MABEL OMUSUKU
Mary O. Ogunyemi
KIMBERLEY PATEY
Isabelle Meunier
SARAH ROBERTSON
Darcey Smith-Heath
PAMELA SITTLER
Julie Fiala
BRENDA STEELE
Donna Izen
JENA TAGHVAI
Darcey Smith-Heath
JULIE TRINQUE
Lucie Léveillé
LYGIA VALCOURT
Beryl Apfelbaum

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 April. /
Conseillères en soins de beauté indépendantes et Directrices des ventes indépendantes ayant recruté au moins 3 nouveaux membres en avril.

DONNA MELNYCHYN
Director/Directrice
CHRISTINE RANSOM
Director/Directrice
MONICA NOEL
Director/Directrice
MARY O. OGUNYEMI
Director/Directrice
GLADYS MACINTYRE
Director/Directrice
JUDY BUCHANAN
Director/Directrice
HARPREET DHALIWAL
Director/Directrice
LOUISELLE DUCHESNE
Director/Directrice
SHANNON SHAFFER
Director/Directrice
SUSAN BANNISTER
Director/Directrice
ROBIN COURNEYA-ROBLIN
Director/Directrice
LOUISE BOULANGER
Director/Directrice
JACQUELINE CULLEN
Director/Directrice
SUSIE LEAKVOLD
Director/Directrice
HELEN LUPENA
Director/Directrice
FERN SILVA
Director/Directrice
PAM BEHNKE-VAN HOOF
Director/Directrice
HARPARVEEN AUJLA
Director/Directrice
TRACEY DOUGLAS
Director/Directrice
SONIA JANELLE
Director/Directrice
DEBBIE STRUTHERS
Director/Directrice
JULIE FIALA
Director/Directrice

SHARON KOLENC
Director/Directrice
JOANNE LAM
Director/Directrice
ISHALI MULCHANDANI
Director/Directrice
DAWN FRASER
Dalene Allen
WANDA GROENEWEEN
Director/Directrice
ANNA LEBLANC
Director/Directrice
SUE MCELHANNY
Director/Directrice
CHRISTINE ROSSI
Beverly Dix
PAM SUTTLE
Elizabeth Farris
MARIE-JOSÉE BOURDAGES
Director/Directrice
SHANNON CAMERON
Director/Directrice
MAUREEN CORRIGAN
Director/Directrice
CHRISTINA DORACIN
Director/Directrice
COLLEEN HENDRICKSON
Director/Directrice
TARRA KELLER
Director/Directrice
IOULIA KHAIROVA
Director/Directrice
ANGELA MURPHY
Director/Directrice
KAREN ROBERTS
Director/Directrice
JULIE BISSON
Director/Directrice
VIV BONIN
Director/Directrice
SUSAN CAREY
Director/Directrice
HILLIE FEITSMA
Director/Directrice

TRACY HAJDASZ
Director/Directrice
ANGELA HARGREAVES
Director/Directrice
GINA HORMANN
Director/Directrice
RENEE JOHNSON
Director/Directrice
TRUDY KLASSEN
Director/Directrice
HOLLY SCHNELL
Director/Directrice
PATTI BABYN
Director/Directrice
SASHA BRADSHAW
Director/Directrice
LISA DOBSON
Director/Directrice
KAREENA FELKER
Director/Directrice
JAYME FOCHLER
Director/Directrice
ALISON HOGAN
Director/Directrice
DEBORAH KENNY
Director/Directrice
FRAN MCLAREN
Director/Directrice
DARCEY SMITH-HEATH
Director/Directrice
KAREN TAYLOR
Director/Directrice
AUDREY TRACH
Director/Directrice
MELANIE WIENS
Director/Directrice
HEATHER WITTE
Director/Directrice
GINGER WOEPPEL
Director/Directrice
ALICE WONG
Director/Directrice
KAREN BYERS
Director/Directrice
Ann Alexander

ICILDA BYFIELD
Elena Sarmago
DONNA FIDLER
Director/Directrice
ANNIE GAGNON
Director/Directrice
RAJWINDER GILL
Director/Directrice
ANA MARIA GUEVARA
Teresa Alomar-Story
LORRIE HENKE
Director/Directrice
GAIL LINAKER
Director/Directrice
LISA MACDONALD
Bernice Hartwell
TIFFANY MCLELLAN
Vaun Gramatovich
RENEE MELTON
Director/Directrice
MARIE MONTE
Director/Directrice
CHRISSEY NOVAK
Director/Directrice
ADRIANA TOOGOOD
Kimberly Cena
LORI WIEBE
Director/Directrice
SUSAN AHN
Elizabeth Sly
DESIREE AVERO
Shelley Recoskie
SIMONA BARTHA
Betina Bowman
JERI BELL
Audrey Ehalt
LOUISE BEST
Director/Directrice
LINDA BLACKMORE
Donna Weir
BETINA BOWMAN
Director/Directrice
CHERRY CERVITO
Donna Melnychyn

VIKTORIYA CHORNIY
Svitlana Awogbami
SUSHMA DHIR
Randhir Singh
LISA DUCK
Bernice Boe-Malin
PATRICIA ELLINGWOOD
Sharon Coburn
KRISTA ELLIOT
Susie Leakvold
TANYA FRENCH
Tracy Lynn Craig
CRYSTAL GOOD
Joyce Harnett
LEEANN GREENING
Elaine Maeland
NANCY GROLEAU
Linda Moreau
KRISTEL HARDER NELSON
Patti Babyn
BRYTANI HICKS
Kyla Buhler
MELISSA HODDER
Philomena
JULIE HOEFELING
Michelle Summach-Goetz
SANDRA JEFFRIES
Bev Krueger
ANDREA JOHNSON
Alexis Glabus-Bibby
PAMELA JOHNSON
Fran McLaren
JITENDER JUTY
Mandeep Bamrah
INDERJIT KAUR
Rajwinder Gill
APRIL KLIPPENSTEIN
Theresa Nielsen
JENNIFER LABAJ
Fiona Corby
RENEE LAROCQUE
Ann Alexander
EVELYN MACKINNON
Melissa Dunn

KYLIE MARTIN
Shannon Shaffer
ALISON MCGRAW
Debi Kanerva
ERIKKA MELLIS
Jane Maria Arsenault
ISABELLE MESSIER
Isabelle Perreault
ELYSE MICHAUD
Eve Raymond
JONI MILLER
Susie Leakvold
ROSEMARY MINORS
Colleen Hendrickson
SANDRA MOORE
Robin Courneya-Roblin
FATIMA NAKISBEKOVA
Erna Voth
PASCALE QUIRION
Josée D'Anjou
THERESE RAINVILLE
Lucie Léveillé
PATRICIA RETTIS-MARTINEZ
Claudia Guzman-Vilchez
TRISH ROBINSON
Heather Cook
JOSEFINA ROSANO
Deanna Pease
MAPLE RUSSELL
Lenore Oughton
BIANCA SALGADO
Sharon Casteel
KARAMJEET SEKHON
Mandeep Bamrah
JENNIFER SLAY
Frances Fletcher
THERESA STAFFORD
Rita Samms
JOAN STOLLE
Mary-Lee Plemel
NATALIE SURPRENANT
Caroline Clingen
MARILYN THIESSEN
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 2008, THERE WERE OVER 30,679 MEMBERS OF THE INDEPENDENT SALES FORCE OF MARY KAY COSMETICS LTD. IN CANADA. OF THE 4,278 WHO WERE IN THE INDEPENDENT SALES FORCE FOR AT LEAST ONE YEAR AND WHO EARNED COMMISSIONS, 47% EARNED COMMISSIONS IN EXCESS OF \$100. OF THE 608 OF THOSE WHO WERE MARY KAY INDEPENDENT SALES DIRECTORS, THE TOP 50% EARNED COMMISSIONS DURING THE YEAR OF \$16,567 TO IN EXCESS OF \$100,000. OF THE 24 OF THOSE WHO WERE MARY KAY INDEPENDENT NATIONAL SALES DIRECTORS, 66% EARNED COMMISSIONS DURING THE YEAR IN EXCESS OF \$100,000.

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

YVONNE TOPINKA
Paulette Nimco
KARLA TOUET
Tarra Keller

LAURIE-ANN TRUSSLER
Brigitte Raymond
ELIZABETH TUCKER
Larisa Day

SHERRY TWYNSTRA
Christine Ransom
CLAUDIA GUZMAN-VILCHEZ
Director/Directrice

MICHELLE VILLENEUVE
Louiselle Duchesne
DILEENI WEERASINGHE
Yasmin Manamperi

New Team Leaders/Nouveaux chefs d'équipe

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

JULIE ALLARD
Josée D'Anjou
HELENE BOUDREAU
Sylvie Theriault
CAROLINE CHAN
Diane Peel
KATHLEEN CLAY
Lisa O'Malley
BEV CRABB
Beverley Dix
JESSICA DECARIE
Julie Boulay
PAULA DOYLE
Lorraine Upwards

NADINE DUBE
Brigitte Raymond
CHERYL EHRESMAN
Angela Fedorchuk
NANCY GAUTHIER
Danielle Gobeil
ARVINDER GILL
Harsimran Saini
ANA MARIA GUEVARA
Teresa Alomar-Story
KRISTEL HARDER NELSON
Patti Babyn
EDIE JARVIS-FAST
Tamara Swatske

RUBA JEORGY
Ishali Mulchandani
KIM JONES
Fiona Corby
MANDY JORGENSEN
Angela Hargreaves
INDERJIT KAUR
Rajwinder Gill
BRANDI KELSIE
Angela Fedorchuk
PAT LANTHIER
Linda Feldman
CAROLINE LAROCHELLE
France Grenier

SYLVIE LAROSE
Martine Richard
ANNE-MARIE LÈVESQUE
Josée D'Anjou
RENEE MAILLET
Angela Hargreaves
TRASY MAK
Evelyn Ramanauskas
LISA NAISMITH
Kim Johnson
KIMBERLEY NELSON
Darcey Smith-Heath
NANCY NORMANDIN
Isabelle Perreault

BEATA NOWICKI
Darcey Smith-Heath
TERESA OLIVIERO
Patricia Monforton
DIANE POULIN
Lucie Beauregard
STEPHANIE PREGENT
Ginette Desforges
JENNY ROCHEFORT
Katharine Wingert
ALEATA RYHORCHUK
Dana Welch
PAMELA SITTTLER
Julie Fiala

LAEYA TSIROGIANNIS
Alissa Swail
LAURA WATSON
Karen Piovesan
DILEENI WEERASINGHE
Yasmin Manamperi

New Star Recruiters/Nouvelles recruteuses étoiles

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

TEMEKA AARRESTAD
Debbie Struthers
RACHEL ALBERS
Melissa Dunn
MARGARET BEBBER
Sylvia Smith
ODESSA BENDELL
Dalene Allen
KELLIE BERRIGAN
Pam Behnke-Van Hoof
NANCY BONENFANT
Danelle Theriault
MARY CASTILLO
Susan Placsko

ANNA CHMIEL
Mary-Lou Hill
VIKTORIYA CHORNIY
Svitlana Awogbami
A DALLAIRE-BEAUCAGE
Sylvie Beaucage
TANYA DESJARDINS
Heather Kimble
KARI DUFOUR
Linda Feldman
DANIELA FERREIRA
Cicily Brewer
BERNICE GARRETT
Kathryn Milner

PEGGY GEORGE
Trudy Klassen
DAVINDER GILL
Harsimran Saini
MAGIELYN GUILING
Joy Nicavera
LOUISE HAYES
Ruth Decker
EILEEN JESSUP
Angella Maynard
HAYLEY LANE
Sasha Bradshaw
ISABELLE LECLAIR
Lucie Beauregard

JOSIANNE LEMIRE
Sophie Audet
ESTHER OLJNYK
Luisa Rallo
MARIA PEREZ
Giovanna Russo-Nardelli
LAURA PRODANYK
Kim Johnson
MONIQUE QUAIL
Pam Behnke-Van Hoof
SUZETTE RICE
Lorraine Upwards
KERRIE RUTHERFORD
Angela Fedorchuk

MARSHA RYAN
Sylvia Smith
KATIE SCHLOSSER
Joyce Bigelow
SAMANTHA SCOBAY
Lorrie Henke
LAURA SIMPSON
Donna Lowry
THERESA STAFFORD
Rita Samms
CHERI STEFANUCCI
Marilyn Denis
NANETTE TRAILL
Melissa Dunn

DANIELLE TREMBLAY
Isabelle Meunier
F. CHIDIM UGWOKEGBE
Cicily Brewer
KARLA VAN SICKLE
Sheena Murphy
LORI-LYNN WALOSCHUK
Deanna Pease
YING ZHANG
Susan Tu

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

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

Allyson Beckel

Eva Coelho

Louise Desy

Michele Gustafson

Gina Hormann

Elaine Maeland

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

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

Usha Bhui

Sushma Dhir

Kelly Thomas-Petroff

Honor Society Achiever/ Championne Société d'honneur

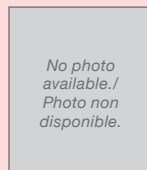
The following Independent Sales Director achieved the Mary Kay Honor Society by achieving at least \$60,000 in net adjusted wholesale production and growing her unit size to 50 or more within one year of her debut date (May 2008)./La Directrice des ventes indépendante suivante a atteint le statut de 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 (mai 2008) de ses débuts.



Chantal Rivard
National Area/Famille nationale:
Go-Give/Famille Entraide

Fabulous 50s Achievers/ Championnes Fabuleux 50

The following Independent Sales Directors achieved Mary Kay's Fabulous 50s status by achieving at least \$30,000 in net adjusted wholesale production and growing their unit size to 50 or more within six months of their debut date (November 2008)./Les Directrices des ventes indépendantes suivantes ont atteint le statut de championne Fabuleux 50 Mary Kay pour avoir réalisé une production de groupe nette ajustée de 30 000 \$ en gros ou plus et pour avoir développé une production de groupe de 50 membres ou plus dans les six mois suivant la date de leurs débuts (novembre 2008).



Reina Heras
National Area/Famille nationale:
Elena Sarmago



Catherine Roberts
National Area/Famille nationale:
Sandy Campbell

LA PREMIÈRE SOURCE DE PROFIT DES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT REPOSE POUR LA MAJEURE PARTIE SUR LA VENTE DE PRODUITS. QUI PLUS EST, TOUTES LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES MARY KAY PEUVENT TIRER UN REVENU DES COMMISSIONS, REMPLACEMENTS, PRIX ET RÉCOMPENSES. POUR POUVOIR PROFITER DES COMMISSIONS, LES CONSEILLÈRES EN SOINS DE BEAUTÉ INDÉPENDANTES DOIVENT ELLES-MÊMES ÊTRE ACTIVES ET AVOIR AU MOINS UNE RECROUTE ACTIVE PENDANT LA PÉRIODE EN QUESTION. LES MEMBRES DE L'EFFECTIF DE VENTE INDÉPENDANT SONT CONSIDÉRÉS COMME ACTIVES DURANT UN MOIS DONNÉ (ET POUR LES DEUX MOIS SUIVANTS) SI ELLES PASSENT DES COMMANDES MINIMALES DE 200 \$ EN GROS DE PRODUITS COSMÉTIQUES EN VUE DE LEUR REVENTE PENDANT CE MÊME MOIS. EN 2008, L'EFFECTIF DE VENTE INDÉPENDANT DES COSMÉTIQUES MARY KAY LÉEE AU CANADA COMPTAIT PLUS DE 30 679 MEMBRES. PARMI LES 4 278 MEMBRES FAISANT PARTIE DE L'EFFECTIF DE VENTE INDÉPENDANT DURANT AU MOINS UN AN ET QUI ONT REÇU DES COMMISSIONS, 47 % ONT TOUCHÉ DES COMMISSIONS SUPÉRIEURES À 100 \$. PARMI LES 608 DIRECTRICES DES VENTES INDÉPENDANTES MARY KAY, LA MEILLEURE MOTITÉ A REÇU SUR L'ANNÉE DES COMMISSIONS ALLANT DE 16 567 \$ À PLUS DE 100 000 \$. PARMI LES 24 DIRECTRICES NATIONALES DES VENTES INDÉPENDANTES MARY KAY, 66 % SE SONT VUES REMETTRE DURANT L'ANNÉE DES COMMISSIONS DE PLUS DE 100 000 \$.

bee strong. bee determined.


bee focused!

Tiny wings can't keep bees from flying! That's why Mary Kay Ash loved this symbol of success.

You, too, can reach the pinnacle of team-building success by getting on-target for the prestigious Queen's Court of Sharing at Seminar 2010.

Each phase of the *Bee Focused!* Challenge is designed to help you break down the year-end Queen's Court of Sharing goal into "bite-size" pieces, providing stepping stones to success.

Don't let tiny wings – like negative people, low self-esteem or procrastination – hold you back. Begin sharing the opportunity that has given you flexibility and control – and give other women what they want!

 **Find it online:**
MKOC > Recognition/Contests > Contests & Rewards



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